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TABLE 1. Selected operating ratios, in percent of sales, 1986

Prince Edward Island, Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	46.2	--	--	--	--	88.4	52.3	--	--	--	--
Occupancy expenses	8.3	--	--	--	--	97.1	8.6	--	--	--	--
Depreciation	4.0	--	--	--	--	91.3	4.3	--	--	--	--
Repairs & maintenance	3.6	--	--	--	--	85.5	4.2	--	--	--	--
Heat, light & telephone	0.7	--	--	--	--	76.8	0.9	--	--	--	--
Rent	0.1	--	--	--	--	14.5	1.0	--	--	--	--
Personnel expenses	27.9	--	--	--	--	97.1	28.8	--	--	--	--
Financial expenses	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Interest & bank charges	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Professional fees	1.3	--	--	--	--	94.2	1.4	--	--	--	--
Other expenses	13.1	--	--	--	--	100.0	13.1	--	--	--	--
Profit (loss)	1.2	--	--	--	--	97.1	1.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4011 - Single Family Housing Contractors

Businesses primarily engaged in the development and construction of single detached and single attached dwellings such as: cottages, single duplexes, garden homes, semi-detached houses, single attached houses, single detached houses, erecting prefabricated homes, row houses (exc. row duplexes), single residences and summer homes.



TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	6	--	--	--	--
Accounts and notes receivable	33	--	--	--	--
Inventory	32	--	--	--	--
Other current assets	9	--	--	--	--
Total current assets	81	--	--	--	--
Fixed assets	62	--	--	--	--
Less: Accum. dep. on fixed assets	34	--	--	--	--
Other assets	9	--	--	--	--
<b>Total assets</b>	<b>118</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	42	--	--	--	--
Other current liabilities	30	--	--	--	--
Total current liabilities	72	--	--	--	--
Mortgages payable	2	--	--	--	--
Long term debt	21	--	--	--	--
Other liabilities	4	--	--	--	--
<b>Total liabilities</b>	<b>100</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>18</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Single Family Housing Contractors (SIC 4011)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	(1)	53	157	318
High sales value (\$000's)	(1)	53	157	318	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	1.8	1.0	1.1	1.0
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-41.2	-3.1	17.9	-231.7	43.1
Interest coverage ratio (times)	-1.0	-26.7	2.0	16.3	3.4
Debt ratio (times)	28.9	117.1	0.9	0.9	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit • interest expense / interest expense



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Single Family Housing Contractors (SIC 4011)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
<b>Dividends</b>	X	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	X	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	X	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Single Family Housing Contractors (SIC 4011)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	62	2,264	140	10	6
less than 20	62	2,264	140	10	6
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	83	3,304	177	20	...
less than 20	83	3,304	177	20	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	35				
Average sales \$	215,443	--	--	--	--
Average expense \$	206,097	--	--	--	--
Average net profit (loss) \$	9,346	--	--	--	--
Businesses reporting a profit (No.)	27				
Average sales \$	219,982	--	--	--	--
Average expense \$	205,546	--	--	--	--
Average net profit \$	14,436	--	--	--	--
Businesses reporting a loss (No.)	8				
Average sales \$	234,314	--	--	--	--
Average expense \$	250,709	--	--	--	--
Average net loss \$	-16,395	--	--	--	--
<b>1985</b>					
Number of observations in sample	28				
Average sales \$	354,693	--	--	--	--
Average expense \$	341,979	--	--	--	--
Average net profit (loss) \$	12,714	--	--	--	--
Businesses reporting a profit (No.)	23				
Average sales \$	372,492	--	--	--	--
Average expense \$	349,395	--	--	--	--
Average net profit \$	23,097	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	273,595	--	--	--	--
Average expense \$	302,848	--	--	--	--
Average net loss \$	-29,253	--	--	--	--
<b>1986</b>					
Number of observations in sample	33				
Average sales \$	214,306	--	--	--	--
Average expense \$	200,150	--	--	--	--
Average net profit (loss) \$	14,156	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	217,710	--	--	--	--
Average expense \$	200,459	--	--	--	--
Average net profit \$	17,251	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	183,966	--	--	--	--
Average expense \$	187,732	--	--	--	--
Average net loss \$	-3,766	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Residential Renovation Contractors (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	40.4	--	--	--	--	81.8	49.4	--	--	--	--
Occupancy expenses	12.8	--	--	--	--	100.0	12.8	--	--	--	--
Depreciation	3.5	--	--	--	--	90.9	3.8	--	--	--	--
Repairs & maintenance	7.6	--	--	--	--	90.9	8.3	--	--	--	--
Heat, light & telephone	1.7	--	--	--	--	81.8	2.1	--	--	--	--
Rent	-	--	--	--	--	9.1	-	--	--	--	--
Personnel expenses	30.9	--	--	--	--	90.9	34.0	--	--	--	--
Financial expenses	1.0	--	--	--	--	81.8	1.2	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	81.8	0.7	--	--	--	--
Professional fees	0.4	--	--	--	--	72.7	0.6	--	--	--	--
Other expenses	13.1	--	--	--	--	100.0	13.1	--	--	--	--
Profit (loss)	1.9	--	--	--	--	100.0	1.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4013 - Residential Renovation Contractors

Businesses primarily engaged in residential additions, major improvements and repairs, renovation, rehabilitation, retro-fitting and conversions involving more than one trade.



TABLE 2. Balance sheet profile for 1986

## Prince Edward Island, Residential Renovation Contractors (SIC 4013)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	21	--	--	--	--
Accounts and notes receivable	24	--	--	--	--
Inventory	1	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	48	--	--	--	--
Fixed assets	123	--	--	--	--
Less: Accum. dep. on fixed assets	31	--	--	--	--
Other assets	-	--	--	--	--
<b>Total assets</b>	<b>140</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	11	--	--	--	--
Other current liabilities	24	--	--	--	--
Total current liabilities	35	--	--	--	--
Mortgages payable	34	--	--	--	--
Long term debt	18	--	--	--	--
Other liabilities	4	--	--	--	--
<b>Total liabilities</b>	<b>91</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>48</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Prince Edward Island, Residential Renovation Contractors (SIC 4013)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	3.9	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-1.5	--	--	--	--
Interest coverage ratio (times)	-1.0	--	--	--	--
Debt ratio (times)	4.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Residential Renovation Contractors (SIC 4013)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>	-				
Cash from operations	-	--	--	--	--
Depreciation	-	--	--	--	--
Other	-	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>	-				
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>	-				
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	-	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	-	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	-	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Residential Renovation Contractors (SIC 4013)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	21	958	58	3	4
less than 20	20	X	37	3	4
20 - 99	1	X	21	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	33	1,594	85	7	...
less than 20	32	X	64	7	...
20 - 99	1	X	21	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Prince Edward Island, Residential Renovation Contractors (SIC 4013)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	9				
Average sales \$	362,725	--	--	--	--
Average expense \$	350,898	--	--	--	--
Average net profit (loss) \$	11,827	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	362,725	--	--	--	--
Average expense \$	350,898	--	--	--	--
Average net profit \$	11,827	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
<b>1985</b>					
Number of observations in sample	11				
Average sales \$	133,467	--	--	--	--
Average expense \$	128,790	--	--	--	--
Average net profit (loss) \$	4,677	--	--	--	--
Businesses reporting a profit (No.)	9				
Average sales \$	137,350	--	--	--	--
Average expense \$	125,411	--	--	--	--
Average net profit \$	11,939	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	165,500	--	--	--	--
Average expense \$	166,500	--	--	--	--
Average net loss \$	-1,000	--	--	--	--
<b>1986</b>					
Number of observations in sample	16				
Average sales \$	117,239	--	--	--	--
Average expense \$	109,234	--	--	--	--
Average net profit (loss) \$	8,005	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	127,986	--	--	--	--
Average expense \$	118,005	--	--	--	--
Average net profit \$	9,981	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	92,389	--	--	--	--
Average expense \$	99,285	--	--	--	--
Average net loss \$	-6,896	--	--	--	--

1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes



TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Excavating and Grading Contractors (SIC 4214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	9.9	--	--	--	--	30.9	31.9	--	--	--	--
Occupancy expenses	24.3	--	--	--	--	100.0	24.3	--	--	--	--
Depreciation	6.5	--	--	--	--	71.4	9.1	--	--	--	--
Repairs & maintenance	16.5	--	--	--	--	100.0	16.5	--	--	--	--
Heat, light & telephone	1.2	--	--	--	--	100.0	1.2	--	--	--	--
Rent	0.1	--	--	--	--	7.7	0.8	--	--	--	--
Personnel expenses	29.1	--	--	--	--	100.0	29.1	--	--	--	--
Financial expenses	2.7	--	--	--	--	92.3	2.9	--	--	--	--
Interest & bank charges	1.4	--	--	--	--	63.7	2.2	--	--	--	--
Professional fees	1.3	--	--	--	--	92.3	1.4	--	--	--	--
Other expenses	31.4	--	--	--	--	100.0	31.4	--	--	--	--
Profit (loss)	2.7	--	--	--	--	100.0	2.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4214 - Excavating and Grading Contractors

Businesses primarily engaged in construction site excavating and grading.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Excavating and Grading Contractors (SIC 4214)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	6	--	--	--	--
Accounts and notes receivable	21	--	--	--	--
Inventory	5	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	34	--	--	--	--
Fixed assets	135	--	--	--	--
Less: Accum. dep. on fixed assets	68	--	--	--	--
Other assets	-	--	--	--	--
<b>Total assets</b>	<b>102</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	11	--	--	--	--
Other current liabilities	28	--	--	--	--
Total current liabilities	39	--	--	--	--
Mortgages payable	5	--	--	--	--
Long term debt	36	--	--	--	--
Other liabilities	8	--	--	--	--
<b>Total liabilities</b>	<b>89</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>13</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Excavating and Grading Contractors (SIC 4214)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.7	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.3	--	--	--	--
Interest coverage ratio (times)	2.7	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Prince Edward Island, Excavating and Grading Contractors (SIC 4214)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
<b>Dividends</b>	X	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	X	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	X	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Prince Edward Island, Excavating and Grading Contractors (SIC 4214)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	13	237	15	3	4
less than 20	13	237	15	3	4
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	19	641	35	4	...
less than 20	19	641	35	4	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.



**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Prince Edward Island, Excavating and Grading Contractors (SIC 4214)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	15				
Average sales \$	72,562	--	--	--	--
Average expense \$	69,742	--	--	--	--
Average net profit (loss) \$	2,820	--	--	--	--
Businesses reporting a profit (No.)	13				
Average sales \$	59,846	--	--	--	--
Average expense \$	49,357	--	--	--	--
Average net profit \$	10,489	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	223,385	--	--	--	--
Average expense \$	242,446	--	--	--	--
Average net loss \$	-19,061	--	--	--	--
<b>1985</b>					
Number of observations in sample	21				
Average sales \$	189,228	--	--	--	--
Average expense \$	184,122	--	--	--	--
Average net profit (loss) \$	5,106	--	--	--	--
Businesses reporting a profit (No.)	18				
Average sales \$	207,902	--	--	--	--
Average expense \$	190,963	--	--	--	--
Average net profit \$	16,939	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	74,042	--	--	--	--
Average expense \$	84,974	--	--	--	--
Average net loss \$	-10,932	--	--	--	--
<b>1986</b>					
Number of observations in sample	20				
Average sales \$	103,629	--	--	--	--
Average expense \$	89,832	--	--	--	--
Average net profit (loss) \$	13,797	--	--	--	--
Businesses reporting a profit (No.)	15				
Average sales \$	110,079	--	--	--	--
Average expense \$	91,257	--	--	--	--
Average net profit \$	18,822	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	75,051	--	--	--	--
Average expense \$	86,731	--	--	--	--
Average net loss \$	-11,680	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Masonry Contractors (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	13.3	--	--	--	--	58.1	22.8	--	--	--	--
Occupancy expenses	10.9	--	--	--	--	97.9	11.2	--	--	--	--
Depreciation	6.3	--	--	--	--	95.8	6.6	--	--	--	--
Repairs & maintenance	4.6	--	--	--	--	93.8	4.9	--	--	--	--
Heat, light & telephone	-	--	--	--	--	6.2	0.3	--	--	--	--
Rent	-	--	--	--	--	-	-	--	--	--	--
Personnel expenses	51.3	--	--	--	--	100.0	51.3	--	--	--	--
Financial expenses	5.1	--	--	--	--	100.0	5.1	--	--	--	--
Interest & bank charges	3.4	--	--	--	--	100.0	3.4	--	--	--	--
Professional fees	1.7	--	--	--	--	98.7	1.7	--	--	--	--
Other expenses	19.5	--	--	--	--	100.0	19.5	--	--	--	--
Profit (loss)	-	--	--	--	--	100.0	-	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4231 - Masonry Contractors

Businesses primarily engaged in conventional or specialty masonry work, except interior marble work. Installation of architectural stone, blocklaying, brick or stone lining (chimney, kiln, boiler, etc.) bricklaying, installation of granite (exterior work), installation of marble (exterior work), masonry work, installation of ornamental stone, pointing masonry, installation of slate (exterior work), stone cutting and setting and installation of veneer facing stone or brick.

**TABLE 2. Balance sheet profile for 1986**  
**Prince Edward Island, Masonry Contractors (SIC 4231)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	2	--	--	--	--
Accounts and notes receivable	16	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	18	--	--	--	--
Fixed assets	32	--	--	--	--
Less: Accum. dep. on fixed assets	14	--	--	--	--
Other assets	-	--	--	--	--
<b>Total assets</b>	<b>36</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	15	--	--	--	--
Other current liabilities	10	--	--	--	--
Total current liabilities	25	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	10	--	--	--	--
Other liabilities	-	--	--	--	--
<b>Total liabilities</b>	<b>35</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>1</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Prince Edward Island, Masonry Contractors (SIC 4231)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.3	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	272.9	--	--	--	--
Interest coverage ratio (times)	0.5	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

#### Definitions:

##### 1. Liquidity ratio:

Current = current assets / current liabilities.

##### 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Prince Edward Island, Masonry Contractors (SIC 4231)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>	-				
Cash from operations	-	--	--	--	--
Depreciation	-	--	--	--	--
Other	-	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>	-				
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>	-				
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	-	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	-	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	-	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Prince Edward Island, Masonry Contractors (SIC 4231)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	13	717	41	1	1
less than 20	11	206	12	1	1
20 - 99	1	X	21	-	-
100 - 499	1	X	8	-	-
500 and over	-	-	-	-	-
1986					
Total	19	799	42	4	...
less than 20	17	X	29	4	...
20 - 99	2	X	13	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Masonry Contractors (SIC 4231)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	9				
Average sales \$	81,261	--	--	--	--
Average expense \$	80,444	--	--	--	--
Average net profit (loss) \$	817	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	92,369	--	--	--	--
Average expense \$	88,864	--	--	--	--
Average net profit \$	3,505	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	26,985	--	--	--	--
Average expense \$	30,495	--	--	--	--
Average net loss \$	-3,510	--	--	--	--
<b>1985</b>					
Number of observations in sample	11				
Average sales \$	89,180	--	--	--	--
Average expense \$	85,696	--	--	--	--
Average net profit (loss) \$	3,484	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	111,220	--	--	--	--
Average expense \$	105,221	--	--	--	--
Average net profit \$	5,999	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	45,333	--	--	--	--
Average expense \$	48,667	--	--	--	--
Average net loss \$	-3,334	--	--	--	--
<b>1986</b>					
Number of observations in sample	15				
Average sales \$	90,518	--	--	--	--
Average expense \$	89,709	--	--	--	--
Average net profit (loss) \$	809	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	146,047	--	--	--	--
Average expense \$	139,051	--	--	--	--
Average net profit \$	6,996	--	--	--	--
Businesses reporting a loss (No.)	5				
Average sales \$	91,059	--	--	--	--
Average expense \$	95,361	--	--	--	--
Average net loss \$	-4,302	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	55.2	--	--	--	--	100.0	55.2	--	--	--	--
Occupancy expenses	5.7	--	--	--	--	100.0	5.7	--	--	--	--
Depreciation	1.7	--	--	--	--	78.2	2.1	--	--	--	--
Repairs & maintenance	2.9	--	--	--	--	76.8	3.8	--	--	--	--
Heat, light & telephone	1.0	--	--	--	--	80.6	1.3	--	--	--	--
Rent	0.2	--	--	--	--	11.9	1.5	--	--	--	--
Personnel expenses	17.5	--	--	--	--	80.6	21.7	--	--	--	--
Financial expenses	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Interest & bank charges	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Professional fees	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Other expenses	8.5	--	--	--	--	80.6	10.5	--	--	--	--
Profit (loss)	10.2	--	--	--	--	100.0	10.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- .. too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4241 - Plumbing Contractors

Businesses primarily engaged in the installation and repair of primary hot and cold water piping systems (i.e. except space heating) such as: installation of waste and vent systems drain, installation of hot water heaters and plumbing tanks, installation of water meters, installation of piping systems, installation of plumbing fixtures, installation of primary hot water, installation of roof drainage systems (exc. eavestroughing), and installation of sanitary ware.

**TABLE 2. Balance sheet profile for 1986**  
**Prince Edward Island, Plumbing Contractors (SIC 4241)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	2	--	--	--	--
Accounts and notes receivable	40	--	--	--	--
Inventory	16	--	--	--	--
Other current assets	7	--	--	--	--
Total current assets	64	--	--	--	--
Fixed assets	60	--	--	--	--
Less: Accum. dep. on fixed assets	25	--	--	--	--
Other assets	1	--	--	--	--
<b>Total assets</b>	<b>100</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	19	--	--	--	--
Other current liabilities	28	--	--	--	--
Total current liabilities	46	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	5	--	--	--	--
Other liabilities	1	--	--	--	--
<b>Total liabilities</b>	<b>53</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>48</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Prince Edward Island, Plumbing Contractors (SIC 4241)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.5	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-0.7	--	--	--	--
Interest coverage ratio (times)	-13.1	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Prince Edward Island, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
<b>Dividends</b>	X	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	X	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	X	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Prince Edward Island, Plumbing Contractors (SIC 4241)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	27	1,611	92	5	7
less than 20	26	X	67	5	7
20 - 99	1	X	25	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	42	4,295	230	6	...
less than 20	40	1,659	89	5	...
20 - 99	1	X	58	-	...
100 - 499	1	X	83	1	...
500 and over	-	-	-	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	40				
Average sales \$	206,483	--	--	--	--
Average expense \$	194,391	--	--	--	--
Average net profit (loss) \$	12,092	--	--	--	--
Businesses reporting a profit (No.)	37				
Average sales \$	214,766	--	--	--	--
Average expense \$	201,878	--	--	--	--
Average net profit \$	12,888	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	104,972	--	--	--	--
Average expense \$	110,306	--	--	--	--
Average net loss \$	-5,334	--	--	--	--
<b>1985</b>					
Number of observations in sample	40				
Average sales \$	215,623	--	--	--	--
Average expense \$	225,984	--	--	--	--
Average net profit (loss) \$	-10,361	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	212,691	--	--	--	--
Average expense \$	197,604	--	--	--	--
Average net profit \$	15,087	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	386,149	--	--	--	--
Average expense \$	525,802	--	--	--	--
Average net loss \$	-139,653	--	--	--	--
<b>1986</b>					
Number of observations in sample	48				
Average sales \$	283,336	--	--	--	--
Average expense \$	272,109	--	--	--	--
Average net profit (loss) \$	11,227	--	--	--	--
Businesses reporting a profit (No.)	41				
Average sales \$	279,192	--	--	--	--
Average expense \$	263,665	--	--	--	--
Average net profit \$	15,527	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	529,391	--	--	--	--
Average expense \$	553,953	--	--	--	--
Average net loss \$	-24,562	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Electrical Contractors (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	49.8	--	--	--	--	100.0	49.8	--	--	--	--
Occupancy expenses	5.7	--	--	--	--	100.0	5.7	--	--	--	--
Depreciation	2.3	--	--	--	--	96.1	2.4	--	--	--	--
Repairs & maintenance	2.2	--	--	--	--	96.1	2.3	--	--	--	--
Heat, light & telephone	1.0	--	--	--	--	92.3	1.1	--	--	--	--
Rent	0.3	--	--	--	--	19.3	1.3	--	--	--	--
Personnel expenses	31.3	--	--	--	--	100.0	31.3	--	--	--	--
Financial expenses	3.2	--	--	--	--	100.0	3.2	--	--	--	--
Interest & bank charges	1.2	--	--	--	--	96.1	1.2	--	--	--	--
Professional fees	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Other expenses	8.1	--	--	--	--	100.0	8.1	--	--	--	--
Profit (loss)	2.0	--	--	--	--	96.1	2.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4261- Electrical Contractors

Businesses primarily engaged in the installation and repair of electrical and communication wiring systems, except transmission and distribution lines.

TABLE 2. Balance sheet profile for 1986

## Prince Edward Island, Electrical Contractors (SIC 4261)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	5	--	--	--	--
Accounts and notes receivable	16	--	--	--	--
Inventory	9	--	--	--	--
Other current assets	12	--	--	--	--
Total current assets	42	--	--	--	--
Fixed assets	41	--	--	--	--
Less: Accum. dep. on fixed assets	17	--	--	--	--
Other assets	3	--	--	--	--
<b>Total assets</b>	<b>69</b>	--	--	--	--
<b>Liabilities and equity</b>					
Current loans	12	--	--	--	--
Other current liabilities	25	--	--	--	--
Total current liabilities	36	--	--	--	--
Mortgages payable	5	--	--	--	--
Long term debt	8	--	--	--	--
Other liabilities	-	--	--	--	--
<b>Total liabilities</b>	<b>50</b>	--	--	--	--
<b>Total equity</b>	<b>19</b>	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Prince Edward Island, Electrical Contractors (SIC 4261)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	25				
Low sales value (\$000's)	(1)	(1)	91	138	276
High sales value (\$000's)	(1)	91	138	276	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	1.6	1.0	3.1	0.8
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.2	2.0	4.8	1.4	9.2
Interest coverage ratio (times)	26.1	2.0	97.7	5.4	2.6
Debt ratio (times)	0.8	1.0	0.7	0.7	0.9

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Electrical Contractors (SIC 4261)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
<b>Dividends</b>	X	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	X	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	X	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Electrical Contractors (SIC 4261)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	57	2,837	163	9	10
less than 20	56	X	161	8	7
20 - 99	-	-	-	-	1
100 - 499	-	-	-	-	1
500 and over	1	X	2	1	1
1986					
Total	79	4,719	253	15	...
less than 20	73	4,032	217	13	...
20 - 99	2	X	6	2	...
100 - 499	2	X	25	-	...
500 and over	2	X	5	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Electrical Contractors (SIC 4261)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	40				
Average sales \$	165,221	--	--	--	--
Average expense \$	155,900	--	--	--	--
Average net profit (loss) \$	9,321	--	--	--	--
Businesses reporting a profit (No.)	33				
Average sales \$	172,977	--	--	--	--
Average expense \$	161,477	--	--	--	--
Average net profit \$	11,500	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	129,492	--	--	--	--
Average expense \$	134,422	--	--	--	--
Average net loss \$	-4,930	--	--	--	--
<b>1985</b>					
Number of observations in sample	45				
Average sales \$	176,434	--	--	--	--
Average expense \$	172,495	--	--	--	--
Average net profit (loss) \$	3,939	--	--	--	--
Businesses reporting a profit (No.)	36				
Average sales \$	180,615	--	--	--	--
Average expense \$	172,988	--	--	--	--
Average net profit \$	7,627	--	--	--	--
Businesses reporting a loss (No.)	9				
Average sales \$	208,536	--	--	--	--
Average expense \$	219,215	--	--	--	--
Average net loss \$	-10,679	--	--	--	--
<b>1986</b>					
Number of observations in sample	45				
Average sales \$	167,480	--	--	--	--
Average expense \$	160,356	--	--	--	--
Average net profit (loss) \$	7,124	--	--	--	--
Businesses reporting a profit (No.)	34				
Average sales \$	160,473	--	--	--	--
Average expense \$	149,197	--	--	--	--
Average net profit \$	11,276	--	--	--	--
Businesses reporting a loss (No.)	11				
Average sales \$	188,781	--	--	--	--
Average expense \$	194,844	--	--	--	--
Average net loss \$	-6,063	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Finish Carpentry Contractors (SIC 4274)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	51.0	--	--	--	--	96.5	52.9	--	--	--	--
Occupancy expenses	6.9	--	--	--	--	98.3	7.0	--	--	--	--
Depreciation	2.7	--	--	--	--	94.8	2.9	--	--	--	--
Repairs & maintenance	3.1	--	--	--	--	98.3	3.2	--	--	--	--
Heat, light & telephone	1.0	--	--	--	--	68.1	1.5	--	--	--	--
Rent	-	--	--	--	--	-	-	--	--	--	--
Personnel expenses	28.1	--	--	--	--	98.3	28.6	--	--	--	--
Financial expenses	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Interest & bank charges	0.7	--	--	--	--	87.2	0.8	--	--	--	--
Professional fees	0.7	--	--	--	--	96.5	0.8	--	--	--	--
Other expenses	7.6	--	--	--	--	100.0	7.6	--	--	--	--
Profit (loss)	5.0	--	--	--	--	100.0	5.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4274 - Finish Carpentry Contractors

Businesses primarily engaged in on-site cabinetry, millwork installation, pre-fabricated sash and door installation, garage door installation, exterior and interior trimming and miscellaneous hardware installation.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Finish Carpentry Contractors (SIC 4274)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	13				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	7	--	--	--	--
Accounts and notes receivable	6	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	13	--	--	--	--
Fixed assets	11	--	--	--	--
Less: Accum. dep. on fixed assets	2	--	--	--	--
Other assets	-	--	--	--	--
<b>Total assets</b>	<b>22</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	-	--	--	--	--
Other current liabilities	8	--	--	--	--
Total current liabilities	8	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	11	--	--	--	--
Other liabilities	-	--	--	--	--
<b>Total liabilities</b>	<b>20</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>2</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Finish Carpentry Contractors (SIC 4274)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	11				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.5	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.5	--	--	--	--
Interest coverage ratio (times)	-8.6	--	--	--	--
Debt ratio (times)	9.5	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Finish Carpentry Contractors (SIC 4274)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-	--	--	--	--
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>	-	--	--	--	--
Cash from operations	-	--	--	--	--
Depreciation	-	--	--	--	--
Other	-	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>	-	--	--	--	--
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>	-	--	--	--	--
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	-	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	-	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	-	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Finish Carpentry Contractors (SIC 4274)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	25	805	48	5	5
less than 20	25	805	48	5	5
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	40	1,193	64	9	...
less than 20	40	1,193	64	9	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Prince Edward Island, Finish Carpentry Contractors (SIC 4274)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	28				
Average sales \$	87,992	--	--	--	--
Average expense \$	78,590	--	--	--	--
Average net profit (loss) \$	9,402	--	--	--	--
Businesses reporting a profit (No.)	25				
Average sales \$	77,828	--	--	--	--
Average expense \$	66,813	--	--	--	--
Average net profit \$	11,015	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	232,473	--	--	--	--
Average expense \$	238,528	--	--	--	--
Average net loss \$	-6,055	--	--	--	--
<b>1985</b>					
Number of observations in sample	29				
Average sales \$	66,266	--	--	--	--
Average expense \$	59,227	--	--	--	--
Average net profit (loss) \$	7,039	--	--	--	--
Businesses reporting a profit (No.)	26				
Average sales \$	65,045	--	--	--	--
Average expense \$	55,860	--	--	--	--
Average net profit \$	9,185	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	38,976	--	--	--	--
Average expense \$	44,257	--	--	--	--
Average net loss \$	-5,281	--	--	--	--
<b>1986</b>					
Number of observations in sample	43				
Average sales \$	99,947	--	--	--	--
Average expense \$	91,918	--	--	--	--
Average net profit (loss) \$	8,029	--	--	--	--
Businesses reporting a profit (No.)	37				
Average sales \$	103,862	--	--	--	--
Average expense \$	93,049	--	--	--	--
Average net profit \$	10,813	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	38,516	--	--	--	--
Average expense \$	41,346	--	--	--	--
Average net loss \$	-2,830	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Painters and Decorators (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	1.1	--	--	--	--	5.3	21.4	--	--	--	--
Occupancy expenses	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Depreciation	0.4	--	--	--	--	100.0	0.4	--	--	--	--
Repairs & maintenance	0.6	--	--	--	--	8.8	7.3	--	--	--	--
Heat, light & telephone	0.1	--	--	--	--	1.8	6.7	--	--	--	--
Rent	0.1	--	--	--	--	1.8	6.0	--	--	--	--
Personnel expenses	79.9	--	--	--	--	100.0	79.9	--	--	--	--
Financial expenses	2.6	--	--	--	--	100.0	2.6	--	--	--	--
Interest & bank charges	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Professional fees	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Other expenses	14.3	--	--	--	--	100.0	14.3	--	--	--	--
Profit (loss)	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 4275 - Painters and Decorators

Businesses primarily engaged in painting, paperhanging and decorating in buildings and painting of heavy (engineering) structures. Included are establishments primarily engaged in paint or paper stripping and parking lot or road surface marking.

**TABLE 2. Balance sheet profile for 1986**  
**Prince Edward Island, Painters and Decorators (SIC 4275)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	3	--	--	--	--
Accounts and notes receivable	1	--	--	--	--
Inventory	-	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	4	--	--	--	--
Fixed assets	1	--	--	--	--
Less: Accum. dep. on fixed assets	1	--	--	--	--
Other assets	-	--	--	--	--
<b>Total assets</b>	<b>5</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	1	--	--	--	--
Other current liabilities	1	--	--	--	--
Total current liabilities	1	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	3	--	--	--	--
Other liabilities	-	--	--	--	--
<b>Total liabilities</b>	<b>5</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>-</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Prince Edward Island, Painters and Decorators (SIC 4275)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	13.6	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	16.8	--	--	--	--
Interest coverage ratio (times)	5.6	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Painters and Decorators (SIC 4275)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>	-				
Cash from operations	-	--	--	--	--
Depreciation	-	--	--	--	--
Other	-	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>	-				
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>	-				
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	-	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	-	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	-	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Painters and Decorators (SIC 4275)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	27	800	46	4	7
less than 20	27	800	46	4	7
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	46	1,261	67	10	...
less than 20	45	X	56	10	...
20 - 99	1	X	11	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Painters and Decorators (SIC 4275)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	18				
Average sales \$	103,457	--	--	--	--
Average expense \$	93,941	--	--	--	--
Average net profit (loss) \$	9,516	--	--	--	--
Businesses reporting a profit (No.)	16				
Average sales \$	109,803	--	--	--	--
Average expense \$	99,308	--	--	--	--
Average net profit \$	10,495	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	104,883	--	--	--	--
Average expense \$	107,413	--	--	--	--
Average net loss \$	-2,530	--	--	--	--
<b>1985</b>					
Number of observations in sample	22				
Average sales \$	42,235	--	--	--	--
Average expense \$	36,987	--	--	--	--
Average net profit (loss) \$	5,248	--	--	--	--
Businesses reporting a profit (No.)	20				
Average sales \$	39,115	--	--	--	--
Average expense \$	32,856	--	--	--	--
Average net profit \$	6,259	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	89,500	--	--	--	--
Average expense \$	92,500	--	--	--	--
Average net loss \$	-3,000	--	--	--	--
<b>1986</b>					
Number of observations in sample	31				
Average sales \$	32,873	--	--	--	--
Average expense \$	25,903	--	--	--	--
Average net profit (loss) \$	6,970	--	--	--	--
Businesses reporting a profit (No.)	25				
Average sales \$	29,685	--	--	--	--
Average expense \$	21,522	--	--	--	--
Average net profit \$	8,163	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	76,923	--	--	--	--
Average expense \$	84,207	--	--	--	--
Average net loss \$	-7,284	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Vehicle expenses	50.9	--	--	--	--	100.0	50.9	--	--	--	--
Depreciation	9.0	--	--	--	--	67.1	13.4	--	--	--	--
Repairs & maintenance	17.2	--	--	--	--	100.0	17.2	--	--	--	--
Fuel expense	24.7	--	--	--	--	98.3	25.2	--	--	--	--
Personnel expenses	21.5	--	--	--	--	99.4	21.7	--	--	--	--
Financial expenses	4.8	--	--	--	--	100.0	4.8	--	--	--	--
Interest & bank charges	1.8	--	--	--	--	99.4	1.8	--	--	--	--
Professional fees	3.0	--	--	--	--	99.4	3.1	--	--	--	--
Other expenses	20.0	--	--	--	--	100.0	20.0	--	--	--	--
Profit (loss)	2.8	--	--	--	--	100.0	2.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 456 - Truck Transport Industry

Businesses primarily engaged in the provision of all types of trucking, transfer and related services. Truck "broker-operators" are included in this industry.

**TABLE 2. Balance sheet profile for 1986**  
**Prince Edward Island, Truck Transport Industry (SIC 456)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	8	--	--	--	--
Accounts and notes receivable	10	--	--	--	--
Inventory	2	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	22	--	--	--	--
Fixed assets	70	--	--	--	--
Less: Accum. dep. on fixed assets	30	--	--	--	--
Other assets	3	--	--	--	--
<b>Total assets</b>	<b>64</b>	--	--	--	--
<b>Liabilities and equity</b>					
Current loans	8	--	--	--	--
Other current liabilities	13	--	--	--	--
Total current liabilities	20	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	29	--	--	--	--
Other liabilities	2	--	--	--	--
<b>Total liabilities</b>	<b>52</b>	--	--	--	--
<b>Total equity</b>	<b>13</b>	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Prince Edward Island, Truck Transport Industry (SIC 456)**

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	36				
Low sales value (\$000's)	(1)	(1)	23	137	320
High sales value (\$000's)	(1)	23	137	320	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.2	-	1.2	0.9	1.6
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.1	-1.0	6.5	0.3	-3.7
Interest coverage ratio (times)	-18.9	-100.3	-20.4	-27.0	-3.1
Debt ratio (times)	2.2	66.9	0.9	0.7	1.6

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Prince Edward Island, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	-11	--	--	--	--
Depreciation	39	--	--	--	--
Other	-42	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	12	--	--	--	--
Purchase of fixed assets	-27	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	5	--	--	--	--
Repayment of long term debt	-4	--	--	--	--
Loans from shareholders	19	--	--	--	--
Repayment of loans from shareholders	-7	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-17	--	--	--	--
Cash & equivalents-Beginning of the year	22	--	--	--	--
Cash & equivalents - End of the year	5	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Prince Edward Island, Truck Transport Industry (SIC 456)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	111	5,682	369	16	15
less than 20	103	4,257	278	15	14
20 - 99	3	459	29	1	1
100 - 499	2	X	19	-	-
500 and over	3	X	43	-	-
1986					
Total	138	8,472	485	30	...
less than 20	125	4,603	270	27	...
20 - 99	7	2,232	129	1	...
100 - 499	1	X	27	-	...
500 and over	5	X	59	2	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	45				
Average sales \$	75,890	--	--	--	--
Average expense \$	67,661	--	--	--	--
Average net profit (loss) \$	8,229	--	--	--	--
Businesses reporting a profit (No.)	38				
Average sales \$	80,341	--	--	--	--
Average expense \$	67,769	--	--	--	--
Average net profit \$	12,572	--	--	--	--
Businesses reporting a loss (No.)	7				
Average sales \$	60,592	--	--	--	--
Average expense \$	65,497	--	--	--	--
Average net loss \$	-4,905	--	--	--	--
<b>1985</b>					
Number of observations in sample	48				
Average sales \$	125,364	--	--	--	--
Average expense \$	108,417	--	--	--	--
Average net profit (loss) \$	16,947	--	--	--	--
Businesses reporting a profit (No.)	42				
Average sales \$	118,027	--	--	--	--
Average expense \$	97,407	--	--	--	--
Average net profit \$	20,620	--	--	--	--
Businesses reporting a loss (No.)	6				
Average sales \$	551,869	--	--	--	--
Average expense \$	624,556	--	--	--	--
Average net loss \$	-72,687	--	--	--	--
<b>1986</b>					
Number of observations in sample	102				
Average sales \$	121,413	15,074	34,329	93,457	342,791
Average expense \$	111,318	10,600	26,702	76,826	331,144
Average net profit (loss) \$	10,095	4,474	7,627	16,631	11,647
Businesses reporting a profit (No.)	90				
Average sales \$	114,088	14,960	38,125	95,060	308,205
Average expense \$	98,564	10,276	23,545	74,486	285,950
Average net profit \$	15,524	4,684	14,580	20,574	22,255
Businesses reporting a loss (No.)	12				
Average sales \$	203,493	24,805	29,562	83,450	676,155
Average expense \$	231,839	38,490	30,667	91,438	766,759
Average net loss \$	-28,346	-13,685	-1,105	-7,988	-90,604

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Specialty Food Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	62.1	--	--	--	--	100.0	62.1	--	--	--	--
Occupancy expenses	7.3	--	--	--	--	100.0	7.3	--	--	--	--
Depreciation	2.1	--	--	--	--	94.9	2.2	--	--	--	--
Repairs & maintenance	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Heat, light & telephone	1.1	--	--	--	--	47.8	2.3	--	--	--	--
Rent	1.6	--	--	--	--	70.3	2.3	--	--	--	--
Personnel expenses	21.3	--	--	--	--	97.5	21.9	--	--	--	--
Financial expenses	1.0	--	--	--	--	47.8	2.1	--	--	--	--
Interest & bank charges	0.7	--	--	--	--	47.8	1.5	--	--	--	--
Professional fees	0.3	--	--	--	--	45.2	0.6	--	--	--	--
Other expenses	8.1	--	--	--	--	100.0	8.1	--	--	--	--
Profit (loss)	0.2	--	--	--	--	100.0	0.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6012 - Specialty Food Stores

Businesses primarily engaged in retail dealing usually in one line of food. Included in this industry are those retail bakeries which sell mainly purchased goods and shops which bake their products on the premises and sell them over-the-counter to final consumers. Businesses primarily engaged in selling fried chicken, doughnuts, pizzas, soft ice cream and the like for off-premises consumption are classified in 9213 -- Take-Out Food Services.

This group includes the following types of stores: bread and pastry shops, butcher shops, candy and nut stores, confectionery stores, dairy products stores, delicatessens, fish and sea food stores, fruit and vegetables stores, health food stores, ice cream stores, milk stores, specialty food stores (exc. Take-Out Food Services).

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Specialty Food Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	14				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	2	--	--	--	--
Accounts and notes receivable	5	--	--	--	--
Inventory	7	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	13	--	--	--	--
Fixed assets	60	--	--	--	--
Less: Accum. dep. on fixed assets	16	--	--	--	--
Other assets	5	--	--	--	--
<b>Total assets</b>	<b>62</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	7	--	--	--	--
Other current liabilities	17	--	--	--	--
Total current liabilities	24	--	--	--	--
Mortgages payable	5	--	--	--	--
Long term debt	23	--	--	--	--
Other liabilities	1	--	--	--	--
<b>Total liabilities</b>	<b>52</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>10</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Specialty Food Stores (SIC 6012)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	10				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	0.4	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	-5.9	--	--	--	--
Interest coverage ratio (times)	-0.2	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Prince Edward Island, Specialty Food Stores (SIC 6012)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
<b>Dividends</b>	X	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	X	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	X	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Prince Edward Island, Food Stores (SIC 601)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	116	12,179	1,377	16	16
less than 20	105	3,280	357	16	16
20 - 99	5	X	336	-	-
100 - 499	1	X	7	-	-
500 and over	5	6,024	677	-	-
1986					
Total	177	16,492	1,710	37	...
less than 20	160	4,793	474	33	...
20 - 99	6	1,832	189	2	...
100 - 499	5	2,081	249	1	...
500 and over	6	7,786	798	1	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Specialty Food Stores (SIC 6012)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	12				
Average sales \$	174,186	--	--	--	--
Average expense \$	169,873	--	--	--	--
Average net profit (loss) \$	4,313	--	--	--	--
Businesses reporting a profit (No.)	10				
Average sales \$	125,932	--	--	--	--
Average expense \$	120,530	--	--	--	--
Average net profit \$	5,402	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	555,636	--	--	--	--
Average expense \$	560,164	--	--	--	--
Average net loss \$	-4,528	--	--	--	--
<b>1985</b>					
Number of observations in sample	15				
Average sales \$	479,470	--	--	--	--
Average expense \$	470,208	--	--	--	--
Average net profit (loss) \$	9,261	--	--	--	--
Businesses reporting a profit (No.)	12				
Average sales \$	457,930	--	--	--	--
Average expense \$	445,635	--	--	--	--
Average net profit \$	12,295	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	294,669	--	--	--	--
Average expense \$	304,000	--	--	--	--
Average net loss \$	-9,331	--	--	--	--
<b>1986</b>					
Number of observations in sample	21				
Average sales \$	259,757	--	--	--	--
Average expense \$	252,983	--	--	--	--
Average net profit (loss) \$	6,774	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	296,716	--	--	--	--
Average expense \$	286,373	--	--	--	--
Average net profit \$	10,343	--	--	--	--
Businesses reporting a loss (No.)	4				
Average sales \$	120,045	--	--	--	--
Average expense \$	127,216	--	--	--	--
Average net loss \$	-7,171	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	64.7	--	--	--	--	100.0	64.7	--	--	--	--
Occupancy expenses	3.5	--	--	--	--	100.0	3.5	--	--	--	--
Depreciation	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	87.5	0.6	--	--	--	--
Heat, light & telephone	1.1	--	--	--	--	100.0	1.1	--	--	--	--
Rent	0.6	--	--	--	--	37.5	1.7	--	--	--	--
Personnel expenses	17.2	--	--	--	--	100.0	17.2	--	--	--	--
Financial expenses	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Interest & bank charges	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Professional fees	0.4	--	--	--	--	100.0	0.4	--	--	--	--
Other expenses	4.7	--	--	--	--	100.0	4.7	--	--	--	--
Profit (loss)	7.9	--	--	--	--	87.5	9.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6031 - Pharmacies

Businesses primarily engaged in retail dealing in drugs, pharmaceuticals and patent medicines and drug sundries. Prescribed medicines must be sold but are not necessarily the source of greatest revenue. They may be secondarily engaged in selling other lines such as cosmetics, toiletries, tobacco products, confectionery, stationery, giftware and novelty merchandise.

TABLE 2. Balance sheet profile for 1986

## Prince Edward Island, Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	27	--	--	--	--
Accounts and notes receivable	22	--	--	--	--
Inventory	121	--	--	--	--
Other current assets	3	--	--	--	--
Total current assets	173	--	--	--	--
Fixed assets	153	--	--	--	--
Less: Accum. dep. on fixed assets	53	--	--	--	--
Other assets	16	--	--	--	--
<b>Total assets</b>	<b>288</b>	--	--	--	--
<b>Liabilities and equity</b>					
Current loans	21	--	--	--	--
Other current liabilities	65	--	--	--	--
Total current liabilities	86	--	--	--	--
Mortgages payable	8	--	--	--	--
Long term debt	64	--	--	--	--
Other liabilities	-	--	--	--	--
<b>Total liabilities</b>	<b>158</b>	--	--	--	--
<b>Total equity</b>	<b>130</b>	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Prince Edward Island, Pharmacies (SIC 6031)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.7	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	4.7	--	--	--	--
Interest coverage ratio (times)	39.0	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Pharmacies (SIC 6031)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	57	--	--	--	--
Depreciation	10	--	--	--	--
Other	-29	--	--	--	--
<b>Dividends</b>	-1	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-30	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	8	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-6	--	--	--	--
Loans from shareholders	1	--	--	--	--
Repayment of loans from shareholders	-56	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	3	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	-42	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	72	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	30	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Pharmacies (SIC 6031)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	16	2,099	189	-	2
less than 20	14	X	124	-	1
20 - 99	2	X	65	-	1
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	22	3,516	306	4	...
less than 20	16	1,632	142	2	...
20 - 99	6	1,884	164	2	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

Prince Edward Island, Pharmacies (SIC 6031)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	4				
Average sales \$	1,144,299	--	--	--	--
Average expense \$	1,019,248	--	--	--	--
Average net profit (loss) \$	125,051	--	--	--	--
Businesses reporting a profit (No.)	4				
Average sales \$	1,144,299	--	--	--	--
Average expense \$	1,019,248	--	--	--	--
Average net profit \$	125,051	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
<b>1985</b>					
Number of observations in sample	5				
Average sales \$	908,366	--	--	--	--
Average expense \$	806,455	--	--	--	--
Average net profit (loss) \$	101,911	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	908,366	--	--	--	--
Average expense \$	806,455	--	--	--	--
Average net profit \$	101,911	--	--	--	--
Businesses reporting a loss (No.)	-				
Average sales \$	-	--	--	--	--
Average expense \$	-	--	--	--	--
Average net loss \$	-	--	--	--	--
<b>1986</b>					
Number of observations in sample	10				
Average sales \$	562,292	--	--	--	--
Average expense \$	525,766	--	--	--	--
Average net profit (loss) \$	36,526	--	--	--	--
Businesses reporting a profit (No.)	8				
Average sales \$	551,760	--	--	--	--
Average expense \$	507,561	--	--	--	--
Average net profit \$	44,199	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	878,021	--	--	--	--
Average expense \$	923,123	--	--	--	--
Average net loss \$	-45,102	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	67.9	--	--	--	--	100.0	67.9	--	--	--	--
Occupancy expenses	6.7	--	--	--	--	100.0	6.7	--	--	--	--
Depreciation	0.9	--	--	--	--	100.0	0.9	--	--	--	--
Repairs & maintenance	0.5	--	--	--	--	75.0	0.6	--	--	--	--
Heat, light & telephone	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Rent	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Personnel expenses	17.0	--	--	--	--	100.0	17.0	--	--	--	--
Financial expenses	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Interest & bank charges	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Professional fees	0.5	--	--	--	--	87.5	0.6	--	--	--	--
Other expenses	7.0	--	--	--	--	100.0	7.0	--	--	--	--
Profit (loss)	-1.5	--	--	--	--	100.0	-1.5	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6141 - Miscellaneous Clothing Stores

Businesses primarily engaged in retail dealing in a combination of men's, women's and children's clothing and accessories. Included in this industry are firms primarily engaged in retailing fur goods. Businesses may be described by product line such as: retail children's and infants' clothing, children's clothing stores, retail children's coats, combination clothing stores (men's, women's and children's), retail children's dresses, blouses and shirts, family clothing stores, retail fur goods, retail children's hosiery, retail infant's and toddler's clothing, retail children's pants and slacks, retail children's skirts, retail children's sleepwear, retail children's suits, retail children's sweaters and retail children's underwear.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	8	--	--	--	--
Accounts and notes receivable	7	--	--	--	--
Inventory	71	--	--	--	--
Other current assets	1	--	--	--	--
Total current assets	87	--	--	--	--
Fixed assets	33	--	--	--	--
Less: Accum. dep. on fixed assets	11	--	--	--	--
Other assets	5	--	--	--	--
<b>Total assets</b>	<b>114</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	13	--	--	--	--
Other current liabilities	41	--	--	--	--
Total current liabilities	54	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	18	--	--	--	--
Other liabilities	2	--	--	--	--
<b>Total liabilities</b>	<b>74</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>40</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Miscellaneous Clothing Stores (SIC 6141)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.9	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	2.3	--	--	--	--
Interest coverage ratio (times)	1.5	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986  
Prince Edward Island, Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
Operating activities	-				
Cash from operations	-	--	--	--	--
Depreciation	-	--	--	--	--
Other	-	--	--	--	--
Dividends	-	--	--	--	--
Investment activities	-				
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities	-				
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-	--	--	--	--
Cash & equivalents-Beginning of the year	-	--	--	--	--
Cash & equivalents - End of the year	-	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986  
Prince Edward Island, Miscellaneous Clothing Stores (SIC 6141)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	7	214	23	1	1
less than 20	7	214	23	1	1
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	12	277	27	3	...
less than 20	12	277	27	3	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	-				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
<b>1985</b>					
Number of observations in sample	4				
Average sales \$	44,833	--	--	--	--
Average expense \$	46,974	--	--	--	--
Average net profit (loss) \$	-2,141	--	--	--	--
Businesses reporting a profit (No.)	1				
Average sales \$	29,455	--	--	--	--
Average expense \$	28,774	--	--	--	--
Average net profit \$	681	--	--	--	--
Businesses reporting a loss (No.)	3				
Average sales \$	52,522	--	--	--	--
Average expense \$	56,074	--	--	--	--
Average net loss \$	-3,552	--	--	--	--
<b>1986</b>					
Number of observations in sample	6				
Average sales \$	185,704	--	--	--	--
Average expense \$	169,862	--	--	--	--
Average net profit (loss) \$	15,842	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	212,379	--	--	--	--
Average expense \$	189,623	--	--	--	--
Average net profit \$	22,756	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	105,680	--	--	--	--
Average expense \$	110,580	--	--	--	--
Average net loss \$	-4,900	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	76.8	--	--	--	--	100.0	76.8	--	--	--	--
Occupancy expenses	15.1	--	--	--	--	100.0	15.1	--	--	--	--
Depreciation	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Repairs & maintenance	1.1	--	--	--	--	100.0	1.1	--	--	--	--
Heat, light & telephone	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Rent	11.3	--	--	--	--	100.0	11.3	--	--	--	--
Personnel expenses	28.7	--	--	--	--	100.0	28.7	--	--	--	--
Financial expenses	6.1	--	--	--	--	100.0	6.1	--	--	--	--
Interest & bank charges	5.6	--	--	--	--	100.0	5.6	--	--	--	--
Professional fees	0.5	--	--	--	--	89.9	0.5	--	--	--	--
Other expenses	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Profit (loss)	-29.9	--	--	--	--	100.0	-29.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6151 - Fabric and Yarn Stores

Businesses primarily engaged in retail dealing in yard goods; yarns and related merchandise such as: dry goods and notions stores, fabric stores, retail knitting yarn and accessories, mill-end stores (textile fabric), retail piece goods (textile fabric), retail sewing thread, retail textile fabrics, retail yarn goods (textile fabric), and retail yarn.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Fabric and Yarn Stores (SIC 6151)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	1	--	--	--	--
Accounts and notes receivable	2	--	--	--	--
Inventory	37	--	--	--	--
Other current assets	-	--	--	--	--
Total current assets	40	--	--	--	--
Fixed assets	10	--	--	--	--
Less: Accum. dep. on fixed assets	6	--	--	--	--
Other assets	4	--	--	--	--
<b>Total assets</b>	<b>48</b>	--	--	--	--
<b>Liabilities and equity</b>					
Current loans	13	--	--	--	--
Other current liabilities	15	--	--	--	--
Total current liabilities	28	--	--	--	--
Mortgages payable	-	--	--	--	--
Long term debt	16	--	--	--	--
Other liabilities	-	--	--	--	--
<b>Total liabilities</b>	<b>43</b>	--	--	--	--
<b>Total equity</b>	<b>5</b>	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Fabric and Yarn Stores (SIC 6151)

	Total (2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.7	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	20.5	--	--	--	--
Interest coverage ratio (times)	1.9	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Prince Edward Island, Fabric and Yarn Stores (SIC 6151)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	-				
Low sales value (\$000's)	-	--	--	--	--
High sales value (\$000's)	-	--	--	--	--
Average (\$000's)					
Operating activities	-				
Cash from operations	-	--	--	--	--
Depreciation	-	--	--	--	--
Other	-	--	--	--	--
Dividends	-	--	--	--	--
Investment activities	-				
Disposal of fixed assets	-	--	--	--	--
Purchase of fixed assets	-	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
Financing activities	-				
Increase in long term debt	-	--	--	--	--
Repayment of long term debt	-	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
Increase(decrease) in cash & equivalents	-	--	--	--	--
Cash & equivalents-Beginning of the year	-	--	--	--	--
Cash & equivalents - End of the year	-	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Prince Edward Island, Fabric and Yarn Stores (SIC 6151)

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	10	125	13	2	1
less than 20	10	125	13	2	1
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	11	297	29	-	...
less than 20	11	297	29	-	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Fabric and Yarn Stores (SIC 6151)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit (loss) \$	X	--	--	--	--
Businesses reporting a profit (No.)	-				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net profit \$	X	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	X	--	--	--	--
Average expense \$	X	--	--	--	--
Average net loss \$	X	--	--	--	--
<b>1985</b>					
Number of observations in sample	7				
Average sales \$	177,136	--	--	--	--
Average expense \$	175,303	--	--	--	--
Average net profit (loss) \$	1,833	--	--	--	--
Businesses reporting a profit (No.)	5				
Average sales \$	184,342	--	--	--	--
Average expense \$	181,442	--	--	--	--
Average net profit \$	2,900	--	--	--	--
Businesses reporting a loss (No.)	2				
Average sales \$	128,092	--	--	--	--
Average expense \$	146,989	--	--	--	--
Average net loss \$	-18,897	--	--	--	--
<b>1986</b>					
Number of observations in sample	8				
Average sales \$	103,031	--	--	--	--
Average expense \$	96,569	--	--	--	--
Average net profit (loss) \$	6,462	--	--	--	--
Businesses reporting a profit (No.)	7				
Average sales \$	102,547	--	--	--	--
Average expense \$	94,874	--	--	--	--
Average net profit \$	7,673	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	44,281	--	--	--	--
Average expense \$	67,279	--	--	--	--
Average net loss \$	-22,998	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	61.7	--	--	--	--	100.0	61.7	--	--	--	--
Occupancy expenses	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Depreciation	2.4	--	--	--	--	93.8	2.6	--	--	--	--
Repairs & maintenance	0.8	--	--	--	--	93.8	0.8	--	--	--	--
Heat, light & telephone	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Rent	2.3	--	--	--	--	75.6	3.0	--	--	--	--
Personnel expenses	17.3	--	--	--	--	93.8	18.4	--	--	--	--
Financial expenses	2.6	--	--	--	--	100.0	2.6	--	--	--	--
Interest & bank charges	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Professional fees	0.5	--	--	--	--	93.8	0.5	--	--	--	--
Other expenses	4.3	--	--	--	--	100.0	4.3	--	--	--	--
Profit (loss)	7.3	--	--	--	--	100.0	7.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 622 - Appliance, Television, Radio and Stereo Stores

Businesses primarily engaged in retail dealing in major household appliances, small electrical appliances, television, radio and sound equipment. Repair shops for such appliances are included in this industry group.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	12	--	--	--	--
Accounts and notes receivable	17	--	--	--	--
Inventory	86	--	--	--	--
Other current assets	22	--	--	--	--
Total current assets	138	--	--	--	--
Fixed assets	88	--	--	--	--
Less: Accum. dep. on fixed assets	23	--	--	--	--
Other assets	-	--	--	--	--
<b>Total assets</b>	<b>204</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	32	--	--	--	--
Other current liabilities	66	--	--	--	--
Total current liabilities	98	--	--	--	--
Mortgages payable	35	--	--	--	--
Long term debt	27	--	--	--	--
Other liabilities	-	--	--	--	--
<b>Total liabilities</b>	<b>160</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>43</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	2.8	--	--	--	--
<b>Leverage ratios</b>					
Debt/equity ratio (times)	35.7	--	--	--	--
Interest coverage ratio (times)	43.2	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Appliance, Television, Radio and Stereo Stores (SIC 622)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	X	--	--	--	--
Depreciation	X	--	--	--	--
Other	X	--	--	--	--
<b>Dividends</b>	X	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	X	--	--	--	--
Purchase of fixed assets	X	--	--	--	--
Increase in investment	X	--	--	--	--
Decrease in investment	X	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	X	--	--	--	--
Repayment of long term debt	X	--	--	--	--
Loans from shareholders	X	--	--	--	--
Repayment of loans from shareholders	X	--	--	--	--
Advances & loans from government	X	--	--	--	--
Increase in equity	X	--	--	--	--
Decrease in equity	X	--	--	--	--
Other	X	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	X	--	--	--	--
<b>Cash &amp; equivalents-Beginning of the year</b>	X	--	--	--	--
<b>Cash &amp; equivalents - End of the year</b>	X	--	--	--	--

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Appliance, Television, Radio and Stereo Stores (SIC 622)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	31	1,185	114	10	6
less than 20	30	X	105	10	6
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	1	X	9	-	-
1986					
Total	39	1,772	131	4	...
less than 20	38	X	119	4	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	1	X	12	-	...

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
 (2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Prince Edward Island, Appliance, Television, Radio and Stereo Stores (SIC 622)**

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	5				
Average sales \$	411,995	--	--	--	--
Average expense \$	393,381	--	--	--	--
Average net profit (loss) \$	18,614	--	--	--	--
Businesses reporting a profit (No.)	4				
Average sales \$	611,161	--	--	--	--
Average expense \$	580,098	--	--	--	--
Average net profit \$	31,063	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	13,663	--	--	--	--
Average expense \$	19,947	--	--	--	--
Average net loss \$	-6,284	--	--	--	--
<b>1985</b>					
Number of observations in sample	19				
Average sales \$	205,929	--	--	--	--
Average expense \$	193,044	--	--	--	--
Average net profit (loss) \$	12,885	--	--	--	--
Businesses reporting a profit (No.)	18				
Average sales \$	205,737	--	--	--	--
Average expense \$	192,728	--	--	--	--
Average net profit \$	13,009	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	17,283	--	--	--	--
Average expense \$	19,141	--	--	--	--
Average net loss \$	-1,858	--	--	--	--
<b>1986</b>					
Number of observations in sample	18				
Average sales \$	246,847	--	--	--	--
Average expense \$	223,509	--	--	--	--
Average net profit (loss) \$	23,338	--	--	--	--
Businesses reporting a profit (No.)	17				
Average sales \$	246,308	--	--	--	--
Average expense \$	221,742	--	--	--	--
Average net profit \$	24,566	--	--	--	--
Businesses reporting a loss (No.)	1				
Average sales \$	89,427	--	--	--	--
Average expense \$	112,024	--	--	--	--
Average net loss \$	-22,597	--	--	--	--

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	82.9	--	--	--	--	97.6	85.0	--	--	--	--
Occupancy expenses	3.4	--	--	--	--	100.0	3.4	--	--	--	--
Depreciation	1.0	--	--	--	--	98.8	1.0	--	--	--	--
Repairs & maintenance	0.9	--	--	--	--	100.0	0.9	--	--	--	--
Heat, light & telephone	1.0	--	--	--	--	86.6	1.2	--	--	--	--
Rent	0.5	--	--	--	--	39.4	1.3	--	--	--	--
Personnel expenses	9.8	--	--	--	--	100.0	9.8	--	--	--	--
Financial expenses	0.9	--	--	--	--	100.0	0.9	--	--	--	--
Interest & bank charges	0.7	--	--	--	--	100.0	0.7	--	--	--	--
Professional fees	0.3	--	--	--	--	98.8	0.3	--	--	--	--
Other expenses	2.3	--	--	--	--	100.0	2.3	--	--	--	--
Profit (loss)	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

## Symbols

- zero or no observations  
 -- too small too be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6331 - Gasoline Service Stations

Businesses primarily engaged in retail dealing in gasoline, lubricating oils and greases. Included in this industry are firms primarily engaged in lubricating motor vehicles. This group industry includes firms described as: retail diesel fuel, filling stations, gas bars, gasoline service stations, retail gasoline, motor vehicles lubrication services, and self-serve gasoline stations.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	39				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Assets</b>					
Cash	16	--	--	--	--
Accounts and notes receivable	12	--	--	--	--
Inventory	26	--	--	--	--
Other current assets	2	--	--	--	--
Total current assets	56	--	--	--	--
Fixed assets	47	--	--	--	--
Less: Accum. dep. on fixed assets	20	--	--	--	--
Other assets	1	--	--	--	--
<b>Total assets</b>	<b>84</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Liabilities and equity</b>					
Current loans	14	--	--	--	--
Other current liabilities	29	--	--	--	--
Total current liabilities	42	--	--	--	--
Mortgages payable	5	--	--	--	--
Long term debt	21	--	--	--	--
Other liabilities	1	--	--	--	--
<b>Total liabilities</b>	<b>69</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Total equity</b>	<b>15</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Gasoline Service Stations (SIC 6331)

	Total(2)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	38				
Low sales value (\$000's)	(1)	(1)	490	819	1,340
High sales value (\$000's)	(1)	490	819	1,340	(1)
Average					
<b>Liquidity ratio</b>					
Current ratio (times)	1.9	2.8	1.8	1.2	1.9
<b>Leverage ratios</b>					
Debt/equity ratio (times)	43.2	5.5	1.4	32.3	123.6
Interest coverage ratio (times)	4.4	2.7	1.3	3.5	9.8
Debt ratio (times)	0.8	0.9	0.9	0.8	0.7

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Gasoline Service Stations (SIC 6331)**

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
<b>Operating activities</b>					
Cash from operations	10	--	--	--	--
Depreciation	5	--	--	--	--
Other	20	--	--	--	--
<b>Dividends</b>	-	--	--	--	--
<b>Investment activities</b>					
Disposal of fixed assets	5	--	--	--	--
Purchase of fixed assets	-17	--	--	--	--
Increase in investment	-	--	--	--	--
Decrease in investment	-	--	--	--	--
<b>Financing activities</b>					
Increase in long term debt	6	--	--	--	--
Repayment of long term debt	-2	--	--	--	--
Loans from shareholders	-	--	--	--	--
Repayment of loans from shareholders	-1	--	--	--	--
Advances & loans from government	-	--	--	--	--
Increase in equity	-	--	--	--	--
Decrease in equity	-	--	--	--	--
Other	-	--	--	--	--
<b>Increase(decrease) in cash &amp; equivalents</b>	<b>27</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Cash &amp; equivalents-Beginning of the year</b>	<b>25</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>
<b>Cash &amp; equivalents - End of the year</b>	<b>52</b>	<b>--</b>	<b>--</b>	<b>--</b>	<b>--</b>

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Gasoline Service Stations (SIC 6331)**

Business size expressed in average labour units(1)	Number of businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1983					
Total	90	4,489	452	11	8
less than 20	88	X	362	11	8
20 - 99	2	X	90	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1986					
Total	107	6,017	516	12	...
less than 20	104	4,938	414	11	...
20 - 99	3	1,079	102	1	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Prince Edward Island, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
<b>1984</b>					
Number of observations in sample	55				
Average sales \$	602,386	321,428	446,592	630,579	1,010,946
Average expense \$	591,711	312,378	434,607	620,860	998,998
Average net profit (loss) \$	10,675	9,050	11,985	9,719	11,948
Businesses reporting a profit (No.)	48				
Average sales \$	607,404	321,428	445,176	633,494	1,029,518
Average expense \$	594,199	312,378	430,525	620,689	1,013,203
Average net profit \$	13,205	9,050	14,651	12,805	16,315
Businesses reporting a loss (No.)	7				
Average sales \$	660,396	-	457,228	605,651	918,308
Average expense \$	671,909	-	465,268	622,318	928,141
Average net loss \$	-11,513	-	-8,040	-16,667	-9,833
<b>1985</b>					
Number of observations in sample	74				
Average sales \$	612,713	84,720	414,036	786,212	1,165,883
Average expense \$	606,763	83,744	409,920	779,583	1,153,803
Average net profit (loss) \$	5,950	976	4,116	6,629	12,080
Businesses reporting a profit (No.)	55				
Average sales \$	601,586	144,849	355,712	767,969	1,138,013
Average expense \$	590,050	138,413	342,937	755,061	1,123,788
Average net profit \$	11,536	6,236	12,775	12,908	14,225
Businesses reporting a loss (No.)	19				
Average sales \$	720,473	58,187	488,780	816,883	1,518,041
Average expense \$	727,295	59,540	495,761	820,811	1,533,067
Average net loss \$	-6,822	-1,353	-6,981	-3,928	-15,026
<b>1986</b>					
Number of observations in sample	69				
Average sales \$	650,118	226,048	425,556	656,447	1,292,419
Average expense \$	643,987	221,060	414,026	652,317	1,288,545
Average net profit (loss) \$	6,131	4,988	11,530	4,130	3,874
Businesses reporting a profit (No.)	50				
Average sales \$	670,697	214,948	428,072	629,532	1,410,235
Average expense \$	658,399	207,011	413,052	618,902	1,394,629
Average net profit \$	12,298	7,937	15,020	10,630	15,606
Businesses reporting a loss (No.)	19				
Average sales \$	606,193	261,692	395,914	693,721	1,073,445
Average expense \$	620,412	266,176	425,503	698,594	1,091,375
Average net loss \$	-14,219	-4,484	-29,589	-4,873	-17,930

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Businesses in sample (No.)	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry average(2)					% busi- nesses reporting	Reporting businesses only( 3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of sales	60.8	--	--	--	--	100.0	60.8	--	--	--	--
Occupancy expenses	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Depreciation	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Repairs & maintenance	1.9	--	--	--	--	100.0	1.9	--	--	--	--
Heat, light & telephone	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Rent	1.2	--	--	--	--	21.4	5.4	--	--	--	--
Personnel expenses	20.7	--	--	--	--	100.0	20.7	--	--	--	--
Financial expenses	2.6	--	--	--	--	100.0	2.6	--	--	--	--
Interest & bank charges	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Professional fees	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Other expenses	6.7	--	--	--	--	100.0	6.7	--	--	--	--
Profit (loss)	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

### Symbols

- ```

- zero or no observations
-- too small to be expressed
... not applicable
x confidential

```

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

### How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6342 - Tire, Battery, Parts and Accessories Stores

Businesses primarily engaged in retail dealing in new or used tires, tubes batteries and other automobile parts and accessories separately or in combination. These establishments may be secondarily engaged in tire installation and repair as well as in automobile repair. This industry includes the following types of retail operations: retail automotive batteries, retail automotive parts and accessories, retail automotive cassettes and 8-track tape recorders, retail motor vehicle radios (inc. A.B. or GRS), retail motor vehicle stereos, retail motor vehicle tape decks and retail tires and tubes.



TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Tire, Battery, Parts and Accessories Stores (SIC 6342)

|                                   | Total(1)   | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 7          |               |                     |                     |            |
| Low sales value (\$000's)         | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                 |            |               |                     |                     |            |
| <b>Assets</b>                     |            |               |                     |                     |            |
| Cash                              | 3          | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 21         | --            | --                  | --                  | --         |
| Inventory                         | 79         | --            | --                  | --                  | --         |
| Other current assets              | -          | --            | --                  | --                  | --         |
| Total current assets              | 103        | --            | --                  | --                  | --         |
| Fixed assets                      | 103        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 57         | --            | --                  | --                  | --         |
| Other assets                      | 1          | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>150</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |            |               |                     |                     |            |
| Current loans                     | 26         | --            | --                  | --                  | --         |
| Other current liabilities         | 44         | --            | --                  | --                  | --         |
| Total current liabilities         | 70         | --            | --                  | --                  | --         |
| Mortgages payable                 | 21         | --            | --                  | --                  | --         |
| Long term debt                    | 31         | --            | --                  | --                  | --         |
| Other liabilities                 | 3          | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>125</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>25</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Tire, Battery, Parts and Accessories Stores (SIC 6342)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 7        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 2.1      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | 0.9      | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 8.1      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.7      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Tire, Battery, Parts and Accessories Stores (SIC 6342)**

|                                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 2        |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)      | --            | --                  | --                  | --         |
| Average (\$000's)                                   |          |               |                     |                     |            |
| <b>Operating activities</b>                         |          |               |                     |                     |            |
| Cash from operations                                | X        | --            | --                  | --                  | --         |
| Depreciation                                        | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | X        | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |          |               |                     |                     |            |
| Disposal of fixed assets                            | X        | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | X        | --            | --                  | --                  | --         |
| Increase in investment                              | X        | --            | --                  | --                  | --         |
| Decrease in investment                              | X        | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |          |               |                     |                     |            |
| Increase in long term debt                          | X        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | X        | --            | --                  | --                  | --         |
| Loans from shareholders                             | X        | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | X        | --            | --                  | --                  | --         |
| Advances & loans from government                    | X        | --            | --                  | --                  | --         |
| Increase in equity                                  | X        | --            | --                  | --                  | --         |
| Decrease in equity                                  | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | X        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Tire, Battery, Parts and Accessories Stores (SIC 6342)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 7                       | 494                        | 39                         | -                                                      | -                         |
| less than 20                                          | 7                       | 494                        | 39                         | -                                                      | -                         |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | -                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 12                      | 539                        | 42                         | 5                                                      | ...                       |
| less than 20                                          | 12                      | 539                        | 42                         | 5                                                      | ...                       |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | ...                       |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | ...                       |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
Prince Edward Island, Tire, Battery, Parts and Accessories Stores (SIC 6342)

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 5        |               |                     |                     |            |
| Average sales \$                    | 315,493  | --            | --                  | --                  | --         |
| Average expense \$                  | 310,877  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 4,616    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 4        |               |                     |                     |            |
| Average sales \$                    | 299,914  | --            | --                  | --                  | --         |
| Average expense \$                  | 284,426  | --            | --                  | --                  | --         |
| Average net profit \$               | 15,488   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1        |               |                     |                     |            |
| Average sales \$                    | 362,231  | --            | --                  | --                  | --         |
| Average expense \$                  | 390,231  | --            | --                  | --                  | --         |
| Average net loss \$                 | -28,000  | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 4        |               |                     |                     |            |
| Average sales \$                    | 638,802  | --            | --                  | --                  | --         |
| Average expense \$                  | 636,270  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 2,532    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 3        |               |                     |                     |            |
| Average sales \$                    | 755,703  | --            | --                  | --                  | --         |
| Average expense \$                  | 747,906  | --            | --                  | --                  | --         |
| Average net profit \$               | 7,797    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1        |               |                     |                     |            |
| Average sales \$                    | 405,000  | --            | --                  | --                  | --         |
| Average expense \$                  | 413,000  | --            | --                  | --                  | --         |
| Average net loss \$                 | -8,000   | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 8        |               |                     |                     |            |
| Average sales \$                    | 154,190  | --            | --                  | --                  | --         |
| Average expense \$                  | 153,466  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 724      | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 5        |               |                     |                     |            |
| Average sales \$                    | 363,704  | --            | --                  | --                  | --         |
| Average expense \$                  | 348,767  | --            | --                  | --                  | --         |
| Average net profit \$               | 14,937   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 3        |               |                     |                     |            |
| Average sales \$                    | 215,428  | --            | --                  | --                  | --         |
| Average expense \$                  | 230,339  | --            | --                  | --                  | --         |
| Average net loss \$                 | -14,911  | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, General Merchandise Stores (SIC 5413)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 7        |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Cost of sales           | 82.7                | --            | --                     | --                     | --         | 100.0                          | 82.7                          | --            | --                     | --                     | --         |
| Occupancy expenses      | 7.5                 | --            | --                     | --                     | --         | 100.0                          | 7.5                           | --            | --                     | --                     | --         |
| Depreciation            | 0.2                 | --            | --                     | --                     | --         | 18.9                           | 0.8                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 2.6                 | --            | --                     | --                     | --         | 100.0                          | 2.6                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 2.4                 | --            | --                     | --                     | --         | 100.0                          | 2.4                           | --            | --                     | --                     | --         |
| Rent                    | 2.3                 | --            | --                     | --                     | --         | 90.6                           | 2.5                           | --            | --                     | --                     | --         |
| Personnel expenses      | 7.0                 | --            | --                     | --                     | --         | 100.0                          | 7.0                           | --            | --                     | --                     | --         |
| Financial expenses      | 1.0                 | --            | --                     | --                     | --         | 100.0                          | 1.0                           | --            | --                     | --                     | --         |
| Interest & bank charges | 0.9                 | --            | --                     | --                     | --         | 100.0                          | 0.9                           | --            | --                     | --                     | --         |
| Professional fees       | 0.2                 | --            | --                     | --                     | --         | 96.9                           | 0.2                           | --            | --                     | --                     | --         |
| Other expenses          | 3.2                 | --            | --                     | --                     | --         | 100.0                          | 3.2                           | --            | --                     | --                     | --         |
| Profit (loss)           | -1.4                | --            | --                     | --                     | --         | 100.0                          | -1.4                          | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- .. not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 5413 - General Merchandise Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis including ready-to-wear apparel, toiletries, cosmetics, hardware and housewares, where food and household furniture are not normally commodity lines and where no one commodity line accounts for more than 50% of total revenue.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, General Merchandise Stores (SIC 6413)

|                                   | Total(1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 7         |               |                     |                     |            |
| Low sales value (\$000's)         | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                 |           |               |                     |                     |            |
| <b>Assets</b>                     |           |               |                     |                     |            |
| Cash                              | 1         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 20        | --            | --                  | --                  | --         |
| Inventory                         | 35        | --            | --                  | --                  | --         |
| Other current assets              | -         | --            | --                  | --                  | --         |
| Total current assets              | 56        | --            | --                  | --                  | --         |
| Fixed assets                      | 49        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 12        | --            | --                  | --                  | --         |
| Other assets                      | 1         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>94</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |           |               |                     |                     |            |
| Current loans                     | 12        | --            | --                  | --                  | --         |
| Other current liabilities         | 42        | --            | --                  | --                  | --         |
| Total current liabilities         | 54        | --            | --                  | --                  | --         |
| Mortgages payable                 | -         | --            | --                  | --                  | --         |
| Long term debt                    | 11        | --            | --                  | --                  | --         |
| Other liabilities                 | 6         | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>71</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>22</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, General Merchandise Stores (SIC 6413)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 5        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 2.0      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | 2.6      | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 2.2      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.8      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, General Merchandise Stores (SIC 5413)**

|                                                     | Total(1)   | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 3          |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                                   |            |               |                     |                     |            |
| <b>Operating activities</b>                         |            |               |                     |                     |            |
| Cash from operations                                | -6         | --            | --                  | --                  | --         |
| Depreciation                                        | 3          | --            | --                  | --                  | --         |
| Other                                               | 34         | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | -          | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |            |               |                     |                     |            |
| Disposal of fixed assets                            | 8          | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | -44        | --            | --                  | --                  | --         |
| Increase in investment                              | -          | --            | --                  | --                  | --         |
| Decrease in investment                              | 31         | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |            |               |                     |                     |            |
| Increase in long term debt                          | 6          | --            | --                  | --                  | --         |
| Repayment of long term debt                         | -4         | --            | --                  | --                  | --         |
| Loans from shareholders                             | -          | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | -40        | --            | --                  | --                  | --         |
| Advances & loans from government                    | -          | --            | --                  | --                  | --         |
| Increase in equity                                  | -          | --            | --                  | --                  | --         |
| Decrease in equity                                  | -          | --            | --                  | --                  | --         |
| Other                                               | -6         | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | <b>-18</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Cash &amp; equivalents-Beginning of the year</b> | <b>18</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Cash &amp; equivalents - End of the year</b>     | <b>-</b>   | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, General Merchandise Stores (SIC 5413)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 11                      | 1,602                      | 177                        | 1                                                      | 1                         |
| less than 20                                          | 10                      | X                          | 21                         | 1                                                      | 1                         |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | -                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | -                         |
| 500 and over                                          | 1                       | X                          | 156                        | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 16                      | 2,118                      | 212                        | 4                                                      | ...                       |
| less than 20                                          | 14                      | X                          | 29                         | 3                                                      | ...                       |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | ...                       |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | ...                       |
| 500 and over                                          | 2                       | X                          | 183                        | 1                                                      | ...                       |

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
 (2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, General Merchandise Stores (SIC 6413)

|                                     | Total<br>(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|--------------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |              |               |                     |                     |            |
| Number of observations in sample    | 3            |               |                     |                     |            |
| Average sales \$                    | 431,368      | --            | --                  | --                  | --         |
| Average expense \$                  | 414,937      | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 16,431       | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 2            |               |                     |                     |            |
| Average sales \$                    | 821,871      | --            | --                  | --                  | --         |
| Average expense \$                  | 784,128      | --            | --                  | --                  | --         |
| Average net profit \$               | 37,743       | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1            |               |                     |                     |            |
| Average sales \$                    | 40,864       | --            | --                  | --                  | --         |
| Average expense \$                  | 45,746       | --            | --                  | --                  | --         |
| Average net loss \$                 | -4,882       | --            | --                  | --                  | --         |
| <b>1985</b>                         |              |               |                     |                     |            |
| Number of observations in sample    | 7            |               |                     |                     |            |
| Average sales \$                    | 691,949      | --            | --                  | --                  | --         |
| Average expense \$                  | 673,519      | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 18,430       | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 5            |               |                     |                     |            |
| Average sales \$                    | 720,327      | --            | --                  | --                  | --         |
| Average expense \$                  | 699,922      | --            | --                  | --                  | --         |
| Average net profit \$               | 20,405       | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2            |               |                     |                     |            |
| Average sales \$                    | 195,203      | --            | --                  | --                  | --         |
| Average expense \$                  | 197,832      | --            | --                  | --                  | --         |
| Average net loss \$                 | -2,629       | --            | --                  | --                  | --         |
| <b>1986</b>                         |              |               |                     |                     |            |
| Number of observations in sample    | 9            |               |                     |                     |            |
| Average sales \$                    | 220,957      | --            | --                  | --                  | --         |
| Average expense \$                  | 221,787      | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | -830         | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 5            |               |                     |                     |            |
| Average sales \$                    | 110,546      | --            | --                  | --                  | --         |
| Average expense \$                  | 105,901      | --            | --                  | --                  | --         |
| Average net profit \$               | 4,645        | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 4            |               |                     |                     |            |
| Average sales \$                    | 755,735      | --            | --                  | --                  | --         |
| Average expense \$                  | 765,380      | --            | --                  | --                  | --         |
| Average net loss \$                 | -9,645       | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Hardware Stores (SIC 6531)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 8        |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Cost of sales           | 59.0                | --            | --                     | --                     | --         | 100.0                          | 59.0                          | --            | --                     | --                     | --         |
| Occupancy expenses      | 7.5                 | --            | --                     | --                     | --         | 100.0                          | 7.5                           | --            | --                     | --                     | --         |
| Depreciation            | 2.0                 | --            | --                     | --                     | --         | 100.0                          | 2.0                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 2.8                 | --            | --                     | --                     | --         | 88.0                           | 3.2                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 0.7                 | --            | --                     | --                     | --         | 100.0                          | 0.7                           | --            | --                     | --                     | --         |
| Rent                    | 1.9                 | --            | --                     | --                     | --         | 47.9                           | 4.1                           | --            | --                     | --                     | --         |
| Personnel expenses      | 11.6                | --            | --                     | --                     | --         | 100.0                          | 11.6                          | --            | --                     | --                     | --         |
| Financial expenses      | 1.5                 | --            | --                     | --                     | --         | 100.0                          | 1.5                           | --            | --                     | --                     | --         |
| Interest & bank charges | 0.6                 | --            | --                     | --                     | --         | 100.0                          | 0.6                           | --            | --                     | --                     | --         |
| Professional fees       | 0.9                 | --            | --                     | --                     | --         | 100.0                          | 0.9                           | --            | --                     | --                     | --         |
| Other expenses          | 8.7                 | --            | --                     | --                     | --         | 100.0                          | 8.7                           | --            | --                     | --                     | --         |
| Profit (loss)           | 11.7                | --            | --                     | --                     | --         | 100.0                          | 11.7                          | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6531 - Hardware Stores

Businesses primarily engaged in retail dealing in any combination of the basic lines of hardware, such as hand and power tools, builders' hardware, fasteners, electrical and plumbing supplies. These businesses may be secondarily engaged in retailing housewares, electrical appliances, paint, sporting goods, etc.

**TABLE 2. Balance sheet profile for 1986**  
**Prince Edward Island, Hardware Stores (SIC 6531)**

|                                   | Total(1)   | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 8          |               |                     |                     |            |
| Low sales value (\$000's)         | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                 |            |               |                     |                     |            |
| <b>Assets</b>                     |            |               |                     |                     |            |
| Cash                              | 19         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 21         | --            | --                  | --                  | --         |
| Inventory                         | 91         | --            | --                  | --                  | --         |
| Other current assets              | -          | --            | --                  | --                  | --         |
| Total current assets              | 132        | --            | --                  | --                  | --         |
| Fixed assets                      | 24         | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 13         | --            | --                  | --                  | --         |
| Other assets                      | 14         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>156</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |            |               |                     |                     |            |
| Current loans                     | 54         | --            | --                  | --                  | --         |
| Other current liabilities         | 52         | --            | --                  | --                  | --         |
| Total current liabilities         | 107        | --            | --                  | --                  | --         |
| Mortgages payable                 | 4          | --            | --                  | --                  | --         |
| Long term debt                    | 14         | --            | --                  | --                  | --         |
| Other liabilities                 | -          | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>125</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>31</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Prince Edward Island, Hardware Stores (SIC 6531)**

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 5        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 1.3      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | ...      | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 6.4      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.9      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Hardware Stores (SIC 6531)**

|                                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 1        |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)      | --            | --                  | --                  | --         |
| Average (\$000's)                                   |          |               |                     |                     |            |
| <b>Operating activities</b>                         |          |               |                     |                     |            |
| Cash from operations                                | X        | --            | --                  | --                  | --         |
| Depreciation                                        | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | X        | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |          |               |                     |                     |            |
| Disposal of fixed assets                            | X        | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | X        | --            | --                  | --                  | --         |
| Increase in investment                              | X        | --            | --                  | --                  | --         |
| Decrease in investment                              | X        | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |          |               |                     |                     |            |
| Increase in long term debt                          | X        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | X        | --            | --                  | --                  | --         |
| Loans from shareholders                             | X        | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | X        | --            | --                  | --                  | --         |
| Advances & loans from government                    | X        | --            | --                  | --                  | --         |
| Increase in equity                                  | X        | --            | --                  | --                  | --         |
| Decrease in equity                                  | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | X        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Hardware, Paint, Glass and Wallpaper Stores (SIC 653)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| <b>1983</b>                                           |                         |                            |                            |                                                        |                           |
| <b>Total</b>                                          | <b>6</b>                | <b>623</b>                 | <b>58</b>                  | <b>1</b>                                               | <b>1</b>                  |
| less than 20                                          | 5                       | X                          | 27                         | 1                                                      | 1                         |
| 20 - 99                                               | 1                       | X                          | 31                         | -                                                      | -                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| <b>1986</b>                                           |                         |                            |                            |                                                        |                           |
| <b>Total</b>                                          | <b>12</b>               | <b>1,366</b>               | <b>132</b>                 | <b>2</b>                                               | <b>...</b>                |
| less than 20                                          | 10                      | X                          | 60                         | 2                                                      | ...                       |
| 20 - 99                                               | 2                       | X                          | 72                         | -                                                      | ...                       |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | ...                       |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | ...                       |

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
 (2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Prince Edward Island, Hardware Stores (SIC 6531)**

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 3        |               |                     |                     |            |
| Average sales \$                    | 622,890  | --            | --                  | --                  | --         |
| Average expense \$                  | 600,230  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 22,660   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 2        |               |                     |                     |            |
| Average sales \$                    | 917,909  | --            | --                  | --                  | --         |
| Average expense \$                  | 881,991  | --            | --                  | --                  | --         |
| Average net profit \$               | 35,918   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1        |               |                     |                     |            |
| Average sales \$                    | 32,854   | --            | --                  | --                  | --         |
| Average expense \$                  | 36,710   | --            | --                  | --                  | --         |
| Average net loss \$                 | -3,856   | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 5        |               |                     |                     |            |
| Average sales \$                    | 197,982  | --            | --                  | --                  | --         |
| Average expense \$                  | 188,871  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 9,111    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 4        |               |                     |                     |            |
| Average sales \$                    | 196,645  | --            | --                  | --                  | --         |
| Average expense \$                  | 187,261  | --            | --                  | --                  | --         |
| Average net profit \$               | 9,384    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1        |               |                     |                     |            |
| Average sales \$                    | 456,793  | --            | --                  | --                  | --         |
| Average expense \$                  | 466,459  | --            | --                  | --                  | --         |
| Average net loss \$                 | -9,666   | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 10       |               |                     |                     |            |
| Average sales \$                    | 275,735  | --            | --                  | --                  | --         |
| Average expense \$                  | 254,230  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 21,505   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 9        |               |                     |                     |            |
| Average sales \$                    | 285,386  | --            | --                  | --                  | --         |
| Average expense \$                  | 259,628  | --            | --                  | --                  | --         |
| Average net profit \$               | 25,758   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1        |               |                     |                     |            |
| Average sales \$                    | 70,817   | --            | --                  | --                  | --         |
| Average expense \$                  | 76,645   | --            | --                  | --                  | --         |
| Average net loss \$                 | -5,828   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1985

## Prince Edward Island, Sporting Goods Stores (SIC 6541)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 5        |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Cost of sales           | 71.0                | --            | --                     | --                     | --         | 100.0                          | 71.0                          | --            | --                     | --                     | --         |
| Occupancy expenses      | 8.1                 | --            | --                     | --                     | --         | 100.0                          | 8.1                           | --            | --                     | --                     | --         |
| Depreciation            | 1.4                 | --            | --                     | --                     | --         | 100.0                          | 1.4                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 0.7                 | --            | --                     | --                     | --         | 100.0                          | 0.7                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 3.2                 | --            | --                     | --                     | --         | 100.0                          | 3.2                           | --            | --                     | --                     | --         |
| Rent                    | 2.8                 | --            | --                     | --                     | --         | 62.4                           | 4.5                           | --            | --                     | --                     | --         |
| Personnel expenses      | 14.8                | --            | --                     | --                     | --         | 100.0                          | 14.8                          | --            | --                     | --                     | --         |
| Financial expenses      | 3.6                 | --            | --                     | --                     | --         | 100.0                          | 3.6                           | --            | --                     | --                     | --         |
| Interest & bank charges | 2.5                 | --            | --                     | --                     | --         | 100.0                          | 2.5                           | --            | --                     | --                     | --         |
| Professional fees       | 1.1                 | --            | --                     | --                     | --         | 100.0                          | 1.1                           | --            | --                     | --                     | --         |
| Other expenses          | 3.6                 | --            | --                     | --                     | --         | 100.0                          | 3.6                           | --            | --                     | --                     | --         |
| Profit (loss)           | -1.1                | --            | --                     | --                     | --         | 100.0                          | -1.1                          | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6541 - Sporting Goods Stores

Businesses primarily engaged in retail dealing in sporting goods, playground and gymnasium equipment. Businesses may be described by product line such as: retail archery equipment, retail athletic clothing (incl. uniforms), retail athletic footwear, retail baseball equipment, retail bowling equipment, retail camping equipment (exc. tent trailers), retail sports and fishing tackle, retail football equipment, retail golf equipment, retail hockey equipment, retail hunting equipment, retail playground equipment, retail skiing equipment, retail soccer equipment, retail softball equipment, sporting goods stores, retail tennis equipment, and retail track and field equipment.

**TABLE 2. Balance sheet profile for 1986**  
**Prince Edward Island, Sporting Goods Stores (SIC 6541)**

|                                   | Total(1)   | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 5          |               |                     |                     |            |
| Low sales value (\$000's)         | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                 |            |               |                     |                     |            |
| <b>Assets</b>                     |            |               |                     |                     |            |
| Cash                              | 12         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 13         | --            | --                  | --                  | --         |
| Inventory                         | 197        | --            | --                  | --                  | --         |
| Other current assets              | 3          | --            | --                  | --                  | --         |
| Total current assets              | 225        | --            | --                  | --                  | --         |
| Fixed assets                      | 38         | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 7          | --            | --                  | --                  | --         |
| Other assets                      | 48         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>304</b> | --            | --                  | --                  | --         |
| <b>Liabilities and equity</b>     |            |               |                     |                     |            |
| Current loans                     | 44         | --            | --                  | --                  | --         |
| Other current liabilities         | 71         | --            | --                  | --                  | --         |
| Total current liabilities         | 115        | --            | --                  | --                  | --         |
| Mortgages payable                 | -          | --            | --                  | --                  | --         |
| Long term debt                    | 179        | --            | --                  | --                  | --         |
| Other liabilities                 | -          | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>294</b> | --            | --                  | --                  | --         |
| <b>Total equity</b>               | <b>10</b>  | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Prince Edward Island, Sporting Goods Stores (SIC 6541)**

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 5        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 1.6      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | -26.5    | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 1.8      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.9      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Sporting Goods Stores (SIC 6541)**

|                                                     | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | -         |               |                     |                     |            |
| Low sales value (\$000's)                           | -         | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | -         | --            | --                  | --                  | --         |
| Average (\$000's)                                   |           |               |                     |                     |            |
| <b>Operating activities</b>                         | -         |               |                     |                     |            |
| Cash from operations                                | -         | --            | --                  | --                  | --         |
| Depreciation                                        | -         | --            | --                  | --                  | --         |
| Other                                               | -         | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | -         | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        | -         |               |                     |                     |            |
| Disposal of fixed assets                            | -         | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | -         | --            | --                  | --                  | --         |
| Increase in investment                              | -         | --            | --                  | --                  | --         |
| Decrease in investment                              | -         | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         | -         |               |                     |                     |            |
| Increase in long term debt                          | -         | --            | --                  | --                  | --         |
| Repayment of long term debt                         | -         | --            | --                  | --                  | --         |
| Loans from shareholders                             | -         | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | -         | --            | --                  | --                  | --         |
| Advances & loans from government                    | -         | --            | --                  | --                  | --         |
| Increase in equity                                  | -         | --            | --                  | --                  | --         |
| Decrease in equity                                  | -         | --            | --                  | --                  | --         |
| Other                                               | -         | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | -         | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | -         | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | -         | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Sporting Goods Stores (SIC 6541)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 8                       | 299                        | 27                         | 1                                                      | 2                         |
| less than 20                                          | 8                       | 299                        | 27                         | 1                                                      | 2                         |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | -                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 14                      | 490                        | 38                         | 2                                                      | ...                       |
| less than 20                                          | 14                      | 490                        | 38                         | 2                                                      | ...                       |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | ...                       |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | ...                       |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Prince Edward Island, Sporting Goods Stores (SIC 6541)**

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 1        |               |                     |                     |            |
| Average sales \$                    | X        | --            | --                  | --                  | --         |
| Average expense \$                  | X        | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | X        | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 1        |               |                     |                     |            |
| Average sales \$                    | X        | --            | --                  | --                  | --         |
| Average expense \$                  | X        | --            | --                  | --                  | --         |
| Average net profit \$               | X        | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | -        |               |                     |                     |            |
| Average sales \$                    | X        | --            | --                  | --                  | --         |
| Average expense \$                  | X        | --            | --                  | --                  | --         |
| Average net loss \$                 | X        | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 4        |               |                     |                     |            |
| Average sales \$                    | 68,393   | --            | --                  | --                  | --         |
| Average expense \$                  | 57,228   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 11,165   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 4        |               |                     |                     |            |
| Average sales \$                    | 68,393   | --            | --                  | --                  | --         |
| Average expense \$                  | 57,228   | --            | --                  | --                  | --         |
| Average net profit \$               | 11,165   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | -        |               |                     |                     |            |
| Average sales \$                    | -        | --            | --                  | --                  | --         |
| Average expense \$                  | -        | --            | --                  | --                  | --         |
| Average net loss \$                 | -        | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 5        |               |                     |                     |            |
| Average sales \$                    | 284,007  | --            | --                  | --                  | --         |
| Average expense \$                  | 290,382  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | -6,375   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 2        |               |                     |                     |            |
| Average sales \$                    | 69,744   | --            | --                  | --                  | --         |
| Average expense \$                  | 63,963   | --            | --                  | --                  | --         |
| Average net profit \$               | 5,781    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 3        |               |                     |                     |            |
| Average sales \$                    | 402,654  | --            | --                  | --                  | --         |
| Average expense \$                  | 416,260  | --            | --                  | --                  | --         |
| Average net loss \$                 | -13,606  | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

**TABLE 1. Selected operating ratios, in percent of sales, 1986**  
**Prince Edward Island, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)**

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 16       |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Cost of sales           | 37.1                | --            | --                     | --                     | --         | 100.0                          | 37.1                          | --            | --                     | --                     | --         |
| Occupancy expenses      | 13.9                | --            | --                     | --                     | --         | 100.0                          | 13.9                          | --            | --                     | --                     | --         |
| Depreciation            | 4.7                 | --            | --                     | --                     | --         | 100.0                          | 4.7                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 3.1                 | --            | --                     | --                     | --         | 61.5                           | 5.1                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 3.2                 | --            | --                     | --                     | --         | 98.4                           | 3.2                           | --            | --                     | --                     | --         |
| Rent                    | 2.9                 | --            | --                     | --                     | --         | 40.1                           | 7.1                           | --            | --                     | --                     | --         |
| Personnel expenses      | 26.3                | --            | --                     | --                     | --         | 100.0                          | 26.3                          | --            | --                     | --                     | --         |
| Financial expenses      | 3.2                 | --            | --                     | --                     | --         | 100.0                          | 3.2                           | --            | --                     | --                     | --         |
| Interest & bank charges | 2.4                 | --            | --                     | --                     | --         | 100.0                          | 2.4                           | --            | --                     | --                     | --         |
| Professional fees       | 0.8                 | --            | --                     | --                     | --         | 64.6                           | 1.2                           | --            | --                     | --                     | --         |
| Other expenses          | 16.2                | --            | --                     | --                     | --         | 100.0                          | 16.2                          | --            | --                     | --                     | --         |
| Profit (loss)           | 3.4                 | --            | --                     | --                     | --         | 98.6                           | 3.4                           | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

#### Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

#### Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

#### Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

#### How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

#### Standard Industrial Classification Definition (SIC 1980):

##### SIC 658 - Toy, Hobby, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in toys, hobby supplies, gifts, novelties and souvenirs.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Toy, Hobby, Novelty and Souvenir Stores (SIC 558)

|                                   | Total(1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 16        |               |                     |                     |            |
| Low sales value (\$000's)         | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                 |           |               |                     |                     |            |
| <b>Assets</b>                     |           |               |                     |                     |            |
| Cash                              | 8         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 1         | --            | --                  | --                  | --         |
| Inventory                         | 18        | --            | --                  | --                  | --         |
| Other current assets              | 1         | --            | --                  | --                  | --         |
| Total current assets              | 28        | --            | --                  | --                  | --         |
| Fixed assets                      | 93        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 46        | --            | --                  | --                  | --         |
| Other assets                      | 6         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>81</b> | --            | --                  | --                  | --         |
| <b>Liabilities and equity</b>     |           |               |                     |                     |            |
| Current loans                     | 11        | --            | --                  | --                  | --         |
| Other current liabilities         | 13        | --            | --                  | --                  | --         |
| Total current liabilities         | 24        | --            | --                  | --                  | --         |
| Mortgages payable                 | 12        | --            | --                  | --                  | --         |
| Long term debt                    | 16        | --            | --                  | --                  | --         |
| Other liabilities                 | 11        | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>63</b> | --            | --                  | --                  | --         |
| <b>Total equity</b>               | <b>17</b> | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Toy, Hobby, Novelty and Souvenir Stores (SIC 558)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 15       |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 2.1      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | 4.5      | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 2.9      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.8      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)**

|                                                     | Total(1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 5         |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                                   |           |               |                     |                     |            |
| <b>Operating activities</b>                         |           |               |                     |                     |            |
| Cash from operations                                | -         | --            | --                  | --                  | --         |
| Depreciation                                        | 6         | --            | --                  | --                  | --         |
| Other                                               | 5         | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | -         | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |           |               |                     |                     |            |
| Disposal of fixed assets                            | 1         | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | -6        | --            | --                  | --                  | --         |
| Increase in investment                              | -2        | --            | --                  | --                  | --         |
| Decrease in investment                              | -         | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |           |               |                     |                     |            |
| Increase in long term debt                          | -         | --            | --                  | --                  | --         |
| Repayment of long term debt                         | -1        | --            | --                  | --                  | --         |
| Loans from shareholders                             | -         | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | -4        | --            | --                  | --                  | --         |
| Advances & loans from government                    | -         | --            | --                  | --                  | --         |
| Increase in equity                                  | -         | --            | --                  | --                  | --         |
| Decrease in equity                                  | -         | --            | --                  | --                  | --         |
| Other                                               | -         | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | <b>-1</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Cash &amp; equivalents-Beginning of the year</b> | <b>14</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Cash &amp; equivalents - End of the year</b>     | <b>13</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 82                      | 2,649                      | 244                        | 8                                                      | 10                        |
| less than 20                                          | 74                      | 1,613                      | 150                        | 6                                                      | 10                        |
| 20 - 99                                               | 6                       | X                          | 89                         | 2                                                      | -                         |
| 100 - 499                                             | 2                       | X                          | 5                          | -                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 113                     | 4,021                      | 311                        | 20                                                     | ...                       |
| less than 20                                          | 105                     | 2,641                      | 206                        | 20                                                     | ...                       |
| 20 - 99                                               | 6                       | X                          | 100                        | -                                                      | ...                       |
| 100 - 499                                             | 2                       | X                          | 5                          | -                                                      | ...                       |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Toy, Hobby, Novelty and Souvenir Stores (SIC 558)

|                                     | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 17        |               |                     |                     |            |
| Average sales \$                    | 125,374   | --            | --                  | --                  | --         |
| Average expense \$                  | 117,263   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 8,111     | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 15        |               |                     |                     |            |
| Average sales \$                    | 159,597   | --            | --                  | --                  | --         |
| Average expense \$                  | 142,389   | --            | --                  | --                  | --         |
| Average net profit \$               | 17,208    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2         |               |                     |                     |            |
| Average sales \$                    | 19,252    | --            | --                  | --                  | --         |
| Average expense \$                  | 28,531    | --            | --                  | --                  | --         |
| Average net loss \$                 | -9,279    | --            | --                  | --                  | --         |
| <b>1985</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 19        |               |                     |                     |            |
| Average sales \$                    | 54,638    | --            | --                  | --                  | --         |
| Average expense \$                  | 49,282    | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 5,356     | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 14        |               |                     |                     |            |
| Average sales \$                    | 68,647    | --            | --                  | --                  | --         |
| Average expense \$                  | 59,134    | --            | --                  | --                  | --         |
| Average net profit \$               | 9,513     | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 5         |               |                     |                     |            |
| Average sales \$                    | 56,804    | --            | --                  | --                  | --         |
| Average expense \$                  | 63,258    | --            | --                  | --                  | --         |
| Average net loss \$                 | -6,454    | --            | --                  | --                  | --         |
| <b>1986</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 25        |               |                     |                     |            |
| Average sales \$                    | 104,815   | --            | --                  | --                  | --         |
| Average expense \$                  | 101,464   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 3,351     | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 19        |               |                     |                     |            |
| Average sales \$                    | 192,881   | --            | --                  | --                  | --         |
| Average expense \$                  | 171,528   | --            | --                  | --                  | --         |
| Average net profit \$               | 21,353    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 6         |               |                     |                     |            |
| Average sales \$                    | 92,410    | --            | --                  | --                  | --         |
| Average expense \$                  | 98,767    | --            | --                  | --                  | --         |
| Average net loss \$                 | -6,357    | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Gift, Novelty and Souvenir Stores (SIC 6582)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 15       |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Cost of sales           | 36.7                | --            | --                     | --                     | --         | 100.0                          | 36.7                          | --            | --                     | --                     | --         |
| Occupancy expenses      | 13.9                | --            | --                     | --                     | --         | 100.0                          | 13.9                          | --            | --                     | --                     | --         |
| Depreciation            | 4.8                 | --            | --                     | --                     | --         | 100.0                          | 4.8                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 3.2                 | --            | --                     | --                     | --         | 60.8                           | 5.2                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 3.2                 | --            | --                     | --                     | --         | 98.4                           | 3.2                           | --            | --                     | --                     | --         |
| Rent                    | 2.8                 | --            | --                     | --                     | --         | 39.2                           | 7.1                           | --            | --                     | --                     | --         |
| Personnel expenses      | 26.5                | --            | --                     | --                     | --         | 100.0                          | 26.5                          | --            | --                     | --                     | --         |
| Financial expenses      | 3.2                 | --            | --                     | --                     | --         | 100.0                          | 3.2                           | --            | --                     | --                     | --         |
| Interest & bank charges | 2.4                 | --            | --                     | --                     | --         | 100.0                          | 2.4                           | --            | --                     | --                     | --         |
| Professional fees       | 0.8                 | --            | --                     | --                     | --         | 64.1                           | 1.2                           | --            | --                     | --                     | --         |
| Other expenses          | 16.3                | --            | --                     | --                     | --         | 100.0                          | 16.3                          | --            | --                     | --                     | --         |
| Profit (loss)           | 3.4                 | --            | --                     | --                     | --         | 98.6                           | 3.5                           | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 6582 - Gift, Novelty and Souvenir Stores

Businesses primarily engaged in retail dealing in gifts, novelty merchandise and souvenirs such as: retail carvings and artwork, retail handicraft ceramics, retail seasonal and holiday decorations, retail handicraft d'coupage, retail eskimo carvings, retail gift wrap supplies, gift shops, retail handcrafted goods (novelties, souvenirs), joke shops, retail handicraft macramé, retail handicraft metalwork, retail novelty merchandise, retail handicraft pottery, and retail souvenirs.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Gift, Novelty and Souvenir Stores (SIC 6582)

|                                   | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 15        |               |                     |                     |            |
| Low sales value (\$000's)         | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                 |           |               |                     |                     |            |
| <b>Assets</b>                     |           |               |                     |                     |            |
| Cash                              | 8         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 1         | --            | --                  | --                  | --         |
| Inventory                         | 15        | --            | --                  | --                  | --         |
| Other current assets              | 1         | --            | --                  | --                  | --         |
| Total current assets              | 25        | --            | --                  | --                  | --         |
| Fixed assets                      | 93        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 46        | --            | --                  | --                  | --         |
| Other assets                      | 6         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>77</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |           |               |                     |                     |            |
| Current loans                     | 10        | --            | --                  | --                  | --         |
| Other current liabilities         | 12        | --            | --                  | --                  | --         |
| Total current liabilities         | 22        | --            | --                  | --                  | --         |
| Mortgages payable                 | 12        | --            | --                  | --                  | --         |
| Long term debt                    | 15        | --            | --                  | --                  | --         |
| Other liabilities                 | 11        | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>61</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>17</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Gift, Novelty and Souvenir Stores (SIC 6582)

|                                 | Total (2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 14        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)       | --            | --                  | --                  | --         |
| Average                         |           |               |                     |                     |            |
| <b>Liquidity ratio</b>          |           |               |                     |                     |            |
| Current ratio (times)           | 2.1       | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |           |               |                     |                     |            |
| Debt/equity ratio (times)       | 4.5       | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 2.9       | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.8       | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Gift, Novelty and Souvenir Stores (SIC 6582)**

|                                                     | Total(1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 5         |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                                   |           |               |                     |                     |            |
| <b>Operating activities</b>                         |           |               |                     |                     |            |
| Cash from operations                                | -         | --            | --                  | --                  | --         |
| Depreciation                                        | 6         | --            | --                  | --                  | --         |
| Other                                               | 5         | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | -         | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |           |               |                     |                     |            |
| Disposal of fixed assets                            | 1         | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | -6        | --            | --                  | --                  | --         |
| Increase in investment                              | -2        | --            | --                  | --                  | --         |
| Decrease in investment                              | -         | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |           |               |                     |                     |            |
| Increase in long term debt                          | -         | --            | --                  | --                  | --         |
| Repayment of long term debt                         | -1        | --            | --                  | --                  | --         |
| Loans from shareholders                             | -         | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | -4        | --            | --                  | --                  | --         |
| Advances & loans from government                    | -         | --            | --                  | --                  | --         |
| Increase in equity                                  | -         | --            | --                  | --                  | --         |
| Decrease in equity                                  | -         | --            | --                  | --                  | --         |
| Other                                               | -         | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | <b>-1</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Cash &amp; equivalents-Beginning of the year</b> | <b>14</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Cash &amp; equivalents - End of the year</b>     | <b>13</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Gift, Novelty and Souvenir Stores (SIC 6582)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 82                      | 2,649                      | 244                        | 8                                                      | 10                        |
| less than 20                                          | 74                      | 1,613                      | 150                        | 6                                                      | 10                        |
| 20 - 99                                               | 6                       | X                          | 89                         | 2                                                      | -                         |
| 100 - 499                                             | 2                       | X                          | 5                          | -                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 113                     | 4,021                      | 311                        | 20                                                     | ...                       |
| less than 20                                          | 105                     | 2,641                      | 206                        | 20                                                     | ...                       |
| 20 - 99                                               | 6                       | X                          | 100                        | -                                                      | ...                       |
| 100 - 499                                             | 2                       | X                          | 5                          | -                                                      | ...                       |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Prince Edward Island, Gift, Novelty and Souvenir Stores (SIC 6582)**

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 16       |               |                     |                     |            |
| Average sales \$                    | 89,133   | --            | --                  | --                  | --         |
| Average expense \$                  | 82,001   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 7,132    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 14       |               |                     |                     |            |
| Average sales \$                    | 111,275  | --            | --                  | --                  | --         |
| Average expense \$                  | 95,373   | --            | --                  | --                  | --         |
| Average net profit \$               | 15,902   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2        |               |                     |                     |            |
| Average sales \$                    | 19,252   | --            | --                  | --                  | --         |
| Average expense \$                  | 28,531   | --            | --                  | --                  | --         |
| Average net loss \$                 | -9,279   | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 19       |               |                     |                     |            |
| Average sales \$                    | 54,638   | --            | --                  | --                  | --         |
| Average expense \$                  | 49,282   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 5,356    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 14       |               |                     |                     |            |
| Average sales \$                    | 68,647   | --            | --                  | --                  | --         |
| Average expense \$                  | 59,134   | --            | --                  | --                  | --         |
| Average net profit \$               | 9,513    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 5        |               |                     |                     |            |
| Average sales \$                    | 56,804   | --            | --                  | --                  | --         |
| Average expense \$                  | 63,258   | --            | --                  | --                  | --         |
| Average net loss \$                 | -6,454   | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 25       |               |                     |                     |            |
| Average sales \$                    | 104,815  | --            | --                  | --                  | --         |
| Average expense \$                  | 101,464  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 3,351    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 19       |               |                     |                     |            |
| Average sales \$                    | 192,881  | --            | --                  | --                  | --         |
| Average expense \$                  | 171,528  | --            | --                  | --                  | --         |
| Average net profit \$               | 21,353   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 6        |               |                     |                     |            |
| Average sales \$                    | 92,410   | --            | --                  | --                  | --         |
| Average expense \$                  | 98,767   | --            | --                  | --                  | --         |
| Average net loss \$                 | -6,357   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

**TABLE 1. Selected operating ratios, in percent of sales, 1986**  
**Prince Edward Island, Operators of Buildings and Dwellings (SIC 751)**

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 82       |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | (1)           | 21                  | 47                  | 122        |
| High sales value (\$000's) | (1)      | 21            | 47                  | 122                 | (1)        |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Occupancy expenses      | 36.4                | 60.4          | 28.9                   | 32.6                   | 29.2       | 91.5                           | 39.8                          | 60.4          | 30.7                   | 32.6                   | 37.6       |
| Depreciation            | 10.6                | 8.6           | 10.6                   | 12.8                   | 10.4       | 87.3                           | 12.1                          | 8.6           | 11.2                   | 15.6                   | 13.8       |
| Repairs & maintenance   | 7.8                 | 6.0           | 13.2                   | 7.8                    | 4.3        | 86.1                           | 9.1                           | 6.0           | 14.0                   | 8.3                    | 6.6        |
| Heat, light & telephone | 16.2                | 45.8          | 5.2                    | 11.5                   | 9.0        | 65.9                           | 24.6                          | 48.7          | 16.4                   | 13.2                   | 14.0       |
| Rent                    | 1.8                 | ...           | ...                    | ...                    | ...        | 10.1                           | 17.9                          | -             | -                      | ...                    | ...        |
| Personnel expenses      | 7.8                 | 1.8           | 11.4                   | 13.4                   | 5.2        | 41.9                           | 18.7                          | 30.2          | 17.1                   | 32.2                   | 11.8       |
| Financial expenses      | 34.5                | 10.8          | 38.0                   | 33.2                   | 48.4       | 99.4                           | 34.7                          | 10.8          | 38.0                   | 34.3                   | 48.4       |
| Interest & bank charges | 30.9                | 5.5           | 35.7                   | 29.5                   | 44.8       | 98.1                           | 31.5                          | 5.5           | 35.7                   | 31.5                   | 45.8       |
| Professional fees       | 3.6                 | 5.3           | 2.4                    | 3.7                    | 3.6        | 73.1                           | 5.0                           | 5.4           | 6.3                    | 4.4                    | 4.4        |
| Other expenses          | 23.3                | 44.1          | 15.7                   | 13.4                   | 22.4       | 98.1                           | 23.8                          | 44.1          | 15.7                   | 14.4                   | 22.9       |
| Profit (loss)           | -2.1                | -17.1         | 6.0                    | 7.4                    | -5.2       | 97.5                           | -2.1                          | -17.1         | 6.1                    | 8.2                    | -5.2       |
| Total                   | 100.0               | 100.0         | 100.0                  | 100.0                  | 100.0      | 100.0                          | ...                           | ...           | ...                    | ...                    | ...        |

#### Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

#### Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

#### Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

#### How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

#### Standard Industrial Classification Definition (SIC 1980):

##### SIC 751 - Operators of Buildings and Dwellings

Businesses primarily engaged in the operating or in owning and operating buildings and dwellings.

TABLE 2. Balance sheet profile for 1986

## Prince Edward Island, Operators of Buildings and Dwellings (SIC 751)

|                                   | Total(1)     | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25%   |
|-----------------------------------|--------------|---------------|---------------------|---------------------|--------------|
| Businesses in sample (No.)        | 82           |               |                     |                     |              |
| Low sales value (\$000's)         | (1)          | (1)           | 21                  | 47                  | 122          |
| High sales value (\$000's)        | (1)          | 21            | 47                  | 122                 | (1)          |
| Average (\$000's)                 |              |               |                     |                     |              |
| <b>Assets</b>                     |              |               |                     |                     |              |
| Cash                              | 70           | 2             | 31                  | 6                   | 194          |
| Accounts and notes receivable     | 23           | 5             | 4                   | 4                   | 64           |
| Inventory                         | 2            | -             | -                   | 7                   | 2            |
| Other current assets              | 22           | -             | 26                  | 31                  | 28           |
| Total current assets              | 117          | 7             | 61                  | 47                  | 288          |
| Fixed assets                      | 699          | 72            | 153                 | 286                 | 1,888        |
| Less: Accum. dep. on fixed assets | 108          | 36            | 56                  | 45                  | 244          |
| Other assets                      | 331          | 2             | 53                  | 16                  | 1,008        |
| <b>Total assets</b>               | <b>1,039</b> | <b>45</b>     | <b>211</b>          | <b>304</b>          | <b>2,940</b> |
| <b>Liabilities and equity</b>     |              |               |                     |                     |              |
| Current loans                     | 35           | 3             | 9                   | 11                  | 96           |
| Other current liabilities         | 41           | 25            | 5                   | 18                  | 100          |
| Total current liabilities         | 76           | 28            | 14                  | 30                  | 195          |
| Mortgages payable                 | 236          | 1             | 57                  | 124                 | 631          |
| Long term debt                    | 454          | 14            | 11                  | 107                 | 1,378        |
| Other liabilities                 | 87           | -             | 6                   | 7                   | 270          |
| <b>Total liabilities</b>          | <b>853</b>   | <b>43</b>     | <b>89</b>           | <b>268</b>          | <b>2,475</b> |
| <b>Total equity</b>               | <b>186</b>   | <b>2</b>      | <b>123</b>          | <b>36</b>           | <b>465</b>   |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Prince Edward Island, Operators of Buildings and Dwellings (SIC 751)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 82       |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | (1)           | 28                  | 65                  | 181        |
| High sales value (\$000's)      | (1)      | 28            | 65                  | 181                 | (1)        |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 2.7      | 2.6           | 4.9                 | 2.3                 | 1.0        |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | 0.9      | 9.9           | -0.2                | -10.9               | 4.7        |
| Interest coverage ratio (times) | 2.1      | -1.9          | 7.6                 | 5.3                 | -2.3       |
| Debt ratio (times)              | 0.8      | 0.9           | 0.8                 | 1.0                 | 0.7        |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Operators of Buildings and Dwellings (SIC 751)**

|                                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 5        |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)      | --            | --                  | --                  | --         |
| Average (\$000's)                                   |          |               |                     |                     |            |
| <b>Operating activities</b>                         |          |               |                     |                     |            |
| Cash from operations                                | 29       | --            | --                  | --                  | --         |
| Depreciation                                        | 21       | --            | --                  | --                  | --         |
| Other                                               | -20      | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | -4       | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |          |               |                     |                     |            |
| Disposal of fixed assets                            | 42       | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | -3       | --            | --                  | --                  | --         |
| Increase in investment                              | -3       | --            | --                  | --                  | --         |
| Decrease in investment                              | -        | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |          |               |                     |                     |            |
| Increase in long term debt                          | 5        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | -91      | --            | --                  | --                  | --         |
| Loans from shareholders                             | 13       | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | -17      | --            | --                  | --                  | --         |
| Advances & loans from government                    | 2        | --            | --                  | --                  | --         |
| Increase in equity                                  | -        | --            | --                  | --                  | --         |
| Decrease in equity                                  | -        | --            | --                  | --                  | --         |
| Other                                               | -2       | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | -27      | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | 17       | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | -10      | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Operators of Buildings and Dwellings (SIC 751)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 45                      | 1,611                      | 95                         | 9                                                      | 18                        |
| less than 20                                          | 44                      | X                          | 88                         | 9                                                      | 18                        |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | -                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | -                         |
| 500 and over                                          | 1                       | X                          | 7                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 83                      | 3,428                      | 194                        | 21                                                     | ...                       |
| less than 20                                          | 82                      | X                          | 188                        | 21                                                     | ...                       |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | ...                       |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | ...                       |
| 500 and over                                          | 1                       | X                          | 6                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Operators of Buildings and Dwellings (SIC 751)

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 13       |               |                     |                     |            |
| Average sales \$                    | 201,009  | --            | --                  | --                  | --         |
| Average expense \$                  | 182,126  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 18,883   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 9        |               |                     |                     |            |
| Average sales \$                    | 162,768  | --            | --                  | --                  | --         |
| Average expense \$                  | 115,513  | --            | --                  | --                  | --         |
| Average net profit \$               | 47,255   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 4        |               |                     |                     |            |
| Average sales \$                    | 533,611  | --            | --                  | --                  | --         |
| Average expense \$                  | 721,951  | --            | --                  | --                  | --         |
| Average net loss \$                 | -188,340 | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 8        |               |                     |                     |            |
| Average sales \$                    | 125,548  | --            | --                  | --                  | --         |
| Average expense \$                  | 73,656   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 51,892   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 8        |               |                     |                     |            |
| Average sales \$                    | 125,548  | --            | --                  | --                  | --         |
| Average expense \$                  | 73,656   | --            | --                  | --                  | --         |
| Average net profit \$               | 51,892   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | -        |               |                     |                     |            |
| Average sales \$                    | -        | --            | --                  | --                  | --         |
| Average expense \$                  | -        | --            | --                  | --                  | --         |
| Average net loss \$                 | -        | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 23       |               |                     |                     |            |
| Average sales \$                    | 122,424  | --            | --                  | --                  | --         |
| Average expense \$                  | 129,804  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | -7,380   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 8        |               |                     |                     |            |
| Average sales \$                    | 315,769  | --            | --                  | --                  | --         |
| Average expense \$                  | 270,754  | --            | --                  | --                  | --         |
| Average net profit \$               | 45,015   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 15       |               |                     |                     |            |
| Average sales \$                    | 88,040   | --            | --                  | --                  | --         |
| Average expense \$                  | 109,065  | --            | --                  | --                  | --         |
| Average net loss \$                 | -21,025  | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

**TABLE 1. Selected operating ratios, in percent of sales, 1986**  
**Prince Edward Island, Operators of Non-Residential Buildings (SIC 7512)**

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 32       |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Occupancy expenses      | 30.2                | --            | --                     | --                     | --         | 77.1                           | 39.2                          | --            | --                     | --                     | --         |
| Depreciation            | 8.6                 | --            | --                     | --                     | --         | 74.1                           | 11.6                          | --            | --                     | --                     | --         |
| Repairs & maintenance   | 6.7                 | --            | --                     | --                     | --         | 67.3                           | 9.9                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 13.9                | --            | --                     | --                     | --         | 48.8                           | 28.4                          | --            | --                     | --                     | --         |
| Rent                    | 1.1                 | --            | --                     | --                     | --         | 3.0                            | 36.9                          | --            | --                     | --                     | --         |
| Personnel expenses      | 6.7                 | --            | --                     | --                     | --         | 26.7                           | 24.9                          | --            | --                     | --                     | --         |
| Financial expenses      | 44.8                | --            | --                     | --                     | --         | 98.5                           | 45.5                          | --            | --                     | --                     | --         |
| Interest & bank charges | 41.8                | --            | --                     | --                     | --         | 98.5                           | 42.4                          | --            | --                     | --                     | --         |
| Professional fees       | 3.1                 | --            | --                     | --                     | --         | 73.2                           | 4.2                           | --            | --                     | --                     | --         |
| Other expenses          | 27.8                | --            | --                     | --                     | --         | 97.0                           | 28.6                          | --            | --                     | --                     | --         |
| Profit (loss)           | -9.5                | --            | --                     | --                     | --         | 97.0                           | -9.8                          | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

#### Symbols

- zero or no observations
- too small too be expressed
- ... not applicable
- x confidential

#### Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

#### Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high end low values of sales are shown.

#### How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

#### Standard Industrial Classification Definition (SIC 1980):

##### SIC 7512 - Operators of Non-Residential Buildings

Businesses primarily engaged in operating, or owning and operating buildings and dwellings such as: arena operating, conference/convention centre operating, leasing non-residential buildings, meeting hall operating, office building rental, real estate operating - non-residential buildings, shopping centre operating, stadium operating and theatre building operating.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Operators of Non-Residential Buildings (SIC 7512)

|                                   | Total(1)     | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|--------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 32           |               |                     |                     |            |
| Low sales value (\$000's)         | (1)          | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)          | --            | --                  | --                  | --         |
| Average (\$000's)                 |              |               |                     |                     |            |
| <b>Assets</b>                     |              |               |                     |                     |            |
| Cash                              | 153          | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 10           | --            | --                  | --                  | --         |
| Inventory                         | -            | --            | --                  | --                  | --         |
| Other current assets              | 2            | --            | --                  | --                  | --         |
| Total current assets              | 165          | --            | --                  | --                  | --         |
| Fixed assets                      | 690          | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 149          | --            | --                  | --                  | --         |
| Other assets                      | 897          | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>1,604</b> | --            | --                  | --                  | --         |
| <b>Liabilities and equity</b>     |              |               |                     |                     |            |
| Current loans                     | 9            | --            | --                  | --                  | --         |
| Other current liabilities         | 51           | --            | --                  | --                  | --         |
| Total current liabilities         | 60           | --            | --                  | --                  | --         |
| Mortgages payable                 | 59           | --            | --                  | --                  | --         |
| Long term debt                    | 1,325        | --            | --                  | --                  | --         |
| Other liabilities                 | 166          | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>1,629</b> | --            | --                  | --                  | --         |
| <b>Total equity</b>               | <b>-25</b>   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Operators of Non-Residential Buildings (SIC 7512)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 32       |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | (1)           | 19                  | 44                  | 111        |
| High sales value (\$000's)      | (1)      | 19            | 44                  | 111                 | (1)        |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 2.6      | 0.2           | 4.6                 | 0.3                 | 3.2        |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | 2.7      | 18.2          | 1.5                 | 0.2                 | -4.2       |
| Interest coverage ratio (times) | -15.0    | -6.5          | 1.5                 | 1.2                 | -41.8      |
| Debt ratio (times)              | 1.0      | 1.2           | 0.7                 | 1.0                 | 1.0        |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Operators of Non-Residential Buildings (SIC 7512)**

|                                                     | Total(1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 3         |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                                   |           |               |                     |                     |            |
| <b>Operating activities</b>                         |           |               |                     |                     |            |
| Cash from operations                                | 13        | --            | --                  | --                  | --         |
| Depreciation                                        | 26        | --            | --                  | --                  | --         |
| Other                                               | 6         | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | -         | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |           |               |                     |                     |            |
| Disposal of fixed assets                            | -         | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | -6        | --            | --                  | --                  | --         |
| Increase in investment                              | -7        | --            | --                  | --                  | --         |
| Decrease in investment                              | -         | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |           |               |                     |                     |            |
| Increase in long term debt                          | -         | --            | --                  | --                  | --         |
| Repayment of long term debt                         | -25       | --            | --                  | --                  | --         |
| Loans from shareholders                             | -         | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | -1        | --            | --                  | --                  | --         |
| Advances & loans from government                    | 5         | --            | --                  | --                  | --         |
| Increase in equity                                  | -         | --            | --                  | --                  | --         |
| Decrease in equity                                  | -         | --            | --                  | --                  | --         |
| Other                                               | -3        | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | <b>9</b>  | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | <b>55</b> | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | <b>64</b> | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Operators of Non-Residential Buildings (SIC 7512)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 45                      | 1,611                      | 95                         | 9                                                      | 18                        |
| less than 20                                          | 44                      | X                          | 88                         | 9                                                      | 18                        |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | -                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | -                         |
| 500 and over                                          | 1                       | X                          | 7                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 83                      | 3,428                      | 194                        | 21                                                     | ...                       |
| less than 20                                          | 82                      | X                          | 188                        | 21                                                     | ...                       |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | ...                       |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | ...                       |
| 500 and over                                          | 1                       | X                          | 6                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Operators of Non-Residential Buildings (SIC 7512)

|                                     | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 3         |               |                     |                     |            |
| Average sales \$                    | 1,448,934 | --            | --                  | --                  | --         |
| Average expense \$                  | 1,672,923 | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | -223,989  | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 1         |               |                     |                     |            |
| Average sales \$                    | 1,442,516 | --            | --                  | --                  | --         |
| Average expense \$                  | 1,260,516 | --            | --                  | --                  | --         |
| Average net profit \$               | 182,000   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2         |               |                     |                     |            |
| Average sales \$                    | 1,614,387 | --            | --                  | --                  | --         |
| Average expense \$                  | 2,382,887 | --            | --                  | --                  | --         |
| Average net loss \$                 | -768,500  | --            | --                  | --                  | --         |
| <b>1985</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 3         |               |                     |                     |            |
| Average sales \$                    | 234,474   | --            | --                  | --                  | --         |
| Average expense \$                  | 194,300   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 40,174    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 3         |               |                     |                     |            |
| Average sales \$                    | 234,474   | --            | --                  | --                  | --         |
| Average expense \$                  | 194,300   | --            | --                  | --                  | --         |
| Average net profit \$               | 40,174    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | -         |               |                     |                     |            |
| Average sales \$                    | -         | --            | --                  | --                  | --         |
| Average expense \$                  | -         | --            | --                  | --                  | --         |
| Average net loss \$                 | -         | --            | --                  | --                  | --         |
| <b>1986</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 12        |               |                     |                     |            |
| Average sales \$                    | 125,200   | --            | --                  | --                  | --         |
| Average expense \$                  | 133,165   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | -7,965    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 4         |               |                     |                     |            |
| Average sales \$                    | 563,362   | --            | --                  | --                  | --         |
| Average expense \$                  | 509,718   | --            | --                  | --                  | --         |
| Average net profit \$               | 53,644    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 8         |               |                     |                     |            |
| Average sales \$                    | 69,724    | --            | --                  | --                  | --         |
| Average expense \$                  | 88,629    | --            | --                  | --                  | --         |
| Average net loss \$                 | -18,905   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Insurance and Real Estate Agencies (SIC 7611)

|                            | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 22        |               |                     |                     |            |
| Low sales value (\$000's)  | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)       | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Occupancy expenses      | 12.2                | --            | --                     | --                     | --         | 97.7                           | 12.5                          | --            | --                     | --                     | --         |
| Depreciation            | 1.6                 | --            | --                     | --                     | --         | 93.1                           | 1.7                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 2.4                 | --            | --                     | --                     | --         | 90.8                           | 2.6                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 4.5                 | --            | --                     | --                     | --         | 97.7                           | 4.6                           | --            | --                     | --                     | --         |
| Rent                    | 3.7                 | --            | --                     | --                     | --         | 90.8                           | 4.0                           | --            | --                     | --                     | --         |
| Personnel expenses      | 55.6                | --            | --                     | --                     | --         | 97.7                           | 57.0                          | --            | --                     | --                     | --         |
| Financial expenses      | 2.9                 | --            | --                     | --                     | --         | 100.0                          | 2.9                           | --            | --                     | --                     | --         |
| Interest & bank charges | 1.0                 | --            | --                     | --                     | --         | 95.4                           | 1.1                           | --            | --                     | --                     | --         |
| Professional fees       | 1.9                 | --            | --                     | --                     | --         | 97.7                           | 1.9                           | --            | --                     | --                     | --         |
| Other expenses          | 18.1                | --            | --                     | --                     | --         | 100.0                          | 18.1                          | --            | --                     | --                     | --         |
| Profit (loss)           | 11.2                | --            | --                     | --                     | --         | 100.0                          | 11.2                          | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high end low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7611 - Insurance and Real Estate Agencies

Businesses primarily engaged in either the selling of insurance and pension products as an independent agent or broker or dealing in real estate such as buying and selling for others, managing and appraising real estate for others or whose activities encompass both fields such as: real estate appraisal services, independent insurance claim adjusters, insurance agents and brokers, insurance and real estate agencies, insurance broker services and real estate agencies.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Insurance and Real Estate Agencies (SIC 7611)

|                                   | Total(1)   | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 22         |               |                     |                     |            |
| Low sales value (\$000's)         | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                 |            |               |                     |                     |            |
| <b>Assets</b>                     |            |               |                     |                     |            |
| Cash                              | 26         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 34         | --            | --                  | --                  | --         |
| Inventory                         | 4          | --            | --                  | --                  | --         |
| Other current assets              | 1          | --            | --                  | --                  | --         |
| Total current assets              | 65         | --            | --                  | --                  | --         |
| Fixed assets                      | 25         | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 9          | --            | --                  | --                  | --         |
| Other assets                      | 40         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>122</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |            |               |                     |                     |            |
| Current loans                     | 6          | --            | --                  | --                  | --         |
| Other current liabilities         | 51         | --            | --                  | --                  | --         |
| Total current liabilities         | 57         | --            | --                  | --                  | --         |
| Mortgages payable                 | 1          | --            | --                  | --                  | --         |
| Long term debt                    | 21         | --            | --                  | --                  | --         |
| Other liabilities                 | 10         | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>87</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>34</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Insurance and Real Estate Agencies (SIC 7611)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 22       |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 1.7      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | 2.0      | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 37.6     | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.8      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Insurance and Real Estate Agencies (SIC 7611)**

|                                                     | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 2         |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                                   |           |               |                     |                     |            |
| <b>Operating activities</b>                         |           |               |                     |                     |            |
| Cash from operations                                | X         | --            | --                  | --                  | --         |
| Depreciation                                        | X         | --            | --                  | --                  | --         |
| Other                                               | X         | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | X         | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |           |               |                     |                     |            |
| Disposal of fixed assets                            | X         | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | X         | --            | --                  | --                  | --         |
| Increase in investment                              | X         | --            | --                  | --                  | --         |
| Decrease in investment                              | X         | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |           |               |                     |                     |            |
| Increase in long term debt                          | X         | --            | --                  | --                  | --         |
| Repayment of long term debt                         | X         | --            | --                  | --                  | --         |
| Loans from shareholders                             | X         | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | X         | --            | --                  | --                  | --         |
| Advances & loans from government                    | X         | --            | --                  | --                  | --         |
| Increase in equity                                  | X         | --            | --                  | --                  | --         |
| Decrease in equity                                  | X         | --            | --                  | --                  | --         |
| Other                                               | X         | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | X         | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | X         | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | X         | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Insurance and Real Estate Agencies (SIC 7611)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| <b>1983</b>                                           |                         |                            |                            |                                                        |                           |
| <b>Total</b>                                          | <b>41</b>               | <b>2,989</b>               | <b>170</b>                 | <b>7</b>                                               | <b>7</b>                  |
| less than 20                                          | 35                      | 1,978                      | 112                        | 6                                                      | 6                         |
| 20 - 99                                               | 3                       | 848                        | 49                         | -                                                      | -                         |
| 100 - 499                                             | 1                       | X                          | 2                          | -                                                      | 1                         |
| 500 and over                                          | 2                       | X                          | 7                          | 1                                                      | -                         |
| <b>1986</b>                                           |                         |                            |                            |                                                        |                           |
| <b>Total</b>                                          | <b>56</b>               | <b>5,018</b>               | <b>240</b>                 | <b>8</b>                                               | <b>...</b>                |
| less than 20                                          | 48                      | 3,191                      | 152                        | 8                                                      | ...                       |
| 20 - 99                                               | 3                       | 1,580                      | 78                         | -                                                      | ...                       |
| 100 - 499                                             | 3                       | X                          | 4                          | -                                                      | ...                       |
| 500 and over                                          | 2                       | X                          | 6                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Insurance and Real Estate Agencies (SIC 7611)

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 8        |               |                     |                     |            |
| Average sales \$                    | 110,054  | --            | --                  | --                  | --         |
| Average expense \$                  | 84,615   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 25,439   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 8        |               |                     |                     |            |
| Average sales \$                    | 110,054  | --            | --                  | --                  | --         |
| Average expense \$                  | 84,615   | --            | --                  | --                  | --         |
| Average net profit \$               | 25,439   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | -        |               |                     |                     |            |
| Average sales \$                    | -        | --            | --                  | --                  | --         |
| Average expense \$                  | -        | --            | --                  | --                  | --         |
| Average net loss \$                 | -        | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 7        |               |                     |                     |            |
| Average sales \$                    | 153,809  | --            | --                  | --                  | --         |
| Average expense \$                  | 132,393  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 21,416   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 7        |               |                     |                     |            |
| Average sales \$                    | 153,809  | --            | --                  | --                  | --         |
| Average expense \$                  | 132,393  | --            | --                  | --                  | --         |
| Average net profit \$               | 21,416   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | -        |               |                     |                     |            |
| Average sales \$                    | -        | --            | --                  | --                  | --         |
| Average expense \$                  | -        | --            | --                  | --                  | --         |
| Average net loss \$                 | -        | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 12       |               |                     |                     |            |
| Average sales \$                    | 90,415   | --            | --                  | --                  | --         |
| Average expense \$                  | 76,182   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 14,233   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 12       |               |                     |                     |            |
| Average sales \$                    | 90,415   | --            | --                  | --                  | --         |
| Average expense \$                  | 76,182   | --            | --                  | --                  | --         |
| Average net profit \$               | 14,233   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | -        |               |                     |                     |            |
| Average sales \$                    | -        | --            | --                  | --                  | --         |
| Average expense \$                  | -        | --            | --                  | --                  | --         |
| Average net loss \$                 | -        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

Prince Edward Island, Management Consulting Services (SIC 7771)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 10       |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Occupancy expenses      | 4.6                 | --            | --                     | --                     | --         | 39.1                           | 11.8                          | --            | --                     | --                     | --         |
| Depreciation            | 1.6                 | --            | --                     | --                     | --         | 33.7                           | 4.9                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 0.4                 | --            | --                     | --                     | --         | 36.4                           | 1.0                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 1.4                 | --            | --                     | --                     | --         | 33.7                           | 4.0                           | --            | --                     | --                     | --         |
| Rent                    | 1.2                 | --            | --                     | --                     | --         | 33.7                           | 3.7                           | --            | --                     | --                     | --         |
| Personnel expenses      | 68.8                | --            | --                     | --                     | --         | 100.0                          | 68.8                          | --            | --                     | --                     | --         |
| Financial expenses      | 18.0                | --            | --                     | --                     | --         | 100.0                          | 18.0                          | --            | --                     | --                     | --         |
| Interest & bank charges | 1.2                 | --            | --                     | --                     | --         | 97.3                           | 1.2                           | --            | --                     | --                     | --         |
| Professional fees       | 16.8                | --            | --                     | --                     | --         | 100.0                          | 16.8                          | --            | --                     | --                     | --         |
| Other expenses          | 9.3                 | --            | --                     | --                     | --         | 39.1                           | 23.9                          | --            | --                     | --                     | --         |
| Profit (loss)           | -0.7                | --            | --                     | --                     | --         | 44.4                           | -1.7                          | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.  

$$\text{Total weighted expenditure on a given item} \div \text{Total weighted sales of all businesses in the sample} \times 100 \text{ for each quartile.}$$
- (2) Value in each cell : 
$$\text{Total weighted expenditure on a given item} \div \text{Total weighted sales of businesses reporting this item of expenditure} \times 100 \text{ for each quartile.}$$

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 7771 - Management Consulting Services

Businesses primarily engaged in providing business and management consulting services such as: business management consulting services, customs consultants, financial management consultants, manager development consultants, organization management consultants, personnel management consultants and tariff and customs consultants.

TABLE 2. Balance sheet profile for 1986

## Prince Edward Island, Management Consulting Services (SIC 7771)

|                                   | Total(1)   | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 10         |               |                     |                     |            |
| Low sales value (\$000's)         | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                 |            |               |                     |                     |            |
| <b>Assets</b>                     |            |               |                     |                     |            |
| Cash                              | 15         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 49         | --            | --                  | --                  | --         |
| Inventory                         | -          | --            | --                  | --                  | --         |
| Other current assets              | 2          | --            | --                  | --                  | --         |
| Total current assets              | 66         | --            | --                  | --                  | --         |
| Fixed assets                      | 3          | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 2          | --            | --                  | --                  | --         |
| Other assets                      | 165        | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>233</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |            |               |                     |                     |            |
| Current loans                     | 7          | --            | --                  | --                  | --         |
| Other current liabilities         | 34         | --            | --                  | --                  | --         |
| Total current liabilities         | 41         | --            | --                  | --                  | --         |
| Mortgages payable                 | -          | --            | --                  | --                  | --         |
| Long term debt                    | 10         | --            | --                  | --                  | --         |
| Other liabilities                 | 1          | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>52</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>181</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Prince Edward Island, Management Consulting Services (SIC 7771)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 10       |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 3.7      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | 2.3      | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 1.0      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.5      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Prince Edward Island, Management Consulting Services (SIC 7771)

|                                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 1        |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)      | --            | --                  | --                  | --         |
| Average (\$000's)                                   |          |               |                     |                     |            |
| <b>Operating activities</b>                         |          |               |                     |                     |            |
| Cash from operations                                | X        | --            | --                  | --                  | --         |
| Depreciation                                        | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | X        | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |          |               |                     |                     |            |
| Disposal of fixed assets                            | X        | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | X        | --            | --                  | --                  | --         |
| Increase in investment                              | X        | --            | --                  | --                  | --         |
| Decrease in investment                              | X        | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |          |               |                     |                     |            |
| Increase in long term debt                          | X        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | X        | --            | --                  | --                  | --         |
| Loans from shareholders                             | X        | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | X        | --            | --                  | --                  | --         |
| Advances & loans from government                    | X        | --            | --                  | --                  | --         |
| Increase in equity                                  | X        | --            | --                  | --                  | --         |
| Decrease in equity                                  | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | X        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Prince Edward Island, Management Consulting Services (SIC 7771)

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 19                      | 1,572                      | 108                        | 1                                                      | 4                         |
| less than 20                                          | 16                      | 949                        | 48                         | 1                                                      | 3                         |
| 20 - 99                                               | 2                       | X                          | 50                         | -                                                      | -                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | 1                         |
| 500 and over                                          | 1                       | X                          | 10                         | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 24                      | 1,792                      | 116                        | 3                                                      | ...                       |
| less than 20                                          | 18                      | 779                        | 46                         | 2                                                      | ...                       |
| 20 - 99                                               | 4                       | 776                        | 57                         | 1                                                      | ...                       |
| 100 - 499                                             | 1                       | X                          | 3                          | -                                                      | ...                       |
| 500 and over                                          | 1                       | X                          | 10                         | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Management Consulting Services (SIC 7771)

|                                     | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 3         |               |                     |                     |            |
| Average sales \$                    | 145,635   | --            | --                  | --                  | --         |
| Average expense \$                  | 139,153   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 6,482     | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 3         |               |                     |                     |            |
| Average sales \$                    | 145,635   | --            | --                  | --                  | --         |
| Average expense \$                  | 139,153   | --            | --                  | --                  | --         |
| Average net profit \$               | 6,482     | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | -         |               |                     |                     |            |
| Average sales \$                    | -         | --            | --                  | --                  | --         |
| Average expense \$                  | -         | --            | --                  | --                  | --         |
| Average net loss \$                 | -         | --            | --                  | --                  | --         |
| <b>1985</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 3         |               |                     |                     |            |
| Average sales \$                    | 124,511   | --            | --                  | --                  | --         |
| Average expense \$                  | 88,486    | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 36,025    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 3         |               |                     |                     |            |
| Average sales \$                    | 124,511   | --            | --                  | --                  | --         |
| Average expense \$                  | 88,486    | --            | --                  | --                  | --         |
| Average net profit \$               | 36,025    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | -         |               |                     |                     |            |
| Average sales \$                    | -         | --            | --                  | --                  | --         |
| Average expense \$                  | -         | --            | --                  | --                  | --         |
| Average net loss \$                 | -         | --            | --                  | --                  | --         |
| <b>1986</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 5         |               |                     |                     |            |
| Average sales \$                    | 129,984   | --            | --                  | --                  | --         |
| Average expense \$                  | 127,120   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 2,864     | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 4         |               |                     |                     |            |
| Average sales \$                    | 88,300    | --            | --                  | --                  | --         |
| Average expense \$                  | 76,903    | --            | --                  | --                  | --         |
| Average net profit \$               | 11,397    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1         |               |                     |                     |            |
| Average sales \$                    | 213,353   | --            | --                  | --                  | --         |
| Average expense \$                  | 227,553   | --            | --                  | --                  | --         |
| Average net loss \$                 | -14,200   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Hotels and Motor Hotels (SIC 9111)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 8        |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Occupancy expenses      | 18.2                | --            | --                     | --                     | --         | 100.0                          | 18.2                          | --            | --                     | --                     | --         |
| Depreciation            | 5.7                 | --            | --                     | --                     | --         | 94.7                           | 6.1                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 2.6                 | --            | --                     | --                     | --         | 94.7                           | 2.7                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 4.3                 | --            | --                     | --                     | --         | 89.4                           | 4.8                           | --            | --                     | --                     | --         |
| Rent                    | 5.6                 | --            | --                     | --                     | --         | 64.2                           | 8.7                           | --            | --                     | --                     | --         |
| Personnel expenses      | 29.3                | --            | --                     | --                     | --         | 100.0                          | 29.3                          | --            | --                     | --                     | --         |
| Financial expenses      | 13.4                | --            | --                     | --                     | --         | 100.0                          | 13.4                          | --            | --                     | --                     | --         |
| Interest & bank charges | 10.0                | --            | --                     | --                     | --         | 100.0                          | 10.0                          | --            | --                     | --                     | --         |
| Professional fees       | 3.4                 | --            | --                     | --                     | --         | 100.0                          | 3.4                           | --            | --                     | --                     | --         |
| Other expenses          | 38.1                | --            | --                     | --                     | --         | 100.0                          | 38.1                          | --            | --                     | --                     | --         |
| Profit (loss)           | 0.9                 | --            | --                     | --                     | --         | 100.0                          | 0.9                           | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9111 - Hotels and Motor Hotels

Business primarily engaged in providing short term accommodation to the public with or without food, beverage and other services. A hotel-type room has access only from the interior of the building and a motel-hotel type room has access from both the interior and exterior.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Hotels and Motor Hotels (SIC 9111)

|                                   | Total(1)   | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 8          |               |                     |                     |            |
| Low sales value (\$000's)         | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                 |            |               |                     |                     |            |
| <b>Assets</b>                     |            |               |                     |                     |            |
| Cash                              | 33         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 32         | --            | --                  | --                  | --         |
| Inventory                         | 4          | --            | --                  | --                  | --         |
| Other current assets              | 5          | --            | --                  | --                  | --         |
| Total current assets              | 74         | --            | --                  | --                  | --         |
| Fixed assets                      | 968        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 126        | --            | --                  | --                  | --         |
| Other assets                      | 58         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>975</b> | --            | --                  | --                  | --         |
| <b>Liabilities and equity</b>     |            |               |                     |                     |            |
| Current loans                     | 23         | --            | --                  | --                  | --         |
| Other current liabilities         | 60         | --            | --                  | --                  | --         |
| Total current liabilities         | 84         | --            | --                  | --                  | --         |
| Mortgages payable                 | 356        | --            | --                  | --                  | --         |
| Long term debt                    | 33         | --            | --                  | --                  | --         |
| Other liabilities                 | 504        | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>976</b> | --            | --                  | --                  | --         |
| <b>Total equity</b>               | <b>-2</b>  | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Hotels and Motor Hotels (SIC 9111)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 8        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 1.0      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | -19.4    | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 1.3      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 1.1      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Hotels and Motor Hotels (SIC 9111)**

|                                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 2        |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)      | --            | --                  | --                  | --         |
| Average (\$000's)                                   |          |               |                     |                     |            |
| <b>Operating activities</b>                         |          |               |                     |                     |            |
| Cash from operations                                | X        | --            | --                  | --                  | --         |
| Depreciation                                        | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | X        | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |          |               |                     |                     |            |
| Disposal of fixed assets                            | X        | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | X        | --            | --                  | --                  | --         |
| Increase in investment                              | X        | --            | --                  | --                  | --         |
| Decrease in investment                              | X        | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |          |               |                     |                     |            |
| Increase in long term debt                          | X        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | X        | --            | --                  | --                  | --         |
| Loans from shareholders                             | X        | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | X        | --            | --                  | --                  | --         |
| Advances & loans from government                    | X        | --            | --                  | --                  | --         |
| Increase in equity                                  | X        | --            | --                  | --                  | --         |
| Decrease in equity                                  | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | X        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Hotels and Motor Hotels (SIC 9111)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 19                      | 3,300                      | 415                        | 1                                                      | 2                         |
| less than 20                                          | 12                      | 512                        | 64                         | -                                                      | 1                         |
| 20 - 99                                               | 5                       | X                          | 244                        | -                                                      | 1                         |
| 100 - 499                                             | 2                       | X                          | 107                        | 1                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 22                      | 3,206                      | 409                        | 3                                                      | ...                       |
| less than 20                                          | 14                      | 556                        | 70                         | 2                                                      | ...                       |
| 20 - 99                                               | 5                       | 2,033                      | 261                        | -                                                      | ...                       |
| 100 - 499                                             | 2                       | X                          | 78                         | -                                                      | ...                       |
| 500 and over                                          | 1                       | X                          | -                          | 1                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 end over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.  
 (3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Prince Edward Island, Hotels and Motor Hotels (SIC 9111)**

|                                     | Total(1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 3         |               |                     |                     |            |
| Average sales \$                    | 781,086   | --            | --                  | --                  | --         |
| Average expense \$                  | 790,118   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | -9,032    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 1         |               |                     |                     |            |
| Average sales \$                    | 899,536   | --            | --                  | --                  | --         |
| Average expense \$                  | 886,536   | --            | --                  | --                  | --         |
| Average net profit \$               | 13,000    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2         |               |                     |                     |            |
| Average sales \$                    | 662,635   | --            | --                  | --                  | --         |
| Average expense \$                  | 693,699   | --            | --                  | --                  | --         |
| Average net loss \$                 | -31,064   | --            | --                  | --                  | --         |
| <b>1985</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 3         |               |                     |                     |            |
| Average sales \$                    | 120,101   | --            | --                  | --                  | --         |
| Average expense \$                  | 121,538   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | -1,437    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 2         |               |                     |                     |            |
| Average sales \$                    | 20,309    | --            | --                  | --                  | --         |
| Average expense \$                  | 19,765    | --            | --                  | --                  | --         |
| Average net profit \$               | 544       | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1         |               |                     |                     |            |
| Average sales \$                    | 1,509,000 | --            | --                  | --                  | --         |
| Average expense \$                  | 1,538,000 | --            | --                  | --                  | --         |
| Average net loss \$                 | -29,000   | --            | --                  | --                  | --         |
| <b>1986</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 4         |               |                     |                     |            |
| Average sales \$                    | 1,106,055 | --            | --                  | --                  | --         |
| Average expense \$                  | 1,102,417 | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 3,638     | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 2         |               |                     |                     |            |
| Average sales \$                    | 1,035,663 | --            | --                  | --                  | --         |
| Average expense \$                  | 975,486   | --            | --                  | --                  | --         |
| Average net profit \$               | 60,177    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2         |               |                     |                     |            |
| Average sales \$                    | 1,597,535 | --            | --                  | --                  | --         |
| Average expense \$                  | 1,689,900 | --            | --                  | --                  | --         |
| Average net loss \$                 | -92,365   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Motels (SIC 9112)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 16       |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Occupancy expenses      | 34.4                | --            | --                     | --                     | --         | 100.0                          | 34.4                          | --            | --                     | --                     | --         |
| Depreciation            | 9.5                 | --            | --                     | --                     | --         | 100.0                          | 9.5                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 7.5                 | --            | --                     | --                     | --         | 100.0                          | 7.5                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 17.2                | --            | --                     | --                     | --         | 100.0                          | 17.2                          | --            | --                     | --                     | --         |
| Rent                    | 0.3                 | --            | --                     | --                     | --         | 20.9                           | 1.4                           | --            | --                     | --                     | --         |
| Personnel expenses      | 18.7                | --            | --                     | --                     | --         | 100.0                          | 18.7                          | --            | --                     | --                     | --         |
| Financial expenses      | 18.2                | --            | --                     | --                     | --         | 100.0                          | 18.2                          | --            | --                     | --                     | --         |
| Interest & bank charges | 9.5                 | --            | --                     | --                     | --         | 100.0                          | 9.5                           | --            | --                     | --                     | --         |
| Professional fees       | 8.6                 | --            | --                     | --                     | --         | 97.0                           | 8.9                           | --            | --                     | --                     | --         |
| Other expenses          | 14.8                | --            | --                     | --                     | --         | 100.0                          | 14.8                          | --            | --                     | --                     | --         |
| Profit (loss)           | 14.0                | --            | --                     | --                     | --         | 100.0                          | 14.0                          | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.  
 Total weighted expenditure on a given item  
 (2) Value in each cell =  $\frac{\text{Total weighted sales of all businesses in the sample}}{\text{Total weighted expenditure on a given item}} \times 100$  for each quartile.  
 Total weighted expenditure on a given item  
 (3) Value in each cell =  $\frac{\text{Total weighted sales of businesses reporting this item of expenditure}}{\text{Total weighted expenditure on a given item}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".  
 (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.  
 (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9112 - Motels

Businesses primarily engaged in short term accommodation to the public with or without food, beverage and other services. A motel-type room has access from the exterior only and generally has parking facilities in close proximity.

TABLE 2. Balance sheet profile for 1986

## Prince Edward Island, Motels (SIC 9112)

|                                   | Total (1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 16         |               |                     |                     |            |
| Low sales value (\$000's)         | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                 |            |               |                     |                     |            |
| <b>Assets</b>                     |            |               |                     |                     |            |
| Cash                              | 20         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 4          | --            | --                  | --                  | --         |
| Inventory                         | -          | --            | --                  | --                  | --         |
| Other current assets              | -          | --            | --                  | --                  | --         |
| Total current assets              | 25         | --            | --                  | --                  | --         |
| Fixed assets                      | 210        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 68         | --            | --                  | --                  | --         |
| Other assets                      | 9          | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>175</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |            |               |                     |                     |            |
| Current loans                     | 15         | --            | --                  | --                  | --         |
| Other current liabilities         | 14         | --            | --                  | --                  | --         |
| Total current liabilities         | 29         | --            | --                  | --                  | --         |
| Mortgages payable                 | 46         | --            | --                  | --                  | --         |
| Long term debt                    | 40         | --            | --                  | --                  | --         |
| Other liabilities                 | 10         | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>126</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>49</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Prince Edward Island, Motels (SIC 9112)

|                                 | Total (2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 15        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)       | --            | --                  | --                  | --         |
| Average                         |           |               |                     |                     |            |
| <b>Liquidity ratio</b>          |           |               |                     |                     |            |
| Current ratio (times)           | 0.7       | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |           |               |                     |                     |            |
| Debt/equity ratio (times)       | -17.2     | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 5.4       | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.8       | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Prince Edward Island, Motels (SIC 9112)

|                                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 1        |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)      | --            | --                  | --                  | --         |
| Average (\$000's)                                   |          |               |                     |                     |            |
| <b>Operating activities</b>                         |          |               |                     |                     |            |
| Cash from operations                                | X        | --            | --                  | --                  | --         |
| Depreciation                                        | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | X        | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |          |               |                     |                     |            |
| Disposal of fixed assets                            | X        | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | X        | --            | --                  | --                  | --         |
| Increase in investment                              | X        | --            | --                  | --                  | --         |
| Decrease in investment                              | X        | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |          |               |                     |                     |            |
| Increase in long term debt                          | X        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | X        | --            | --                  | --                  | --         |
| Loans from shareholders                             | X        | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | X        | --            | --                  | --                  | --         |
| Advances & loans from government                    | X        | --            | --                  | --                  | --         |
| Increase in equity                                  | X        | --            | --                  | --                  | --         |
| Decrease in equity                                  | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | X        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Prince Edward Island, Motels (SIC 9112)

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 30                      | 2,267                      | 283                        | 4                                                      | 4                         |
| less than 20                                          | 27                      | 885                        | 110                        | 4                                                      | 4                         |
| 20 - 99                                               | 3                       | 1,382                      | 173                        | -                                                      | -                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 37                      | 2,774                      | 352                        | 4                                                      | ...                       |
| less than 20                                          | 32                      | 878                        | 111                        | 4                                                      | ...                       |
| 20 - 99                                               | 5                       | 1,896                      | 241                        | -                                                      | ...                       |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | ...                       |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986

Prince Edward Island, Motels (SIC 9112)

|                                     | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 13        |               |                     |                     |            |
| Average sales \$                    | 175,708   | --            | --                  | --                  | --         |
| Average expense \$                  | 153,664   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 22,044    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 11        |               |                     |                     |            |
| Average sales \$                    | 302,080   | --            | --                  | --                  | --         |
| Average expense \$                  | 268,633   | --            | --                  | --                  | --         |
| Average net profit \$               | 33,447    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2         |               |                     |                     |            |
| Average sales \$                    | 297,461   | --            | --                  | --                  | --         |
| Average expense \$                  | 300,819   | --            | --                  | --                  | --         |
| Average net loss \$                 | -3,358    | --            | --                  | --                  | --         |
| <b>1985</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 9         |               |                     |                     |            |
| Average sales \$                    | 150,168   | --            | --                  | --                  | --         |
| Average expense \$                  | 143,620   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 6,548     | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 7         |               |                     |                     |            |
| Average sales \$                    | 219,044   | --            | --                  | --                  | --         |
| Average expense \$                  | 200,961   | --            | --                  | --                  | --         |
| Average net profit \$               | 18,083    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2         |               |                     |                     |            |
| Average sales \$                    | 22,020    | --            | --                  | --                  | --         |
| Average expense \$                  | 31,229    | --            | --                  | --                  | --         |
| Average net loss \$                 | -9,209    | --            | --                  | --                  | --         |
| <b>1986</b>                         |           |               |                     |                     |            |
| Number of observations in sample    | 19        |               |                     |                     |            |
| Average sales \$                    | 150,141   | --            | --                  | --                  | --         |
| Average expense \$                  | 136,369   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 13,772    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 17        |               |                     |                     |            |
| Average sales \$                    | 218,367   | --            | --                  | --                  | --         |
| Average expense \$                  | 197,318   | --            | --                  | --                  | --         |
| Average net profit \$               | 21,049    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2         |               |                     |                     |            |
| Average sales \$                    | 130,722   | --            | --                  | --                  | --         |
| Average expense \$                  | 135,318   | --            | --                  | --                  | --         |
| Average net loss \$                 | -4,596    | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Licensed Restaurants (SIC 9211)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 21       |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Cost of sales           | 43.6                | --            | --                     | --                     | --         | 100.0                          | 43.6                          | --            | --                     | --                     | --         |
| Occupancy expenses      | 11.3                | --            | --                     | --                     | --         | 100.0                          | 11.3                          | --            | --                     | --                     | --         |
| Depreciation            | 3.3                 | --            | --                     | --                     | --         | 92.0                           | 3.6                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 1.7                 | --            | --                     | --                     | --         | 100.0                          | 1.7                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 5.1                 | --            | --                     | --                     | --         | 100.0                          | 5.1                           | --            | --                     | --                     | --         |
| Rent                    | 1.2                 | --            | --                     | --                     | --         | 32.8                           | 3.6                           | --            | --                     | --                     | --         |
| Personnel expenses      | 29.9                | --            | --                     | --                     | --         | 96.0                           | 31.2                          | --            | --                     | --                     | --         |
| Financial expenses      | 5.6                 | --            | --                     | --                     | --         | 100.0                          | 5.6                           | --            | --                     | --                     | --         |
| Interest & bank charges | 3.8                 | --            | --                     | --                     | --         | 100.0                          | 3.8                           | --            | --                     | --                     | --         |
| Professional fees       | 1.8                 | --            | --                     | --                     | --         | 100.0                          | 1.8                           | --            | --                     | --                     | --         |
| Other expenses          | 9.4                 | --            | --                     | --                     | --         | 96.0                           | 9.7                           | --            | --                     | --                     | --         |
| Profit (loss)           | 0.1                 | --            | --                     | --                     | --         | 100.0                          | 0.1                           | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9211 - Licensed Restaurants

Businesses primarily engaged in preparing and serving meals for consumption on the premises and licensed to serve alcoholic beverages.

TABLE 2. Balance sheet profile for 1986

## Prince Edward Island, Licensed Restaurants (SIC 9211)

|                                   | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 21        |               |                     |                     |            |
| Low sales value (\$000's)         | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                 |           |               |                     |                     |            |
| <b>Assets</b>                     |           |               |                     |                     |            |
| Cash                              | 8         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 4         | --            | --                  | --                  | --         |
| Inventory                         | 6         | --            | --                  | --                  | --         |
| Other current assets              | 1         | --            | --                  | --                  | --         |
| Total current assets              | 19        | --            | --                  | --                  | --         |
| Fixed assets                      | 110       | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 35        | --            | --                  | --                  | --         |
| Other assets                      | 1         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>95</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |           |               |                     |                     |            |
| Current loans                     | 11        | --            | --                  | --                  | --         |
| Other current liabilities         | 14        | --            | --                  | --                  | --         |
| Total current liabilities         | 25        | --            | --                  | --                  | --         |
| Mortgages payable                 | 23        | --            | --                  | --                  | --         |
| Long term debt                    | 29        | --            | --                  | --                  | --         |
| Other liabilities                 | 2         | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>80</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>15</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Prince Edward Island, Licensed Restaurants (SIC 9211)

|                                 | Total (2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 21        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)       | --            | --                  | --                  | --         |
| Average                         |           |               |                     |                     |            |
| <b>Liquidity ratio</b>          |           |               |                     |                     |            |
| Current ratio (times)           | 0.7       | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |           |               |                     |                     |            |
| Debt/equity ratio (times)       | -2.7      | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 5.4       | --            | --                  | --                  | --         |
| Debt ratio (times)              | 49.6      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Licensed Restaurants (SIC 9211)**

|                                                     | Total (1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 10         |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                                   |            |               |                     |                     |            |
| <b>Operating activities</b>                         |            |               |                     |                     |            |
| Cash from operations                                | 46         | --            | --                  | --                  | --         |
| Depreciation                                        | 38         | --            | --                  | --                  | --         |
| Other                                               | 17         | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | -          | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |            |               |                     |                     |            |
| Disposal of fixed assets                            | 1          | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | -81        | --            | --                  | --                  | --         |
| Increase in investment                              | -          | --            | --                  | --                  | --         |
| Decrease in investment                              | -          | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |            |               |                     |                     |            |
| Increase in long term debt                          | 36         | --            | --                  | --                  | --         |
| Repayment of long term debt                         | -28        | --            | --                  | --                  | --         |
| Loans from shareholders                             | 12         | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | -13        | --            | --                  | --                  | --         |
| Advances & loans from government                    | 4          | --            | --                  | --                  | --         |
| Increase in equity                                  | -          | --            | --                  | --                  | --         |
| Decrease in equity                                  | -          | --            | --                  | --                  | --         |
| Other                                               | -7         | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | <b>25</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Cash &amp; equivalents-Beginning of the year</b> | <b>-11</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Cash &amp; equivalents - End of the year</b>     | <b>15</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Licensed Restaurants (SIC 9211)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 49                      | 4,002                      | 568                        | 7                                                      | 8                         |
| less than 20                                          | 39                      | 2,120                      | 297                        | 4                                                      | 7                         |
| 20 - 99                                               | 9                       | X                          | 250                        | 3                                                      | 1                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | -                         |
| 500 and over                                          | 1                       | X                          | 21                         | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 75                      | 5,715                      | 792                        | 18                                                     | ...                       |
| less than 20                                          | 56                      | 2,701                      | 362                        | 13                                                     | ...                       |
| 20 - 99                                               | 18                      | X                          | 429                        | 5                                                      | ...                       |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | ...                       |
| 500 and over                                          | 1                       | X                          | 1                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Licensed Restaurants (SIC 9211)

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 8        |               |                     |                     |            |
| Average sales \$                    | 326,650  | --            | --                  | --                  | --         |
| Average expense \$                  | 349,673  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | -23,023  | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 5        |               |                     |                     |            |
| Average sales \$                    | 300,249  | --            | --                  | --                  | --         |
| Average expense \$                  | 296,242  | --            | --                  | --                  | --         |
| Average net profit \$               | 4,007    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 3        |               |                     |                     |            |
| Average sales \$                    | 417,921  | --            | --                  | --                  | --         |
| Average expense \$                  | 475,729  | --            | --                  | --                  | --         |
| Average net loss \$                 | -57,808  | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 9        |               |                     |                     |            |
| Average sales \$                    | 350,533  | --            | --                  | --                  | --         |
| Average expense \$                  | 342,002  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 8,531    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 6        |               |                     |                     |            |
| Average sales \$                    | 321,939  | --            | --                  | --                  | --         |
| Average expense \$                  | 306,987  | --            | --                  | --                  | --         |
| Average net profit \$               | 14,952   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 3        |               |                     |                     |            |
| Average sales \$                    | 795,198  | --            | --                  | --                  | --         |
| Average expense \$                  | 802,495  | --            | --                  | --                  | --         |
| Average net loss \$                 | -7,297   | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 30       |               |                     |                     |            |
| Average sales \$                    | 512,673  | --            | --                  | --                  | --         |
| Average expense \$                  | 487,260  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 25,413   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 19       |               |                     |                     |            |
| Average sales \$                    | 517,747  | --            | --                  | --                  | --         |
| Average expense \$                  | 484,478  | --            | --                  | --                  | --         |
| Average net profit \$               | 33,269   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 11       |               |                     |                     |            |
| Average sales \$                    | 233,196  | --            | --                  | --                  | --         |
| Average expense \$                  | 240,223  | --            | --                  | --                  | --         |
| Average net loss \$                 | -7,027   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

|                            | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 15        |               |                     |                     |            |
| Low sales value (\$000's)  | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)       | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Cost of sales           | 44.3                | --            | --                     | --                     | --         | 100.0                          | 44.3                          | --            | --                     | --                     | --         |
| Occupancy expenses      | 14.3                | --            | --                     | --                     | --         | 100.0                          | 14.3                          | --            | --                     | --                     | --         |
| Depreciation            | 3.7                 | --            | --                     | --                     | --         | 100.0                          | 3.7                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 1.6                 | --            | --                     | --                     | --         | 100.0                          | 1.6                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 3.0                 | --            | --                     | --                     | --         | 100.0                          | 3.0                           | --            | --                     | --                     | --         |
| Rent                    | 5.9                 | --            | --                     | --                     | --         | 70.1                           | 8.5                           | --            | --                     | --                     | --         |
| Personnel expenses      | 31.8                | --            | --                     | --                     | --         | 100.0                          | 31.8                          | --            | --                     | --                     | --         |
| Financial expenses      | 3.9                 | --            | --                     | --                     | --         | 100.0                          | 3.9                           | --            | --                     | --                     | --         |
| Interest & bank charges | 2.3                 | --            | --                     | --                     | --         | 100.0                          | 2.3                           | --            | --                     | --                     | --         |
| Professional fees       | 1.5                 | --            | --                     | --                     | --         | 100.0                          | 1.5                           | --            | --                     | --                     | --         |
| Other expenses          | 5.6                 | --            | --                     | --                     | --         | 100.0                          | 5.6                           | --            | --                     | --                     | --         |
| Profit (loss)           | 0.1                 | --            | --                     | --                     | --         | 100.0                          | 0.1                           | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9212 - Unlicensed Restaurants (Including Drive-Ins)

Businesses primarily engaged in preparing and serving meals for consumption on the premises and not licensed to serve alcoholic beverages. Included are businesses commonly referred to as "drive-ins" where food is consumed either in customers' motor vehicles or at tables in or about the premises.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

|                                   | Total(1)   | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 15         |               |                     |                     |            |
| Low sales value (\$000's)         | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                 |            |               |                     |                     |            |
| <b>Assets</b>                     |            |               |                     |                     |            |
| Cash                              | 16         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 5          | --            | --                  | --                  | --         |
| Inventory                         | 8          | --            | --                  | --                  | --         |
| Other current assets              | 2          | --            | --                  | --                  | --         |
| Total current assets              | 30         | --            | --                  | --                  | --         |
| Fixed assets                      | 154        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 57         | --            | --                  | --                  | --         |
| Other assets                      | 39         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>166</b> | --            | --                  | --                  | --         |
| <b>Liabilities and equity</b>     |            |               |                     |                     |            |
| Current loans                     | 23         | --            | --                  | --                  | --         |
| Other current liabilities         | 24         | --            | --                  | --                  | --         |
| Total current liabilities         | 47         | --            | --                  | --                  | --         |
| Mortgages payable                 | 7          | --            | --                  | --                  | --         |
| Long term debt                    | 95         | --            | --                  | --                  | --         |
| Other liabilities                 | 14         | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>163</b> | --            | --                  | --                  | --         |
| <b>Total equity</b>               | <b>3</b>   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 14       |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 0.8      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | -7.0     | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 55.6     | --            | --                  | --                  | --         |
| Debt ratio (times)              | 1.0      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Unlicensed Restaurants (including Drive-ins) (SIC 9212)**

|                                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 2        |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)      | --            | --                  | --                  | --         |
| Average (\$000's)                                   |          |               |                     |                     |            |
| <b>Operating activities</b>                         |          |               |                     |                     |            |
| Cash from operations                                | X        | --            | --                  | --                  | --         |
| Depreciation                                        | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | X        | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |          |               |                     |                     |            |
| Disposal of fixed assets                            | X        | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | X        | --            | --                  | --                  | --         |
| Increase in investment                              | X        | --            | --                  | --                  | --         |
| Decrease in investment                              | X        | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |          |               |                     |                     |            |
| Increase in long term debt                          | X        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | X        | --            | --                  | --                  | --         |
| Loans from shareholders                             | X        | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | X        | --            | --                  | --                  | --         |
| Advances & loans from government                    | X        | --            | --                  | --                  | --         |
| Increase in equity                                  | X        | --            | --                  | --                  | --         |
| Decrease in equity                                  | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | X        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Unlicensed Restaurants (including Drive-ins) (SIC 9212)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 29                      | 1,890                      | 271                        | 5                                                      | 4                         |
| less than 20                                          | 25                      | 787                        | 113                        | 5                                                      | 3                         |
| 20 - 99                                               | 3                       | X                          | 146                        | -                                                      | 1                         |
| 100 - 499                                             | 1                       | X                          | 12                         | -                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 47                      | 3,227                      | 448                        | 17                                                     | ...                       |
| less than 20                                          | 36                      | 1,214                      | 172                        | 11                                                     | ...                       |
| 20 - 99                                               | 7                       | 1,047                      | 139                        | 4                                                      | ...                       |
| 100 - 499                                             | 4                       | 966                        | 137                        | 2                                                      | ...                       |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 9        |               |                     |                     |            |
| Average sales \$                    | 179,282  | --            | --                  | --                  | --         |
| Average expense \$                  | 179,046  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 236      | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 5        |               |                     |                     |            |
| Average sales \$                    | 148,086  | --            | --                  | --                  | --         |
| Average expense \$                  | 133,265  | --            | --                  | --                  | --         |
| Average net profit \$               | 14,821   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 4        |               |                     |                     |            |
| Average sales \$                    | 377,775  | --            | --                  | --                  | --         |
| Average expense \$                  | 397,001  | --            | --                  | --                  | --         |
| Average net loss \$                 | -19,226  | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 7        |               |                     |                     |            |
| Average sales \$                    | 347,241  | --            | --                  | --                  | --         |
| Average expense \$                  | 329,893  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 17,348   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 4        |               |                     |                     |            |
| Average sales \$                    | 420,835  | --            | --                  | --                  | --         |
| Average expense \$                  | 395,827  | --            | --                  | --                  | --         |
| Average net profit \$               | 25,008   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 3        |               |                     |                     |            |
| Average sales \$                    | 268,540  | --            | --                  | --                  | --         |
| Average expense \$                  | 276,611  | --            | --                  | --                  | --         |
| Average net loss \$                 | -8,071   | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 21       |               |                     |                     |            |
| Average sales \$                    | 194,880  | --            | --                  | --                  | --         |
| Average expense \$                  | 190,146  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 4,734    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 14       |               |                     |                     |            |
| Average sales \$                    | 218,516  | --            | --                  | --                  | --         |
| Average expense \$                  | 197,875  | --            | --                  | --                  | --         |
| Average net profit \$               | 20,641   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 7        |               |                     |                     |            |
| Average sales \$                    | 211,178  | --            | --                  | --                  | --         |
| Average expense \$                  | 215,339  | --            | --                  | --                  | --         |
| Average net loss \$                 | -4,161   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Take-Out Food Services (SIC 9213)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 19       |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Cost of sales           | 48.7                | --            | --                     | --                     | --         | 100.0                          | 48.7                          | --            | --                     | --                     | --         |
| Occupancy expenses      | 8.7                 | --            | --                     | --                     | --         | 100.0                          | 8.7                           | --            | --                     | --                     | --         |
| Depreciation            | 2.2                 | --            | --                     | --                     | --         | 85.3                           | 2.6                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 1.7                 | --            | --                     | --                     | --         | 97.0                           | 1.7                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 4.0                 | --            | --                     | --                     | --         | 100.0                          | 4.0                           | --            | --                     | --                     | --         |
| Rent                    | 0.8                 | --            | --                     | --                     | --         | 33.8                           | 2.3                           | --            | --                     | --                     | --         |
| Personnel expenses      | 31.8                | --            | --                     | --                     | --         | 100.0                          | 31.8                          | --            | --                     | --                     | --         |
| Financial expenses      | 2.5                 | --            | --                     | --                     | --         | 88.3                           | 2.8                           | --            | --                     | --                     | --         |
| Interest & bank charges | 1.0                 | --            | --                     | --                     | --         | 88.3                           | 1.2                           | --            | --                     | --                     | --         |
| Professional fees       | 1.4                 | --            | --                     | --                     | --         | 85.3                           | 1.7                           | --            | --                     | --                     | --         |
| Other expenses          | 4.4                 | --            | --                     | --                     | --         | 100.0                          | 4.4                           | --            | --                     | --                     | --         |
| Profit (loss)           | 3.9                 | --            | --                     | --                     | --         | 100.0                          | 3.9                           | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9213 - Take-Out Food Services

Businesses primarily engaged in preparing and selling packaged or wrapped food to the public for consumption away from the premises such as: take-out chinese foods, doughnut shops, take-out fish and chips, take-out fried chicken, hot dog stands, ice cream stands, take-out pizzerias, refreshment booths, and prepared food take-out service (exc. caterers and mobile food services).

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Take-Out Food Services (SIC 9213)

|                                   | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 19        |               |                     |                     |            |
| Low sales value (\$000's)         | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                 |           |               |                     |                     |            |
| <b>Assets</b>                     |           |               |                     |                     |            |
| Cash                              | 32        | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 2         | --            | --                  | --                  | --         |
| Inventory                         | 2         | --            | --                  | --                  | --         |
| Other current assets              | -         | --            | --                  | --                  | --         |
| Total current assets              | 37        | --            | --                  | --                  | --         |
| Fixed assets                      | 77        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 28        | --            | --                  | --                  | --         |
| Other assets                      | 13        | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>99</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |           |               |                     |                     |            |
| Current loans                     | 4         | --            | --                  | --                  | --         |
| Other current liabilities         | 10        | --            | --                  | --                  | --         |
| Total current liabilities         | 13        | --            | --                  | --                  | --         |
| Mortgages payable                 | -         | --            | --                  | --                  | --         |
| Long term debt                    | 32        | --            | --                  | --                  | --         |
| Other liabilities                 | -         | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>46</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>54</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Take-Out Food Services (SIC 9213)

|                                 | Total (2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 16        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)       | --            | --                  | --                  | --         |
| Average                         |           |               |                     |                     |            |
| <b>Liquidity ratio</b>          |           |               |                     |                     |            |
| Current ratio (times)           | 9.2       | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |           |               |                     |                     |            |
| Debt/equity ratio (times)       | 1.6       | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 39.6      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.9       | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Take-Out Food Services (SIC 9213)**

|                                                     | Total(1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 3         |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                                   |           |               |                     |                     |            |
| <b>Operating activities</b>                         |           |               |                     |                     |            |
| Cash from operations                                | -1        | --            | --                  | --                  | --         |
| Depreciation                                        | 8         | --            | --                  | --                  | --         |
| Other                                               | 41        | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | -         | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |           |               |                     |                     |            |
| Disposal of fixed assets                            | -         | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | -36       | --            | --                  | --                  | --         |
| Increase in investment                              | -         | --            | --                  | --                  | --         |
| Decrease in investment                              | -         | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |           |               |                     |                     |            |
| Increase in long term debt                          | 15        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | -13       | --            | --                  | --                  | --         |
| Loans from shareholders                             | -         | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | -2        | --            | --                  | --                  | --         |
| Advances & loans from government                    | -         | --            | --                  | --                  | --         |
| Increase in equity                                  | -         | --            | --                  | --                  | --         |
| Decrease in equity                                  | -         | --            | --                  | --                  | --         |
| Other                                               | -         | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | <b>11</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Cash &amp; equivalents-Beginning of the year</b> | <b>4</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Cash &amp; equivalents - End of the year</b>     | <b>15</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Take-Out Food Services (SIC 9213)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 31                      | 1,318                      | 190                        | 8                                                      | 3                         |
| less than 20                                          | 28                      | 589                        | 85                         | 8                                                      | 3                         |
| 20 - 99                                               | 3                       | 729                        | 105                        | -                                                      | -                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 48                      | 2,441                      | 348                        | 15                                                     | ...                       |
| less than 20                                          | 42                      | 770                        | 110                        | 13                                                     | ...                       |
| 20 - 99                                               | 5                       | X                          | 112                        | 2                                                      | ...                       |
| 100 - 499                                             | 1                       | X                          | 126                        | -                                                      | ...                       |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Take-Out Food Services (SIC 9213)

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 9        |               |                     |                     |            |
| Average sales \$                    | 73,415   | --            | --                  | --                  | --         |
| Average expense \$                  | 62,871   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 10,544   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 7        |               |                     |                     |            |
| Average sales \$                    | 103,754  | --            | --                  | --                  | --         |
| Average expense \$                  | 85,827   | --            | --                  | --                  | --         |
| Average net profit \$               | 17,927   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2        |               |                     |                     |            |
| Average sales \$                    | 27,891   | --            | --                  | --                  | --         |
| Average expense \$                  | 30,939   | --            | --                  | --                  | --         |
| Average net loss \$                 | -3,048   | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 9        |               |                     |                     |            |
| Average sales \$                    | 54,947   | --            | --                  | --                  | --         |
| Average expense \$                  | 51,609   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 3,338    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 5        |               |                     |                     |            |
| Average sales \$                    | 68,016   | --            | --                  | --                  | --         |
| Average expense \$                  | 61,460   | --            | --                  | --                  | --         |
| Average net profit \$               | 6,556    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 4        |               |                     |                     |            |
| Average sales \$                    | 55,403   | --            | --                  | --                  | --         |
| Average expense \$                  | 60,849   | --            | --                  | --                  | --         |
| Average net loss \$                 | -5,446   | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 21       |               |                     |                     |            |
| Average sales \$                    | 112,417  | --            | --                  | --                  | --         |
| Average expense \$                  | 105,437  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 6,980    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 13       |               |                     |                     |            |
| Average sales \$                    | 150,469  | --            | --                  | --                  | --         |
| Average expense \$                  | 136,133  | --            | --                  | --                  | --         |
| Average net profit \$               | 14,336   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 8        |               |                     |                     |            |
| Average sales \$                    | 153,597  | --            | --                  | --                  | --         |
| Average expense \$                  | 155,495  | --            | --                  | --                  | --         |
| Average net loss \$                 | -1,898   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Beauty Shops (SIC 9712)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 9        |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Occupancy expenses      | 11.9                | --            | --                     | --                     | --         | 100.0                          | 11.9                          | --            | --                     | --                     | --         |
| Depreciation            | 3.4                 | --            | --                     | --                     | --         | 100.0                          | 3.4                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 0.5                 | --            | --                     | --                     | --         | 100.0                          | 0.5                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 3.3                 | --            | --                     | --                     | --         | 100.0                          | 3.3                           | --            | --                     | --                     | --         |
| Rent                    | 4.7                 | --            | --                     | --                     | --         | 100.0                          | 4.7                           | --            | --                     | --                     | --         |
| Personnel expenses      | 59.5                | --            | --                     | --                     | --         | 100.0                          | 59.5                          | --            | --                     | --                     | --         |
| Financial expenses      | 2.7                 | --            | --                     | --                     | --         | 100.0                          | 2.7                           | --            | --                     | --                     | --         |
| Interest & bank charges | 2.0                 | --            | --                     | --                     | --         | 100.0                          | 2.0                           | --            | --                     | --                     | --         |
| Professional fees       | 0.8                 | --            | --                     | --                     | --         | 100.0                          | 0.8                           | --            | --                     | --                     | --         |
| Other expenses          | 22.5                | --            | --                     | --                     | --         | 100.0                          | 22.5                          | --            | --                     | --                     | --         |
| Profit (loss)           | 3.4                 | --            | --                     | --                     | --         | 100.0                          | 3.4                           | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9712 - Beauty Shops

Businesses primarily engaged in providing women's hairdressing and beauty services.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Beauty Shops (SIC 9712)

|                                   | Total(1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 9         |               |                     |                     |            |
| Low sales value (\$000's)         | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                 |           |               |                     |                     |            |
| <b>Assets</b>                     |           |               |                     |                     |            |
| Cash                              | 7         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 2         | --            | --                  | --                  | --         |
| Inventory                         | 7         | --            | --                  | --                  | --         |
| Other current assets              | 3         | --            | --                  | --                  | --         |
| Total current assets              | 19        | --            | --                  | --                  | --         |
| Fixed assets                      | 27        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 9         | --            | --                  | --                  | --         |
| Other assets                      | 3         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>40</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |           |               |                     |                     |            |
| Current loans                     | 9         | --            | --                  | --                  | --         |
| Other current liabilities         | 10        | --            | --                  | --                  | --         |
| Total current liabilities         | 19        | --            | --                  | --                  | --         |
| Mortgages payable                 | -         | --            | --                  | --                  | --         |
| Long term debt                    | 10        | --            | --                  | --                  | --         |
| Other liabilities                 | -         | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>29</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>10</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Beauty Shops (SIC 9712)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 9        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 1.2      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | -0.8     | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 4.4      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.8      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Prince Edward Island, Beauty Shops (SIC 9712)

|                                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 1        |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)      | --            | --                  | --                  | --         |
| Average (\$000's)                                   |          |               |                     |                     |            |
| <b>Operating activities</b>                         |          |               |                     |                     |            |
| Cash from operations                                | X        | --            | --                  | --                  | --         |
| Depreciation                                        | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | X        | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |          |               |                     |                     |            |
| Disposal of fixed assets                            | X        | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | X        | --            | --                  | --                  | --         |
| Increase in investment                              | X        | --            | --                  | --                  | --         |
| Decrease in investment                              | X        | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |          |               |                     |                     |            |
| Increase in long term debt                          | X        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | X        | --            | --                  | --                  | --         |
| Loans from shareholders                             | X        | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | X        | --            | --                  | --                  | --         |
| Advances & loans from government                    | X        | --            | --                  | --                  | --         |
| Increase in equity                                  | X        | --            | --                  | --                  | --         |
| Decrease in equity                                  | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | X        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Prince Edward Island, Beauty Shops (SIC 9712)

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 41                      | 1,351                      | 125                        | 7                                                      | 29                        |
| less than 20                                          | 39                      | 1,070                      | 100                        | 7                                                      | 29                        |
| 20 - 99                                               | 1                       | X                          | 20                         | -                                                      | -                         |
| 100 - 499                                             | 1                       | X                          | 5                          | -                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 85                      | 2,508                      | 228                        | 18                                                     | ...                       |
| less than 20                                          | 84                      | X                          | 202                        | 18                                                     | ...                       |
| 20 - 99                                               | 1                       | X                          | 26                         | -                                                      | ...                       |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | ...                       |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

**TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986**  
**Prince Edward Island, Beauty Shops (SIC 9712)**

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 5        |               |                     |                     |            |
| Average sales \$                    | 70,380   | --            | --                  | --                  | --         |
| Average expense \$                  | 58,588   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 11,792   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 4        |               |                     |                     |            |
| Average sales \$                    | 32,137   | --            | --                  | --                  | --         |
| Average expense \$                  | 18,413   | --            | --                  | --                  | --         |
| Average net profit \$               | 13,724   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1        |               |                     |                     |            |
| Average sales \$                    | 302,116  | --            | --                  | --                  | --         |
| Average expense \$                  | 303,116  | --            | --                  | --                  | --         |
| Average net loss \$                 | -1,000   | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 7        |               |                     |                     |            |
| Average sales \$                    | 125,599  | --            | --                  | --                  | --         |
| Average expense \$                  | 112,883  | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 12,716   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 6        |               |                     |                     |            |
| Average sales \$                    | 116,999  | --            | --                  | --                  | --         |
| Average expense \$                  | 104,020  | --            | --                  | --                  | --         |
| Average net profit \$               | 12,979   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1        |               |                     |                     |            |
| Average sales \$                    | 810,000  | --            | --                  | --                  | --         |
| Average expense \$                  | 819,000  | --            | --                  | --                  | --         |
| Average net loss \$                 | -9,000   | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 10       |               |                     |                     |            |
| Average sales \$                    | 62,794   | --            | --                  | --                  | --         |
| Average expense \$                  | 54,284   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 8,510    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 9        |               |                     |                     |            |
| Average sales \$                    | 60,559   | --            | --                  | --                  | --         |
| Average expense \$                  | 51,810   | --            | --                  | --                  | --         |
| Average net profit \$               | 8,749    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1        |               |                     |                     |            |
| Average sales \$                    | 138,207  | --            | --                  | --                  | --         |
| Average expense \$                  | 142,270  | --            | --                  | --                  | --         |
| Average net loss \$                 | -4,063   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Laundries and Cleaners (SIC 972)

|                            | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 8         |               |                     |                     |            |
| Low sales value (\$000's)  | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)       | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Occupancy expenses      | 28.1                | --            | --                     | --                     | --         | 100.0                          | 28.1                          | --            | --                     | --                     | --         |
| Depreciation            | 8.6                 | --            | --                     | --                     | --         | 100.0                          | 8.6                           | --            | --                     | --                     | --         |
| Repairs & maintenance   | 6.4                 | --            | --                     | --                     | --         | 100.0                          | 6.4                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 12.2                | --            | --                     | --                     | --         | 100.0                          | 12.2                          | --            | --                     | --                     | --         |
| Rent                    | 0.9                 | --            | --                     | --                     | --         | 37.5                           | 2.4                           | --            | --                     | --                     | --         |
| Personnel expenses      | 39.9                | --            | --                     | --                     | --         | 87.5                           | 45.6                          | --            | --                     | --                     | --         |
| Financial expenses      | 7.6                 | --            | --                     | --                     | --         | 100.0                          | 7.6                           | --            | --                     | --                     | --         |
| Interest & bank charges | 5.0                 | --            | --                     | --                     | --         | 100.0                          | 5.0                           | --            | --                     | --                     | --         |
| Professional fees       | 2.6                 | --            | --                     | --                     | --         | 100.0                          | 2.6                           | --            | --                     | --                     | --         |
| Other expenses          | 22.3                | --            | --                     | --                     | --         | 100.0                          | 22.3                          | --            | --                     | --                     | --         |
| Profit (loss)           | 2.1                 | --            | --                     | --                     | --         | 100.0                          | 2.1                           | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations
- too small to be expressed
- ... not applicable
- x confidential

## Footnotes

- (1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.
- (2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.
- (3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 972 - Laundries and Cleaners

Businesses primarily engaged in providing laundering, dry cleaning, valet, carpet cleaning and linen supply services.

TABLE 2. Balance sheet profile for 1986

## Prince Edward Island, Laundries and Cleaners (SIC 972)

|                                   | Total(1)   | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|------------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 8          |               |                     |                     |            |
| Low sales value (\$000's)         | (1)        | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)        | --            | --                  | --                  | --         |
| Average (\$000's)                 |            |               |                     |                     |            |
| <b>Assets</b>                     |            |               |                     |                     |            |
| Cash                              | 23         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 22         | --            | --                  | --                  | --         |
| Inventory                         | 8          | --            | --                  | --                  | --         |
| Other current assets              | 23         | --            | --                  | --                  | --         |
| Total current assets              | 77         | --            | --                  | --                  | --         |
| Fixed assets                      | 224        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 102        | --            | --                  | --                  | --         |
| Other assets                      | 93         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>292</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |            |               |                     |                     |            |
| Current loans                     | 4          | --            | --                  | --                  | --         |
| Other current liabilities         | 29         | --            | --                  | --                  | --         |
| Total current liabilities         | 33         | --            | --                  | --                  | --         |
| Mortgages payable                 | 1          | --            | --                  | --                  | --         |
| Long term debt                    | 69         | --            | --                  | --                  | --         |
| Other liabilities                 | 92         | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>195</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>97</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

## Prince Edward Island, Laundries and Cleaners (SIC 972)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 8        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 1.5      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | -130.3   | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 3.7      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.7      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

## Definitions:

## 1. Liquidity ratio:

Current = current assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986

## Prince Edward Island, Laundries and Cleaners (SIC 972)

|                                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | -        |               |                     |                     |            |
| Low sales value (\$000's)                           | -        | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | -        | --            | --                  | --                  | --         |
| Average (\$000's)                                   |          |               |                     |                     |            |
| <b>Operating activities</b>                         | -        |               |                     |                     |            |
| Cash from operations                                | -        | --            | --                  | --                  | --         |
| Depreciation                                        | -        | --            | --                  | --                  | --         |
| Other                                               | -        | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | -        | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        | -        |               |                     |                     |            |
| Disposal of fixed assets                            | -        | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | -        | --            | --                  | --                  | --         |
| Increase in investment                              | -        | --            | --                  | --                  | --         |
| Decrease in investment                              | -        | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         | -        |               |                     |                     |            |
| Increase in long term debt                          | -        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | -        | --            | --                  | --                  | --         |
| Loans from shareholders                             | -        | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | -        | --            | --                  | --                  | --         |
| Advances & loans from government                    | -        | --            | --                  | --                  | --         |
| Increase in equity                                  | -        | --            | --                  | --                  | --         |
| Decrease in equity                                  | -        | --            | --                  | --                  | --         |
| Other                                               | -        | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | -        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | -        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | -        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
See Table 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986

## Prince Edward Island, Laundries and Cleaners (SIC 972)

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 11                      | 1,008                      | 125                        | -                                                      | 3                         |
| less than 20                                          | 9                       | X                          | 70                         | -                                                      | 3                         |
| 20 - 99                                               | 2                       | X                          | 55                         | -                                                      | -                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | -                         |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | -                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 15                      | 1,310                      | 142                        | 2                                                      | ...                       |
| less than 20                                          | 11                      | 241                        | 26                         | 2                                                      | ...                       |
| 20 - 99                                               | 4                       | 1,069                      | 116                        | -                                                      | ...                       |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | ...                       |
| 500 and over                                          | -                       | -                          | -                          | -                                                      | ...                       |

- (1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.  
(2) Refers to businesses reporting no payroll deductions in the previous year.  
(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Laundries and Cleaners (SIC 972)

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 8        |               |                     |                     |            |
| Average sales \$                    | 85,694   | --            | --                  | --                  | --         |
| Average expense \$                  | 87,122   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | -1,428   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 6        |               |                     |                     |            |
| Average sales \$                    | 76,730   | --            | --                  | --                  | --         |
| Average expense \$                  | 72,188   | --            | --                  | --                  | --         |
| Average net profit \$               | 4,542    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2        |               |                     |                     |            |
| Average sales \$                    | 285,932  | --            | --                  | --                  | --         |
| Average expense \$                  | 295,932  | --            | --                  | --                  | --         |
| Average net loss \$                 | -10,000  | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 4        |               |                     |                     |            |
| Average sales \$                    | 46,047   | --            | --                  | --                  | --         |
| Average expense \$                  | 41,919   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 4,128    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 3        |               |                     |                     |            |
| Average sales \$                    | 60,385   | --            | --                  | --                  | --         |
| Average expense \$                  | 53,371   | --            | --                  | --                  | --         |
| Average net profit \$               | 7,014    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1        |               |                     |                     |            |
| Average sales \$                    | 17,373   | --            | --                  | --                  | --         |
| Average expense \$                  | 19,014   | --            | --                  | --                  | --         |
| Average net loss \$                 | -1,641   | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 6        |               |                     |                     |            |
| Average sales \$                    | 28,544   | --            | --                  | --                  | --         |
| Average expense \$                  | 25,505   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 3,039    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 5        |               |                     |                     |            |
| Average sales \$                    | 39,788   | --            | --                  | --                  | --         |
| Average expense \$                  | 31,389   | --            | --                  | --                  | --         |
| Average net profit \$               | 8,399    | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 1        |               |                     |                     |            |
| Average sales \$                    | 17,300   | --            | --                  | --                  | --         |
| Average expense \$                  | 19,620   | --            | --                  | --                  | --         |
| Average net loss \$                 | -2,320   | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Services to Buildings and Dwellings (SIC 995)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 8        |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Occupancy expenses      | 22.9                | --            | --                     | --                     | --         | 100.0                          | 22.9                          | --            | --                     | --                     | --         |
| Depreciation            | 20.2                | --            | --                     | --                     | --         | 100.0                          | 20.2                          | --            | --                     | --                     | --         |
| Repairs & maintenance   | 2.5                 | --            | --                     | --                     | --         | 51.6                           | 4.9                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 0.2                 | --            | --                     | --                     | --         | 7.9                            | 3.1                           | --            | --                     | --                     | --         |
| Rent                    | -                   | --            | --                     | --                     | --         | 1.6                            | 0.9                           | --            | --                     | --                     | --         |
| Personnel expenses      | 46.6                | --            | --                     | --                     | --         | 100.0                          | 46.6                          | --            | --                     | --                     | --         |
| Financial expenses      | 10.9                | --            | --                     | --                     | --         | 100.0                          | 10.9                          | --            | --                     | --                     | --         |
| Interest & bank charges | 8.7                 | --            | --                     | --                     | --         | 54.7                           | 15.9                          | --            | --                     | --                     | --         |
| Professional fees       | 2.1                 | --            | --                     | --                     | --         | 100.0                          | 2.1                           | --            | --                     | --                     | --         |
| Other expenses          | 20.5                | --            | --                     | --                     | --         | 100.0                          | 20.5                          | --            | --                     | --                     | --         |
| Profit (loss)           | -0.8                | --            | --                     | --                     | --         | 54.7                           | -1.5                          | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- zero or no observations  
 -- too small too be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 995 - Services to Buildings and Dwellings

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings.

TABLE 2. Balance sheet profile for 1986

Prince Edward Island, Services to Buildings and Dwellings (SIC 995)

|                                   | Total(1)  | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 8         |               |                     |                     |            |
| Low sales value (\$000's)         | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                 |           |               |                     |                     |            |
| <b>Assets</b>                     |           |               |                     |                     |            |
| Cash                              | -         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 1         | --            | --                  | --                  | --         |
| Inventory                         | -         | --            | --                  | --                  | --         |
| Other current assets              | -         | --            | --                  | --                  | --         |
| Total current assets              | 2         | --            | --                  | --                  | --         |
| Fixed assets                      | 21        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 8         | --            | --                  | --                  | --         |
| Other assets                      | 3         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>18</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |           |               |                     |                     |            |
| Current loans                     | 8         | --            | --                  | --                  | --         |
| Other current liabilities         | 2         | --            | --                  | --                  | --         |
| Total current liabilities         | 10        | --            | --                  | --                  | --         |
| Mortgages payable                 | -         | --            | --                  | --                  | --         |
| Long term debt                    | 7         | --            | --                  | --                  | --         |
| Other liabilities                 | -         | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>16</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>2</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986

Prince Edward Island, Services to Buildings and Dwellings (SIC 995)

|                                 | Total(2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 8        |               |                     |                     |            |
| Low sales value (\$000's)       | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)      | --            | --                  | --                  | --         |
| Average                         |          |               |                     |                     |            |
| <b>Liquidity ratio</b>          |          |               |                     |                     |            |
| Current ratio (times)           | 0.8      | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |          |               |                     |                     |            |
| Debt/equity ratio (times)       | 1.1      | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 0.9      | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.9      | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:****1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Services to Buildings and Dwellings (SIC 995)**

|                                          | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)               | 2        |               |                     |                     |            |
| Low sales value (\$000's)                | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)               | (1)      | --            | --                  | --                  | --         |
| Average (\$000's)                        |          |               |                     |                     |            |
| <b>Operating activities</b>              |          |               |                     |                     |            |
| Cash from operations                     | X        | --            | --                  | --                  | --         |
| Depreciation                             | X        | --            | --                  | --                  | --         |
| Other                                    | X        | --            | --                  | --                  | --         |
| <b>Dividends</b>                         | X        | --            | --                  | --                  | --         |
| <b>Investment activities</b>             |          |               |                     |                     |            |
| Disposal of fixed assets                 | X        | --            | --                  | --                  | --         |
| Purchase of fixed assets                 | X        | --            | --                  | --                  | --         |
| Increase in investment                   | X        | --            | --                  | --                  | --         |
| Decrease in investment                   | X        | --            | --                  | --                  | --         |
| <b>Financing activities</b>              |          |               |                     |                     |            |
| Increase in long term debt               | X        | --            | --                  | --                  | --         |
| Repayment of long term debt              | X        | --            | --                  | --                  | --         |
| Loans from shareholders                  | X        | --            | --                  | --                  | --         |
| Repayment of loans from shareholders     | X        | --            | --                  | --                  | --         |
| Advances & loans from government         | X        | --            | --                  | --                  | --         |
| Increase in equity                       | X        | --            | --                  | --                  | --         |
| Decrease in equity                       | X        | --            | --                  | --                  | --         |
| Other                                    | X        | --            | --                  | --                  | --         |
| Increase(decrease) in cash & equivalents | X        | --            | --                  | --                  | --         |
| Cash & equivalents-Beginning of the year | X        | --            | --                  | --                  | --         |
| Cash & equivalents - End of the year     | X        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Services to Buildings and Dwellings (SIC 995)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 25                      | 533                        | 75                         | 7                                                      | 6                         |
| less than 20                                          | 24                      | X                          | 67                         | 7                                                      | 3                         |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | 1                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | 1                         |
| 500 and over                                          | 1                       | X                          | 8                          | -                                                      | 1                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 39                      | 1,017                      | 97                         | 10                                                     | ...                       |
| less than 20                                          | 33                      | 727                        | 67                         | 8                                                      | ...                       |
| 20 - 99                                               | 1                       | X                          | -                          | 1                                                      | ...                       |
| 100 - 499                                             | 3                       | 100                        | 10                         | 1                                                      | ...                       |
| 500 and over                                          | 2                       | X                          | 20                         | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Services to Buildings and Dwellings (SIC 995)

|                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-------------------------------------|----------|---------------|---------------------|---------------------|------------|
| <b>1984</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 7        |               |                     |                     |            |
| Average sales \$                    | 33,414   | --            | --                  | --                  | --         |
| Average expense \$                  | 27,635   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 5,779    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 4        |               |                     |                     |            |
| Average sales \$                    | 25,134   | --            | --                  | --                  | --         |
| Average expense \$                  | 12,792   | --            | --                  | --                  | --         |
| Average net profit \$               | 12,342   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 3        |               |                     |                     |            |
| Average sales \$                    | 68,986   | --            | --                  | --                  | --         |
| Average expense \$                  | 74,730   | --            | --                  | --                  | --         |
| Average net loss \$                 | -5,744   | --            | --                  | --                  | --         |
| <b>1985</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 7        |               |                     |                     |            |
| Average sales \$                    | 28,977   | --            | --                  | --                  | --         |
| Average expense \$                  | 27,365   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 1,612    | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 5        |               |                     |                     |            |
| Average sales \$                    | 36,818   | --            | --                  | --                  | --         |
| Average expense \$                  | 24,377   | --            | --                  | --                  | --         |
| Average net profit \$               | 12,441   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2        |               |                     |                     |            |
| Average sales \$                    | 36,372   | --            | --                  | --                  | --         |
| Average expense \$                  | 45,642   | --            | --                  | --                  | --         |
| Average net loss \$                 | -9,270   | --            | --                  | --                  | --         |
| <b>1986</b>                         |          |               |                     |                     |            |
| Number of observations in sample    | 25       |               |                     |                     |            |
| Average sales \$                    | 31,120   | --            | --                  | --                  | --         |
| Average expense \$                  | 18,299   | --            | --                  | --                  | --         |
| Average net profit (loss) \$        | 12,821   | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.) | 23       |               |                     |                     |            |
| Average sales \$                    | 30,221   | --            | --                  | --                  | --         |
| Average expense \$                  | 17,069   | --            | --                  | --                  | --         |
| Average net profit \$               | 13,152   | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)   | 2        |               |                     |                     |            |
| Average sales \$                    | 81,230   | --            | --                  | --                  | --         |
| Average expense \$                  | 81,337   | --            | --                  | --                  | --         |
| Average net loss \$                 | -107     | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986

## Prince Edward Island, Janitorial Services (SIC 9953)

|                            | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|----------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.) | 5        |               |                     |                     |            |
| Low sales value (\$000's)  | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's) | (1)      | --            | --                  | --                  | --         |

| Selected expense item   | Industry average(2) |               |                        |                        |            | % busi-<br>nesses<br>reporting | Reporting businesses only( 3) |               |                        |                        |            |
|-------------------------|---------------------|---------------|------------------------|------------------------|------------|--------------------------------|-------------------------------|---------------|------------------------|------------------------|------------|
|                         | Total               | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |                                | Total                         | Bottom<br>25% | Lower<br>middle<br>25% | Upper<br>middle<br>25% | Top<br>25% |
|                         | Percent of sales    |               |                        |                        |            |                                | Percent of sales              |               |                        |                        |            |
| Occupancy expenses      | 23.2                | --            | --                     | --                     | --         | 100.0                          | 23.2                          | --            | --                     | --                     | --         |
| Depreciation            | 20.6                | --            | --                     | --                     | --         | 100.0                          | 20.6                          | --            | --                     | --                     | --         |
| Repairs & maintenance   | 2.5                 | --            | --                     | --                     | --         | 51.3                           | 4.9                           | --            | --                     | --                     | --         |
| Heat, light & telephone | 0.1                 | --            | --                     | --                     | --         | 5.2                            | 1.3                           | --            | --                     | --                     | --         |
| Rent                    | -                   | --            | --                     | --                     | --         | 2.6                            | 0.9                           | --            | --                     | --                     | --         |
| Personnel expenses      | 47.5                | --            | --                     | --                     | --         | 100.0                          | 47.5                          | --            | --                     | --                     | --         |
| Financial expenses      | 10.8                | --            | --                     | --                     | --         | 100.0                          | 10.8                          | --            | --                     | --                     | --         |
| Interest & bank charges | 8.7                 | --            | --                     | --                     | --         | 53.9                           | 16.1                          | --            | --                     | --                     | --         |
| Professional fees       | 2.1                 | --            | --                     | --                     | --         | 100.0                          | 2.1                           | --            | --                     | --                     | --         |
| Other expenses          | 18.9                | --            | --                     | --                     | --         | 100.0                          | 18.9                          | --            | --                     | --                     | --         |
| Profit (loss)           | -0.4                | --            | --                     | --                     | --         | 53.9                           | -0.8                          | --            | --                     | --                     | --         |
| Total                   | 100.0               | --            | --                     | --                     | --         | 100.0                          | ...                           | --            | --                     | --                     | --         |

## Symbols

- = zero or no observations  
 -- too small to be expressed  
 ... not applicable  
 x confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

(2) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of all businesses in the sample}} \times 100$  for each quartile.

(3) Value in each cell =  $\frac{\text{Total weighted expenditure on a given item}}{\text{Total weighted sales of businesses reporting this item of expenditure}} \times 100$  for each quartile.

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessarily equal 100%.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item.

Records were ranked in ascending order according to sales size. Each quartile (i.e. bottom 25%, lower middle 25%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of sales are shown.

## How to use the tables

- (1) Locate the appropriate sales range that is displayed on the two lines entitled "Low sales value" and "High sales value".
- (2) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- (3) Data pertaining to the selected sales size range will be in that quartile.

## Standard Industrial Classification Definition (SIC 1980):

## SIC 9953 - Janitorial Services

Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as car service, floor waxing, janitorial services, janitorial maintenance of buildings and dwellings and office cleaning.

**TABLE 2. Balance sheet profile for 1986**  
**Prince Edward Island, Janitorial Services (SIC 9953)**

|                                   | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)        | 5         |               |                     |                     |            |
| Low sales value (\$000's)         | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)        | (1)       | --            | --                  | --                  | --         |
| Average (\$000's)                 |           |               |                     |                     |            |
| <b>Assets</b>                     |           |               |                     |                     |            |
| Cash                              | -         | --            | --                  | --                  | --         |
| Accounts and notes receivable     | 1         | --            | --                  | --                  | --         |
| Inventory                         | -         | --            | --                  | --                  | --         |
| Other current assets              | -         | --            | --                  | --                  | --         |
| Total current assets              | 2         | --            | --                  | --                  | --         |
| Fixed assets                      | 22        | --            | --                  | --                  | --         |
| Less: Accum. dep. on fixed assets | 8         | --            | --                  | --                  | --         |
| Other assets                      | 3         | --            | --                  | --                  | --         |
| <b>Total assets</b>               | <b>18</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Liabilities and equity</b>     |           |               |                     |                     |            |
| Current loans                     | 8         | --            | --                  | --                  | --         |
| Other current liabilities         | 2         | --            | --                  | --                  | --         |
| Total current liabilities         | 10        | --            | --                  | --                  | --         |
| Mortgages payable                 | -         | --            | --                  | --                  | --         |
| Long term debt                    | 7         | --            | --                  | --                  | --         |
| Other liabilities                 | -         | --            | --                  | --                  | --         |
| <b>Total liabilities</b>          | <b>16</b> | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |
| <b>Total equity</b>               | <b>2</b>  | <b>--</b>     | <b>--</b>           | <b>--</b>           | <b>--</b>  |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**TABLE 3. Financial ratios(1) for incorporated businesses only, 1986**  
**Prince Edward Island, Janitorial Services (SIC 9953)**

|                                 | Total (2) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|---------------------------------|-----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)      | 5         |               |                     |                     |            |
| Low sales value (\$000's)       | (1)       | --            | --                  | --                  | --         |
| High sales value (\$000's)      | (1)       | --            | --                  | --                  | --         |
| Average                         |           |               |                     |                     |            |
| <b>Liquidity ratio</b>          |           |               |                     |                     |            |
| Current ratio (times)           | 0.7       | --            | --                  | --                  | --         |
| <b>Leverage ratios</b>          |           |               |                     |                     |            |
| Debt/equity ratio (times)       | 3.8       | --            | --                  | --                  | --         |
| Interest coverage ratio (times) | 0.2       | --            | --                  | --                  | --         |
| Debt ratio (times)              | 0.9       | --            | --                  | --                  | --         |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in Table 2.

(2) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes.

**Definitions:**

**1. Liquidity ratio:**

Current = current assets / current liabilities.

**2. Leverage ratios:**

a) Debt/equity = total liabilities / equity.

b) Debt ratio = total liabilities / total assets.

c) Interest coverage = net profit + interest expense / interest expense.



**TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986**  
**Prince Edward Island, Janitorial Services (SIC 9953)**

|                                                     | Total(1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------|----------|---------------|---------------------|---------------------|------------|
| Businesses in sample (No.)                          | 2        |               |                     |                     |            |
| Low sales value (\$000's)                           | (1)      | --            | --                  | --                  | --         |
| High sales value (\$000's)                          | (1)      | --            | --                  | --                  | --         |
| Average (\$000's)                                   |          |               |                     |                     |            |
| <b>Operating activities</b>                         |          |               |                     |                     |            |
| Cash from operations                                | X        | --            | --                  | --                  | --         |
| Depreciation                                        | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Dividends</b>                                    | X        | --            | --                  | --                  | --         |
| <b>Investment activities</b>                        |          |               |                     |                     |            |
| Disposal of fixed assets                            | X        | --            | --                  | --                  | --         |
| Purchase of fixed assets                            | X        | --            | --                  | --                  | --         |
| Increase in investment                              | X        | --            | --                  | --                  | --         |
| Decrease in investment                              | X        | --            | --                  | --                  | --         |
| <b>Financing activities</b>                         |          |               |                     |                     |            |
| Increase in long term debt                          | X        | --            | --                  | --                  | --         |
| Repayment of long term debt                         | X        | --            | --                  | --                  | --         |
| Loans from shareholders                             | X        | --            | --                  | --                  | --         |
| Repayment of loans from shareholders                | X        | --            | --                  | --                  | --         |
| Advances & loans from government                    | X        | --            | --                  | --                  | --         |
| Increase in equity                                  | X        | --            | --                  | --                  | --         |
| Decrease in equity                                  | X        | --            | --                  | --                  | --         |
| Other                                               | X        | --            | --                  | --                  | --         |
| <b>Increase(decrease) in cash &amp; equivalents</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents-Beginning of the year</b> | X        | --            | --                  | --                  | --         |
| <b>Cash &amp; equivalents - End of the year</b>     | X        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of incorporated businesses reporting sales between \$10,000 and \$2,000,000. Sample count includes only those businesses reporting a statement of changes.  
 See Table 1 for symbols and notes.

**TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986**  
**Prince Edward Island, Services to Buildings and Dwellings (SIC 995)**

| Business size expressed in<br>average labour units(1) | Number of<br>businesses | Total payroll<br>(\$000's) | Average labour<br>units(1) | Changes in number of businesses<br>with paid employees |                           |
|-------------------------------------------------------|-------------------------|----------------------------|----------------------------|--------------------------------------------------------|---------------------------|
|                                                       |                         |                            |                            | Newly<br>reporting(2)                                  | No longer<br>reporting(3) |
| 1983                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 25                      | 533                        | 75                         | 7                                                      | 6                         |
| less than 20                                          | 24                      | X                          | 67                         | 7                                                      | 3                         |
| 20 - 99                                               | -                       | -                          | -                          | -                                                      | 1                         |
| 100 - 499                                             | -                       | -                          | -                          | -                                                      | 1                         |
| 500 and over                                          | 1                       | X                          | 8                          | -                                                      | 1                         |
| 1986                                                  |                         |                            |                            |                                                        |                           |
| Total                                                 | 39                      | 1,017                      | 97                         | 10                                                     | ...                       |
| less than 20                                          | 33                      | 727                        | 67                         | 8                                                      | ...                       |
| 20 - 99                                               | 1                       | X                          | -                          | 1                                                      | ...                       |
| 100 - 499                                             | 3                       | 100                        | 10                         | 1                                                      | ...                       |
| 500 and over                                          | 2                       | X                          | 20                         | -                                                      | ...                       |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.


(2) Refers to businesses reporting no payroll deductions in the previous year.

(3) Refers to businesses reporting no payroll deductions in the following year.

"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986  
 Prince Edward Island, Janitorial Services (SIC 9953)

| Statistics Canada Library<br>Bibliothèque Statistique Canada                      |        | Total (1) | Bottom<br>25% | Lower<br>middle 25% | Upper<br>middle 25% | Top<br>25% |
|-----------------------------------------------------------------------------------|--------|-----------|---------------|---------------------|---------------------|------------|
|  |        |           |               |                     |                     |            |
| 1010061907                                                                        |        |           |               |                     |                     |            |
| 1984                                                                              |        |           |               |                     |                     |            |
| Number of observations in sample                                                  | 5      |           |               |                     |                     |            |
| Average sales \$                                                                  | 39,159 | --        | --            | --                  | --                  | --         |
| Average expense \$                                                                | 34,210 | --        | --            | --                  | --                  | --         |
| Average net profit (loss) \$                                                      | 4,949  | --        | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.)                                               | 3      |           |               |                     |                     |            |
| Average sales \$                                                                  | 29,845 | --        | --            | --                  | --                  | --         |
| Average expense \$                                                                | 13,659 | --        | --            | --                  | --                  | --         |
| Average net profit \$                                                             | 16,186 | --        | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)                                                 | 2      |           |               |                     |                     |            |
| Average sales \$                                                                  | 69,125 | --        | --            | --                  | --                  | --         |
| Average expense \$                                                                | 75,034 | --        | --            | --                  | --                  | --         |
| Average net loss \$                                                               | -5,909 | --        | --            | --                  | --                  | --         |
| 1985                                                                              |        |           |               |                     |                     |            |
| Number of observations in sample                                                  | 4      |           |               |                     |                     |            |
| Average sales \$                                                                  | 31,474 | --        | --            | --                  | --                  | --         |
| Average expense \$                                                                | 22,893 | --        | --            | --                  | --                  | --         |
| Average net profit (loss) \$                                                      | 8,581  | --        | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.)                                               | 3      |           |               |                     |                     |            |
| Average sales \$                                                                  | 29,177 | --        | --            | --                  | --                  | --         |
| Average expense \$                                                                | 17,109 | --        | --            | --                  | --                  | --         |
| Average net profit \$                                                             | 12,068 | --        | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)                                                 | 1      |           |               |                     |                     |            |
| Average sales \$                                                                  | 62,590 | --        | --            | --                  | --                  | --         |
| Average expense \$                                                                | 70,510 | --        | --            | --                  | --                  | --         |
| Average net loss \$                                                               | -7,920 | --        | --            | --                  | --                  | --         |
| 1986                                                                              |        |           |               |                     |                     |            |
| Number of observations in sample                                                  | 17     |           |               |                     |                     |            |
| Average sales \$                                                                  | 34,845 | --        | --            | --                  | --                  | --         |
| Average expense \$                                                                | 21,859 | --        | --            | --                  | --                  | --         |
| Average net profit (loss) \$                                                      | 12,986 | --        | --            | --                  | --                  | --         |
| Businesses reporting a profit (No.)                                               | 15     |           |               |                     |                     |            |
| Average sales \$                                                                  | 33,280 | --        | --            | --                  | --                  | --         |
| Average expense \$                                                                | 19,735 | --        | --            | --                  | --                  | --         |
| Average net profit \$                                                             | 13,545 | --        | --            | --                  | --                  | --         |
| Businesses reporting a loss (No.)                                                 | 2      |           |               |                     |                     |            |
| Average sales \$                                                                  | 81,230 | --        | --            | --                  | --                  | --         |
| Average expense \$                                                                | 81,337 | --        | --            | --                  | --                  | --         |
| Average net loss \$                                                               | -107   | --        | --            | --                  | --                  | --         |

(1) These estimates are based on a sample of businesses reporting sales between \$10,000 and \$2,000,000.

See Table 1 for symbols and notes