TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba, Logging Industry (SIL 0411)

| To:al $\langle 1\rangle$ | Bottom | Lower | Upper | Top |
| :--- | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | middle $25 \%$ | $25 \%$ |



| Selected expense item | Industry average I2 $^{\text {l }}$ |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { midd Ie } \\ 25 \% \end{array}$ | Upper middle | 700 $25 \%$ |  | Total | Botiom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | Top $25 \%$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Depreciation | 9.8 | $\cdots$ | -- | -- | -- | 97.7 | 10.0 | -- | -- | -- | $\cdots$ |
| Repairs \& maintenance | 5.8 | -- | -- | -- | -- | 100.0 | 5.8 | -- | -- | -- | -- |
| Heat. light \& telephone | 0.3 | -- | -- | -- | -- | 29.6 | 1.1 | -- | -- | -- | -- |
| Rent |  |  |  |  | - |  |  |  |  | -- |  |
| Personnel expenses | 7.5 | -- | -- | -- | -- | 56.8 | 7.8 | - | -- | -- | -- |
| Financiol expenses | 6.3 | -- | - | - | -- | 99.5 | 6.3 | -- | -- | -- | -- |
| Interest $\delta$ bank charges | 1.2 | -- | -- | -- | -- | 99.5 | \%.? | -- | -- | -- | -- |
| Professional fees | 5.1 | -- | -- |  | -. | 99.5 | 5.1 | -- | - | -- | -- |
| Other expenses | 72.1 | -- | -- | -- | -- | 100.0 | 72.1 | -- | -- | -- | -- |
| Prafit (loss) | $-1.7$ | -- | -- | - | -- | 100.0 | -1.7 | -- | -- | -- | -- |
| Total | 100.0 | -- | =- |  | =- | 100.0 | $\ldots$ | =- | -- | -- | - |

## Symbole

zero or no abservations

- too small 200 be expressed
not appilicable
confidential


## Pootnotes

(1) These estimates are besed on s sample of businesses peporting sales between $\$ 10,000$ and $\$ 2,000,000$.
(2) Value in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted sales of } 811 \text { businesses in the sample }} \times 100$ for each quertile.

31 Value in each cell= Total weighted expenditure on given item
31 Value in each $c e l l=\overline{\text { lotal weighted sales of businesses reporting this inen of expendipure }} \times$ por fach quartile.
This portion of the tabte pertains only 10 the businesses reporting the specific expense item. Therefore these ratios are calculated individually and the total will not necessefily equel 100 \%

Notes
Data are showm by quartiles when at least 13 of the sempled businesses feport the specific item.
Records were ranked in ascending order according to sales size. Each quartile fi. e. bottom 25\%. Iower midde 25\%. etc.) reppesents one quarter of the rotsl number of businesses. Within each quartile, the average ratio is presented. for conperison purposes, the high and low values of sales bre shown

Mow to use the tables
(1) Locate the appropriate salas range that is displayed on the two lines entitled whow seles valuem and migh sales value.

121 The selected renge will indicate the proper quartile. i. e. the bottom 25\%. the lower midole $25 \%$. the upper midde $25 \%$ or the top $25 \%$.
(3) Data pertaining to the selected sales size range will be in that quartile.

Standserd Industriel Classification Definition (SIC 1980):
SIC 0\&11 - Logging Industry
Businesses primarily engaged in harvesting hardwood and softwood frees on an own-account basis. Included are businesses orimarily engaged in the combined activities of diving. Dooming. sorting and iating and towing of wood. Barking mitis are also included.

TABLE 2. Balance sheet profile for 1986
Manitoba, Logging industry (SIt 0411)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000^{\prime \prime}$ s) Migh sales value ( $5000^{\prime}$ s) | $\begin{aligned} & 12 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average (\$000's ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 4 | -- | -- | -- | -- |
| Accounts and notes receivable | 1 | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | - | -- | -- | -- | -- |
| Total current assets | 5 | -- | -- | -- | -- |
| Fixed assets | 27 | $\cdots$ | -- | -- | -- |
| Less: Accum- ded. on fixed assets | 15 | - | -- | -- | -- |
| Other assets |  | -- | -- | -- | -- |
| Total assets | 17 | -- | -- | -- | - - |
| Liabilities and equity |  |  |  |  |  |
| Current loans | 3 | -- | -- | -- | -* |
| Other current liabilities | 5 | -- | -- | -- | -- |
| Total current liabilities. | 9 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Lond term debt | 9 | -- | -- | -- | -- |
| Other liabilities | - | -- | -- | -- | -- |
| Total liabilitias | 18 | -- | -- | -- | -- |
| Total equity | - | -- | -- | -- | -- |

(1) These estimates are based on a semple of businesses reporiing sales between \$10.000 and $\$ 2.000,000$.

See Table 1 for symbols and notes

TABLE 3. Fimancial ratios(1) for incorporated businesses only, 1986
Manitoba, Logging Industry (SIC 0411)

|  | Total (2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low soles value ( $\$ 000^{\prime} \mathrm{s}$ ) High soles value ( $\$ 000^{\prime} \mathrm{s}$ ) | $\begin{array}{r} 5 \\ (1) \\ (1) \end{array}$ |  |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 0.7 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage patio (times) <br> Debt ratio (times) | $\begin{array}{r} -0.1 \\ -8.8 \\ 1.1 \end{array}$ |  | -- | -- | -- |
| (1) The ratios represen t the averege of <br> (2) These estimates are based on a sampl | each bus <br> esses rep | group an <br> Detween | be calculat and \$2.000.0 | the figures |  |

See Table 1 for symbots and notes

Definitions:

1. Liquidity retio:

Curren: = curreni assets / current liabilities
2. Leverage ratios:
a) Debt/equity = total liabilities / equity.
b) Debt ratio $=$ total |iabilities / total essets.
c) Interest coverage $=$ net profit interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitobs, Logging Industry (SIC 0411)

ill These estimates are dased on a sample of incorporated businesses reporting sales between $\$ 10,000$ and $\$ 2.000,000$. Sample count includes only those businesses reporting a statemen? of changes.
See Table , for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC ciassification in 1986
Manitoba, Logging Industry (SIC 0411)


(1) Average labour units are calculated by dividing total payroll by the average annual wage end 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 whale but less than that number in eny given province it is shown in the 500 and over group.
(2) Refers to businesses reporting no payroll deductions in the previous yeer
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed to hove been in activity for six months and the information is adjusted accordingly

See lable if for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Logging Industry (SIC 0411)

|  | Total (1) | Bottom $25 \%$ | Lower middle $25 \%$ | Upper <br> middle 25\% | $\begin{aligned} & \text { Ton } \\ & 25 . \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 32 \\ 44.342 \\ 38.325 \\ 6.617 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 26 \\ 43.275 \\ 34.548 \\ 8.727 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 6 \\ 70.277 \\ 73.640 \\ -3.363 \end{array}$ | -- | -- | -- | -- |

1985


1986

| Number of observations in sample | ${ }^{74}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 54.831 | 13.760 | 18,882 | 25.977 | 160.705 |
| Average expense \$ | 102.908 | 11.389 | 9.555 | 19,366 | 371.323 |
| Average net Drofit (loss) \$ | -48.077 | 2.371 | 9,327 | 6.611 | -210.618 |
| Businesses reporting profit (No.) | 61 |  |  |  |  |
| Average sales \$ | 49.715 | 13,439 | 18.875 | 27.835 | 138,709 |
| Average expense \$ | 37.310 | 9.136 | 9.473 | 13.869 | 116.762 |
| Average net profit \$ | 12.405 | 4,303 | 9.402 | 13.966 | 21.947 |
| Businesses reporting loss (Mo.) | 13 |  |  |  |  |
| Average sales \$ | 62,231 | 14.898 | 20.130 | 20.514 | 193.380 |
| Average expense \$ | 207.122 | 19.351 | 24,120 | 35.533 | 749,482 |
| Average net loss \$ | -144.891 | -4.453 | -3,990 | -15.019 | -556.102 |

(1) These estimates ore 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
Manitoba, Single Family Housing Contractors (SIC 4011)

|  | Total(1) |  | Bottom 25\% |  | Lower$\text { middle } 25 \%$ |  | Upper midde $25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( 8000 's) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 74 \\ & \{1\} \\ & 11 \end{aligned}$ |  | $\begin{array}{r} (1) \\ 33 \end{array}$ |  | $\begin{array}{r} 33 \\ 113 \end{array}$ |  | $\begin{aligned} & 113 \\ & 209 \end{aligned}$ |  |  | $\begin{aligned} & 209 \\ & 11) \end{aligned}$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & \text { 25\% } \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 28.5 | 0.2 | 20.4 | 10.8 | 41.3 | 68.4 | 41.6 | 6.2 | 23.3 | 40.8 | 61.0 |
| Dccupency expenses | 6.5 | 13.4 | 8.2 | 7.0 | 1.7 | 97.7 | 6.7 | 13.4 | 8.2 | 7.0 | 1.8 |
| Depreciotion | 2.1 | 3.1 | 3.2 | 2.6 | 0.5 | 85.4 | 2.4 | 4.9 | 3.3 | 2.8 | 0.6 |
| Repaits \& maintenance | 3.3 | 9.3 | 4.2 | 2.2 | 0.5 | 94.5 | 3.5 | 9.3 | 4.2 | 2.3 | 0.5 |
| Meat. light \& telephone | 0.9 | 1.0 | 0.8 | 2.1 | 0.4 | 81.0 | $1 . ?$ | 1.0 | 1.8 | 2.2 | 0.4 |
| Rent | 0.1 |  |  |  | 0.4 | 26.5 | 0.5 | 4.5 | - | 0.5 | 0.5 |
| Personnel expenses | 18.8 | 10.8 | 24.7 | 33.3 | 10.1 | 85.1 | 22.1 | 33.1 | 26.4 | 35.9 | 10.2 |
| Financial expenses | 2.2 | 0.8 | 1.5 | 1.8 | 3.7 |  | 2.2 | 0.8 |  |  |  |
| Interest \& bank charges Professional fees | 2.7 1.5 | 0.1 0.7 | 0.8 0.7 | 0.8 1.0 | 0.8 2.8 | 78.8 94.8 | 0.9 1.6 | 5.6 0.7 | 0.9 0.7 | 0.9 | 0.8 3.1 |
| Other expenses | 26.0 | 21.6 | 11.7 | 14.3 | 45.3 | 100.0 | 26.0 | 21.6 | 11.7 | 14.3 | 45.3 |
| Profit (loss) | 18.1 | 53.2 | 33.5 | 2.7 | -2.1 | 99.9 | 18.9 | 53.2 | 33.5 | 2.7 | -2.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | $\cdots$ | $\cdots$ | - . | . . |

Symbols
zero or no observations
too small 100 be expiessed
not applicable
confidensial

## Footnates

111 These esiimetes are based on a sample of businesses reporiing $\$$ ales beiwaen $\$ 10,000$ and $\$ 2,000,000$
(2) Value in esch cell $=\frac{\text { Toial weighted expenditure on given itgm }}{\text { Total weighted seles of Bll businesses in the } \$ \text { ample }} \times 100$ for each quartile.
(3) Value in each cell =

Tosel weighted expenditure on given iten
Total weighted sales of businesses reporting this item of expenditure $\times 100$ for each guertile
This portion of the teble pertains only to the businesses reporting the specific expense item. Therefore these ratios ere celculated individually and the total will mot necesserily equal 100\%.

## Notes

Data ape shown by quertiles when at least 13 of the sampled businesses report the specific ifom
Records were ranked in ascending order according to sales size. Each quartile (i. e. bottom 25\%. lower middle 25\%, etc.) represen 2s one quarter of the total number of businesses. Within each quartile. the average ratio is presented. for comparison pupposes, the high and low values of sales are shown

How to use the tablez
I1| Locate the bppropriare sales pange that is displayed on the two lines entitled "Low sales value" and "High sales value"
121 The selected range will indicate the proper quar tile. i.e. the bottom $25 \%$. the lower middle $25 \%$, the upper middle $25 \%$ or the top $25 \%$.
31 Deta pertaining to the selected seles size range will be in thet quertila.

## Standerd Industrial CImesificetion Definition (SIC 19801:

SIC 4011 - Single Family Housing Contractors
Businesses primarily engaged in the development and construction of single deteched and single atiached dwellings such as: cottages, sincle duplexes, garden homes, semi-deiached houses. single attached houses, single deiachad houses. erecting orefabricbted homes. row nouses lexc ron juplexesl. single restoences and summer homes.

TABLE 2. Balance sheet profile for 1986
Manitoba, Single Family Housing Contractors (SIC 4011)

|  | Total (1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 74 \\ & (1) \\ & 11 \end{aligned}$ | $\begin{array}{r} 1 \\ 33 \end{array}$ | $\begin{array}{r} 33 \\ 113 \end{array}$ | $\begin{aligned} & 113 \\ & 209 \end{aligned}$ | $\begin{aligned} & 209 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 16 | - | 5 | 2 | 38 |
| Accounts and notes receivable | 21 | - | - | 4 | 55 |
| Inventory | 29 | - | - | 29 | 54 |
| Other current assets | 1 | - | - | - | 4 |
| Total current assets | 66 | - | 6 | 35 | 161 |
| Fixed assets | 16 | - | 9 | 24 | 24 |
| Less: Accum. dep. on lixed assets | $1{ }^{7}$ | - | 3 | 15 | 10 |
| Other assets | 14 | - | 5 |  |  |
| Total assets | 89 | - | 16 | 51 | 207 |
| Liabilities and equity |  |  |  |  |  |
| Current laans | 31 | - | , | 22 | 73 |
| Other current liabilities | 29 | - | 6 | 14 | 69 |
| Total current liabilities | 60 | - | 6 | 37 | 142 |
| Mortgages payable | 1 | - | 2 | 1 | 1 |
| Long term debt | 16 | - | 1 | 7 | 41 |
| Other liabilities | . | - | - | - | 1 |
| Total liabilities Total equity | 78 11 | 1 | 9 | 45 | 185 22 |

111 These estinates are based on a sample of businesses reporting seles between $\$ 10,000$ and $\$ 2,000,000$ See Table 1 for symbols and notes.

TABLE 3. Financtal ratios(1) for incorporated businesses only, 1986
Manitoba, Single Family Housing Contractors (Sic 4011)

|  | Total 12 ; | Bottom 25\% | Lower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 47 \\ & (1) \\ & 11 \end{aligned}$ | $\begin{aligned} & (1) \\ & 113 \end{aligned}$ | $\begin{aligned} & 113 \\ & 189 \end{aligned}$ | $\begin{aligned} & 189 \\ & 509 \end{aligned}$ | $\begin{aligned} & 509 \\ & \text { (1) } \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Curfent ratio (times) | 2.2 | 0.9 | 0.9 | 3.9 | 1.4 |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Deb 4 ratio (times) | $\begin{array}{r} 16.8 \\ 2.6 \\ 1.0 \end{array}$ | $\begin{array}{r} -1.3 \\ 55.8 \\ 0.9 \end{array}$ | $\begin{aligned} & 8.8 \\ & 1.8 \\ & 0.9 \end{aligned}$ | $\begin{array}{r} -59.7 \\ -10.4 \\ 1.2 \end{array}$ | $\begin{array}{r} 165.6 \\ 2.9 \\ 0.9 \end{array}$ |

(1) The ratios represent the average of ratios for each ousiness in the group and cannot be calculated from the figures shown in table 2.
(2) These estimates are based on a smple of businesses reporting sales beiween $\$ 10,000$ and $\$ 2,000,000$

See Table 1 for symbols and notes

Definitions:

1. Liquidity ratio:

Currens = curfent assets / current libbilities.
2. Leverage ratios:
a) Debt/equity = total liabilities / equity.
D) Debt ratio $=$ toial liabilities / rotal assets
c) Interest coverage $=$ net profit $+i n t e r e s t$ expense / interest expense,

TABLE 4. Statement of changes in financial position for incorporated businesses only. ige6
Manitoba, Single Family Housing Contractors (SIC 4011)

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lowe r middle 25\% | Upder middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 29 \\ (1) \\ (1) \end{array}$ | (1) 111 | $\begin{aligned} & 111 \\ & 215 \end{aligned}$ | $\begin{aligned} & 215 \\ & 509 \end{aligned}$ | $\begin{aligned} & 509 \\ & \text { (1) } \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating ectivities Cash from operations Dapreciation Dther | $\begin{array}{r} 1 \\ 5 \\ 29 \end{array}$ | 7 2 -5 | $\begin{array}{r} -1 \\ 4 \\ 10 \end{array}$ | $\begin{array}{r} -10 \\ 1 \\ 39 \end{array}$ | $\begin{aligned} & 17 \\ & 14 \\ & 47 \end{aligned}$ |
| Dividends | -3 | -1 | - | - | -10 |
| Investment activities <br> Disposal of tixed assets Purchase of fixed assets increase in investment Decrease in investment | -22 $i$ | -122 -2 12 | -4 | -1 | 1 -35 - |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from sharehot ders <br> Repayment of loans from shapeholders <br> Advances $\&$ loans 4 rom povernment <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r}13 \\ -11 \\ 2 \\ -6 \\ \hline \\ \hline\end{array}$ | 88 <br>  <br> 7 <br> -10 <br> - <br> - <br> 1 | 3 -4 -6 | $\begin{array}{r}14 \\ -25 \\ 1 \\ -3 \\ - \\ \hline \\ \hline\end{array}$ | 1 -2 5 -9 - - -1 |
| Increase(decrease) in cash \& equivalents Cash equivalents-Boginning of the year Cash 8 equivalents - End of the year | -12 -12 | $\begin{array}{r} -22 \\ 8 \\ -13 \end{array}$ | -1 | $\begin{array}{r} -16 \\ 3 \\ -14 \end{array}$ | 28 -47 -20 |

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

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

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | Changes in number of businesses with paid amployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 334 | 32.040 | 1,621 | 44 | 71 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 320 \\ 7 \\ 5 \\ 2 \end{array}$ | $\begin{array}{r} 14.209 \\ 4.356 \\ x \\ x \end{array}$ | $\begin{aligned} & 720 \\ & 220 \\ & 500 \\ & 181 \end{aligned}$ | 44 | 71 - - |
| 1986 |  |  |  |  |  |
| Total | 497 | 39.211 | 1.654 | 97 | -.. |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 478 14 3 2 | $\begin{array}{r} 21,942 \\ 10,326 \\ x \\ x \end{array}$ | $\begin{array}{r} 926 \\ 435 \\ 287 \\ 6 \end{array}$ | 93 3 - 1 | - |

(1) Average labour units are calculated by dividing total payoll by the average annual wage and salary rate as reported in the

Survey of Employment. Payroll end Hours, Stailstics Canada. Catalogue 72-002. An average labour unit could be interpreted as a full-time emplovee. Note thet the business size oroups used ore determined at the Canada level. Ihus if a business has at lenst 500 employees in Canado os 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 yeer
"Newly reporting" and "no longer reporting" businesses ape assumed to hove been in activity for six months and the information is adjusted accordingly.

See rable $\{$ for symbols and notes.

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

|  | Total (1) | Bottom $25 \%$ | $\begin{aligned} & \text { tower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> middle 25\% | To |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 184 \\ 229.994 \\ 218.077 \\ 11.917 \end{array}$ | $\begin{array}{r} 25.209 \\ 18.951 \\ 6.258 \end{array}$ | $\begin{array}{r} 71.575 \\ 63.957 \\ 7.618 \end{array}$ | $\begin{array}{r} 173.220 \\ 164.485 \\ 8.735 \end{array}$ | $\begin{array}{r} 649.970 \\ 624.916 \\ 25.054 \end{array}$ |
| Businesses raporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 151 \\ 232.057 \\ 216.710 \\ 15.347 \end{array}$ | $\begin{array}{r} 24.495 \\ 16.596 \\ 7.899 \end{array}$ | $\begin{aligned} & 73.566 \\ & 62.497 \\ & 11.069 \end{aligned}$ | $\begin{array}{r} 171.789 \\ 159.238 \\ 12.551 \end{array}$ | $\begin{array}{r} 658.379 \\ 628.509 \\ 29.870 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense $\%$ <br> Average net loss \$ | $\begin{array}{r} 33 \\ 213.747 \\ 222.191 \\ -8.444 \end{array}$ | $\begin{aligned} & 30.509 \\ & 36.432 \\ & -5.923 \end{aligned}$ | $\begin{aligned} & 64.028 \\ & 69.490 \\ & -5.462 \end{aligned}$ | $\begin{array}{r} 179.474 \\ 187.407 \\ -7.933 \end{array}$ | $\begin{aligned} & 580.978 \\ & 595,436 \\ & -14,458 \end{aligned}$ |

1985

Number of observations in sample
Average sales \$
Average expense $\$$
Average net profit (loss) $\$$

Businesses reporting a profit (No.)
Average sales \&
Average sales $\$$
Average expense $\$$
Average expense $\$$
Average net prof it $\$$

Businesses reporting a loss (No.)
Average sales
Average sales
Average expense $\$$
Average expense $\$$
Average net lass $\$$

169
162.874
150.643

143
143
173.545
154.576
18.969

26
135.775
135.775
142.680

142,680
-6.905
18.196
18.796
7.479
18.267
10.722
7.545
7.54
10.677
16.737
16.737
-6.050
$-6.060$
48.60
39.53
9.07
$\square$
55.590
41.87
$\begin{array}{lrr}41.871 & 103.568 & 462.141 \\ 13.719 & 13.517 & 41.096\end{array}$
26.252
32.038
32.038
$\begin{array}{rrr}9.074 & 101.477 & 450.784 \\ & 7.496 & 24.840\end{array}$
95.431

97,985
-2.554
475.724
24.940
117.08
103.56
503.23?
410.740
423.958
423.958
-13.218

1986
Number of observations in sample
Average sales $\$$
Average expense $\$$
Average net Drotit \{loss) $\$$
Businesses reporting a profit (No.\}
Average sales $\$$
Average expense $\$$
Average net profit $\$$
Businesses reporting a loss (Mo.)
Average sales $\$$
Average expense $\$$
Average net loss $\$$

| 213 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 252,940 | 20.985 | 76.259 | 171.725 | 742.791 |
| 237. 235 | 5.796 | 54.626 | 165,654 | 722.863 |
| 15.705 | 15,189 | 21.633 | 6.071 | 19.928 |
| 166 |  |  |  |  |
| 278,927 | 20.979 | 77.963 | 159.798 | 856.968 |
| 254.409 | 5.554 | 50.906 | 144.637 | 816.540 |
| 24.518 | 15.425 | 27.057 | 15.161 | 40.428 |
| 47 |  |  |  |  |
| 213.960 | 21,420 | 67.291 | 211.398 | 555.729 |
| 225.825 | 24,138 | 74.209 | 235.565 | 569.388 |
| -11.865 | -2.718 | -6.918 | -24,167 | -13,659 |

[^0]See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba, Residential Renovation Contractors (SIC 4013)

|  | Total(1) |  |  | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe: <br> midde 25\% |  | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 28 \\ & (1) \\ & 19 \end{aligned}$ |  |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { feporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% |  |  | Total | $\begin{array}{r} \text { Bot }+ \text { om } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 27.3 | -- | -- | -- | -- | 100.0 | 27.3 | -- | -- | =- | -- |
| Occupancy expenses | 7.0 | -- | -- | -- | -- | 100.0 | 7.0 | -- | - | -- | -- |
| Depreciation | 3.4 | -- | -- | -- | -- | 71.6 | 4.7 | -- | -- | -- | - |
| Reoairs \& maintenance | 3.1 | -- | - | -- | -- | 80.3 | 3.8 | =- | -- | -- | - |
| Heat, light 8 telephone | 0.5 | -- | -- | -- | -- | 55.3 | 0.8 | -- | -- | -- | -- |
| Rent | 0.1 | -- | -- | -- | -- | 9.2 | 0.9 | -- | -- | -- | -- |
| Personnel expenses | 17.1 | -- | -- | -- | -- | 74.2 | 23.1 | -- | -- | -- | -- |
| Financiel expenses | 9.2 | -- | -- | -- | -- | 98.7 | 9.4 | -- | -- | -- | -- |
| Interest $\delta$ bank charges | 8.1 | -- | -- | -- | -- | 89.8 78.8 | 9.0 1.5 | -- | -- | -- | -- |
| Other expenses | 17.0 | -- | -- | -- | -- | 100.0 | 17.0 | -- | -- | -- | -- |
| Profit (loss) | 22.3 | -- | -- | =- | -- | 98.2 | 22.8 | -- | -- | -- | = |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

## Symbols

zero or no observetions
too small too be expressed
not applicable
confidential
Poot notes
(1) These estimates are based on sample of businesses reporiing sales between $\$ 10,000$ and $\$ 2,000,000$
2) Value in each cell $=$ Total weighted expenditure on e given item
2) Value in each cell $=\overline{\text { Total weighted salas of all businesses in the sample }} \times 100$ for each quertile
(3) Vaive in each cell

Total weighted expenditure on given item
Total weighted seles of businesses reporting this item of expenditure
This portion of the table perteins only to the businesses reporting the specific expense item. Therbiore thase ratios ere calculated individually and the totel wiii not necesserily equal $100 \%$.

## Motes

Dote bre shown by quartiles when at leest 13 of the sampled businesses report the specitic irem
Records were ranked in ascending order according to seles size. Each quartile li.e. bottom 25\%, Iower middle 25x. etc.l represents one querter of the cotal number of businesses. Within each quartile, the average ratio is presented. For comperison purposes, the high and low values of seles are shown

Mow to use the tebles
(1) Locate the appropriate sales range that is displayed on the two lines entita "Low sales value" and migh sales value"
(2) The selacted range will indicate the proper quar tile. i.e. the botom $25 \%$, the lower middle $25 \%$. the upper midde $25 \%$ or the top 25\%.
(3) Data pertaining to the selected sales sizerange will be in that quartile.

Stenderd Industrial Classification Definition (SIC 1980):
SIC 4013 - Residential Renovation Contrectore
Businesses primarily angeged in residential additions. major improvements and repairs. fenovation, rehabilitation, retro-litting and conversions involving more than one trade

Manitoba, Residential Renovation Contractors (SIC 4013)

|  | Total(1) | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { miedie } 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Tō } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left\{\begin{array}{l} 28 \\ (1) \end{array}\right.$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 3 | - | - | -- | -- |
| Accounts and notes receivable | 2 | -- | -- | -- | -- |
| Inventory | 2 | -- | -- | -- | -- |
| Other current assets | - | -- | - | -- | -- |
| Total current assets | 7 | -- | -- | -- | -- |
| fixed assets | 35 | -- | - | -- |  |
| Less: Accum. dep, on fixed assets Other assets | 14 | -- | -- | -- | -- |
| Total assets | 29 | -- | -- | -- | -- |
| Liabilities and equity |  |  |  |  |  |
| Other current liabilities | 6 | -- | -- | -- | -- |
| Total current liabilities | 7 | -- | -- | -- | -- |
| Mortgages payable | 31 | -- | -- | -- | -- |
| Long term debt | 4 | -- | -- | -- | -- |
| Other lisbilitios | - | =- | -- | -- | -- |
| Totsl lisbilities | 43 | -- | -- | -- | -- |
| Total equity | -14 | -- | -- | -- | -- |

111 These estimetes are based on a sample of businesses reporing 581 es between $\$ 90,000$ and $\$ 2,000,000$.
5ee Table i for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Residential Renovation Contractors (SIC 4013)


(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in fable 2 .
(2) These estimates are based on sample of businesses reporting seles beiween $\$ 10.000$ and $\$ 2.000 .000$

See Table i for symbols and notes

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities
2. Leverage ratios:
a) Debi/equity = total liabilities / equity
b) Debt ratio = totalliabilities/fotal assets.
c) Inierest coverage = net profit + interest expense / interest expense

TABLE 4. Statement of changes in financlal position for incorporated businesses only, 1986
Manitoba, Residential Renovetion Contractors (SIC 4013)

|  | Total(1) | Bottom 25\% | Lowe r middle $25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left\{\begin{array}{l} 5 \\ 11 \end{array}\right\}$ | -- | -- | -- | -- |
|  |  |  | Average (\$000 |  |  |
| Operating activities Cash from operations Depreciation Dther | $\begin{array}{r} -7 \\ 2 \\ -19 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r} -2 \\ 23 \end{array}$ | - - - | -- | -- | -- -- -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | $\begin{array}{r} 5 \\ -3 \end{array}$ | - <br> - <br> - <br> - <br> -- <br> - | - <br> - <br> $=-$ <br> - <br> - | -- - -- -- -- -- | -- -- -- -- -- |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | $\begin{gathered} -1 \\ 15 \\ 14 \end{gathered}$ | -- | -- | -- | -- |

(1) These estimates are based on sample of incorporatad businasses reporting sales beiween $\$ 10,000$ and $\$ 2,000,000$. Sample count includes only those businesses eporting e siatement of changes.
See fable 1 for symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Manitoba, Residential RenovatIon Contractors (SIC 4013)

| Business size expressed in average labour units(1) | Number of businesses |  | Average labour units(l) | Changes in number of businesses with paid amployees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting (2) | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 85 | 4.101 | 206 | 18 | 26 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 83 2 - - | $x$ X - - | $\begin{array}{r}177 \\ 29 \\ - \\ \hline\end{array}$ | $\begin{array}{r} 16 \\ 2 \\ \hline \end{array}$ | 25 1 - - |
| 1986 |  |  |  |  |  |
| Total | 191 | 8.546 | 359 | 68 | $\cdots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 188 3 - - | $\begin{array}{r}7.203 \\ 1.343 \\ \hline\end{array}$ | $\begin{array}{r}303 \\ 56 \\ \hline\end{array}$ | $6 ?$ $?$ - | $\cdots$ $\cdots$ $\cdots$ |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survay of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An everage labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the canede level. Thus if business hes at lest 500 employees in Canade as o whole but lass then thet number in any given province it is shown in the 500 and over group
12) Refers to businesses reporting no payroll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly peporiing" and "no longer reporting" businesses are assumed qo have been in activity for six months and the information is adjusted eccordingly.

See rable 1 for symbols and notes.

TAELE 6. Selected operating characteristics of small businesses by sales quarti1e. 1984-1986
Manitoba, Residential Renovation Contractors (SIC 4013)

|  | Totallii | Bottom 25\% | Lower <br> middle $25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 66 \\ 75.044 \\ 6 B, 125 \\ 8.919 \end{array}$ | $\begin{array}{r} 15,778 \\ 14,121 \\ 1.657 \end{array}$ | $\begin{array}{r} 28,542 \\ 20.195 \\ 8.347 \end{array}$ | $\begin{aligned} & 66.098 \\ & 51.523 \\ & 14.575 \end{aligned}$ | $\begin{array}{r} 189.759 \\ 178.659 \\ 11.100 \end{array}$ |
| Businesses reporting a profit (No.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 56 \\ 77,960 \\ 66,717 \\ 11,243 \end{array}$ | $\begin{array}{r} 14.803 \\ 9.635 \\ 5.168 \end{array}$ | $\begin{array}{r} 28,255 \\ 18.549 \\ 8.706 \end{array}$ | $\begin{aligned} & 65.843 \\ & 48.844 \\ & 16.998 \end{aligned}$ | $\begin{array}{r} 202.937 \\ 188.840 \\ 14.097 \end{array}$ |
| ```Businesses reporting a loss (No.) Average sales $ Average expense $ Average net lass $``` | $\begin{array}{r} 10 \\ 62.624 \\ 68.714 \\ -6.090 \end{array}$ | $\begin{aligned} & 17.406 \\ & 21.609 \\ & -4.203 \end{aligned}$ | $\begin{aligned} & 42.437 \\ & 51.437 \\ & -9.000 \end{aligned}$ | $\begin{aligned} & 68.356 \\ & 75.276 \\ & -6.920 \end{aligned}$ | $\begin{array}{r} 122.297 \\ 126.534 \\ -4.237 \end{array}$ |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 69 \\ 98,499 \\ 91,813 \\ 6,686 \end{array}$ | $\begin{array}{r} 14.882 \\ 7.822 \\ 7.060 \end{array}$ | $\begin{array}{r} 33,764 \\ 27,220 \\ 6,544 \end{array}$ | $\begin{array}{r} 86.751 \\ 81.173 \\ 5.578 \end{array}$ | $\begin{array}{r} 258.600 \\ 251.035 \\ 7.565 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ```Businesses reporting a profit (No.) Average sales $ Average expense $ Average net profit $``` | $\begin{array}{r} 58 \\ 100.124 \\ 91.457 \\ 8.667 \end{array}$ | $\begin{array}{r} 15.274 \\ 5.844 \\ 9.430 \end{array}$ | $\begin{array}{r} 33.380 \\ 24.818 \\ 8.562 \end{array}$ | $\begin{array}{r} 86,402 \\ 80,576 \\ 5,826 \end{array}$ | $\begin{array}{r} 285.439 \\ 254.589 \\ 10.850 \end{array}$ |
| ```Businesses reporting a loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 11 \\ 91,390 \\ 95,558 \\ -4,168 \end{array}$ | $\begin{aligned} & 13.467 \\ & 14,968 \\ & -1,501 \end{aligned}$ | $\begin{aligned} & 35,860 \\ & 39,067 \\ & -3,407 \end{aligned}$ | $\begin{aligned} & 96.000 \\ & 97.000 \\ & -1.000 \end{aligned}$ | $\begin{array}{r} 220.432 \\ 231.198 \\ -10.766 \end{array}$ |
|  |  |  | 1986 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 130 \\ 73.892 \\ 65.368 \\ 8.524 \end{array}$ | $\begin{array}{r} 18.660 \\ 11.014 \\ 7.646 \end{array}$ | $\begin{aligned} & 36.374 \\ & 23.225 \\ & 13.149 \end{aligned}$ | $\begin{array}{r} 59.257 \\ 53.134 \\ 6.123 \end{array}$ | $\begin{array}{r} 181.276 \\ 174.098 \\ 7.178 \end{array}$ |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 102 \\ 87.915 \\ 74,608 \\ 13.307 \end{array}$ | $\begin{array}{r} 18.707 \\ 10.075 \\ 8.632 \end{array}$ | $\begin{aligned} & 35,777 \\ & 21,149 \\ & 14,628 \end{aligned}$ | $\begin{aligned} & 56.338 \\ & 42.297 \\ & 14.041 \end{aligned}$ | $\begin{array}{r} 240.838 \\ 224.912 \\ 15.926 \end{array}$ |
| Businesses reporting a loss (Mo.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 28 \\ 57,277 \\ 59,288 \\ -2.011 \end{array}$ | $\begin{aligned} & 18.226 \\ & 19.624 \\ & -1.398 \end{aligned}$ | $\begin{aligned} & 42,315 \\ & 43,902 \\ & -1,587 \end{aligned}$ | $\begin{aligned} & 61.979 \\ & 63.242 \\ & -1.263 \end{aligned}$ | $\begin{array}{r} 106.589 \\ 110.383 \\ -3.794 \end{array}$ |

(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
Manitoba, Excavating and Grading Contractors (SIC 4214)


## Symbola

zero or no observations
too small too be expressed
not applicable
confidential

## Footnotes

11 These estimates are based on a sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$.
2) Value in each cell Total weighted axpenditupe on a given item
2) Value in each cell $=\overline{\text { Totel weighted sales of ell businesses in the sample }} \times 100$ for each quartile.
(3) Value In each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }} \times$ for ench quertile

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

## Notes

Data are shown by quarilies when at least 13 of the sampled businesses report the specific item
Records were ranked in escending order according to seles size. Eech quertile li.e. Dottom 25\%, lower niddle 25\%, etc.l represents one quarter of the total number of businesses. Within asch quartile. the average ratio is presented. For comparison purposas. the high and low values of sales are shown

## How to use the tables

H| Locate the appropriate sales range that is displayed on the twa lines entitled "Low sales value" and "High sales value".
121 The selected range will indicate the proper quartile, i.e. the bottom $25 \%$. the lower midde $25 \%$, the upper midole $25 \%$ or the top $25 \%$.
131 Date pertaining 10 the selected sales size range will be in that quertile

## Stenderd Industriml Clessificerion Definition ISIC 1980):

SiC 4214 - Excevating end Greding Contractors
Bus inesses primerily engaged in construction site excavating and grading

TABLE 2. Balance sheet profile for 1986
Manitoba, Excavating and Grading Contractors (SIC 4214)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 48 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- |  | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other curfent assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 11 \\ 5 \\ 1 \\ 1 \\ 18 \\ 75 \\ 38 \\ \hline \end{array}$ | -- | -- | -- -- -- -- -- -- | - - - - - - -- |
| Total assets | 55 | -- | -- | -- | -- |
| Liabilities and equity <br> Curtent loans <br> Other current liabilities <br> Total current liabililies <br> Mortgages payable <br> Long term debt <br> Other liabilities | 6 14 20 1 21 1 | -- -- - -- | -- -- - -- |  | -- <br> -- <br> - <br> - |
| Total liabilities Total equity | $\begin{array}{r} 43 \\ 12 \end{array}$ | -- | -- | -- | -- |

(1) These estinates are based on 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
Manitoba, Excavating and Grading Contractors (SIC 4214)

|  | Total(2) | Bottom $25 \%$ | Lower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\left.\begin{array}{c} 31 \\ (19 \\ 19 \end{array}\right)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | 1.4 | -- | -- | -- | -- |
| ```Leverage ratios Debt/equity ratio (times) lnterest coverage ratio (times) Debt patio (times)``` | $\begin{array}{r} 145.5 \\ 13.6 \\ 0.9 \end{array}$ | -- | -- | -- | -- |

Il the fatios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in lable 2
121 These estimbtes are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000,000$.
Sae lacle 1 for symbols and notes

## Definitions:

1. Liquidity ratio:

Current = current assets / curtent liabilities.
2. Leverage ratios:

```
a) Debi/equity = total liabilities / equity
b) Debi fatio = total liabilities/ total assets
c) Inqerest coverage = net profit * interest expense/ interest expense
```

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

|  | Total (1) | Bottom 25\% | Lower middle 25\% | Upoer <br> middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value (\$000's) | $\begin{aligned} & 19 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | Average (\$000 |  |  |
| Operating activlties Cash from operations Depreciation Other | 12 23 -4 | -- | -- | -- | -- |
| Olvidends | -1 | -- | -- | - | -- |
| Investment ectivities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r}18 \\ -57 \\ \hline\end{array}$ | -- | -- <br> -- <br> - | -- - - | -- |
| Financing activities <br> lncrease in long term debt Repayment of long term debt Loans from shareholders Repayment of loans from shareholders Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 25 \\ -15 \\ 8 \\ -3 \\ 3 \\ - \\ -4 \end{array}$ | - - - - - - - | =- $=-$ $=-$ $=-$ $=-$ | $-=$ - -- -- -- -- | -- -- -- -- -- |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash 8 equivalents - End of the year | 5 8 13 | -- | -- | -- | -- |

ill inese estimates re besed on a $\$$ ample of incorporaqed businesses raporting sales between $\$ 10.000$ end $\$ 2,000$. 000 . Sample count includes
only those Dusinesses reporting a statement of changes.
see fable for symbols and notes

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

(1) average iabour units are calculated by dividing total payroll by the average annual wage and salary rate as raported in the Survey of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a full-time employme. Note that the business size groups used are determined at the canede level. Thus if abusiness hes at least 500 emplayees in Canada os owhole but less then thei number in any given province it is shown in the 500 and over group
121 Refers to businesses reporting no payroll deductions in the previous year.
131 Refers to businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumad 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 quartlle. 1984-1986
Manitoba, Excavating and Grading Contractors (SIC 4214)

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uppe: } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { To: } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 111 \\ 72.678 \\ 64.199 \\ 8.479 \end{array}$ | $\begin{array}{r} 15.612 \\ 17.570 \\ -1.958 \end{array}$ | $\begin{array}{r} 28.757 \\ 24.684 \\ 4.073 \end{array}$ | $\begin{aligned} & 52.704 \\ & 41.183 \\ & 11.521 \end{aligned}$ | $\begin{array}{r} 193.640 \\ 173.357 \\ 20.283 \end{array}$ |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 89 \\ 71.754 \\ 58.871 \\ 12.883 \end{array}$ | $\begin{array}{r} 15.451 \\ 11.332 \\ 4,119 \end{array}$ | $\begin{array}{r} 28.621 \\ 21.099 \\ 7.522 \end{array}$ | $\begin{aligned} & 52.326 \\ & 38.253 \\ & 14.073 \end{aligned}$ | $\begin{array}{r} 190.619 \\ 164.801 \\ 25.818 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 22 \\ 78.012 \\ 89.190 \\ -19.178 \end{array}$ | $\begin{array}{r} 15.871 \\ 27.579 \\ -19.708 \end{array}$ | $\begin{array}{r} 29.374 \\ 40.895 \\ -11.521 \end{array}$ | $\begin{array}{r} 55.913 \\ 66.074 \\ -10.161 \end{array}$ | $\begin{aligned} & 210.891 \\ & 222.210 \\ & -11.319 \end{aligned}$ |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 121 \\ 114.826 \\ 101.655 \\ 13.171 \end{array}$ | $\begin{array}{r} 24.728 \\ 20.336 \\ 4.392 \end{array}$ | $\begin{array}{r} 42.837 \\ 36.575 \\ 6.262 \end{array}$ | $\begin{aligned} & 68.015 \\ & 56.073 \\ & 11.942 \end{aligned}$ | $\begin{array}{r} 323.725 \\ 293.634 \\ 30.091 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a proflt (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 103 \\ 115.002 \\ 98.310 \\ 16.692 \end{array}$ | $\begin{array}{r} 24,782 \\ 19.492 \\ 5.290 \end{array}$ | $\begin{array}{r} 43.209 \\ 35.496 \\ 7.713 \end{array}$ | $\begin{aligned} & 70.765 \\ & 49.642 \\ & 21.123 \end{aligned}$ | $\begin{array}{r} 321.25: \\ 288.6 \\ 32.64 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 18 \\ 129.240 \\ 125.119 \\ -3.879 \end{array}$ | $\begin{aligned} & 24,129 \\ & 29,783 \\ & -5,654 \end{aligned}$ | $\begin{array}{r} 40.656 \\ 42.902 \\ -2.246 \end{array}$ | $\begin{aligned} & 63.364 \\ & 66.953 \\ & -3.589 \end{aligned}$ | $\begin{array}{r} 356.810 \\ 360.839 \\ -4.029 \end{array}$ |

1986

| Number of observations in sample | 157 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ | 116.346 | 15.667 | 54.829 | 126.862 | 268.027 |
| Average expense \$ | 106.850 | 12.628 | 46.911 | 110.956 | 256.904 |
| Average net profit (loss) \$ | 9.496 | 3.039 | 7.918 | 15.906 | 11.123 |
| Businesses reporting a profit (No.) | 122 |  |  |  |  |
| Average sales \$ | 111,401 | 16,055 | 58,710 | 126.309 | 244.529 |
| Average expense \$ | 99.259 | 12.524 | 46,860 | 109.273 | 228.380 |
| Average net profit \$ | 12.142 | 3,531 | 11,850 | 17,036 | 16.149 |
| Businesses reporting loss (No.) | 35 |  |  |  |  |
| Average sales \$ | 144.331 | 12,432 | 44.783 | 135,179 | 384.931 |
| Average expense \$ | 148.910 | 13.499 | 47.041 | 136.290 | 398.810 |
| Average net loss \$ | -4.579 | -1.067 | -2.258 | -1.111 | -13,879 |

[^1]TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Landscape Contractors (SIC 4219)


Symbols
zero or no observations
100 smal! 100 be expressed
not applicable
contidential

## footnotes

1) These estimates are based on a semple of businesses peporting sales between \$10.000 and \$2,000.000
2) Welue in each cell= Total weighted expenditure on given item

21 Value in each cell $=\frac{\text { Total weighted sales of all businesses in the sample }}{} \times 100$ for each quartile
(3) Value in each cell

Total weighted expenditure on given item
Total weighted sales of businesses peporting this item of expenditure for gach quartile
Thisportion of the sable pertains only to the businesses reporting the specific expense item. Therefore these ratios ara calculated individually end the rozal will not necessarily equal $100 \%$

## Notes

Data ara shown by Quartiles when at least 13 of the samplod businesses roport the specific item
Records were tanked in ascending order according to sales size. Each quartile li.e. botiom 25\%, lower middle 25\%, elc. ropresents one querter 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 tebles
111 Locate the appropriate sales range thet is displayed on the qwo ines entitled "low sales value" and migh sales value".
(2) The selected range will indicate the proper quartile, i.e. the bottom $25 \%$. the lower middle $25 \%$. the upper midde $25 \%$ or the top $25 \%$.
|3| Data pertaining to the selected sales size range will be in that quartile.

Stenderd Industrix! Classificetion Definition (SIC 1980):
SIC 4218 - Landscape Contrectors
Businesses primar ily engaged in site work involving the purchese end installation of nursery stock and sod.

TABLE 2. Balance sheet profile for 1986
Manitoba, Landscape Contractors (SIC 4219)

|  | Tota 1: 13 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & 50 \% \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 16 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 2 \\ 3 \\ 1 \\ - \\ 6 \\ 17 \\ 7 \\ 1 \end{array}$ | - - - - - - - | -- -- -- -- -- | - - - - - - - | - <br> - <br> - <br> - <br> - <br> - <br> - |
| Total sssets | 18 | -- | -- | -- | -- |
| Liabilities and eauity <br> Current loans <br> Other current liabilities Total current \|iabilities Mortgages payable Long term debt <br> Other liabilities | 3 4 7 2 6 - | -- -- -- -- | -- -- - -- | -- <br> - <br> - | - <br> - <br> - <br> - |
| Tatal liabilitios Tatal equity | 15 3 | -- | -- | -- | -- |

(1) These estimetes are based on a $\$$ ample 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
Manitoba, Landscape Contractors (SIC 4219)

|  | Total 12 ) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Uppe: $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ} \mathrm{s}$ ) Migh salas value ( $\$ 000$ 's) | $(1\}^{9}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.4 | -- | -- | -- | -- |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} -4.4 \\ 2.4 \\ 0.8 \end{array}$ | -- | -- | -- | -- |

Ifl The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in lable 2 .
(2) Thase estimates are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$.

See trble 1 for symbols and notes

Definitions:

1. Liquidity ratio:

Current = current assets / curtent liabilities.
2. Leverage ratios:
al Debi/equipy = qotel liabilities / equity.
b) Debtratio = lotal liabilities/total assets
c) Interest coverage $=$ net profis + interest expense $/$ interest expense

TABLE 4. Statement of changes in fimancial position for incorporated businesses only. 1986
Manitoba, Landscape Contractors (SIC 4219)

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle 25\% } \end{aligned}$ | Upper middie 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left.(1)^{4}\right)$ |  | -- | -- |  |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities Cash from operations Depreciation Dther | $\begin{aligned} & -7 \\ & 12 \\ & -6 \end{aligned}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets Purchase of fixed assets Incroase in investment Decrease in investment | $\begin{array}{r} 18 \\ -47 \\ \hline \end{array}$ | -- -- -- | -- | -- - $=-$ | -- -- -- |
| 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 | $\begin{array}{r} 21 \\ -12 \\ 9 \\ -2 \\ \hline \end{array}$ | -- -- -- -- -- | -- -- -- -- -- | -- -- -- -- -- | -- - - - - - - |
| Increase(decrease) in cash 8 equivalents Cash \& equivalents-Beginning of the rear Cash \& equivalents - End of the year | $\begin{array}{r} -14 \\ -6 \\ -20 \end{array}$ | -- | -- | -- | -- |

:11 These estimetes are basad on a sample of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000$, 000 . Sample count includes only those businesses reporting o statement of changes.
see table 1 for symols and notes.

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC ciassification in 1986 Manitoba. Landscape Contractors (SIC 4219)


11 Average lebour units are calculbted by dividing total payoll by the average annual wage and salary rate as reported in the Surver of Employment. Payroll and Hours. Stbitstics Canada, Catalague 92-002. An aver age labour unit could be interpreted as b full-time angloyee Mote thet the business size groups used are determined at the Cansda level. Thus if a business has at leas? 500 employes in Cenada as a whole but less than that number in any given province it is shown in the 500 and over group
121 Refers to businesses reporting no payrolt 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 hove been in activity for slx months ond the information is adjusted accordingly

See iable 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1984-1986
Manitoba, Landscape Contractors (SIC 4219)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | Uppe middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample | 31 |  |  |  |  |
| Average sales \$ | 91.905 | -- | -- | -- |  |
| Average expense \$ | 84,447 | - | -. | . |  |
| Average net profit (lass) \$ | 7.458 | -- | -- | -- | -- |
| Businesses reporting profit (Mo.) |  |  |  |  |  |
|  <br> Averoge expense \$ | 84.886 74.019 | -- | -- |  | .- |
|  | 74.019 10.867 | -- | -- | -- | -- |
| Businesses reporting lass (Ma.) |  |  |  |  |  |
| Average sales \$ | 144.832 153.957 | -- |  | -- | -- |
| Average expense \$ Average net loss \$ | 153.957 -9.125 | -- | -- | -- | -- |

1985

| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net prafit (lass) \$ | $\begin{array}{r} 36 \\ 68,408 \\ 62,248 \\ 6,160 \end{array}$ |  | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 32 \\ 65.641 \\ 55.378 \\ 10.263 \end{array}$ |  | -- | -- | -- |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net lass \$ | $\begin{array}{r} 133.608 \\ 142.591 \\ -8.983 \end{array}$ | -- | -- | -- | -- |

1986

| Number of observations in sample | 46 |
| :---: | :---: |
| Average sales \$ | 116.880 |
| Average expense \$ | 104,907 |
| Average net profit (loss) \$ | 11.973 |
| Businesses reporting a profit (No.) | 37 |
| Average sales $\$$ | 118.865 |
| Average expense \$ | 105.615 |
| Average net profit \$ | 3.450 |
| Businesses reporting loss (No.) | 9 |
| Average sales \$ | 100.455 |
| Average expense \$ | 104,815 |
| Average net lass \$ | -4.360 |

(1) These estimates are based on a sample of businesses repoiting sales between $\$ 10.000$ and $\$ 2.000,000$.

See Table ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Masonry Contractors (SIC 4231)


## Sywbols

zero or no observations
-. too small 200 be expressed
not applicable
$\times$ confidentisl

## Footnotes

1) These estimates ere besed on a sample of businesses reporting seles between $\$ 10,000$ and $\$ 2,000,000$.
(2) Volue in each cell $=\frac{\text { Total weighted expendisure on given isem }}{\text { Total weighted sales of all businesses in the sample }} \times 100$ for each quartile
(3) Value in each cell =

Total weighted expenditupe on a given item
31 Value in each cell $=$ fotal weighted sales of businesses reporting this item of expenditure for for quartite
This portion of the table pertains only to the businesses reporting the specific expense fiem. Therefore these ratios are calculated individually and the cotal will not necessarily equal 100\%.

## Notes

Daia are shown by qubrtiles whan leas? 13 of the sampled busimesses report the spacific item
Records were ranked in ascending order according to sales size. Each quariile (i. e. bottom 25\%, lower middle 25\%, etc.l 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
11 Locate the appropriate salos range that is displayed on the two lines entit led "Low sales velue" and migh salas valuem
(21 The selected range will indicate the proper quartile, i. e. the bottom $25 \%$, the lower midde $25 \%$. the upper midde $25 \%$ or the top $25 \%$.
(3) Daze pertaining to the selected seles size range will be in that quartile.

Standerd Industrisl CIsssificetion Definition (SIC 1980):
S1C 4231 - Masonry Contractors
Businesses primarily engaged in conventional or specialty masonry work. except interior marble work. Instaltation of architectural stone. blocklaying, brick or stone lining (chimney. kiln, boiler, eic.) bricklaying, installetion of granite (exterior workl, installation of marble lexterior workl. masonry work, installation of ornamental stone, pointing masonpy. installation of slate lexterior work). stone cu:fing and setting and installation of veneer facing stone or brick

TABLE 2. Balance sheet profile for 1986
Manitoba, Masonry Contractors (SIC 4231)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 17 \\ (1) \\ 1 \end{array}\right\}$ |  |  |  | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 6 | -- | -- | -- | -- |
| Accounts and notes receivable | 44 | -- | -- | -- | -- |
| Inventory | \% | -- | -- | -- | -- |
| Other current assets | - | -- | -- | -- | -- |
| Total current assets | 53 | -- | -- | -- | -- |
| Fixed assets | 23 | -- | -- | -- | -- |
| Less: Accum. dep. on lixed assets | 16 | -- | -- | -- | -- |
| Other assets | 1 | -- | -- | -- | -- |
| Total assets | 60 | -- | -- | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Current loans | 35 | -- | -- | - | -- |
| Total current liabilities | 56 | -- | -- | -- | -- |
| Mortgages payable | - | - | -- | -- | - |
| Long term debt. | 8 | -- | -- | -- | -- |
| Other liabilities | - | -- | -- | -- | -- |
| Total liabilities | 63 | -- | -- | -- | -- |
| Total equity | -3 | -- | -- | -- | -- |

111 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
Manitoba. Masonry Contractors (SIC 4231)

|  | Total(2) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lowe r middle 25\% | Upper middie 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( 8000 's) <br> High sales value $\left(\$ 000^{\circ} \mathrm{s}\right)$ | $\begin{aligned} & 13 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{array}{r} 9.5 \\ 183.7 \\ 1.0 \end{array}$ | -- | -- | -- | -- |

[^2](2) These estimates ape 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 retio:

Current $=$ cuprent essets / current liabilities

## 2. Leverage retios:

a) Debt/equity $=$ qutal liabilities / equity
b) Debt retio = sotal liabilities / total assets
c) Interest coverage $=$ net profit . interest expense / inierest expense.

TABLE 4. Statement of changes in financial position for incorporated bustnesses only. 1986
Manitoba, Masonry Contractors (Sic 4231)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> midde 25\% | Uppef middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $(\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 1 \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operating activities Cash fiom operations Depreciation Other | 1 5 9 | -- | $\ldots$ | -- | -- |
| Dividends | - | -- | -- | -- | - - |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> lincrease in investment <br> Decrease in investmem? | -8 | -- | -- | -- | -- |
| Financing activitios <br> increase in long term debt Repaymen? of long term debt Loans from shareholders Repayment of loans from shareholders Advances \& loans from government Increase in equity Decrease in equity Other | $\begin{array}{r} 4 \\ -2 \\ 11 \\ -13 \\ \hline \end{array}$ | - - - - - - -- -- | -- | $-=$ -- $-\infty$ $=-$ $=-$ | $=-$ $-\infty$ $-\infty$ $=-$ $=-$ $=-$ |
| Increase (decrease) in cash \& equivalents Cash © equivelents-Beginning of the year Cash \& equivalents - End of the year | 8 -16 -8 | -- | -- | -- | -- |

:11 These estimetes ere based on a sample of incorporsted businesses reporting sates 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 ciassification in 1986
Manitoba, Masonry Contractors (SIC 4231)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 0000^{\prime} 5\right) \end{array}$ | Average labour units(1) | Changes in number of Dusinesses with daid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 64 | 5.558 | 242 | 9 | 15 |
| less than 20 $20-99$ | 51 3 | 3.215 2.343 | $\begin{array}{r} 140 \\ 102 \end{array}$ | 9 | $\stackrel{15}{-}$ |
| $100-499$ <br> 500 and ove: | - | - | - | - | - |
| 1986 |  |  |  |  |  |
| Totel | 97 | 11.226 | 462 | 22 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | 89 $?$ 1 | $\begin{array}{r} 5.318 \\ k \\ x \end{array}$ | 219 239 12 | 20 2 - | $\ldots$ |
| 500 and over | - | - | - | - | . $\cdot$ |

11) Average labour units are celculated by dividing total payfoll by the average annuai wage and saiary rate as reported in the

Surver of Employment, Payroll and Hours, Statistics Canada. Catalogue 72-002. An average iabour unit could be interpered as a
full-time employee Note thet the business size groups used are determined at the Canada level. Thus it a business has at laast 500 employaes 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 essumed to hove 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 Manitoba, Masonry Contractors (SIC 4231)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upder middle 25\% | $\begin{aligned} & T 0 \% \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| ```Number of observations in sample Average sales $ Average expense $ Average net profit (loss) $``` | $\begin{array}{r} 56 \\ 131.994 \\ 118.908 \\ 13.086 \end{array}$ | $\begin{array}{r} 14.623 \\ 7.197 \\ 7.426 \end{array}$ | $\begin{aligned} & 36.135 \\ & 23.859 \\ & 12.276 \end{aligned}$ | $\begin{aligned} & 71.387 \\ & 57.781 \\ & 13.606 \end{aligned}$ | $\begin{array}{r} 405.832 \\ 386.796 \\ 19.036 \end{array}$ |
| Businesses reporting a profit (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 52 \\ 138.282 \\ 123.453 \\ 14.829 \end{array}$ | $\begin{array}{r} 14.623 \\ 7.197 \\ 7.426 \end{array}$ | $\begin{aligned} & 36.135 \\ & 23,859 \\ & 12.276 \end{aligned}$ | $\begin{aligned} & 70.905 \\ & 54.845 \\ & 16.090 \end{aligned}$ | $\begin{array}{r} 431.465 \\ 407.939 \\ 23.526 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 146.388 \\ 164.627 \\ -18.239 \end{array}$ | - | - | $\begin{array}{r} 78.295 \\ 100.295 \\ -22.000 \end{array}$ | $\begin{aligned} & 214.481 \\ & 228.959 \\ & -14.478 \end{aligned}$ |


| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 57 \\ 107.913 \\ 98.565 \\ 9.348 \end{array}$ | $\begin{array}{r} 14.812 \\ 14.321 \\ 491 \end{array}$ | $\begin{array}{r} 33,998 \\ 24,809 \\ 9,189 \end{array}$ | $\begin{aligned} & 82,748 \\ & 69,369 \\ & 13,379 \end{aligned}$ | $\begin{array}{r} 300.093 \\ 285.760 \\ 14.333 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 52 \\ 104.642 \\ 92.465 \\ 12.177 \end{array}$ | $\begin{array}{r} 14.812 \\ 14.321 \\ 491 \end{array}$ | $\begin{array}{r} 34,157 \\ 24,665 \\ 9.492 \end{array}$ | $\begin{aligned} & 86.129 \\ & 66.924 \\ & 19.205 \end{aligned}$ | $\begin{array}{r} 283.47 \\ 263.945 \\ 19.5 \% 3 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 5 \\ 181.338 \\ 193.581 \\ -12.243 \end{array}$ | - | $\begin{array}{r} 29.015 \\ 29.306 \\ -291 \end{array}$ | $\begin{aligned} & 71.500 \\ & 77.500 \\ & -6.000 \end{aligned}$ | $\begin{aligned} & 443.498 \\ & 473.937 \\ & -30.439 \end{aligned}$ |

1986

| Number of observations in samole <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 67 \\ 183.052 \\ 170.412 \\ 12.640 \end{array}$ | $\begin{array}{r} 20.868 \\ 5.480 \\ 15.388 \end{array}$ | $\begin{array}{r} 53.633 \\ 45.959 \\ 7.674 \end{array}$ | $\begin{array}{r} 100,446 \\ 84.507 \\ 15,939 \end{array}$ | $\begin{aligned} & 557.262 \\ & 545.702 \end{aligned}$ $11.560$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) | 56 |  |  |  |  |
| Average sales \$ | 126.859 | 20.868 | 57.355 | 97.629 | 331.582 |
| Average expense \$ | 106.892 | 5.480 | 42,926 | 76.481 | 302.682 |
| Average net profit \$ | 19.967 | 15.388 | 14.429 | 21.148 | 28.900 |
| Businesses reporting loss (No.) | 11 |  |  |  |  |
| Average sales \$ | 595.502 | - | 48.051 | 113.395 | 1.625.060 |
| Average expense \$ | 622.482 | - | 50.506 | 121.398 | 1.695.542 |
| Average net loss \$ | -26.980 | - | -2.455 | -8.003 | -70.482 |

[^3]TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba. Plumbing Contractors (SIC 4241)

|  | Total(1) |  | Bottom 25\% |  | Lower middle 25\% |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> Migh sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 62 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 1 \\ 54 \end{array}$ |  |  | $\begin{aligned} & 54 \\ & 94 \end{aligned}$ | $\begin{array}{r} 94 \\ 135 \end{array}$ |  |  | $\begin{aligned} & 135 \\ & (1) \end{aligned}$ |  |
| Selacted expense item | Industry average(2) |  |  |  |  | \% businesses peporting | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | Upper midole 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of soles |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 46.4 | 16.0 | 51.1 | 58.8 | 54.8 | 81.4 | 57.0 | 55.8 | 56.4 | 58.8 | 54.8 |
| Occupancy expenses | 5.7 | 7.4 | 8.3 | 4.2 | 5.3 | 97.8 | 5.9 | 8.1 | 8.3 | 4.2 | 5.3 |
| Depreciation | 1.6 | 1.0 | 4.2 | 0.7 | 2.3 | 70.1 | 2.2 | 1.1 | 4.2 | 1.9 | 2.7 |
| Repairs \& maintenance | 2.7 | 3.5 | 2.5 | 2.6 | 1.9 | 95.6 | 2.8 | 3.9 | 3.0 | 2.6 | 1.9 |
| Heat. light \& telephone | 1.2 | 2.8 | 1.2 | 0.5 | 0.8 | 54.9 | 2.2 | 13.5 | 1.3 | 1.4 | 0.8 |
| Rent | 0.3 | 0.1 | 0.4 | 0.4 | 0.3 | 20.8 | 1.3 | 2.0 | 2.0 | 1.7 | 0.7 |
| Personnel expenses | 13.5 | 9.4 | 10.4 | 13.5 | 18.8 | 35.5 | 14.1 | 9.4 | 12.9 | 13.8 | 20.1 |
| Financial expenses | 2.5 | 3.0 | 9.4 | 3.0 | 1.6 | 100.0 | 2.5 | 3.0 | 1.4 |  |  |
| Interest \& bank charges | 1.0 1.5 | 1.9 1.1 | 1.0 0.5 | 0.5 2.5 | 1.0 0.6 | 90.0 98.2 | 1.1 | 2.0 1.1 | 1.3 0.5 | 0.5 2.5 | 1.0 0.6 |
| Other expenses | 14.0 | 20.2 | 14.9 | 13.1 | 8.9 | 100.0 | 14.0 | 20.2 | 14.9 | 13.1 | 8.3 |
| Profit (loss) | 17.9 | 43.9 | 13.9 | 7.4 | 10.6 | 77.8 | 23.0 | 45.1 | 13.9 | 16.4 | 10.5 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | $\cdots$ | ... | - | $\ldots$ |

## Symbols

- zero or no observations
- too smell too be expressed
... not appliceble
* confidentisl


## Footnoter

111 These estimates ape besed on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000 .000$.
21 Value in each cell $=\frac{\text { Tatal weighted axpenditure on given item }}{\text { Total weighted setes of sll businesses in the sample }} \times 100$ for each quartile
(3) Value in each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of businesses reperting this item of expenditure }} \times$ foo forh

This portion of the table pertains only to the businesses peporting tha specific expense item. fherefope these retios are calcutated individualty and the rotsl will not necessarily equal $100 \%$.

## Notes

Data are shown by quartiles when at leas: 13 of the sampled businesses report the specific item.
Records were ranked in ascenging order according to sales size. Each quertile li.e. bottom 25\%, lower middle 25\%, etc.l represents one quarter of the total number of businesses. Within each quartile. the average rasio is presented. For comparison purposes. the high end low values of sales are shown.

## How to uet the tables

(i) Locate the appropriate sales range that is displayed on the two limes entitled low sales value" and migh sales value".
(2) The selected range will indicate the proper qubrtile. i.e. the bottom 25\%, the iower midde 25\%, the upper midde 25\% or the top $25 \%$.
(3) Data pertaining so the selected sales size range will be in that quartile

## Standard industrial Clessification Definision (5IC 1980):

SIC 4241 - Plumbing Contractors
Businesses primarily engaged in the instellation end repair of primary hot and cold weter piping systems fi.e. except space heatingl such as: installation of waste and vent systems drain, installation of hot water heaters ano plumbing tanks. installation of water meters, installation of piping systems. installetion of plumbing fixtures. installation of primary hot water, installation of roof drainage systems lexc. eavestroughingl. and installation of sanitary ware.

TABLE 2. Baiance sheet profile for 1986
Manitoba, Plumbing Contractors (SIC 4241)

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{gathered} 62 \\ (1) \\ (1) \end{gathered}$ | $\begin{array}{r} 11 \\ 54 \end{array}$ | 54 94 | $\begin{array}{r} 94 \\ 135 \end{array}$ | $\begin{aligned} & 125 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 6 | 4 | 1 | 2 | 17 |
| Accounts and notes receivable | 14 | 1 | 2 | 9 | 41 |
| Inventory | 5 | - | 2 | 2 | 14 |
| Other current assets | 2 | - | - | , | 6 |
| Total current assets | 27 | 5 | 5 | 14 | 78 |
| Fixed assets | 24 | 2 | 10 | 5 | 81 |
| Less: Accum. dep. on fixed assets | 9 | 1 | 4 | 9 | 33 |
| Other assets | , | - | - | - | 2 |
| Total sssets | 42 | 6 | 11 | 18 | 128 |
| Liebilities and equity |  |  |  |  |  |
| Curfent loans | ${ }_{6}^{6}$ | 4 | 6 | 5 |  |
| Other current liabilities Total current liabilities | 13 | 6 | 3 | 11 | 47 |
| Totat current Mortgages payable | 19 | $\underline{-}$ | 2 | 1 | 1 |
| Long term debt | 8 | 1 | - | 1 | 31 |
| Dther liabilities | 1 | - | - | - | 2 |
| Total liabilities | 28 | ? | 11 | 12 | 81 |
| Total equity | 14 | -1 | - | 5 | 47 |

(1) These estimates are based on semple 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
Manitoba, Plumbing Contractors (SIC 4241)

|  | Total (2) | $\begin{array}{r} \text { Bot } 40 \mathrm{Om} \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 37 \\ & (1) \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 11 \\ 94 \end{array}$ | $\begin{aligned} & 94 \\ & 98 \end{aligned}$ | 98 202 | $\begin{aligned} & 202 \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Cusrent ratio (times) | 2.8 | 7.0 | 1.0 | 4.5 | 1.7 |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | 150.8 0.9 | $\begin{array}{r} 6.7 \\ 125.3 \\ 0.9 \end{array}$ | 1.3 | -4.3 71.0 0.9 | $\begin{array}{r} -88.9 \\ .9 \end{array}$ |

(1) The ratios represen: the average of patios for each business in the group and cannot be calculated from the figures shown in table 2
(2) These estimetes are onsed on semple businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$.

See lable 1 for symbols and notes.

Definitions:

1. biquidity ratia:

Curpant $=$ current assets / current liabilities
2. Leverage potios:
a) Debt/equity $=$ totel liabilities / equity.
b) Debr ratio $=$ totel liabilities $/$ cotal assets
c) Interest coverage $=$ nee profit + interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Manitoba, Plumbing Contractors (SIC 4241)

|  | Total(1) | Bot tom $25 \%$ | Lower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 17 \\ (1) \\ 1 \end{array}\right)$ |  | -- | -- | -- |
|  |  |  | verage < $\$ 000$ |  |  |
| Operating activities Cash from operations Depreciation 0 ©her | $\begin{array}{r} -2 \\ 7 \\ -6 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | =- |
| Investment metivities <br> Disposal of fixed assets Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | 4 -14 - | -- -- - | -- -- -- | - <br> - <br> - <br> - | -- -- -- |
| Financing activities <br> Increase in long term dabt Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 17 -5 3 -3 - | -- -- -- -- -- -- | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - <br> - | -- - - - - - |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | 1 | -- | -- | -- | -- |

111 These estimates are based on sample of incorporated businesses reporiing sales between $\$ 10.000$ and $\$ 2.000 .000$. Semple 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 ciassification in 1986
Manitobs, Plumbing Contractors (SIC 4241)

| Business size expressed in average labour units\{1) | Number of businesses | Tots $\left.\begin{array}{c}\text { payrol } \\ (\$ 000 \text { 's }\end{array}\right\}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 134 | 11,712 | 515 | 16 | 15 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 127 7 - - | $\begin{array}{r}7.386 \\ 4.326 \\ \hline\end{array}$ | 327 188 - | 16 - - | 15 - - |
| 1986 |  |  |  |  |  |
| Total | 185 | 17,266 | 713 | 24 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}176 \\ 9 \\ - \\ \hline\end{array}$ | 10.565 6.701 | $\begin{array}{r}437 \\ 276 \\ \hline\end{array}$ | 23 $\square$ - | $\cdots$ $\cdots$ $\cdots$ |

111 Average labour units are calculated by dividing total payrall by the average annual wage and salery rate as reportad in the Survey of Employment. Payrall and Hours, Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time employee Note thet the business size groups used are determined at the Canade level. Thus if obiness 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 io businesses reporting no payrol 1 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 adiusted accordingly.

See lable 1 for symbols and notes

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

|  | Total 11 ) | Bot tom $25 \%$ | Lower <br> middle 25\% | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { Tov } \\ & 255 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 166 \\ 150.356 \\ 138,012 \\ 12.344 \end{array}$ | $\begin{array}{r} 19.904 \\ 14.970 \\ 4.934 \end{array}$ | $\begin{aligned} & 49.512 \\ & 38.098 \\ & 11.414 \end{aligned}$ | $\begin{array}{r} 99.647 \\ 92.817 \\ 6.830 \end{array}$ | $\begin{array}{r} 432.361 \\ 406.161 \\ 26,200 \end{array}$ |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 142 \\ 149.309 \\ 134.517 \\ 14.792 \end{array}$ | $\begin{array}{r} 20.579 \\ 14.486 \\ 6.093 \end{array}$ | $\begin{aligned} & 50.084 \\ & 36.686 \\ & 13.398 \end{aligned}$ | $\begin{array}{r} 98.867 \\ 91.195 \\ 7.672 \end{array}$ | $\begin{array}{r} 427.706 \\ 395.700 \\ 32.006 \end{array}$ |
| ```Businesses reporting loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 24 \\ 159.363 \\ 167.410 \\ -8.047 \end{array}$ | $\begin{aligned} & 13.874 \\ & 19.293 \\ & -5.419 \end{aligned}$ | $\begin{array}{r} 45.109 \\ 48.967 \\ -3.858 \end{array}$ | $\begin{array}{r} 111.501 \\ 117.455 \\ -5.954 \end{array}$ | $\begin{aligned} & 466.967 \\ & 483.924 \\ & -16.957 \end{aligned}$ |


|  | 1985 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 158 \\ 136.078 \\ 126.056 \\ 10.022 \end{array}$ | $\begin{array}{r} 12.752 \\ 8.932 \\ 3.820 \end{array}$ | $\begin{array}{r} 29.507 \\ 19.570 \\ 9.937 \end{array}$ | $\begin{array}{r} 83.516 \\ 73.570 \\ 9.946 \end{array}$ | $\begin{array}{r} 418,536 \\ 402,153 \\ 16,383 \end{array}$ |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 137 \\ 140.296 \\ 127.038 \\ 13.258 \end{array}$ | $\begin{array}{r} 12.436 \\ 6.862 \\ 5,574 \end{array}$ | $\begin{aligned} & 29.508 \\ & 19.320 \\ & 10.188 \end{aligned}$ | $\begin{aligned} & 85.842 \\ & 72.294 \\ & 13.548 \end{aligned}$ | $\begin{array}{r} 433.399 \\ 409.675 \\ 23.724 \end{array}$ |
| ```Businesses reporting loss (Mo.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 21 \\ 121.024 \\ 125.238 \\ -4.214 \end{array}$ | $\begin{aligned} & 13.912 \\ & 16.527 \\ & -2.615 \end{aligned}$ | $\begin{aligned} & 29.452 \\ & 30.543 \\ & -1.091 \end{aligned}$ | $\begin{array}{r} 74.795 \\ 78.350 \\ -3.555 \end{array}$ | $\begin{array}{r} 365.935 \\ 375.533 \\ -9.598 \end{array}$ |

1986

| Number of observations in sample | 218 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 153.072 | 20.432 | 73,089 | 110.054 | 408,711 |
| Average expense \$ | 144.066 | 13.629 | 66.045 | 104,557 | 392.041 |
| Average net profit (loss) \$ | 9.006 | 6.811 | 7.044 | 5.497 | 16.670 |
| Businesses reporting profit (No.) | 166 |  |  |  |  |
| Average sales \$ | 158.933 | 20.035 | 72,438 | 109,027 | 434.233 |
| Average expense \$ | 144.558 | 11.497 | 62.417 | 99.494 | 404.823 |
| Average net profit \$ | 14.375 | 8.538 | 10,021 | 9.533 | 29.410 |
| Businesses reporting loss (No.) | 52 |  |  |  |  |
| Average sales \$ | 137.057 | 22,677 | 76.709 | 118.365 | 330.478 |
| Average expense \$ | 152.569 | 25.639 | 86.223 | 145.556 | 352.858 |
| Average net loss \$ | -15.512 | -2.962 | -9.514 | -27.191 | -22,380 |

[^4]TABLE 1. Selected operating ratios, in percent of sales, 1986
Manltoba, Electrical Contractors (SIC 4261)

|  | Total(1) |  | Bottom 25\% |  | Lowe middle 25\% |  | Uppermiddle 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{c} 81 \\ \{1\} \\ 11 \end{array}\right\}$ |  | $\begin{array}{r} (1) \\ 34 \end{array}$ |  | $\begin{aligned} & 34 \\ & 48 \end{aligned}$ |  | $\begin{array}{r} 48 \\ 198 \end{array}$ |  |  | $\begin{aligned} & 118 \\ & \{1\} \end{aligned}$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{array}{\|l} \text { \% busi- } \\ \text { nesses } \\ \text { reparting } \end{array}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | Lower midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower midde 25\% | $\begin{array}{r} \text { Upper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 36.6 | 34.2 | 17.7 | 52.7 | 46.5 | 77.5 | 47.2 | 34.2 | 47.5 | 54.6 | 47.9 |
| Decupency expenses | 11.6 | 42.0 | 5.7 | 6.0 | 6.0 | 100.0 | 11.6 | 42.0 | 5.7 | 6.0 | 6.0 |
| Depreciation | 4.3 | 14.7 | 3.5 | 1.3 | 1.9 | 79.1 | 5.4 | 34.4 | 3.5 | 2.5 | 1.9 |
| Repairs \& maintonance | 4.9 | 19.5 | 1.5 | 3.0 | 2.3 | 99.7 | 4.9 | 19.7 | 1.5 | 3.0 | 2. 3 |
| Heat. light \& telephone | 1.9 | 7.8 | 0.3 | 1.3 | 1.0 | 74.0 | 2.6 | 7.8 | 0.9 | 1.6 | 1.0 |
| Rent | 0.4 |  | 0.3 | 0.4 | 0.9 | 37.5 | 1.2 | 0.6 | 0.8 | 1.4 | 1.3 |
| Personnel expenses | 20.6 | 27.2 | 19.3 | 11.4 | 27.4 | 95.3 | 21.6 | 27.2 | 19.3 | 13.1 | 29.0 |
| Financial expenses | 2.9 | 4.8 | 2.5 | 2.2 | 2.8 | 98.0 | 2.8 | 4.8 | 2.5 | 2.4 | 2.8 |
| Interest \& bank charges Professional fees | 1.0 1.8 | 1.6 3.2 | 1.1 | 0.6 | 1.0 | 89.3 95.4 | 1.2 1.9 | 1.6 3.2 | 1.1 | 1.0 | 1.8 1.9 |
| Other expenses | 10.3 | 17.5 | 5.0 | 9.7 | 8.1 | 100.0 | 10.3 | 17.5 | 9.0 | 3.7 | 8.1 |
| Profit (loss) | 18.1 | $-25.6$ | 45.8 | 18.0 | 9.1 | 93.3 | 18.1 | -25.6 | 45.8 | 18.1 | 3.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | -. | $\ldots$ | -. | ... |

## Symbols

zero or no observasions
ioo smal| 200 De expressec
not applicable
$\times$ confidential

## Footnotes

(1) These estimates are based on a sample of businesses peporiing seles between $\$ 10.000$ and $\$ 2.000,000$
2) Value in each cell = lotal weighted expenditure on a given item
2) Value in each cell $=\overline{\text { Total weighted sales of all businesses in the sample }} \times 100$ for each quertile

131 value in each cell $=\frac{\text { lotal weighzed expenditure on a given itam }}{\text { Total weighted sales of businesses reporting this item of expenditure }} \times$ for ourtile
This portion of the tade pertains only 20 the businesses reporting the specific expense item. Therefore theae ratios ere calculated individuelly and the total will not necessarily equal $100 \%$.

## Notes

Data ere shown by quertilas when at least 13 of the sampled businesses report the specilic item.
Records were ranked in ascending order according 10 sales size. Each quartile fi. e. botrom 25\%, lower middle 25\%, etc.l represents one quarter of the total number of businesses. Hithin each quartile. the average ratio is presented. For comparison purposes. the high and low values of sales are shown.

How to ust the tablet
(1) Locate the appropriate sales range that is displayed on the two lines entitod "low sales value" and "high sales value"

121 The selected range will indicate the proper quartile, i.e. the bottom 25\%, the lower middle $25 \%$. the upper midde 252 or the top $25 \%$
(3) Data pertaining to the sulacted sales size range will be in that quartile.

Stendard Industrisl Classificstion Definition ISIC 1980):
SIC 4261- Electrical Contractors
Businesses primarily engaged in the installation and repeir of electrical and communication wiring systems, except zransmission and distribution lines

TABLE 2. Balance sheet profile for 1986
Manitobs, Electrical Contractors (SIC 4261)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { Tro } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 81 \\ & (1) \\ & 11 \end{aligned}$ | $\begin{array}{r} 11 \\ 34 \end{array}$ | $\begin{aligned} & 34 \\ & 48 \end{aligned}$ | $\begin{array}{r} 48 \\ 118 \end{array}$ | $\begin{aligned} & 118 \\ & (1) \end{aligned}$ |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 6 \\ 13 \\ 5 \\ 1 \\ 24 \\ 20 \\ 10 \\ 2 \end{array}$ | 1 2 -4 39 22 | 2 <br> 1 <br> 3 <br> 2 | 3 3 2 - 8 7 3 1 | $\begin{array}{r} 18 \\ 48 \\ 13 \\ 2 \\ 82 \\ 45 \\ 22 \\ 8 \end{array}$ |
| Total assets | 37 | 21 | 5 | 14 | 112 |
| Liabilities and equity <br> Current loans <br> Other current liabilities Total current liabilities Mortgages payable Long term debt <br> Other liabilities | $\begin{array}{r}8 \\ 14 \\ 21 \\ \hline 6 \\ \hline\end{array}$ | 16 3 19 19 11 | 2 | 3 2 5 | 17 47 64 - 16 2 |
| Total limbilities Total equity | $\begin{array}{r} 28 \\ 9 \end{array}$ | 30 -8 | 2 | 6 9 | $\begin{aligned} & 83 \\ & 30 \end{aligned}$ |

(1) These estimates are based on a sample of businesses reparting 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
Manitoba, Electrlcal Contractors (SIC 4261)

|  | Total(2) | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midule } 25 \% \end{array}$ | UdDer $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\left.\begin{array}{r} 56 \\ 1 \\ 1 \\ 1 \end{array}\right)$ | $\begin{array}{r} 1 \\ 75 \end{array}$ | $\begin{array}{r} 75 \\ 233 \end{array}$ | $\begin{array}{r} 233 \\ 395 \end{array}$ | $\begin{aligned} & 395 \\ & 11) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 4.2 | 15.4 | 1.4 | 0.8 | 1.6 |
| ```Levarage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} 12.8 \\ 80.4 \\ 0.9 \end{array}$ | $\begin{array}{r} -1.7 \\ 161.9 \\ 1.0 \end{array}$ | $\begin{array}{r} 32.2 \\ 120.9 \\ 0.7 \end{array}$ | $\begin{array}{r} 10.8 \\ 25.7 \\ 1.0 \end{array}$ | 3.5 24.3 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 1 able 2 .
12) 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

Deflinitions:

1. Liquidity ratio:

Current = current assets / current iiabilities.
2. Leverage ratios:
b) Debt/equity $=$ total liabilities / equity.
b) Debt ratio $=$ total liabilities / total assers.
c) interest coverage $=$ net profit - interest expense / interest expense.

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

|  | Total(1) | Bottom $25 \%$ | Lowe ! middle 25\% | Upper middle 25\% | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 37 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} (1) \\ 58 \end{array}$ | $\begin{array}{r} 58 \\ 182 \end{array}$ | $\begin{array}{r} 982 \\ 376 \end{array}$ | $\begin{aligned} & 376 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Dperating activities Cash from operations Depreciation Other | 18 12 -11 | 19 4 -34 | 16 4 -13 | 7 5 -8 | 29 35 10 |
| Dividends | $-1$ | - | -1 | - | $-2$ |
| Investment activities $\mathrm{sech}^{\text {a }}$ |  |  |  |  |  |
| Disposal of fixed assets | - 5 | -6 | -9 | - | 7 -35 |
| Purchase of fixed assats | -17 | -6 | -19 | -8 | -35 |
| Increase in investment | - | - | - | - | - |
| Decrease in investment | - | - | - | - | * |
|  |  |  |  |  |  |
| Increase in long term debt | 8 -5 | 20 -1 | 3 | 8 -3 | -17 |
| Repayment of long term debt Loans from shareholders | - 7 | -1 | 23 | -3 2 | -17 2 |
| Repayment of loans from shareholders | -8 | $-12$ | -3 | -6 | -12 |
| Advances \& loans from government | - | - | - | - | - |
| Increase in equity | - | - | - | - | - |
| Decrease in equity |  | - | - | - | - |
| Other | - | - | -2 | - | - |
| Increase(decrasate) in cash s equivalents | 8 | $\overline{7}$ | 18 | -3 | 16 |
| Cash 8 equivalents-Beginning of the year | 2 | 7 | 4 | 8 | -11 |
| Cash \& equivalents - End of the year | 9 | 8 | 22 | 5 | 5 |

11) These estimates are besed on sample of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Semple count inctudes only thase businesses reporting a statement of changes.
see iable 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC ciassification in ig86
Manitoba, Electrical Coneractors (SIC 4261)

|  |  |  |  | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payrol) } \\ \left(\$ 000^{\prime} s\right) \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { redorting }(2) \end{array}$ | No longer reporting(3) |


| 1983 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total | 444 | 43.276 | 1.902 | 49 | 53 |
| less than 20 | 420 | 24.001 | 1.062 | 46 | 50 |
| 20-99 | 14 | 9.456 | 412 | 1 | 1 |
| 100-499 | 4 | . 386 | 17 | 2 | 1 |
| 500 and over | 6 | 9.433 | 411 | 2 | 1 |
| 1986 |  |  |  |  |  |
| Total | 535 | 69.588 | 2.905 | 62 | . . |
|  | 494 | 33.706 | 1.396 | 55 | . . |
| 20-99 | 29 | 21.078 | 898 | 4 | . . |
| 100-499 | 6 | 1.220 | 51 | 3 | . . |
| 500 and over | 6 | 13.584 | 560 | - | . . |

11 Average labour units are calculated by dividing total payroll by the average annum wage and salary fate as roported in the
Survey of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a full-pime employee. Note that the businass size groups used are determined at the Canada level. Thus if business has at leas? 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over gioup
(2) Refers to businesses reporting no paypoll deductions in the previous year

131 Refers to businesses reporting no payroll deductions in the following year
"Newly peporting" and "no longer reporting" businesses are assumed to heve 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
Manltoba, Electrical Contractors (SIC 4261)

|  | Total!1! | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Tor } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 246 \\ 146.916 \\ 135.851 \\ 11.065 \end{array}$ | $\begin{array}{r} 14.279 \\ 8.944 \\ 5.335 \end{array}$ | $\begin{array}{r} 33.977 \\ 26,761 \\ 7.216 \end{array}$ | $\begin{array}{r} 99.311 \\ 89.828 \\ 9.483 \end{array}$ | $\begin{aligned} & 440.095 \\ & 417.871 \\ & 22.224 \end{aligned}$ |
| Businesses reporting a profit (No.) <br> Average sales $\$$ <br> Averape expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 201 \\ 145,051 \\ 127.752 \\ 17,299 \end{array}$ | $\begin{array}{r} 14.719 \\ 6.276 \\ 8.443 \end{array}$ | $\begin{array}{r} 34,957 \\ 25,177 \\ 9,780 \end{array}$ | $\begin{aligned} & 96.853 \\ & 80.704 \\ & 16.149 \end{aligned}$ | $\begin{array}{r} 433.676 \\ 398.852 \\ 34.824 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 45 \\ 151.373 \\ 157.262 \\ -5.889 \end{array}$ | $\begin{aligned} & 13.051 \\ & 16.390 \\ & -3.339 \end{aligned}$ | $\begin{aligned} & 29.998 \\ & 33.190 \\ & -3.192 \end{aligned}$ | $\begin{array}{r} 103.991 \\ 107.198 \\ -3.207 \end{array}$ | $\begin{array}{r} 458.453 \\ 472.268 \\ -13.815 \end{array}$ |

1985

| Number of observations in sample | 228 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 165,779 | 26,318 | 63,069 | 150.820 | 422.910 |
| Average expense \$ | 154,177 | 22,671 | 49,929 | 137,976 | 406.131 |
| Averape net profit (loss) \$ | 11,602 | 3,647 | 13,140 | 12,844 | 16,779 |
| Businesses reporting profit (No.) | 197 |  |  |  |  |
| Average sales \$ | 191.285 | 27.682 | 62.235 | 151.584 | 523,638 |
| Average expense \$ | 172.926 | 18.596 | 48.009 | 137.850 | 487,248 |
| Average net profit \$ | 18.359 | 9.086 | 14.226 | 13.734 | 36, 390 |
| Businesses reporting a loss (No.) | 31 |  |  |  |  |
| Average sales \$ | 132.208 | 23.991 | 76.000 | 131.827 | 297.014 |
| Average expense \$ | 138.782 | 29.620 | 79.667 | 141.094 | 304,747 |
| Average net loss \$ | -6.574 | -5.629 | -3.667 | -9.267 | -7,733 |

1986

Number of observations in sample
Average sales $\$$

| 313 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| 123.117 | 22,426 | 40.440 | 79.610 | 349.992 |
| 110,370 | 18,690 | 24.788 | 67.672 | 330.330 |
| 12,747 | 3,736 | 15,652 | 11.938 | 19,662 |
| 252 |  |  |  |  |
| 124.541 | 23.535 | 40.496 | 79.850 | 354.283 |
| 109.484 | 17.647 | 24.672 | 66.390 | 329.227 |
| 15.057 | 5.888 | 15.824 | 13.460 | 25.056 |
| 51 |  |  |  |  |
| 112,495 | 18.834 | 33.878 | 76.746 | 320.523 |
| 120.382 | 22.066 | 38.602 | 82,953 | 337,905 |
| -7.887 | -3.232 | -4,724 | -6.207 | -17,382 |

## Average sales \$

Average expense $\$$
Average net profit (loss) \$

Businesses reporting profit (No.)
Average sales
Average expense $\$$
Average net profit $\$$

Businesses reporting loss (No.) Average sales $\$$
Average expense $\$$
Average net loss \$
22.066
-3.232
(1) These estinates are based on 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
Manltoba, Drywall Installation Contractors (SIC 4272)

|  | Total(1) |  | Botiom 25\% |  | Lower$\text { middle } 25 \%$ |  | Upder middle 25\% |  |  | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) Migh sales value ( $\$ 000$ 's) |  | $\begin{aligned} & 23 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{array}{\|l} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of soles | 6.7 | -- | -- | - | -- | 50.5 | 13.2 | -- | -- | -- | - |
| Occupency expenses | 8.1 | -- | -- | -- | - | 99.0 | 8. | -- | -- | -- | -- |
| Depreciation | 2.7 | -- | -- | -- | -- | 53.7 | 5. | -- | -- | -- | -- |
| Repairs 8 mainienance | 4.6 | - | -- | -- | -- | 98.4 | 4.7 | -- | -- | -- | -- |
| Heat, light \& ielephone | 0.5 | -- | -- | -- | -- | 27.? | 1.8 | -- | -- | -- | -- |
| Rent |  | -- | -- | -- | -- | 17.1 |  | -- | -- | -- | - |
| Personnel expenses | 6.2 | -- | -- | -- | -- | 38.2 | 16.3 | ** | -- | -- | *- |
| Financial expenses | 0.5 | -- | -- | -- | -- | 75.0 | 0.7 | -- | -- | - | -- |
| Interest \& bank charges | 0.3 | -- | -- | -- | -- | 43.1 | 0.7 | -- | -- | -- | $\cdots$ |
| Professional fees | 0.2 | -- | -- | -- | -- |  |  | -- | -- | -- | -* |
| Dther expenses | 19.9 | -- | -- | -- | -- | 100.0 | 19.9 | -- | -- | -- | -- |
| Profit (loses) | 58.7 | -- | -- | -- | -- | 100.0 | 58.7 | -- | -- | -- | =- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | - | -- | -- | -- | - |

## Symbols

zero or no observalions
too small 100 be expressed
... not epplicable

* confidential


## Footnotes

(1) These estimates are based on a sample of businesses riporting sales beiween $\$ 10.000$ and $\$ 2.000 .000$

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

This portion of the table pertains only to the businesses reporting the specific expense ifem, Therefore these ratios are calculated individually and the totel will not necessarily equal $100 z$.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specific item
Racords were panked in ascending order according to seles size. Each quartile li.e. bottom 25\%. Iower middie 25\%, etc.) represents one outrier of the toial number of businesses. Within each ourtile. the average ratio is presen ted. For comparison purposes. the high and low values of sales are shown.

How to use the tables
[11 bocate the appropriate sales range that is displayed on the two lines entitled Elow sales value" and migh sales value"
121 The selected range will indicate the proper quertile. i.e. the bottom $25 \%$, the lower midde $25 \%$. the upper midde $25 \%$ or the top 25\%
(3) Date pertaining to the selected sales size range will be in that quartile

Standard Industrial Clastification Definition (SIC 1980):
SIC 4272. Drywall Intallation Contractor
Busingsses primarily engaged in the installation of drywall sheets or panels. including related taping of joints, sanding and other drywall finishing

TABLE 2. Balance sheet profile for 1986
Manitoba. Drywall Installation Contractors (SIC 4272)

| Total(1) Bottom | Lower | Upoer | middle $25 \%$ |
| ---: | ---: | ---: | ---: |


| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 23 \\ & (1) \\ & 1 i) \end{aligned}$ | -- |  | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average (\$000's) |  |  |  |  |  |

Assets
Cash
Accounts and notes receivable
Inventory
Other current assets
Total current assets
Fixed assets
Less: Accum. dep. on fixed assets
Dther assets
Total assets
Liabilities and equity
Current Ioans
Dther current liabilities
Total current liabilities
Martgages payable
Long term debt
Dther liabilities
Total liabilities
Total equity

| -- | -- | -- | -- |
| :---: | :---: | :---: | :---: |
| -- | -- | -- | -- |
| - | -- | -- | -- |
| - - | - | -- | -- |
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| -- | -- | -- | -- |
| =- | - - | -- | - |
| -- | -- | -- | -- |

111 These estimates are based on a sample of businesses pepariing sales between $\$ 10,000$ and $\$ 2,000,000$
See Teble 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1986
Manitoba, Drywall Installation Contractors (SIC 4272)

|  | Total (2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | (i) ${ }^{4}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 2.2 | -- | -- | -- | -- |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Dabt ratio (times)``` | $\begin{array}{r} 9.2 \\ 11.6 \\ 0.4 \end{array}$ | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in leble 2 .
(2) These estimates are based on a sample of businesses reporting seles between $\$ 10,000$ and $\$ 2,000,000$

See Table 1 for symools and notes

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities

## 2. Leverige ratios:

al Debt/equity $=$ total libbilities $/$ equity
b) Debt ratio = total liabilities/ rotal assets
c) Interest coverage $=$ net profit - interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba, Drywall Installation Contractors (SIC 4272)

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $(1)$ | -- | -- | -- |  |
|  |  |  | Average (\$000 |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | - | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- -- -- | -- <br> - |
| Financing activities <br> Increase in long term debt Repayment of long term debt Loans from shareholders Repayment of loans from shareholders Advances 8 loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- -- -- -- -- | -- <br> -- <br> -- <br> -- <br> -- <br> - | - - -- -- -- -- | $=$ $=$ $=$ - $=-$ |
| Increaseldecrease) in cash \& equivalents Cash \& equivalents-8eginning of the year Cash \& equivalents - End of the year | $x$ $x$ $x$ | -- | --- | -- | - |

ill These estimates are based on somple of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Sanple count includes only those businesses reporting statement of changes.
see T able 1 for symbols and noies

TABLE 5. Employment changes by size of business. 1983-1986 based on 5 IC ciasification in 1986 Manitoba, Drywall Installation Contractors (SIE 4272)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No langer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 45 | 3,375 | 146 | 9 | 11 |
| less than 20 <br> 20-99 <br> $100-499$ | 44 2 | $x$ <br> $\times$ | $\begin{aligned} & 92 \\ & 54 \end{aligned}$ | 9 - - | $\begin{array}{r} 10 \\ 1 \\ - \end{array}$ |
| 500 end over | - | - | - | - | - |
| 1986 |  |  |  |  |  |
| Total | 77 | 8.766 | 360 | 15 | . $\cdot$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 72 4 1 - | $\begin{array}{r} 3.804 \\ x \\ x \\ - \end{array}$ | $\begin{array}{r} 156 \\ 82 \\ 122 \\ \hline \end{array}$ | 15 | $\cdots$ |

(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 Caneda. Catalogue 72-002. An average labour unit could be interpresed as a full-time employee. Note that the business size groups used are determined at the Canade level. Thus if a business has at least 500 employees in Canada os a whole but less than that number in any given province it is shown in the 500 and over group
121 Refers 10 businesses reporting no payroll deductions in the previous year
(3) Refers to businasses 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 ifor symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba. Drywall Installation Contractors (SIC 4272)

Total(1)
Bottom

- Lower
middle $25 \%$

1984

Number of observations in sample Average sales \$
Average expense
Average net profit (loss) \$

Businesses reporting a profit (No.)
Average sales \$
Average expense \$
average net profit

Businesses reporting loss (No.)
Average sales \$
Average expense \$
Average net loss $\$$

60
117.315
102.187
15.128

55
113.999
96.749
17.250

5
260.078
274.829
$-14.751$
14.677
7.429
7.429
7.248
9.873
2.099
12.099
7.774
14.677
7.429
7.248
19.949
11.319
8.530
8.630
18.858
22.614
$-3.756$
30.037
14.054
15.983
404.674
375.167
29.507
391.332
354.194
37.138

30,037
14.054
15.983
37.138
501.297
527.044
$-25.747$

1985

Number of observations in sample

$$
\text { Average sales } \$
$$

Businesses reporting profit (No.)
Average sales $\$$
Average expense \$
Average expense $\$$
Average net prof it $\$$
115.117

$$
\text { Average expense } \$
$$

100.773
19.399
26.994
10.760
45.044
43.044
33.258
11.786
369.029

$$
\begin{aligned}
& \text { Average expense } \\
& \text { Average net profit (loss) } \$
\end{aligned}
$$

14.344
11.796
16.234
351.471
17558

67
117,292
100,380
19.399
27.097
42.502
380.170

16, 912

Businesses reporting loss (No.)
6
119.825
Average sales $\$$
129.473
7.603
$? .705$
10.244
23.924
359.750
20.42

Average expense \$
-9. 648
23.319
29.095
-5.776
56.141
73.998
$-17.857$
280.014

285,326
285.326
-5.312

1986

Number of observations in sample
Average sales \$
Average expense $\$$
Average expense $\$$
Average net profit (loss) \$

Businesses reporting a profit (No.)
Average sales \$
Average expense \$
Average net profit $\$$

Businesses reporting loss (Mo.)
Average sales $\$$
Average expense $\$$
Average net loss $\$$
85
65.553
47.724
17.829
17.520
29.327
38.264
20.818
177.102
157.861
.107
.413
6. 108
17.446
19.241
$\qquad$
(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
Manitoba. Finish Carpentry Contractors (SIC 4274)

|  | Total(1) |  | Bot 10 m 25\% |  | Lower <br> middle $25 \%$ |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 67 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & \text { (1) } \\ & 16 \end{aligned}$ |  | $\begin{aligned} & 16 \\ & 25 \end{aligned}$ |  | $\begin{aligned} & 25 \\ & 52 \end{aligned}$ |  |  | $\begin{array}{r} 52 \\ (1) \\ \hline \end{array}$ |  |
| Selected expense item | Industry overage(2) |  |  |  |  | $\begin{aligned} & \text { Z busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lower Upper <br> middle middle <br> $25 \%$ $25 \%$ |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | cent of | 8 l |  |
| Cost of sales | 21.9 | 20.6 | 11.8 | 19.8 | 36.5 | 55.2 | 39.7 | 36.3 | 55.2 | 30.3 | 45.3 |
| Decupancy expenses | 11.6 | 10.4 | 13.1 | 15.1 | 5.1 | 93.1 | 12.5 | 15.7 |  |  |  |
| Depreciation | 4.1 | 2.7 1.0 | 3.9 | 7.3 6.3 | 2.0 2.9 | 69.4 71.4 | 5.9 6.6 | 6.2 4.3 | 5.4 9.3 | 9.1 | 2.8 3.0 |
| Redairs \& maintenance Heat. Iight \& telephone | 4.7 0.8 | 1.0 | 7.4 | 6.3 2.3 | 2.9 0.7 | 71.4 43.0 | 6.6 1.9 | 4.3 | 9.3 11.8 | 8.4 2.3 | 3.0 1.2 |
| Reat. Might o telephone | 2.0 | 6.8 | 1.8 | 0.2 | 0.5 | 36.2 | 5.6 | 15. E | 3.4 | 0.9 | 1.6 |
| Personnel expenses | 8.3 | 5.8 | 3.3 | 12.4 | 11.4 | 45.2 | 18.3 | 69.4 | 12.3 | 17.5 | 16.9 |
| Financial expenses | 2.1 | 0.1 | 0.6 | 4.8 | 2.3 |  |  |  |  |  |  |
| Interest \& bank charges Protessional fees | 0.4 1.6 | 0.1 | 0.5 0.1 | 0.4 4.4 | 0.9 1.5 | 47.5 55.9 | 2.8 2.9 | $0 . \overline{2}$ | 1.5 0.5 | 0.6 5.5 | 1.9 1.9 |
| Other expenses | 17.1 | 13.5 | 20.6 | 13.9 | 19.5 | 55.0 | 18.0 | 18.1 | 20.6 | 13.9 | 19.5 |
| Profit (loss) | 39.0 | 49.6 | 50.6 | 33.0 | 24.1 | 99.9 | 39.0 | 49.6 | 50.6 | 33.0 | 24.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | - $\cdot$ | $\ldots$ | - | . - | . . |

Symbols
zero or no observations
too small too be expressed
n. not applicable
$\times$ confidential

## Foot notes

(11) These estimates are based on a sample of businesses peporting sales between $\$ 10.000$ and $\$ 2.000,000$
(2) Value in each cell $=\frac{\text { Total weighted expenditure on e given item }}{\text { Total weighted sales of ell businesses in the sample }} \times 100$ for each quartile.
(3) Value in each cell Total weighted expenditure on 8 given itam

This portion of the table pertains only to the businessas reporting the specific expense item. Theretore these retios are calculated individually and the total will not necesserily qual $100 \%$.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the soecific item
Records were ranked in ascending order according to sales size. Each quartile li.e. bottom 25\%. lower miode 25x, etc.) represents one quarter of the total number of businesses. Hithin each quartile. the average ratio is presented. For comparlson purposes. the high and low values of sales are shown

## How 80 use the tetes

(11) locste 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 midde $25 \%$. the upper middle $25 \%$ or the top 25\%.
(3) Data pertaining to the selected sales size range will be in that quartile.

Stenderd industrisl CIessificstion Definition (SIC 18801:
SIC 4274 - Finish Carpentry Contractor:
Businesses primarily engaged in on-site cabinetry, millwopk installation. prefebricated sash and doof installation. gorage door insiallation exierior and interio timming and miscellaneous hardware installation.

TABLE 2. Balance sheet profile for 1986
Manitoba, Finish Carpentry Contractors (SIC 4274)

(1) These estimates ere besed on 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
Manitoba, Finish Carpentry Contractors (SIC 4274)

|  | Total (2) | Bottom 25\% | Lower $\text { middie } 25 \%$ | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 10 \\ (1) \\ 11 \end{array}\right)$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 1.1 | -- | -- | -- | -- |
| ```Leverage ratios Oebt/equity ratio (times) Interest coverage ratio (times) Oebt patio (times)``` | $\begin{array}{r} 54.7 \\ 0.1 \\ 1.1 \end{array}$ | -- | -- | -- | -- |

111 The retios represent the average of ratios for each business in the group and cannot be colculated from the figures shown in table 2
121 These estimates are based on a sample of businesses peporting sales between $\$ 10,000$ and $\$ 2,000,000$
See Table 1 for symbols and notes

Definitiont:

1. Liquidity ratio:

Current $=$ current mssets $/$ curren liabilities
2. Leversge ratios:
a) Debt/equity $=$ total liabilities $/$ equity
b) Debt ratio $=$ total lisbilities/total essets
c) Interest coverage $=$ net profit * interest expense / interest expense.

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

|  | Toial(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\left\langle\begin{array}{l} 4 \\ \langle 1\rangle^{4} \end{array}\right.$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities Cash from operations Depreciation Other | 3 -3 | -- | -- | =- | -- |
| Dividends | -1 | =- | -- | -- | =- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | 1 -2 - | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of loans from sharehalders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 14 -7 | -- | -- | - <br> - <br> - <br> - <br> - <br> - | $-=$ $-=$ $-=$ $-=$ $-=$ |
| Increase(decrease) in cash \& equivalents Cash 8 equivalents-Beginning of the year Cash 8 equivalents - End of the year | 5 4 10 | -- | -- | -- | -= |

111 These estimates are based on sample of incorporated businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$. Semple count incluoms only those businesses reporting a statement of changes.
see table, for symbols and noies

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC ciassification in 1986
Manitoba, Finlsh Carpentry Contractors (SIC 4274)


(1) Average labour units are calculated by dividing iotal payroll by the average annual wage and salary rate as reported in the Survey of Employment. Payroll and Hours, Statistics Caneda. 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 ot laast 500 employees in Canade 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 payrall deductions in the following year

Nowly reporting" and "no fonger reporting" businesses are sssumed to hove 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
Manitoba, Finish Carpentry Contractors (SIC 4274)

|  | Total (1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Tag } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 166 \\ 47.816 \\ 36.301 \\ 11.515 \end{array}$ | $\begin{array}{r} 15.098 \\ 6.855 \\ 8.243 \end{array}$ | $\begin{array}{r} 23.951 \\ 13.986 \\ 9.965 \end{array}$ | $\begin{aligned} & 39.761 \\ & 26.764 \\ & 12.997 \end{aligned}$ | $\begin{array}{r} 112.454 \\ 97.597 \\ 14.857 \end{array}$ |
| Businesses reporting profit (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 158 \\ 46.937 \\ 35.016 \\ 11.921 \end{array}$ | $\begin{array}{r} 15.063 \\ 6.584 \\ 8.479 \end{array}$ | $\begin{aligned} & 23.729 \\ & 13,321 \\ & 10.408 \end{aligned}$ | $\begin{aligned} & 39.723 \\ & 26.172 \\ & 13.551 \end{aligned}$ | $\begin{array}{r} 109.234 \\ 93.987 \\ 15.247 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 8 \\ 85.263 \\ 88.310 \\ -3.047 \end{array}$ | $\begin{aligned} & 17.031 \\ & 22.031 \\ & -5.000 \end{aligned}$ | $\begin{aligned} & 29.734 \\ & 31,321 \\ & -1.587 \end{aligned}$ | $\begin{array}{r} 40.908 \\ 44.314 \\ -3.406 \end{array}$ | $\begin{array}{r} 253,378 \\ 255,572 \\ -2,194 \end{array}$ |


| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit \{loss) \$ | $\begin{array}{r} 225 \\ 46.565 \\ 33.408 \\ 13,157 \end{array}$ | $\begin{gathered} 15,123 \\ 6,009 \\ 9,114 \end{gathered}$ | $\begin{aligned} & 27.433 \\ & 15.558 \\ & 11.875 \end{aligned}$ | $\begin{aligned} & 37.037 \\ & 24.811 \\ & 12.226 \end{aligned}$ | $\begin{array}{r} 106,668 \\ 87.253 \\ 19,415 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) | 219 |  |  |  |  |
| Average sales \$ | 46.485 | 15.127 | 27.433 | 36.624 | 106.757 |
| Average expense \$ | 32.760 | 5,932 | 15,558 | 23,311 | 86.232 |
| Average net profit \$ | 13.725 | 9.195 | 11.875 | 13.313 | 20.52\% |
| Businesses reporting a loss (Mo.) | 6 |  |  |  |  |
| Average sales \$ | 53.405 | 14.445 | - | 41.840 | 103.925 |
| Average expense \$ | 6C. 730 | 21.267 | - | 42.226 | 118.697 |
| Average net loss\$ | $-7.325$ | -6.822 | - | -386 | -14.768 |

1986

Number of observations in sample Average sales
Average expense $\$$
Average net prof it (loss) \$

Businesses reporting aprofit (No.)
Average sales \$
Average expense $\$$
Average net prof it $\$$

Businesses reporting a loss (No.)
Average sales \&
Average expense $\$$
Average net loss \$

271
271
48.185
35.496
14.008
7.597

21,32
11.54
39.591
$\begin{array}{lr}39.591 & 117.820 \\ 24.780 & 98.052 \\ 14.811 & 19.758\end{array}$

| 39.544 | 121.085 |
| ---: | ---: |
| 24.667 | 98.404 |

14.04
6.47
21.324
11.485
$\begin{array}{ll}24.544 & 98.404 \\ 14.877 & 22.681\end{array}$
7.56
13.789
14.079
20.596
23.485
50.880
51.896
$-1.016$
17.820
19.75
22.68
89.313
95.080
$-5.767$

[^5]Sae Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba, Painters and Decorators (SIC 4275)

|  |  | 1 (1) |  | Bottom 25\% | Lower middle 25\% |  | Uppermiddle 25\% |  |  | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) |  | $\left.\begin{array}{l} 38 \\ \{1\} \\ 11 \end{array}\right\}$ |  |  |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd Ie } \\ & 25 \% \end{aligned}$ | Upper midder | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 31.5 | - | -- | -- | -- | 36.5 | 32.7 | -- | -- | -- | - |
| Oecupancy expenses | 10.3 | -- | - | -- | -- | 100.0 | 10.3 | -- | - | -- | -- |
| Depreciation | 2.3 | -- |  |  | -- | 70.4 | 3.2 | -- | -- | -- | -- |
| Repairs 8 maintenance | 6.4 | -- | -- | -- | -- | 96.7 | 6.6 | -- | -- |  | - |
| heat. light \& telephone | 1.0 | -- | -- | - | -- | 77.4 | 1.3 | -- | - | -- | -- |
| Rent | 0.7 | -- | -- | -- | -- | 40.9 | 1.7 | -- | -- | = | -- |
| Personnel expenses | 14.0 | -- |  | -- | -- | 57.6 | 24.3 | -- | -- | -- | -- |
| Financial expenses | 1.5 | -- | -- | - | =- | 100.0 | 1.5 | -- | -- | -- | -- |
| Interest 8 bank charges | 0.7 | -- | -- | -- | - | 58.0 76.2 | 1.2 | -- | =- | -- | -- |
| Other expenses | 16.2 | -- | -- | -- | -- | 100.0 | 16.2 | -- | -- | -- | -- |
| Profit (loss) | 26.5 | -- | -- | -- | -- | 99.5 | 26.6 | -- | -- | -- | - |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

## Symbols

zero or no observations
too small too be expressed
. . not applicable

- confidential


## Footnotes

(1) These estimetes are based on a sample of businesses reporqing sales beqween $\$ 10.000$ and $\$ 2.000 .000$
2) Value in each celt $=\frac{\text { Total weighted expendituie on given isem }}{} \times 100$ for each gusptile
(3) Value in each cell $=\frac{\text { Total weighted expenditure on given irem }}{\text { Total weighted sales of businesses reporting this item of expenditure }} \times$ for quartile

This portion of the teble pertains only to the businesses reporifin the specific expense item. Pherefore these ratios are calculated individuelly and the cotal will not necessarily equal $100 \%$.

## Notes

Data are shown by quertites when at least 13 of the sempled businesses report the specific item.
Records were ranked in ascending order according to sales size. Each quertile fi. e, bottom 25\%, lower middle 25\%, etc.l rapresents 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

11 Locate the appropriate sales range that is displayed on the two lines entiqed "Low sales value" and "high sales value" $\{21$ The selected range will indicate the proper quartile, i.e. the boitom 25\%, the iower midde $25 z$. the upper midde $25 \%$ or the top 25\%
(3) Data pertaining to the selected sales size range will be in that quartile

## Standard Industrial Cletaification Definition (SIC 1980):

SIC 4275 - Painters and Decorotors
Businesses primarily engaged in painting. paperhanging and decorating in buildings and painting of heary (engineering) structures Included are establishments primar ily engaged in paint or paper stripping and parking tot or road surfece marking.

TABLE 2. Balance sheet profile for 1986
Manitoba, Painters and Decorators (SIC 4275)

|  | Total 1 ? | Bot tom 25\% | Lower $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Tor } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\begin{gathered} 38 \\ (1) \\ (1) \end{gathered}$ |  |  | -- | -- |
| Average (\$000's) |  |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 10 \\ 9 \\ 1 \\ 1 \\ 22 \\ 17 \\ 7 \\ 4 \end{array}$ | - -- -- -- -- -- | - <br> - <br>  <br> - <br> - <br> - <br> -- | -- - - - - -- -- | -- -- - - - - - |
| Total assets | 35 | -- | -- | -- | -- |
| Liabilities and equity <br> Current laans <br> Other current liabilities Total current liabilities Mortgages payable Long term debt Other liabilities | $\begin{array}{r}5 \\ 8 \\ 14 \\ \hline\end{array}$ | - - - - - | -- -- -- -- | -- -- -- -- | -- -- -- -- |
| ```Total liabilities Totel equity``` | $\begin{aligned} & 15 \\ & 20 \end{aligned}$ | -- | -- | -- | -- |

(1) These estimates are based on 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
Manitoba, Painters and Decorators (SIC 4275)

|  | Total 12) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 29 \\ & 11 \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio \{times) | 2.5 | -- | -- | -- | -- |
| Leverage ratios <br> Oebt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt istio (times) | $\begin{array}{r} 2.9 \\ 45.5 \\ 0.5 \end{array}$ | -- | - | -- | -- |

(1) The ratios represent the average of ratios for ach business in the group and cannot be calculated from the figures shown in table 2
12) These estimates are based on semple of businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$

Ser 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) Debi ratio $=$ total liabilities fotal assets
c) Interest coverage $=$ net profit * interest expense / interest expense

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

|  | Total(1) | Bottom 25\% | $\begin{array}{r} \text { Lowel } \\ \text { middle } 25 \% \end{array}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 15 \\ & (1) \\ & (1) \end{aligned}$ | -- |  | -- |  |
|  |  |  | Average $1 \$ 00$ |  |  |
| Dperating activities Cash from operations Depreciation Dther | $\begin{array}{r} 44 \\ 9 \\ -2 \end{array}$ | -- | -- | -- | -- |
| Dividends | -12 | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 36 \\ -22 \\ -28 \\ \hline \end{array}$ | -- | "- | -- | - <br> - <br> - |
| Financing activities <br> Increase in long term debt Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{array}{r} 11 \\ -2 \\ 16 \\ -5 \\ - \\ - \\ -9 \end{array}$ | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | -- -- -- - - -- | -- <br> -- <br> $-=$ <br> - <br> - |
| Increaseldecrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash : equivalants = End of the year | 37 26 62 | -- | -- | -- | =- |

(1) These estimates are besed on a sample of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000$, 000 . Semple count includes only those businesses reporting a siatement of chenges.
see lable i for symbols and notes

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

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\prime} \mathrm{s}\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { New } / \mathrm{y} \\ \text { reporting }(2) \end{array}$ | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 127 | 7.288 | 317 | 23 | 25 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}124 \\ 3 \\ - \\ \hline\end{array}$ | $\begin{aligned} & 5.491 \\ & 1.797 \end{aligned}$ | $\begin{array}{r} 239 \\ 78 \\ \hline \end{array}$ | 23 | 25 - |
| 1986 |  |  |  |  |  |
| Total | 210 | 13.866 | 571 | 60 | . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 202 8 $=$ $=$ | $\begin{array}{r} 8.645 \\ 5.221 \\ - \end{array}$ | 356 215 $=$ | 58 2 - | $\because$ $\cdots$ |

[^6]"Newly reperting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.
see isble 1 for symbols and notes.

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

|  | Total (1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { To } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Averape expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 139 \\ 79.653 \\ 69.086 \\ 10.567 \end{array}$ | $\begin{array}{r} 13.356 \\ 5.556 \\ 7.800 \end{array}$ | $\begin{array}{r} 19.143 \\ 12.985 \\ 6.158 \end{array}$ | $\begin{array}{r} 36.929 \\ 27.730 \\ 9.199 \end{array}$ | $\begin{array}{r} 249.185 \\ 230.072 \\ 19.113 \end{array}$ |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 125 \\ 84.642 \\ 71.926 \\ 12.716 \end{array}$ | $\begin{array}{r} 13.356 \\ 5.556 \\ 7.800 \end{array}$ | $\begin{array}{r} 19.384 \\ 10.747 \\ 8.637 \end{array}$ | $\begin{aligned} & 36.801 \\ & 25.154 \\ & 11.647 \end{aligned}$ | $\begin{array}{r} 269.026 \\ 246.245 \\ 22.781 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 14 \\ 56.521 \\ 63.334 \\ -6.813 \end{array}$ | - | $\begin{aligned} & 18,338 \\ & 20,452 \\ & -2.114 \end{aligned}$ | $\begin{array}{r} 38.058 \\ 50.351 \\ -12.293 \end{array}$ | $\begin{array}{r} 113.167 \\ 119.198 \\ -6.031 \end{array}$ |

1985

Number of observations in sample Average sales \$
Average expense
Average net profit (loss) \$

Businesses reporting profit (No.)
Average sales \$
Average expense \$
Average net prof i $\$$

Businesses reporting loss (Mo.)
Average sales \$
Aver ige expense $\$$
Average net loss 8

123
63.581
52.746
10.835

113
57.280
57.280
44.300
12.980

10
161.783
168.023
168.023
$-6.240$
15.864
10.741
5.123
15.864
10.741

5,123

24.142
11.181
12.961
24.142
11.181
12.961
$=$

| 37.511 | 176.805 |
| :--- | :--- |
| 26.535 | 162.525 |
| 10.976 | 14.280 |

152.33:
133.34 ? 18.984

### 40.787 <br> 47.181

282.773
288.865
$-6.394$
-6.086

1986

Number of observations in sample
Average sales \$
Average expense $\$$
Average net profit (loss) $\$$
98.030

Businesses reporting profit (No.)
Average sales \$
Average expense $\$$
Average net Drofit $\$$
97.003
76.870
20.133

Businesses reporting loss (No.)
22
136.232
141.893
13.602
6.856
6.746

13.602
6.856
6.746
24.554
15.204
80.270
17.760
9.350
43.255
32.662
10.593
310.709
266.357

44,352

Average sales $\$$
2
2
3
23.472
28.723
48.499
53.821
42.592
29.989
307.215

Average expense $\$$
Average net loss $\$$
$-5.661$
$-5.251$
$-5.322$
336.724

[^7]TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Truck Transport Industry (S|C 456)

|  | Total(1) |  | Bottom 25\% |  | Lower middle 25\% |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $(\$ 000$ 's) |  | $\begin{aligned} & 250 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 11 \\ 28 \end{array}$ |  | $\begin{aligned} & 28 \\ & 71 \end{aligned}$ |  | 127 |  |  | $27$ |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Upoer middle 25\% | $\begin{aligned} & 700 \\ & 25 \% \end{aligned}$ |  | Total | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  |  | cent of | sales |  |
| Vehicle expenses <br> Depieciation Repairs 8 maintenance Fuel expense | $\begin{array}{r} 38.8 \\ 9.0 \\ 11.2 \\ 18.6 \end{array}$ | $\begin{array}{r} 33.8 \\ 9.3 \\ 7.5 \\ 17.0 \end{array}$ | $\begin{array}{r} 34.0 \\ 7.7 \\ 12.8 \\ 13.6 \end{array}$ | $\begin{aligned} & 48.0 \\ & 11.5 \\ & 14.1 \\ & 22.4 \end{aligned}$ | $\begin{array}{r} 39.5 \\ 7.4 \\ 10.7 \\ 21.3 \end{array}$ | 100.0 86.8 99.3 95.5 | $\begin{aligned} & 38 . \\ & 10 . \\ & 11 . \\ & 19 . \end{aligned}$ | $\begin{array}{r} 33.8 \\ 12.4 \\ 7.5 \\ 17.7 \end{array}$ | 34.0 8.7 13.0 15.3 | $\begin{aligned} & 48.0 \\ & 13.0 \\ & 14.2 \\ & 22.8 \end{aligned}$ | $\begin{array}{r} 39.5 \\ 7.7 \\ 10.7 \\ 21.6 \end{array}$ |
| Personnel expenses | 17.4 | 10.3 | 11.3 | 17.1 | 30.9 | 69.3 | 25.2 | 25.1 | 20.1 | 20.4 | 32.3 |
| Financial expenses Interest 8 bank chapges Professional fees | 3.9 2. 6 1.3 | $\begin{aligned} & 4.9 \\ & 2.5 \\ & 2.3 \end{aligned}$ | 3.0 2.1 0.9 | 4.0 3.0 1.0 | $\begin{aligned} & 3.9 \\ & 2.8 \\ & 1.1 \end{aligned}$ | 91.8 80.7 76.6 | 4.3 3.2 1.7 | 6.7 3.7 4.3 | 3.0 3.3 1.0 | 4.1 3.1 1.2 | 3.9 3.0 1.4 |
| Other expenses | 17.0 | 17.7 | 17.5 | 14.9 | 17.7 | 100.0 | 17.0 | 17.7 | 17.5 | 14.9 | 17.7 |
| Profit (loss) | 22.9 | 33.3 | 34.2 | 16.0 | 8.0 | 99.4 | 23.0 | 33.3 | 34.2 | 16.3 | 8.1 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | - $\cdot$ | ... | . $\cdot$ | . $\cdot$ |

Symbols
zero of mo observations
$\$ 00$ small too be expressed
. nor applicable
confidential

## Footnotes

(1) Ihese estimates are based on a sample of businesses reporiing sales between $\$ 10,000$ and $\$ 2.000 .000$ lotal weighted expenditure on given item
(2) Value in each cell $=\overline{\text { Total weighted sales of all businesses in the sample }} \times 100$ for each quartile
(3) Value in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Tota weighted sales of businesses reporting this item of expenditupe }} \times 100 \quad$ for each quartile.

This portion of the table pertains only to the businesses reporing the specific expense item. Tharefore these ratios se calculated individually and the cotal will not necesserily equal 100\%

## Moter

Data are showm by quertiles when at least 13 of the sampled businesses report the specific item
Records were panked in ascending order according to sales size. Each quartile (i.e. bottom 25\%. Iower midde 25\%. etc.) repesents one quarter of the total number of businesses. Within each quartile. the average ratio is presented. For comparison purposes. the migh 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 valuem and migh sales value"
(2) The selected range will indicate the proper quartile, i. the bottom $25 \%$, the lower midde $25 \%$, the upper midde $25 \%$ or the top $25 \%$.
(3) Data pertaining to the selected sales size pange will be in that quartile

Standerd Industrial Classificetion Definition (SIC 1880):
SIC 456 - Truck Tramsport Indusety
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
Manitoba. Truck Transport Industry (SIC 456)

(11) Inese estimeres are besed 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
Manitoba, Truck Transport Industry (SIC 456)

|  | Totai(2) | Bottom $25 \%$ | Lower <br> middle 25\% | Upper <br> midole 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $(\$ 000$ 's $\}$ | $\left.\begin{array}{c} 23 \\ \{1 \\ 11 \end{array}\right\}$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity retio <br> Curient ratio (times) | 4.0 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Deb: ratio (itimes) | $\begin{array}{r} 286.3 \\ 0.8 \end{array}$ | -- | -- | -- | -- |

(1) The ratios represent the avesage of ratios for ach 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 lable 1 for symbols and notes.

Definitions:

1. Liquidity retio:

Cuprent = current assets $/$ current liabilities.
2. Leverage ratios:
a) Debe/equity $=$ total liabilities / equity
b) Debt ratio = qotal liabilities/toqal assees
c) Interest coverage $=$ net profit + interest expense $/$ interest expense.

TABLE 4. Statement of changes in financlal position for incorporated businesses only. 1986
Manitoba, Truck Transport Industry (SIC 456)

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 19 \\ 11 \\ 11 \end{array}\right\}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{array}{r} 21 \\ 25 \\ -14 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| investment activities Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r} 10 \\ -33 \\ -7 \\ \hline \end{array}$ | -- <br> -- <br> - | - - - | -- | -- |
| Financing activities <br> Increase in long term debt Repayment of long term debt Loans from shareholders Repayment of loans from shareholders Advances \& loans from sovernment <br> Increase in equity <br> Decrease in equity <br> Other | 15 -9 4 -8 - -9 -9 | -- -- -- -- -- | -- - - - - - - | - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - |
| Increase(decrease) in cash \& equivalents Cash 8 equivalents-Beginning of the year Cash 8 equivalents - End of the year | 1 21 22 | -- | -- | -- | -- |

11 These estimetes are based on 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 lable 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Manitoba. Truck Transport Industry (SIC 456)

| Business size expressed in average labour units(1) | Number of businesses | Total $\left.\begin{array}{r}\text { Oayroll } \\ (\$ 000 \\ 5\end{array}\right)$ | Average labour units 11 | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer remorting(3) |
| 1983 |  |  |  |  |  |
| Total | 583 | 110.234 | 5.239 | 100 | 111 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 526 \\ 27 \\ 21 \\ 9 \end{array}$ | $\begin{aligned} & 27.223 \\ & 15.832 \\ & 32.266 \\ & 34.913 \end{aligned}$ | $\begin{aligned} & 1.282 \\ & 1.562 \\ & 1.557 \\ & 1.638 \end{aligned}$ | 94 3 3 - | $\begin{array}{r} 107 \\ 2 \\ 1 \\ 1 \end{array}$ |
| 1986 |  |  |  |  |  |
| Total | 858 | 149.051 | 6.453 | 173 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 793 26 29 10 | $\begin{aligned} & 40.196 \\ & 16.989 \\ & 53.213 \\ & 38.653 \end{aligned}$ | $\begin{array}{r} 1.730 \\ 2.337 \\ 2.350 \end{array}$ | 168 3 2 - | $\ldots$ $\ldots$ $\ldots$ |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reportad in the Survey of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpieted as a full-time employee. Note thet the business size groups used are determined at the conede level. Thus it business hes at least 500 employees in Canada as athole but less then thet number in any given province it is shown in the 500 and over group
121 Refers to businesses reporting no payroll deductions in the previous year
(3) Reters to businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are essumed to heve been in activity for six months and the information is adjusted accordingly.
see table i for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Truck Transport Industry (SIL 456)

|  | Total(1) | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle $25^{*}$ | $\begin{aligned} & T 0 \% \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 380 \\ 124.809 \\ 114.258 \\ 10.551 \end{array}$ | $\begin{array}{r} 19.589 \\ 13.136 \\ 6.453 \end{array}$ | $\begin{array}{r} 48.890 \\ 39.312 \\ 9.578 \end{array}$ | $\begin{array}{r} 93.689 \\ 85.166 \\ 8.523 \end{array}$ | $\begin{array}{r} 337.068 \\ 319.419 \\ 17.649 \end{array}$ |
| Businesses reporting profit (No.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 335 \\ 123.973 \\ 110.171 \\ 13.802 \end{array}$ | $\begin{array}{r} 19.970 \\ 11.240 \\ 8.730 \end{array}$ | $\begin{aligned} & 49.131 \\ & 38,227 \\ & 10,904 \end{aligned}$ | $\begin{aligned} & 92.098 \\ & 80.508 \\ & 11.590 \end{aligned}$ | $\begin{array}{r} 334,693 \\ 310,707 \\ 23.986 \end{array}$ |
| Businesses reporting loss (Mo.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 45 \\ 129.484 \\ 138.859 \\ -9.375 \end{array}$ | $\begin{aligned} & 18.132 \\ & 20.382 \\ & -2.250 \end{aligned}$ | $\begin{aligned} & 45.875 \\ & 52.879 \\ & -7.004 \end{aligned}$ | $\begin{aligned} & 103.691 \\ & 114.443 \\ & -10.752 \end{aligned}$ | $\begin{aligned} & 350.239 \\ & 367.730 \\ & -17.491 \end{aligned}$ |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 409 \\ 120.010 \\ 107.905 \\ 12.105 \end{array}$ | $\begin{array}{r} 19.550 \\ 15.520 \\ 4.030 \end{array}$ | $\begin{array}{r} 43.788 \\ 34.773 \\ 9.015 \end{array}$ | $\begin{aligned} & 81.205 \\ & 69.233 \\ & 11.972 \end{aligned}$ | $\begin{array}{r} 335.495 \\ 312.092 \\ 23.403 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 363 \\ 113.078 \\ 96.612 \\ 16.466 \end{array}$ | $\begin{array}{r} 20.238 \\ 92.085 \\ 8.153 \end{array}$ | $\begin{aligned} & 43.109 \\ & 29.488 \\ & 13,621 \end{aligned}$ | $\begin{aligned} & 81.604 \\ & 68.174 \\ & 13.430 \end{aligned}$ | $\begin{array}{r} 307.360 \\ 276,700 \\ 30,660 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 46 \\ 958.509 \\ 168.170 \\ -9.669 \end{array}$ | $\begin{array}{r} 17.962 \\ 23.455 \\ -5.493 \end{array}$ | $\begin{aligned} & 45.980 \\ & 51.851 \\ & -5.871 \end{aligned}$ | $\begin{aligned} & 75.294 \\ & 84.928 \\ & -9.634 \end{aligned}$ | $\begin{aligned} & 494.766 \\ & 512.444 \\ & -17.678 \end{aligned}$ |

1986

| Number of observations in sample | 629 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 118.585 | 20.328 | 48.002 | 97.313 | 308.698 |
| Average expense \$ | 104.839 | 13.089 | 35,635 | 82.980 | 287.653 |
| Average net profit (loss) \$ | 13.746 | 7.239 | 12,367 | 14.333 | 21.045 |
| Businesses reporting a profit (No.) | 578 |  |  |  |  |
| Average sales \$ | 114.483 | 20.243 | 47.770 | 97.558 | 292,361 |
| Average expense \$ | 97,408 | 11.940 | 33.444 | 82.073 | 262,176 |
| Average net profit \$ | 17.075 | 8.303 | 14.326 | 15.485 | 30.185 |
| Businesses reporting a loss (Mo.) | 51 |  |  |  |  |
| Average sales \$ | 142.438 | 21.343 | 50.270 | 92.698 | 405.442 |
| Averape expense $\$$ | 155.603 | 26,846 | 56,998 | 100,040 | 438,526 |
| Average net loss \$ | -13.165 | $-5.503$ | -6.728 | -7.342 | -33.084 |

11) These estimetes 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
Manitoba, Dry Bulk Materials Trucking Industry (SIC 4564)

|  | Total(1) | Bottom 25\% | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 18 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |


| Selected expense item | Industry average (2) |  |  |  |  | \% busi- <br> nesses <br> reporting | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd le } \\ & 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Upper } \\ & \text { middI } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Vehicle expenses | 44.3 | -- | -- | -- | -- | 100.0 | 44.3 | -- | - | -- | -- |
| Depreciation | 9.1 | -- | -- | -- | -- | 94.0 | 9.7 | -- | - | -- |  |
| Repairs \& maintenance | 14.9 | -- | -- | -- | -- | 87.0 | 17.1 | -- | -- | -- | -- |
| Fuel expense | 20.3 | -* | -- | - | -- | 92.7 | 21.9 | -- | -- | -- | -- |
| Personnel expenses | 12.8 | -- | -- | -- | -- | 75.3 | 17.0 | - | -- | -- | -- |
| Financial expenses | 5.0 | -- | -- | -- | - | 79.8 | 5.3 | -- | -- | -- | - |
| Interest \& bank charges Professional fees | 2.6 2.4 | -- | -- | -- | -- | 72.4 78.5 | 3.6 | -- | -- | -- | -- |
| Other expenses | 30.6 | -- | -- | -- | -- | 100.0 | 30.6 | -- | -- | -- | -- |
| Profit (loss) | 7.2 | -- | -- | -* | -- | 100.0 | 7.2 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | - | 100.0 |  | -- | -- | - | - |

## Symbols

zero or no observations
too 5mall too be expressed

- not applicable
$\times$ confidential


## Footnotes

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

This portion of the table pertains only to the businesses reporting the specific expense ittom. Therefore these ratios are calculated individually and the totel will not necessarily equil 100\%.

## Notes

Oata are shown by quartiles when at least 13 of the sempled 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.l represents one quarter of the tozal number of businesses. Within each quertile. the average ratio is presented. For comparison purposes, the high and low values of siles ara shown

How to use the tables
II Locete the appropr iate sales range that is displayed on the two lines entitled "Low sbles value" and "high sales value"
121 The seleciad range will indicate the proper quartile, i.e. the bottom 25\%, the lower midde 25\%, the upper midde 25\% or the top 25\%.
(3) Data pertaining to the selecied sales size range will be in that quartile

## Standard Industrial Clessificetion Definition (S1C 1980):

SIC 4564 - Dry Bulk Materisis Trucking Industry
Businesses primarily engaged in transporting. usually by dump-trucks. such dry bulk materials as cement. fill, sand and debris including snow as for example: dry materials bulk hopper truck service. dry bulk truck transporting service. bulk tank iruck service of dry chemicals. dump truck iransporting service Ifill, sand. deb:ist. Snow hauling truck service. and diy bulk tank truck transporifg service

TABLE 2. Balance sheet profile for 1986
Manltoba, Dry Bulk Materials Trucking Industry (SIC 4564)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | 18 $(1)$ 19 | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 7 | -- | -- | -- | -- |
| Accounts and notes receivable | 14 | -- | -- | -- | -- |
| Inventory | 3 | -- | -- | -- | -- |
| Other current assets | 1 | -- | -- | -- | -- |
| Total current assets | 25 | -- | -- | -- | -- |
| Fixed assets | 138 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 89 | -- | -- | -- | -- |
| Other assets | , | -- | -- | -- | -- |
| Total assets | 75 | -- | -- | - | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans Other current labilities | 14 | -- | -- | -- | -- |
| Total current liabilities | 22 | -- | -- | -- | -- |
| Mortgages payable | 2 | -- | -- | -- | - |
| Long term debt | 30 | -- | -- | -- | -- |
| Other liabilities | 2 | -- | -- | -- | -- |
| Total liabilitios | 55 | -- | -- | -- | -- |
| Total equity | 19 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000 .000$

See rable 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1986
Manitoba, Dry Bulk Materials Trucking Industry (S|C 4564)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\begin{array}{r} 6 \\ (1)^{6} \\ (1) \end{array}$ | -- | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $\begin{aligned} & 0.7 \\ & 4.5 \\ & 0.9 \end{aligned}$ | -- | - | -- | -- |

(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 besed on semple of businesses reporting seles between $\$ 10,000$ and $\$ 2,000,000$.

See Table 1 for symbols and notes.

Definitions:

1. Liquidisy retio:

Curfent = current assets / current liabilities
2. Leverse ratios:
a) Debt/equity $=$ sotal $\mid$ iabilities / equity.
b) Debt ratio $=$ tolal liabilities / toral assets
c) interest coverage $=$ net protit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated bustnesses only. 1986
Manitoba, Dry Bulk Materials Trucking Industry (SIC 4564)

|  | -otal(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde $25 \%$ | Upper midole 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 8 \\ (1) \\ (1) \end{array}$ | -- |  | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Operating activities <br> Cash from operations <br> Depreciation Other | $\begin{array}{r} 17 \\ 49 \\ -69 \end{array}$ | -- | -- | --- | -- |
| Dividenos | - | -- | -- | - | -- |
| Investment activities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | -61 | -- | -- -- -- | -- | -- |
| Financing activifies <br> 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 | 40 -5 26 -4 - -4 -4 | -- <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - |
| Increase(decrease) in cesh \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | -4 8 4 | -- | -- | -- | -- |

(1) These estimates are based on sample of incorporated businesses reporting sales between $\$ 10,000$ and $\$ 2.000 .000$. Sample count incluopt only those dusinesses reporting a statement of changes.
see toble 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1983-1986 based on sIC classification in i986 Manitoba, Truck Transport Industry (SIC 456)

| Businass size expressed in average labour units(1) | Number of businesses | Total payroll$(\$ 000 \mathrm{~s})$ | Average labour units(1) | Changes in number of businesses with poid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No Ionger reporting(3) |
| 1983 |  |  |  |  |  |
| Totel | 583 | 110.234 | 5.239 | 100 | 111 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 526 \\ 27 \\ 21 \\ 9 \end{array}$ | $\begin{aligned} & 27.223 \\ & 15.832 \\ & 32.266 \\ & 34.913 \end{aligned}$ | $\begin{aligned} & 1.282 \\ & 1.562 \\ & 1.658 \end{aligned}$ | $\begin{array}{r} 94 \\ 3 \\ 3 \\ \hline \end{array}$ | $\begin{array}{r} 107 \\ 2 \\ 1 \\ 1 \end{array}$ |
| 1985 |  |  |  |  |  |
| Total | 858 | 149.051 | 6.453 | 173 | . $\cdot$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 793 \\ 26 \\ 29 \\ 10 \end{array}$ | $\begin{aligned} & 40.196 \\ & 16.989 \\ & 53.213 \\ & 38.653 \end{aligned}$ | $\begin{array}{r} 1.730 \\ 737 \\ 2.350 \\ 1.636 \end{array}$ | 168 3 2 - | $\cdots$ |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Surver of Employment. Payrall and Hours, Statistics Canada. Catalogue $72-002$. An average fabour unit could be interpreted as a fult-time employee. Note that the business size groups used are determined at the Canada level. Thus it a business has at least 500 employeas in Canada as a whole but less than that number in any given province it is snown in the 500 and over group.
(2) Refers to businesses reporting no payroll deductions in the previous year
(3) Refers to businesses poporting 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 informetion is adjusted accordingly
See Table 1 for symbels and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Dry Bulk Materials Trucking Industry (SIC 4554)

|  | Total(1) | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { To: } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net prafit (lass) \$ | $\begin{array}{r} 27 \\ 127,457 \\ 121.701 \\ 5,756 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 23 \\ 130.443 \\ 122.434 \\ 8.009 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 86.008 \\ 90.272 \\ -4.264 \end{array}$ | -- | -- | -- | -- |

1985

Number of observetions in sample
Average sales
Average expense 8 g
33
175.858
159.985
16.673
Average net profit (loss) \$

Businesses reporting profit (No.)
Average sales $\$$
31
144.507
126.545
17.962
Average net profit $\$$

Qusinesses reporting a loss (No.)
Average sales $\$$
Average expense $\$$
Average net loss \$
2
924.076
930.977
-6.901

| -- | -- |
| :---: | :---: |
| -- | - |
| -- | -- |
| -- | -- |
| -- | -- |
| -- | -- |
| -- | -- |
| -- | -- |
| -- | -- |

1986

Number of observations in sample Average sales
Average expense
Average net profit (loss) $\$$

| 53 |  |
| ---: | ---: |
| 173.537 | 23.400 |
| 160.482 | 20.234 |
| 13.055 | 3.166 |
|  |  |
| 41 |  |
| 177.030 | 32.410 |
| 158.340 | 24.946 |
| 18.690 | 7.464 |
|  |  |
| 12 |  |
| 171.990 | 15.829 |
| 182.920 | 16.276 |
| -10.930 | -447 |

52.607
49.367
3,240

58.888
47.597
11.291

45,945
51,244
-5.299

| 109.622 | 508.517 |
| ---: | ---: |
| 98.852 | 473.476 |
| 10.770 | 35.041 |

Businesses reporting profit (Mo.)
Average sales \$
Average expense \$
Average net profit $\$$
$-10.930$
16.276
-447

51,244
117.65
132.347
$\begin{array}{ll}14.688 & 531.812 \\ -123.284\end{array}$
Usinesses reporting loss (Mo.)
Average sales \$
Average net loss

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

See Tabie 1 for symbols and notes

TABLE 1. Selected opereting ratios, in percent of sales. 1986
Manitoba, Taxicab Industry (SIC 4581)

|  | Total(1) | Bottom $25 \%$ | $\begin{aligned} & \text { Lowet } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uopet } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $\left\{\$ 000^{\prime}\right.$ s $\}$ | $\begin{aligned} & 21 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |


| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | Lower miodle 25\% | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd le } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Vehicle expenses | 31.8 | -- | -- | -- | -- | 100.0 | 31.8 | -- | -- | -- | -- |
| Depreciation | 3.8 |  | -- | -- | -- | 72.4 | 5.2 | -- | -- | -- | -- |
| Repairs o maintenance | 12.5 | -- | -- | -- | -- | 100.0 | 12.5 | -- | -- | -- | -- |
| Fuel expense | 15.5 | -- | -- | -- | -- | 90.6 | 17.1 | -- | -- | -- | -- |
| Personnel expenses | 16.7 | -- | -- | -- | -- | 80.9 | 20.6 | - | -- | -- | -- |
| Financial expenses | 8.8 | -- | -- | -- | -- | 72.7 | 12.1 | -- | -- | -- | -- |
| Interest \% bank charges protessional fees | 0.3 8.5 | -- | -- | -. | -- | 37.4 | 0.7 11.8 | -- | -- | -- | -- |
| Other expenses | 13.0 | -- | - | -- | -- | 96.4 | 13.5 | -- | -- | -- | -- |
| Profit (loss) | 29.8 | -- | - |  | -- | 100.0 | 29.8 | -- | -- | -- | -- |
| Total | 100.0 | - | - |  | -- | 100.0 | . . | -- | -- | -- | - |

## Symbol:

zero or no observations

- too small too be expressed
not applicable
confidensia


## Footnotes

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

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

## Notes

Data are shown by quartiles when at least 13 of the sempled businesses report the specific item
Records were ranked in ascending order bccording to sales size. Each quartile (i. e. bottom 25\%. lower middle 25\%, etc.l represents one quapter 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 tablea

(1) Locate the appropriste sales range that is displayed on the iwo lines entitlad mow sales value" and migh sales valum"
$(21$ ihe selected range will indicate the proper quartile. i.e. the bottom 25\%, the lower midde $25 \%$. the upper middle $25 \%$ or the top $25 \%$
13) Deta pertaining to the selected sales size range will be in that quartile

## Standard Industrial Classificetion Definition (SIC 1980):

SIt 4581 - Texicab Industry
8usinesses primarily engaged in providing passenger transportation by automobiles not operated on regular schedules or beiween fixed terminals. Taxicab fleet owners and organizations are included regardiess of whether drivers are hired, rent their cabs or are otherwise compensated Also included are those who own and operate their own taxicabs. taxi dispatching. poad motor vehicle taxi sepvice. and tavicat servicus.

## TABLE 2. Balance sheet profile for 1986

Manitoba, Taxicab industry (SIC 4581)

Total(1) Lawer midde $25 \%$ mi

Upper midole $25 \%$

Tow 25

Businesses in sample (No.)
Low sales value ( $\$ 000$ 's)
High soles value ( $\$ 000$ 's)
(1)
--
--
--
--

Average ( $\$ 000$ 's)

## Assets

Cash
Accounts and notes receivable
Inventory
Other current assets
Total current assets
Fixed assets
Less: Accum. dep. on fixed assets
Other assets

```
Total assets 1
```

Liabilities and equity
Current loans
Other current lisbilities
Total current liabilities
Mortgages payable
Long term debt
Other liabilities
Total liabilities
Total equity

111 These estimates are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$. See Toble 1 for symbols and notes

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

```
Manitoba, Taxicab Industry (SIC 4581)
```

Totai(2) Bottom Upper Lower TOD

| Businesses in sample (No.) | - |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Low sales value ( $\$ 000{ }^{\prime}$ s) | - | -- | -- | -- | -- |
| High sales value (\$000's) | - | -- | -- | -- | -- |

Average

```
Liquidity ratio
```

    Current ratio (times)
    Leverage intios
erage patios
Debt/equity ratio (times)
Debt/equity ratio (times)
Interest coverage ratio (times)
Interest coverage ratio (times) -
Debt rotio (times)
$\begin{array}{ll}- & - \\ - & \\ - & - \\ - & - \\ - & -\end{array}$

| -- | -- |
| :---: | :---: |
| -- | -- |
| -- | -- |
| -- | -- |

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

121 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:

Curfent = current assets / current liabilities.
2. Leverage ratios:
a) DeDi/equity = rotal liabilities / equity
b) Debt retio $=$ 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
Manitoba. Taxicab Industry (Sic 4581)

(11) These estimates are based on a sample of incorporated businesses reporting seles between $\$ 10.000$ and $\$ 2.000 .000$. Sample count inciudes only those businesses reporting a statement of changes.
See iable 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1983-1986 based on sic ciassification in ig86 Manitoba. Taxicab Industry (SIC 4581)

| Business size expressed in |
| :--- | :--- | :--- |
| average labour units(1) |

(1) Average labour units are calculated by dividing total payroll by the overage 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 inteppreted as of fult-time employee. Note that the business size groups used are determined of the canada level. Thus if ousiness has of least 500 employees in Cenada es a whale 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
"Mewly reporting" and "no longer reporling" businesses are assumed to have been in activity for six months and the information is adjusted accordingly.

See rable 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Taxicab Industry (SIC 4581)

| Total(1) Bottom | Lower | Upper | Io: |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | $25 \%$ |


| Number of observations in sample | 48 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 55,572 | - | -- | -- | -- |
| Average expense $\$$ | 55.723 | -* | -- | - | -- |
| Average net profit (loss) \$ | -151 | -- | -* | -- | -- |
| Businesses reporting profit (No.) | 40 |  |  |  |  |
| Average sales \$ | 52,796 | -- | -- | -- | - |
| Average expense $\$$ | 45.602 | -- | -- | -- | -- |
| Average net profit \$ | 7.194 | -- | - | -- | - |
| Businesses reporting loss (Mo.) | 8 |  |  |  |  |
| Average sales \$ | 74.240 | -- | -- | $\cdots$ | -- |
| Average expense \$ | 99,836 | -- | -- | -- | -- |
| Average net loss \$ | -25.596 | -- | -- | -- | -- |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 37 \\ 51.557 \\ 46.947 \\ 4.604 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 30 \\ 36.905 \\ 29.906 \\ 6.999 \end{array}$ | -- | -- | -- |  |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 7 \\ 96.728 \\ 101.948 \\ -5.220 \end{array}$ | -- | =- | -- | -- -- |

Number of observations in smole
Average sales $\$$
Average expense \$
Average net profit (loss) \$

Businesses reporting profit (No.)
Average sales $\$$
Average expense $\$$
Average net profit \$ $\quad 9.685$

Businesses reporting loss (No.)
Average sales \$
Average expense \$
Average net loss \$
(11) These estimetes 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
Manitobs, Specialty Food Stores (SIC 6012)

|  | Total(1) |  | Botiom $25 \%$ |  | Lower <br> middle $25 \%$ |  | Upper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 86 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & 1 \\ & 70 \end{aligned}$ |  |  | $\begin{array}{r} 70 \\ 145 \end{array}$ |  | $\begin{array}{r} 145 \\ 304 \\ \hline \end{array}$ |  | $\begin{aligned} & 304 \\ & (1) \end{aligned}$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | \% bus inesses reporting | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | Unper middle $25 \%$ 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 60.1 | 61.0 | 51.6 | 55.1 | 73.1 | 95.7 | 62.8 | 68.8 | 55.1 | 55.1 | 73.1 |
| Occupency expenses | 10.8 | 12.6 | 13.5 | 11.2 | 5.9 | 100.0 | 10.8 | 12.6 | 13.5 | 11.2 | 5.9 |
| Depreciation | 2.6 | 3.1 | 3.4 | 2.7 | 1.2 | 79.4 | 3.3 | 4.8 | 4.4 | 2.9 | 1.5 |
| Repairs $\delta$ maintenance | 2.4 | 3.6 | 2.7 | 2.2 | 1.1 | 94.5 | 2.5 | 4.3 | 2.8 | 2.2 | 1.1 |
| Heat. light \& telephone | 2.3 | 3.5 | 2.2 | 2.2 | 1.2 | 99.1 | 2.3 | 3.5 | 2.2 | $2 . ?$ | 1.2 |
| Rent | 3.5 | 2.4 | 5.3 | 4.0 | 2.4 | 81.5 | 5.8 | 6.0 | 8.3 | 6.0 | 3.2 |
| Personnel expenses | 18.0 | 25.7 | 12.9 | 20.8 | 12.9 | 85.5 | 21.1 | 44.6 | 15.0 | 21.2 | 13.2 |
| Financial expenses | 3.1 | 4.2 | 4.0 | 2.8 | 1.5 | 98.7 | 3.2 | 4.5 | 4.0 | 2.8 | 1.5 |
| interest 8 bank charges | 2.0 | 3.1 | 2.1 | 1.9 | 1.0 0.5 | 88.6 96.3 | 2.3 | 3.7 1.2 | 2.6 1.9 | 2.1 1.0 | 1.0 0.5 |
| Other expenses | 6.8 | 5.8 | 12.5 | 5.0 | 3.9 | 100.0 | 6.8 | 5.8 | 12.5 | 5.0 | 3.9 |
| Profit (loss) | 1.1 | -9.3 | 5.5 | 5.1 | 2.6 | 98.8 | 1.2 | -9.3 | 5.5 | 5.3 | 2.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | - . | . . | . $\cdot$ |  |

## Symbols

zero or no observations

- too smill too be expressed
noi applicable
* confidenilal

Footnotes
(1) These estimares are based on a sample of busimesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$

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

This portion of the table pertains only to the businesses pepopting the specific expense item. Thercfore these ratios are calculated individually and the total will not nacessarily equal $100 \%$.

Notes
Data are shown by quartiles when ot least 13 of the sampled businesses report the specific ifem
Records were renked in ascending order according 20 sales size. Each quartile li.e. bottom 25\%. Iower middle 25\%. etc. represents one querter of the totel 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 tebles

(1) Locate the oppropriate sales range that is displayed on the iwo lines entiled miow sales valuem and migh sales waluen
(2) The selected range will indicate the proper quartile. i.e. the bottom $25 \%$, the lower midde $25 \%$, the upper middle $25 \%$ or the top 25\%.
(3) Datz pertaining to the selected sales size range will be in that quartile

Stenderd Industriml Clessification Definition (SIC 1880):
516 6012 - Specielty Food Stores
Businesses primarily engaged in retail dealing usually in one line of lood. Included in inis industry are those retail bakeries which sell mainly purchased goods and shops which bake their products on the premises and sell them ovar-the-counter to final consumers. businesses primarily engaged in selling fried chicken. doughnuts. pizzas. soft ice cream and the fike for off-premises consumption are classified in 9213 .- Take-Out Food services.

This group includes the following types of siores: bread and pastiy shops, butcher shops, candy and nut stores, confectionery stores. dairy products stores, delicetessens, fish and sea food stores. frui and vegetables stores, heal th food stores, ice cream stores, milk stores, specielty food stores lexc. Take-Dut food Services?

TABLE 2. Balance sheet profile for 1986
Manitoba. Specialty Food Stores (SIC 6012)

| Totall1 | Lottom | Uower | Uoper |
| ---: | ---: | ---: | ---: |
| $25 \%$ | middle $25 \%$ | middle $25 \%$ | $25 \%$ |


| Businesses in sample (No.) | 86 |  |  |
| :--- | :--- | :--- | :--- |
| Lowsales value $\left(\$ 000^{\prime} s\right)$ | $11)$ | $(1)$ | 70 |
| High sales value $\left(\$ 000^{\prime} s\right)$ | $11)$ | 70 | 145 |

Average ( $\$ 000$ 's)

| Assets |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cash | 7 | 1 | 6 | 7 | 13 |
| Accounts and notes receivable | 4 | 3 | 2 | 3 | 10 |
| Inventory | 10 | 1 | 4 | 10 | 24 |
| Other current assets | 2 | - | - | 2 | 3 |
| Total current assets | 23 | 5 | 13 | 23 | 51 |
| Fixed assets | 40 | 11 | 22 | 41 | 85 |
| Less: Accum. dep, on fixed assets | 19 | 4 | 9 | 17 | 46 |
| Other assets | 4 | - | 3 | 6 | 5 |
| Total assets | 48 | 13 | 29 | 52 | 95 |
| Liabilities and equity |  |  |  |  |  |
| Curfent loans | 12 | - | 6 | 13 | 28 |
| Other current liabilities | 10 | 7 | 5 | 8 | 22 |
| Total curtent liabilities | 22 | 8 | 11 | 22 | 49 |
| Mortgages payable | 3 | - | - | , | 5 |
| Long term debt | 17 | 7 | 17 | 12 | 31 |
| Other liabilities | 5 | - | 18 | - | - |
| Total liabilities | 46 | 14 | 46 | 38 | 86 |
| Total equity | 1 | -2 | -17 | 13 |  |

(11) 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
Manitoba, Specialty Food Stores (SIC 6012)

|  | To:al(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle $25 \%$ | Uppe: <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 36 \\ \{1 \\ 11 \end{array}\right\}$ | $\begin{aligned} & 111 \\ & 119 \end{aligned}$ | $\begin{array}{r} 119 \\ 207 \end{array}$ | $\begin{aligned} & 207 \\ & 704 \end{aligned}$ | $\begin{aligned} & 704 \\ & 11 \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 3.1 | 7.7 | 1.3 | 1.7 | 1.7 |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} 10.1 \\ 0.5 \\ 1.3 \end{array}$ | $\begin{array}{r} -3.2 \\ -62.1 \\ 1.2 \end{array}$ | $\begin{array}{r} 0.9 \\ -0.6 \\ 1.4 \end{array}$ | 17.9 8.0 0.8 | $\begin{array}{r} 22.5 \\ 44.1 \\ 1.5 \end{array}$ |

[^8]21 these estimates are based on a sample of businesses reporting sales between $\$ 10,000$ and $32,000,000$
See table i for symbols and nores

Definitions:

1. Liquidity retio:

Current $=$ current assets / current liabilities.
2. Levertge ritios:

[^9]TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1986
Manitoba, Specialty food Stores (SIC 6012)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe : <br> middle 25\% | Uppet <br> middle 25\% | TOD 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 0000^{\prime}$ s) High sales value (\$000's) | $\begin{aligned} & 25 \\ & \{1\} \\ & (1) \end{aligned}$ | $\begin{gathered} \{1\} \\ 91 \end{gathered}$ | $\begin{array}{r} 91 \\ 169 \end{array}$ | $\begin{aligned} & 169 \\ & 536 \end{aligned}$ | 536 $(1)$ |
|  | Average (\$000's) |  |  |  |  |
| Opereting activities Cash from operations Depreciation Other | 1 6 3 | $\begin{gathered} -1 \\ 10 \\ 17 \end{gathered}$ | $\begin{array}{r} -12 \\ 5 \\ -1 \end{array}$ | $\begin{array}{r} 1 \\ 4 \\ -3 \end{array}$ | 11 5 2 |
| Dividends | - | $=$ | - | -2 | - |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Incrose in investment <br> Decrease in investment | 1 -10 - | $\begin{array}{r}4 \\ -21 \\ \hline\end{array}$ | $-2$ | -4 | -11 |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 2 -6 4 -2 | -5 - - - - -1 | -2 14 -3 | 4 -4 3 -5 | 4 -11 -1 |
| Increase(decrease) in cash oquivalents Cash \& equivelents-Beginning of the year Cash \& equivalents - End of the year | -1 13 13 | 2 14 17 | 5 | $\begin{aligned} & -5 \\ & 33 \\ & 33 \end{aligned}$ | -1 7 6 |

(1) These estimetes ore based on a sample of incorporated businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$. Sample count includes only those businesses reporling a statement of changes
jee lable 1 for symbols and notes.

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC ciassification in 1986
Manitoba, food Stores (SIC 601)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000{ }^{\prime} \text { s }\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting\{3\} |
| 1983 |  |  |  |  |  |
| Total | 650 | 160.075 | 11.807 | 95 | 113 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 621 \\ 26 \\ 1 \\ 12 \end{array}$ | $\begin{array}{r} 28.399 \\ 11.077 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.038 \\ 821 \\ 226 \\ 8.722 \end{array}$ | 94 9 0 | 111 1 1 |
| 1986 |  |  |  |  |  |
| Total | 921 | 209.405 | 14.289 | 158 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 861 40 6 14 | $\begin{array}{r} 38.781 \\ 17.869 \\ 6.961 \\ 145.794 \end{array}$ | $\begin{array}{r} 2.577 \\ 1.215 \\ 475 \\ 10.022 \end{array}$ | 147 6 3 2 | $\cdots$ $\cdots$ $\cdots$ |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salepy pate as reported in the Survey of Employment. Aayrall and Hours, Statistics Canada. Catalogue 72-002. An averege labour unit could be interpreted es a full-time employee. Note that the business size groups used are determined ot the Canade level. Thus if business has at last 500 employees in Canada as a whole but less than that number in ony 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 payrall deductions in the following yeer.
"Nowly reporting" and "no longer reporting" businesses ere 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
Manitoba, Specialty Food Stores (SIC 6012)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Uppe middle 25\% | $\begin{aligned} & \text { To, } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 81 \\ 212.878 \\ 212.051 \\ 827 \end{array}$ | $\begin{array}{r} 37.612 \\ 36.119 \\ 1.493 \end{array}$ | $\begin{array}{r} 87.251 \\ 84.548 \\ 2.703 \end{array}$ | $\begin{array}{r} 187.915 \\ 184.023 \\ 3.892 \end{array}$ | $\begin{array}{r} 538.732 \\ 543.515 \\ -4.783 \end{array}$ |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 62 \\ 294,277 \\ 202,864 \\ 11,493 \end{array}$ | $\begin{array}{r} 37,598 \\ 35,258 \\ 2.340 \end{array}$ | $\begin{array}{r} 91,590 \\ 82,563 \\ 9,027 \end{array}$ | $\begin{array}{r} 207.978 \\ 193.950 \\ 14.028 \end{array}$ | $\begin{array}{r} 519.942 \\ 499.683 \\ 20.259 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 19 \\ 210.398 \\ 223.587 \\ -13.189 \end{array}$ | $\begin{array}{r} 37.672 \\ 39.625 \\ -1.953 \end{array}$ | $\begin{aligned} & 81.049 \\ & 87.386 \\ & -6.337 \end{aligned}$ | $\begin{array}{r} 161,464 \\ 170.934 \\ -9,470 \end{array}$ | $\begin{aligned} & 561.405 \\ & 596.403 \\ & -34.998 \end{aligned}$ |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 82 \\ 196.380 \\ 190.335 \\ 6.045 \end{array}$ | $\begin{array}{r} 25.432 \\ 23,322 \\ 2.110 \end{array}$ | $\begin{array}{r} 74.350 \\ 67.489 \\ 6.861 \end{array}$ | $\begin{array}{r} 165.397 \\ 152.382 \\ 13.015 \end{array}$ | $\begin{array}{r} 520.340 \\ 518.147 \\ 2.193 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) | 69 |  |  |  |  |
| Average sales \$ | 228.610 | 32,808 | 82.521 | 164.322 | 634.788 |
| Average exoense \$ | 217.058 | 26.411 | 72.477 | 150.959 | 618.382 |
| Average net profit \$ | 11.552 | 6,397 | 10.044 | 13.363 | 16.405 |
| Businesses reporting a loss (No.) | 13 |  |  |  |  |
| Average sales \$ | 171.765 | 19.881 | 46.266 | 218.190 | 402.722 |
| Average expense \$ | 177.180 | 20.998 | 50.346 | 222.245 | 415.131 |
| Average net loss \$ | -5.415 | -9.117 | -4.080 | -4.055 | -12,409 |

1986

(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
Manltoba, Pharmacies (SIC 6031)

|  | Total(1) |  | Bottom 25\% |  | Lower <br> middle 25\% |  | UDDer$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ ' $s$ ) <br> High salas value ( $\$ 000^{\prime} \mathrm{s}$ ) |  | 69 $(1)$ $(1)$ |  | $\begin{aligned} & 11) \\ & 368 \end{aligned}$ |  | $\begin{aligned} & 368 \\ & 505 \end{aligned}$ |  | 505 897 |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | \% businesses reporting | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { midd I } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uooer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Too } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 62.0 | 37.6 | 62.7 | 66.7 | 73.0 | 93.7 | 66.2 | 58.4 | 62.7 | 66.7 | 73.0 |
| Occupancy expenses | 4.9 | ?. 2.5 | 5.8 0.6 | 4.2 | 2.9 | 99.5 94.0 | 4.9 1.0 | 7.4 1.6 | 5.8 0.7 | 4.2 | 2.9 |
| Depreciation | 0.9 1.2 | 1.5 | 0.6 2.0 | 1.12 | 0.7 0.3 | 94.0 84.4 | 1.4 | 2.5 | 0.7 2.0 | 1.2 | 0.7 |
| Heat. light 8 telephone | 1.0 | 0.7 | 2.0 | 0.8 | 0.5 | 86.1 | 1.2 | 1.3 | 2.0 | 0.9 | 0.5 |
| Rent | 1.8 | 4.0 | 1.2 | 1.1 | 1.5 | 65.7 | 2.7 | 5.3 | 1.8 | 2.4 | 1.9 |
| Personnel expenses | 17.8 | 26.1 | 15.3 | 17.7 | 15.1 | 99.5 | 17.9 | 26.8 | 15.3 | 17.7 | 15.1 |
| Financial expenses | 3.2 0.8 | 3.3 1.6 | 6.0 0.9 | 2.2 0.6 | 1.3 0.3 | 100.0 98.6 | 3.2 0.8 | 3.3 1.7 | 6.0 0.9 | 2.2 0.6 | 1.3 0.3 |
| Protessional fees | 2.5 | 1.7 | 5.1 | 1.7 | 1.1 |  |  |  | 5.1 | 1.7 | 1.1 |
| Other expenses | 7.1 | 20.8 | 5.6 | 3.5 | 3.2 | 99.5 | 7.1 | 21.3 | 5.6 | 3.5 | 3.2 |
| Profit (loss) | 4.9 | 4.9 | 4.6 | 5.7 | 4.4 | 94.5 | 5.2 | 7.1 | 4.6 | 5.7 | 4.4 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ | - . | $\cdots$ | - | $\ldots$ |

## Symbola

zero or no observations
$t 00$ small too be expressed
not spplicable
$\times$ confidential

## Footnotes

111 These estimates are based on sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000,000$. lotal weighted expenditure on a given item
2) Value in aach cell $=\overline{\text { Total weighted sales of all busineses in the semple }} \times 100$ for each quartile

131 Value in ach cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of busingsses reporting this item of expenditure }}$ for foch quartile.
This portion of the table pertains only to the businesses reporting the specific axpense iten. Therefore these ratios are calculated individually and the cotal will not necessarily equal 100\%.

## Notes

Date are shown by oubriles when at least 13 of the sampled businesses report the specific item
Records were ranked in ascending order according to sales size. Each quartile li.e. bottom 25\%, lower middle 25\%, etc. represents one quarter of the total number of businesses. Wi hin 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 pange that is displayed on the two lines entitled "low sales value" and migh salas value"
(2) The selected range wilt indicate the proper quartile, i.e. the bottom 25\%, the lower middle 25\%, the upper middie 25\% or the top $25 \%$.
(3) Date perteining 10 the selected sales size range will be in that quartile

## Standerd Industrial CIessification Definition (SIC 1880):

## SIC 6031 - Pharmacies

Businesses primerily engaged in retail dealing in drugs, pharmaceuticels and patent medicines and drug sundries. Prescribed medicines must be sold but are not necesserily the source of greatest revenue. They may be secandarily engaged in selling other lines such as cosmetics. toiletrles, iobacco products. confectionery. stationery. gifiware and novelty merchandise

TABLE 2. Balance sheet profile for 1986
Manitoba, Pharmacies (SIC 6031)

|  | Total (1) | Bottom $25 \%$ | ower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & 700 \\ & 25 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 69 \\ \{1\} \\ 11 \end{array}\right\}$ | $\begin{aligned} & 111 \\ & 368 \end{aligned}$ | $\begin{array}{r} 368 \\ 505 \end{array}$ | $\begin{aligned} & 505 \\ & 897 \end{aligned}$ | $\begin{aligned} & 897 \\ & (1) \end{aligned}$ |
|  | Average ( 8000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 39 | 25 | 22 | 52 | 53 |
| Accounts and notes receivable | 23 | , | 14 | 27 | 41 |
| Inventory | 84 | 16 | 49 | 106 | 145 |
| Other current assets | 17 | 25 | 1 | 5 | 42 |
| Total current assets | 163 | 70 | 86 | 191 | 281 |
| Fixed assets | 60 | 15 | 23 | 92 | 95 |
| Less: Accum. dep. on fixed assets | 27 | 5 | 11 | 40 | 44 |
| Dther assets | 21 | 15 | 7 | 13 | 51 |
| Total assets | 218 | 96 | 106 | 256 | 383 |
| Liabilities and equity |  |  |  |  |  |
| Current losns | 23 | 3 | 24 | 32 | 26 |
| Other current liabilities | 55 | 12 | 26 | 65 | 106 |
| Total current liabilities | 78 | 14 | 50 | 97 | 133 |
| Mortgages dayable | 3 | 2 | 5 | 3 | 3 |
| Long term debt | 25 | 19 | 8 | 48 | 21 |
| Other l abilities | 3 | - | 2 | 2 | 5 |
| Total liabilities Total equity | 109 109 | 36 60 | 65 40 | 150 106 | 161 221 |

(1) These estimates are besed on a sample of businesses reporting seles between $\$ 10,000$ and $\$ 2,000.000$

See Table 1 for symbols and nozes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Pharmacies (SIC 6031)

|  | Total (2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value (\$000's) | $\begin{gathered} 65 \\ (1) \\ \text { (1) } \end{gathered}$ | $\begin{aligned} & 11) \\ & 376 \end{aligned}$ | $\begin{array}{r} 376 \\ 612 \end{array}$ | $\begin{aligned} & 612 \\ & 928 \end{aligned}$ | $\begin{aligned} & 928 \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio \{times) | 5.7 | 6.6 | 3.7 | 2.0 | 10.2 |
| ```Leverage ratios Oebt/equitr retio (times) Interest coverage retio (times) Oebt ratio (times)``` | 57.3 0.5 | 71.1 0.6 | 24.1 95.4 0.6 | $\begin{array}{r} 3.3 \\ 31.5 \\ 0.5 \end{array}$ | 1.2 32.6 0.4 |

(1) The ratios represent the average of ratios for each business in the group and connot be colculated from the figures shown in table 2 .
(2) These estimates are based on a sample businesses reporting sales beiween $\$ 10,000$ and $\$ 2,000,000$.

See rable 1 for symbols eno notes.

Definitions:

1. Liquidity retio:

Current : currens assets / current liabilities.

## 2. Leverage ratios:

a) Debt/equity $=$ total 1 iabilities $/$ 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
Manitoba. Pharmacies (SIC 6031)

|  |  |  |
| :--- | :---: | :---: | :---: | :---: |

(1) These estimates ore based on e semple of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2,000,000$. Sample count includes oniy those businesses reporting a slatement of changes.
See lable + for symbols and notes

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC classification in 1986
Manitoba. Pharmacies (SIC 6031)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{gathered} \text { Total } \left.\begin{array}{c} \text { payroll } \\ (\$ 000 \end{array}\right) \end{gathered}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No Ionger reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 178 | 22,320 | 2.329 | 8 | 8 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 148 \\ 27 \end{array}$ | $10.294$ | $\begin{array}{r} 1.079 \\ 945 \end{array}$ | 6 2 - - | 5 <br> 2 <br> 1 |
| 500 and over | 2 | X | 313 | - | - |
| 1986 |  |  |  |  |  |
| Total | 207 | 28.876 | 2.303 | 19 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 176 \\ 26 \\ 1 \\ 4 \end{array}$ | $\begin{array}{r} 15.371 \\ 9.502 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.222 \\ 761 \\ 1 \\ 319 \end{array}$ | $\begin{array}{r} 11 \\ 6 \\ 1 \\ 1 \end{array}$ | $\ldots$ $\cdots$ $\ldots$ |

[^10]TABLE 6. Selected operating characteristics of small businesses by saies quartile. 1984-1986
Manltoba. Pharmacies (SIC 6031)

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \mathrm{TO} \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample | 22 |  |  |  |  |
| Average sales \$ | 447.116 | -- | -- | -- | -- |
| Average expense \$ | 430,568 | -- | -- | -- | -- |
| Average net protit (loss) \$ | 16,548 | -- | -- | -- | -- |
| Businesses reporting a profit (Mo.) |  |  |  |  |  |
| Average sales \$ Average expense \$ | 556.887 532.419 | -- | - | -- |  |
| Average expense ${ }^{\text {Average }}$ net profiq \$ | +24.468 | -- | -- | -- | -- |
| Businesses reporting loss (No.) | $20.3{ }^{3}$ |  |  |  |  |
| Average sales \$ | 240,324 | -- | -- | -- | -- |
| Average expense \$ | 244.435 | -- | -- | -- | -- |
| Average net loss \$ | -4.111 | -- | -- | -- | -- |

1985

| Number of observations in sample | 37 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 631.405 | -- | -- | -- | -- |
| Average expense \$ | 585.538 | -- | -- |  |  |
| Average net profit (loss) \$ | 45.867 | -- | - | -- | -- |
| Businesses reporting profit (No.) | 30 |  |  |  |  |
| Average sales \$ | 639.587 | - | -- | -- | -- |
| Average expense \$ | 591.146 | -- | -- | -- | -- |
| Average net profit \$ | 48,441 | -- | -- | -- | -- |
| Businesses reporting loss (No.) | ${ }^{7}$ |  |  |  |  |
| Average sales \$ | 548.851 | -- | - | -- | -- |
| Average expense \$ | 564,707 | -- | -- | -- | -- |
| Average net loss \$ | -15.856 | -- | -- | -- | -- |

1986

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

See lable | for symbols and notes

TABLE 1. Selected operating ratios, in percent of saies. 1986
Manitoba, Miscellaneous Clothing Stores (SIC E141)


## Symbol:

zero of no observaiions

-     - 100 smal! 100 be expressed
. not applicable
confidensiel


## Footnotes

(1) These estimates are based on a sample of businesses peporting seles between $\$ 10.000$ and $\$ 2,000,000$
(2) Value in each cell $=\frac{\text { Total weighted expendiqure on a given irem }}{\text { Total weighted sales of all businesses in the sample }} \times 100$ for each quartile.
(3) Value in each cell $=\frac{\text { Total weighted expenditure on a given isem }}{\text { lotal weighted sales of businesses reporting this iqem of expenditure }} \times 100$
for each quartile.

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

## Notes

Data are shown by quariiles when at least 13 of the sampled businesses report the specific item
Fecords were ranked in ascending order according to seles size. Each quertile (i. bottom 25\%. Iower midde $25 \%$. 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
1t1 Locape the appropriate sales range that is displeyed on the pwo lines entited wow sales value and migh sales value
121 ihe selected range will indicote the proper quartile, i, e. the botiom $25 \%$, the tower middle $25 \%$, the uppar middle $25 \%$ or the top 25\%
(3) Data pertaining to the selected sales size range will be in that quartile.

Standard Industrisl Classification Definition (SIC 1980):
SIC 6141 - Miscelleneous Clothing Stores
gusinesses primarily engaged in retail dealing in a combination of men's, wonen's and children's clothing and accessories. Inclued in this indusiry are firms primarily engegad in petailing fut goods. Businesses may be described by product line such es: petail children's and infants' clothing. children's clothing siores, retail children's coats, combination clothing stores imen's, woman's and childen'sl, retail children's dresses, blouses and shirts. family clothing stores. reisil fur goods, retbil chiloren's hosiery, retbil infant's and lodder's clothing. repail children's oants and slacks. reiail chiloren's skirts. retail children's sleepwear. retail chiloren's suits.
etail children's sweaters and retail children's uncerwear

TABLE 2. Balance sheet profile for 1986
Manltoba, Miscellaneous Clothlng Stores (SIC 6141)

|  | Total (1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | Upper middle 25\% | $\begin{aligned} & 103 \\ & 257 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) High salas value ( $\$ 000$ 's) | $\begin{aligned} & 13 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average ( $\$ 000{ }^{\text {a }}$ ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 9 | -- | -- | -- | - |
| Accounts and notes receivable | 4 | -- | -- | -- | - |
| Inventory | 37 | - | -- | -- | -- |
| Other cuffent assets | 13 | -- | -- | -- | - |
| Total current assets | 62 | -- | -- | -- | -- |
| Fixed assets | 51 | -- | -- | -- | -- |
| Less: Accum. ded an fixed assets | 4 | -- | -- | -- | -- |
| Other assets | 3 | -- | -- | -- | -- |
| Total assets | 112 | -- | -- | -- | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans Other currant liabitities | 17 24 | -- | -- | -- | -- |
| Total current liabilities | 41 | -- | -- | -- | -- |
| Mortgages payable | 18 | -- | -- | -- | -- |
| Long term debt. | 22 | -- | -- | - | -- |
| Other liabilities | - | -- | -- | -- | -- |
| Total liabilities | 81 | -- | -- | -- | -- |
| Totel equity | 31 | -- | -- | -- | -- |

111 These estimetes are based on a sample of businesses reporting seles between $\$ 10,000$ and $\$ 2,000,000$.
See Toble 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1986
Manitoba, Miscellaneous Clothing Stores (SIC 6141)

|  | Total (2) | Battom $25 \%$ | Lower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value (\$000's) | $\begin{array}{r} 6 \\ (1) \\ (1) \end{array}$ |  | -- |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.6 | -- | -- | -- | -- |
| Leverage ratios Debt/aquity ratio (times) Interest coverage ratio (times) Debt ratio (times) | $\begin{array}{r} 25.7 \\ 11.8 \\ 0.8 \end{array}$ | -- | -- | -- | -- |

[^11](2) These estimates are based on a sample of businesses raporting sales between $\$ 10,000$ and $\$ 2,000,000$

See Table 1 for symbols and notes.

Definitions:

1. Liquidity relio:

Current = current assets / current liabilipies
2. Leverage ratios:
a) Debt/equity $=$ total liabilities $/$ equity
b) Debt ratio = total liebilities / totalassets.
c) Interest coverage = net profit interest expense / interesi expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba, Miscellaneous Clothing Stores (SIC 5141)

|  | Total(1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $(1)^{4}$ | -- | -- | -- |  |
|  |  |  | erage $1 \$ 000$ |  |  |
| Operating activities Cash from operations Depreciation Dther | $\begin{array}{r} 11 \\ 3 \\ 19 \end{array}$ | -- | -- | -- | -- |
| Dividends | -4 | -- | -- | -- | -- |
| Investment ectivities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | -7 | -- | "- | -- -- - | -- <br> -- <br> - |
| Financing activities <br> Increase in long term debt <br> Repayment of lang term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | 4 - -10 | - <br> - <br> - <br> - <br> - <br> - | $=-$ <br> - <br> - <br> - <br> - <br> - | - - - - - - - | - $=$ - - - - |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | 7 2 9 | -- | -- | -- | -- |

111 These estimates are based on semple of incorporeted businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Somple count includes only those businesses reporting statement of changes.
See table 1 for symbals and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on sic ciassification in 1986 Manitoba, Miscellaneous Clothing stores (SIC 6141)

|  |  |  |  | Changes in num with po | of businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour uniss(1) | Number of businesses | $\begin{array}{r} \text { Total payrol } \\ (\$ 000 \text { s }) \end{array}$ | Average labour units(1) | Newly <br> reporting(2) | No longer reporting (3) |
| 1983 |  |  |  |  |  |
| Total | 75 | B.850 | 914 | 3 | 6 |
| less than 20 | 66 | 1.925 2.099 | 196 | 3 | 6 |
| $\begin{aligned} & 20-99 \\ & 100-499 \end{aligned}$ | 6 | 2.099 | 210 | - | - |
| 500 and over | 3 | 4.826 | 508 | - | - |
| 1986 |  |  |  |  |  |
| Total | 99 | 13.619 | 1,187 | 19 | . . |
| less than 20 | 85 | 2.366 | $224$ | 17 | ** |
| $20-99$ $100-499$ | 4 | 1.198 2.699 | 111 | 1 | $\cdots$ |
| 500 and over | 5 |  | 591 | 1 | . |

(1) Average labour units are calculated by dividing total poyroll by the average annual wage and salary rate as reported in the

Surver of Enployment, Payroll and Hours. Statistics Canada, Catalogue 72-002. An everbge labour unit could be interpreted as a
full-time employee. Note that the business size groups used are determined at the canadr level. Thus If a business has at least
500 employees in Canade as a whole but less than that number in any given province it is shown in the 500 and over group.
121 Refers to businesses reporting no payroll deductions in the previous year
(3) Refers to businesses peporting no payroll oeductions in the following year
"Newly reporting" and "no longer reporting" busimesses are assumed to have been in activity for six months and the intormation is adjusted eccordingly.

See table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of amall businesses by sales quartile, 1984-1986
Manitoba, Miscellaneous Clothing Stores (SIC 6141)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middle $25 \%$ | Upper <br> middle 25\% | $\begin{aligned} & \text { ion } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 23 \\ 245.901 \\ 226.174 \\ 19.727 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profis \$ | $\begin{array}{r} 17 \\ 250.305 \\ 227.034 \\ 23.271 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 5 \\ 192.847 \\ 202.763 \\ -9.916 \end{array}$ | -- | -- | -- | -- |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 25 \\ 167.233 \\ 158.424 \\ 8.809 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 20 \\ 165.124 \\ 153.641 \\ 11.483 \end{array}$ | -- | -- | -- | - - - |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 5 \\ 97.018 \\ 128.213 \\ -31.195 \end{array}$ | -- | -- | -- | -- |

1986

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 52 \\ 185.818 \\ 184.383 \\ 1.435 \end{array}$ | $\begin{aligned} & 37.016 \\ & 41.321 \\ & -4.305 \end{aligned}$ | $\begin{array}{r} 93.994 \\ 100,366 \\ -6.372 \end{array}$ | $\begin{array}{r} 184.029 \\ 178.987 \\ 5.042 \end{array}$ | $\begin{array}{r} 428.233 \\ 416.859 \\ 11.374 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 31 \\ 194.037 \\ 181.100 \\ 12.937 \end{array}$ | $\begin{array}{r} 53.955 \\ 48.318 \\ 5.637 \end{array}$ | $\begin{array}{r} 99.235 \\ 93.043 \\ 6.192 \end{array}$ | $\begin{array}{r} 189.205 \\ 179.422 \\ 9.783 \end{array}$ | $\begin{array}{r} 433.751 \\ 403.618 \\ 30.133 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 21 \\ 173.705 \\ 190.181 \\ -16.476 \end{array}$ | $\begin{array}{r} 20.078 \\ 34.323 \\ -14.245 \end{array}$ | $\begin{array}{r} 93.111 \\ 101.600 \\ -8.488 \end{array}$ | $\begin{aligned} & 166.093 \\ & 177.479 \\ & -11.386 \end{aligned}$ | $\begin{aligned} & 415.539 \\ & 447.320 \\ & -31.781 \end{aligned}$ |

(1) These estimates are based on asample 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
Manitoba, Fabric and Yarn Stores (SIC 6151)


## Symbols

zero or no observations
too small too be expressed
not aplicable
confidential

## Footnotes

11 These estimates are based on a sample of businasses reporting sales between $\$ 10,000$ and $\$ 2.000 .000$.
2) Value in Total weighted expenditure on a given item
$\begin{aligned} & \text { (21 Value in each cell }= \text { Total weighted sales of all businesses in the sample } \times 100 \text { for each quartile. } \\ & \text { (3) Value in each cell }=\frac{\text { Totel weighted expenditure on a given item }}{\text { Total weighted sales of businesses reporting thls itom of expenditure }} \times 100\end{aligned}$
This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios ere culated individually and the total will not necesserily equil 100 x

## Notes

Oata are shown by quartiles when ai least 13 of the sampled businesses report the specific item.
fecords 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 quar:ile, the average ratio is presented. For comparison purposes. the high and low values of sales are shown

## How to use the tebles

[1] Locate the apprapriate 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 midde $25 \%$ or the top 25\%
(3) Data pertaining to the selected sales size range will be in that quartile

## Standard Industria( Classification Definition ISIC 1980):

## SIC 6151 - Fabric and Yern Stores

Bus inesses primarily engaged in retail deating in yard goods; yarns and related merchandise such as: dry goods and notions stores, fabric stores. retail knitting yarn ano accessosies. milt-end stores (textile fabric), retail piece goods (textile fab:icl. retail sewing thread. reteil texile fabrics. retail yarn goods lextile fabric), and retail yarn

TABLE 2. Balance sheet profile for 1986
Manitoba, Fabric and Yarn Stores (SIC 6151)

|  | Tota) (1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $108$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\circ} \mathrm{s}$ ) | $(1)^{6}$ | -- | -- | -- | -- |
|  | Average ( 8000 's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | , | -- | -- | -- | -- |
| Accounts and notes receivable |  | -- | -- | -- | -- |
| Inventory | 58 | -- | -- | -- | -- |
| Other current assets | - | -- | -- | -- | -- |
| Total current assets | 62 | -- | -- | -- | " |
| Fixed assets | 12 | -- | -- | -- | - |
| Less: Accum. dep. on fixed assets | 7 | -- | -- | -- | - |
| Other ossets | 2 | -- | -- | -- | -- |
| Total assets | 69 | -- | - | =- | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans l (iabilities | 12 30 | -- | -- | -- | -- |
| Total current liabilities | 42 | -- | -- | -. | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 17 | -- | -- | -- | -- |
| Other liabilities | - | -- | -- | -- | -- |
| Total lisbilities | 58 | - | -- | -- | -- |
| Total equity | 11 | -- | -- | -- | -- |

11 These estinates 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
Manitoba, Fabric and Yarn Stores (SIC 6151)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> Migh sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & (1)^{2} \\ & (1) \end{aligned}$ | -- |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | $x$ | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (simes) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $x$ $\chi$ $\chi$ $\chi$ | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated fram the figutes shown in iable 2
(2) These estimetes are based on a sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$.

See iable 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities
2. Leverage ratioz:
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 oniy, 1986
Manitoba, Fabric and Yarn Stores (SIC 6151)

(1) These estimetes are based on sample of incorporgred businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$. Sample count inctudes only those businesses reporting a statement of changes see table 1 for symbols ano notes

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC ciassification in 1986
Manitobe, Fabric and Yarn Stores (SIC 6151)

| Business size expressed in |
| :--- | :--- | :--- | :--- |
| average labour units(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 Emplayment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a full-time employge. Note that the business size groups used are determined of the Canade tevel. Thus if a business hes et least 500 employees in Canade 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 eporting no payroll deductions in the previous year
(3) Refers to businesses poporting no payroll deductions in the following year
"Newly reporting" and "no longar reporting" businesses are assumed to have been in activity for six months and the information is adjusted eccordingly.

See iable 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businasses by sales quartile, 1984-1986
Manitoba, Fabric and Yarn Stores (SIC 6151)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle $25 \%$ | To: 25* |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 16 \\ 57.469 \\ 54.205 \\ 3.264 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting profit (No.) <br> Average sales $\$$ <br> Average expense 5 <br> Average net profit \$ | $\begin{array}{r} 12 \\ 70.683 \\ 64.225 \\ 6.458 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting a loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 4 \\ 32.589 \\ 35.124 \\ -2.535 \end{array}$ | -- | -- | -- | -- |


| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 10 \\ 136.563 \\ 138.624 \\ -2.061 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 5 \\ 17 E .958 \\ 164.321 \\ 12.637 \end{array}$ | "- | -- | -- | - |
| ```Businesses reporting loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 5 \\ 153.358 \\ 161.637 \\ -8.279 \end{array}$ | -- | -- | -- | -- -- |


| Number of observations in sample | 14 |
| :---: | :---: |
| Average sales \$ | 134.882 |
| Average expense \$ | 128.827 |
| Average net profit (loss) \$ | 6.055 |
| Businesses reporting profit (No.) | 12 |
| Average sales \$ | 134.925 |
| Average expense $\$$ | 127.892 |
| Average net profit \$ | 7.033 |
| Businesses reporting loss (No.) | 2 |
| Average sales \$ | 55.830 |
| Average expense \$ | 58.100 |
| Average net loss \$ | -2.270 |

[^12]TABLE 1. Selected operating ratios, in percent of sales. 1986
Manltoba, Appliance. Television, Radio and Stereo Stores (SIC 622)

|  | Total(1) |  | Bottom 25\% |  | Lower middle 25\% |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\{\$ 000$ 's $\}$ High sales value ( $\$ 000$ 's) |  | 47 11 11 |  | -- |  | - |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Tota | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Uppe: middie $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 47.5 | -- | -- | -- | -- | 72.1 | 65.8 | -- | -- | -- | -- |
| Occupancy expenses | 8.5 | -- | -- | -- | -- | 100.0 | 8.5 | -- | -- | -- | -- |
| Depreciation | 2.5 | -- | -- | -- | -- | 88.1 | 2.8 | -- | -- | -- | -- |
| Repairs \& maintenance | 0.8 | -- | -- | -- | -- | 36.6 | 2.1 | -- | -* | - |  |
| Heat. light \& telephone | 2.2 | -- | -- | -- | - | 96.4 | 2.3 | -- | - | -- | -- |
| Rent | 3.1 | -- | -- | -- | -* | 53.2 | 5.8 | -- | -- | -* | - |
| Personnel expenses | 16.5 | -- | -- | -- | -- | 79.2 | 20.8 | -- | -- | - | - |
| Financial expenses | 3.1 | -- | -- | -- | -- | 91.2 | 3.4 | -- | - | -- | - |
| interest \& bank charges Professional fees | 1.4 | -- | -- | -- | -- | 88.9 85.1 | 1.6 2.0 | -- | -- | -- | -- |
| Other expenses | 20.1 | -- | -- | - | -- | 100.0 | 20.1 | -- | -- | -- | -- |
| Profit (loss) | 4.3 | - | - | - | -- | 100.0 | 4.3 | -- | -- | - | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | - | -- |

## Symbol:

zero of mo observations
too small too be expressed
not applicable
confionential

## Footnotes

(11) These estimates are based on a sample of businesses peporting sales beqween $\$ 10.000$ and $\$ 2.000,000$

121 value in ebch cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted seles of all businesses in the sample }} \times 100$ for each quartile
(3) Value in each cell $=\frac{\text { Toisl weighed expenditure on a given item }}{\text { Toisl weighted sales of businesses reporting this item of expenditure }}$ for foch quartite

This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these patios are calculated individually and the totbl will not necessarily equel $100 \%$.

## Notes

Data are shown by quertiles when at least 13 of the sompled businesses report the specific irem
Records were ranked in ascending order according to sales size. Each quertile (i. e. boitom 25\%. Iower middle 25z, etc.) represents one quarter of the total number of businesses. Within each quartile. the everage retio is presented. For comparison purposes, the high and low values of sales are shown

## How to use the tables

(1) Locate the appropriate salas range that is displayed on the two lines entitlad maw sales value and "High sales valuem
(2) The selected range will indicate the proper quertile. i.e. the bottom $25 \%$, the lower midde $25 \%$, the uppet midde $25 \%$ or the top 25\%.
(3) Data pertaining to the selacted sales size range will be in that quartile.

Stendard Industrisl CIEssificetion Definition 15IC 19801:
SIC 622 - Appliance, Television. Radio and Stereo Stores
Businesses primafily engaged in retail dealing in major household appliances. small electricel appliances. television, radio and sound equipment. Repair shops for such appliances are included in this industry group.

TABLE 2. Balance sheet profile for 1986
Manitoba, Appliance, Television, Radio and Stereo Stores (SIC 622)

|  | Total(1) | Bottom 25\% | Lower <br> middle $25 \%$ | Upper <br> midde 25\% | $\begin{aligned} & \text { To, } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value (\$000's) | $\begin{aligned} & 47 \\ & (1) \\ & (1) \end{aligned}$ | -- |  |  | -- |
|  | Average ( $\$ 000 \mathrm{~s}$ ) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total curient assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 3 \\ 6 \\ 33 \\ 10 \\ 52 \\ 20 \\ 7 \\ 2 \end{array}$ | -- - - - -- -- | -- <br> -- <br> -- <br> -- <br> -- <br> - | -- <br> - <br> - <br> - <br> - <br> - <br> - | -- -- - - - -- |
| Total assats | 68 | -- | -- | -- | -- |
| Liabilities and equity Cuppent loans Other current liabilities Total curpent liabilities Mortgages payable Long term debt Other liabilities | $\begin{array}{r}10 \\ 31 \\ 40 \\ 1 \\ 19 \\ \hline\end{array}$ | -- -- -- -- | -- -- -- -- -- | -- -- -- -- | -- -- -- -- -- |
| Total liabilities Total equity | $\begin{aligned} & 52 \\ & 16 \end{aligned}$ | -- | -- | -- | -- |

I11 These estimates are based on sample of businesses reporting sales between $\$ 10,000$ 8no $\$ 2,000,000$.
See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Appliance, Television, Radio and Stereo Stores (SIC 622)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 11 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |
|  | Avelage |  |  |  |  |
| Llquidity ratio Current ratio (times) | 1.1 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio \{times\} <br> Debi fatio (times) | $\begin{array}{r} -11.7 \\ -9.8 \\ 1.0 \end{array}$ | -- | -- | -- | -- |

(1) The patios pepresent the average of ratios for each business in the group and camot be calculated from the figures shown in table 2 .
(2) These estimates ape besed on a sample of businesses reporting sales between $\$ 10,000$ and $82,000,000$.

See Table 1 for symbols and notes

Definitions:
f. Liquidity patio:

Cuprent = current essets / current liabilities.
2. Leverage retiot:
a) Debt/equity $=$ total liabilities / equity.
b) Debt fatio $=$ total liabilities/ qotal assets
c) Interest coverage = net profit interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manltoba. Appliance, Television, Radio and Stereo Stores (SIC 522)

|  | Total(1) | Bottom 25\% | Lowe r <br> midde 25\% | Upper <br> middie 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( 8000 's) High soles value ( 8000 's) | (11) ${ }^{8}$ |  |  | -- |  |
|  | Aversge (\$000's) |  |  |  |  |
| Operating ectivities Cash from operations Dedreciation Other | 9 26 -21 |  | -- | -- | -- |
| Dividends | - | -- | -- | -- | - |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | -18 -2 - | -- | -- | -- -- -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other |  | -- <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - - - - - - |
| Increase(decrease) in essh s equivalents Cash equivalents-Beginning of the year Cash s equivalents - End of the year | -2 -2 |  |  |  | -- |
| (if) These estimates are based on a sample of incorporated businesses reporing salas between $\$ 10.000$ and $\$ 2.000 .000$. Sample count includes only those businesses reporting a statement of changes. <br> See Table, for symbols and notes. |  |  |  |  |  |
| TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986 |  |  | based on |  |  |


|  |  |  |  | Changes in number of businesses with peid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units (1) | Number of businesses | Total $\left(\$ 000^{\prime} s\right)$ $(\$ 2 y)$ | Average labour units(l) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting\{3\} |

## 1983



1986

| Totel | 339 | 23.230 | 1.566 |
| :--- | ---: | ---: | ---: | ---: |
| 1 ess than 20 | 326 | 15.748 | 1.041 |
| $20-99$ | 8 | 2.365 | 157 |
| $100-499$ | 3 | 178 |  |
| 500 and over | 2 | $x$ | 190 |

$\qquad$
$\qquad$
$\cdots$

$$
178
$$

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

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

|  | Total(1) | Bot tom $25 \%$ | Lower middle 25\% | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Tof } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1584 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 86 \\ 169.828 \\ 162.592 \\ 7.230 \end{array}$ | $\begin{array}{r} 17.495 \\ 17.687 \\ -192 \end{array}$ | $\begin{array}{r} 39.396 \\ 33.660 \\ 5.736 \end{array}$ | $\begin{array}{r} 109.572 \\ 98.126 \\ 11.446 \end{array}$ | $\begin{array}{r} 512.823 \\ 500.896 \\ 11.927 \end{array}$ |
| Businesses reporting a profit (Mo.) <br> Average sales \$ <br> Average expense 5 <br> Average net profit $\$$ | $\begin{array}{r} 69 \\ 162.632 \\ 150.969 \\ 11.663 \end{array}$ | $\begin{array}{r} 19,748 \\ 15,718 \\ 4,030 \end{array}$ | $\begin{array}{r} 38.969 \\ 32.285 \\ 6.684 \end{array}$ | $\begin{array}{r} 111.147 \\ 91.645 \\ 19.502 \end{array}$ | $\begin{array}{r} 480.663 \\ 464.226 \\ 16.437 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense ${ }^{\text {W }}$ <br> Average net loss $\$$ | $\begin{array}{r} 17 \\ 207.977 \\ 215.978 \\ -7.901 \end{array}$ | $\begin{aligned} & 15.597 \\ & 19.346 \\ & -3.749 \end{aligned}$ | $\begin{aligned} & 43.702 \\ & 47.541 \\ & -3.839 \end{aligned}$ | $\begin{array}{r} 104.715 \\ 118.110 \\ -13.395 \end{array}$ | $\begin{gathered} 667,892 \\ 677,716 \\ -9.824 \end{gathered}$ |

1985

| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 80 \\ 192.580 \\ 187.061 \\ 5.519 \end{array}$ | $\begin{array}{r} 21.677 \\ 20.228 \\ 1.449 \end{array}$ | $\begin{array}{r} 57.930 \\ 58.888 \\ -958 \end{array}$ | $\begin{array}{r} 114.105 \\ 102.757 \\ 11.348 \end{array}$ | $\begin{array}{r} 576.607 \\ 566.369 \\ 10.238 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (Mo.) | 61 |  |  |  |  |
| Average sales \$ | 196.898 | 22.609 | 57.489 | 111.499 | 595.985 |
| Average expense \$ | 185.907 | 18.662 | 48.884 | 96.788 | 579.29. |
| Average net profit \$ | 10.991 | 3.947 | 8.605 | 14,711 | 16.70 \% |
| Businesses reporting a loss (Mo.) | 19 |  |  |  |  |
| Average sales \$ | 192.576 | 19.984 | 58.426 | 159,847 | 532.048 |
| Average expense \$ | 209.354 | 23.074 | 70.155 | 207.519 | 536.667 |
| Average net loss \$ | -16,778 | -3.090 | -11.729 | -47.672 | -4,619 |

1985

Number of observations in sample
Average sales \$
Average expense $\$$
Average net profit (loss) $\$$

Businesses reporting profit (No.)
Average sales \$
Average expense

| Average expense $\%$ | 206,769 |
| :--- | :--- |

79
197.304
187.645
9.659

206.769
193.452
13.925

19,985
9,899
34.93
.935
32.619
2.316
125.482
614.872
13.317
13.925
9
45.381
113.752
636.847

Average net profit $\$ \quad 13.3$

Businesses reporting loss (No.)
11
199.663
209.556
4.026
5.83
17.16
61.605
25.242

Average sales \$
$\overline{-}$
25.130
27.053
-1.923
96.065
477.794

Average expense 5
$-9.893$
499.101
(ll These estimates are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000 .000$.
See Table i for symbois and notes

TABLE 1. Solected operating ratios, in percent of sales, 1986
Manitoba. Gasoline Service Stations (SIC 6331)

|  | Tota!(1) |  | Bottom 25\% |  | Lower$\text { middle } 25 \%$ |  | Uoper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\circ}$ s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 125 \\ & \text { (1) } \\ & (1) \end{aligned}$ |  | $\begin{aligned} & (1) \\ & 176 \end{aligned}$ |  | $\begin{array}{r} 176 \\ 472 \\ \hline \end{array}$ |  | $\begin{aligned} & 472 \\ & 824 \\ & \hline \end{aligned}$ |  |  | $\begin{aligned} & 824 \\ & \text { (1) } \end{aligned}$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Uoper middie 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 73.6 | 50.5 | 75.5 | 85.7 | 82.7 | 99.5 | 74.0 | 51.5 | 75.5 | 85.7 | 82.7 |
| Occupancy expenses | 4.7 | 10.0 | 3.0 | 3.0 | 2.9 | 99.6 | 4.7 | 10.1 | 3.0 | 3.0 | 2.9 |
| Depreciation | 1.3 | 3.2 | 0.6 | 0.5 | 0.7 | 74.4 | 1.7 | 5.0 | 1.4 | 0.6 | 0.8 |
| Repsirs 8 maintenance | 1.3 | 2.8 | 1.1 | 0.6 | 0.8 | 97.3 | 1.3 | 3.1 | 1.1 | 0.6 | 0.8 |
| Heat, light 8 telephone | 1.6 | 3.7 | 0.9 | 0.9 | 0.7 | 97.8 | 1.6 | 3.7 | 1.0 | 0.9 | 0.7 |
| Rent | 0.6 | 0.3 | 0.4 | 0.9 | 0.7 | 40.4 | 1.4 | 1.3 | 1.8 | 2.2 | 1.0 |
| Personnel expenses | 11.4 | 16.7 | 13.6 | 6.5 | 8.9 | 94.5 | 12.1 | 19.8 | 14.0 | 6.7 | 8.9 |
| Financial expenses | 1.9 | 3.9 | 1.9 | 1.3 | 0.6 | 97.5 | 2.0 | 4.3 | 1.9 | 1.3 | 0.6 |
| Interest 8 bank charges | 0.8 | 0.7 | 1.3 | 1.0 | 0.4 | 93.2 | 0.9 | 0.8 | 1.6 | 1.0 | 0.4 |
| Professional foes | 1.1 | 3.2 | 0.6 | 0.3 | 0.2 |  | 1.2 | 4.6 | 0.7 | 0.3 | 0.2 |
| Other expenses | 5.4 | 12.4 | 3.4 | 2.3 | 3.4 | 100.0 | 5.4 | 12.4 | 3.4 | 2.3 | 3.4 |
| Profit (loss) | 2.9 | 6.5 | 2.5 | 1.1 | 1.6 | 100.0 | 2.9 | 6.5 | 2.6 | 1.1 | 1.6 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | . $\cdot$ | - . | -•* | $\ldots$ |

Symbol:
zero or no observations
too small 100 be expressed
not applicable
confidential

## Footnotes

(1) Jhese estimates are based on a semple of businesses peporting sales between $\$ 10,000$ and $\$ 2,000,000$
(2) Value in each cell $=\frac{\text { lotal weighted expenditure on a given item }}{\text { Total weightad sales of all businesses in the sample }} \times 100$ for each quartile.
(3) Volue in ach cell =

Total weighted expenditure on a given item
Total weighted sales of businesses reporting this item of expenditure $\times$ ion for aach 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 necessapily equal $100 \%$.

## Notes

Deta bre shown by quartiles when as least 13 of the sempled businesses report the specific item.
Records were ranked in ascending order according to seles size. Each quartile li. e. bottom 25\%. lower middle 25x, etc. represents one quarter of the total number of businesses. Within asch quartile, the average ratio is presented. for comparison purposes, the high and low values of sbles are shown

How to use the tebles
III Locate the approprise sales range thet is displayed on the two lines entitled "Low seles value" and migh sales velue"
121 The selected range will indicste the proper quartile, i.e. the bottom $25 \%$, the lower middle $25 \%$, the upper midde $25 \%$ or the top 25\%.
(3) Dato pertaining to the solected sales size range will be in that quartila.

Standerd Industrisl Claseification Definition (SIC 1980):
Sic 6331 - Gasoline Service Stations
Businesses primerily engaged in retail dealing in gasoline. lubricating oils and gieases. Includec in this industry are firms primarily ongaged in fubricating motor vehicles. This group industry includes firms described as: petail diesel fuel. filling stations. gas bars. gasoline service stations. retai! gesoline, motor vehicles lubrication services. And self-serve gasoline stations.

TABLE 2. Balance sheet profile for 1986
Manitoba, Gasoline Service Statlons (SIC 6331)

|  | Total(1) | Bottom 25\% | Lower middle $25 \%$ | Upper <br> middle 25\% | Tor 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 125 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & (1) \\ & 176 \end{aligned}$ | $\begin{aligned} & 176 \\ & 472 \end{aligned}$ | $\begin{aligned} & 472 \\ & 824 \end{aligned}$ | $\begin{aligned} & 824 \\ & 11) \end{aligned}$ |
| Average ( $\$ 000$ 's) |  |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total curcent assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 8 \\ 7 \\ 15 \\ 2 \\ 32 \\ 54 \\ 16 \\ 1 \end{array}$ | 1 1 2 - 3 6 1 | $\begin{array}{r} 4 \\ 3 \\ 9 \\ 1 \\ 18 \\ 53 \\ 16 \end{array}$ | $\begin{array}{r} 10 \\ 4 \\ 20 \\ - \\ 34 \\ 38 \\ 8 \end{array}$ | $\begin{array}{r} 16 \\ 21 \\ 30 \\ 7 \\ 73 \\ 115 \\ 38 \\ 4 \end{array}$ |
| Total assets | 71 | 9 | 56 | 65 | 154 |
| Liebilities and equity Current loans Other current liabilities Total current liabilities Mortgages payable Long term debt Other liabilities | 14 18 31 4 22 1 | $!$ | $\begin{array}{r} 7 \\ 8 \\ 14 \\ 2 \\ 31 \\ 3 \end{array}$ | 16 14 30 2 14 | 31 46 77 11 40 2 |
| Total liabilities Total equity | 58 13 | 5 3 | 49 7 | 47 18 | 129 24 |

(1) These estimates bre based on o sample of businesses reporting $\$$ ales between $\$ 10.000$ and $\$ 2.000 .000$

See lable i for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Gasoline Service Stations (SIC 6331)

|  | Total(2) | Bottom $25 \%$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 19 \\ & (1) \\ & (1) \end{aligned}$ |  |  |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | 1.7 | -- | -- | -- | -- |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{aligned} & 6.0 \\ & 6.2 \\ & 0.8 \end{aligned}$ | -- | -- | -- | -- |

[^13]Sea Table ifor symbols and notes

Definitions:

1. Liquidity ratio:

Curfent $=$ current asseis / current liabilities.
2. Lever age retios:
al Debt/equity = totel liebilities / equity
b) Debt ratio = total liabilities / total assets.
c) Interes: Coverage $=$ net profi: interest expense / interest expense.

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

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 12 \\ & \{1\} \\ & \{1\} \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | erage (\$00 |  |  |
| Operating activities Cash from operations Dapreciation Other | $\begin{array}{r} 19 \\ 5 \\ -8 \end{array}$ | -- | -- | -- | -- |
| Dividends | -1 | ** | -- | - - | - |
| Investment activities <br> Disposal of fixed assets <br> Pupchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r}7 \\ -27 \\ \hline\end{array}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders Advances \& loans from government <br> Incresse in equity <br> Decrease in equity <br> Other | 10 -6 9 -7 - - - -7 | -- | -- <br> -- <br> -- <br> -- <br> - <br> - |  | -- -- -- -- -- -- |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash equivalents - End of the year | -7 35 28 | -- | -- | -- | -- |

11 These estimetes are based on a smple of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Smple count includes only those businesses reporting a statement of changes.
See Table 1 for symbols end notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC ciassification in 1986
Manitobe Gasoline Service Stations (SIC 6331)

| Business size expressed In average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payrol } \\ (\$ 000 \text { ' }) \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No Ionger reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 388 | 31.114 | 3,148 | 32 | 60 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 371 \\ 12 \\ 2 \\ 3 \end{array}$ | $\begin{array}{r} 20.726 \\ 2.687 \\ x \\ x \end{array}$ | $\begin{array}{r} 2.079 \\ 279 \\ 147 \\ 843 \end{array}$ | 32 | $\begin{array}{r} 57 \\ 2 \\ 1 \\ - \end{array}$ |
| 1986 |  |  |  |  |  |
| Totel | 508 | 42.875 | 3.805 | 73 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 483 19 3 3 | $\begin{array}{r} 27.353 \\ 5.196 \\ 2.816 \\ 7.510 \end{array}$ | $\begin{array}{r} 2.411 \\ 466 \\ 245 \\ 683 \end{array}$ | $\begin{array}{r}71 \\ 2 \\ \hline\end{array}$ | " |

$(11$ aver age labour units are colculated by dividing total peyroll 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 unlt could be inerpreted as a full-fime employee. Note that the business size groups used afe defermined at the conado level. Thus if a business hes or 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 proup
(2) Refers to businesses reporting no payroll deductions in the provious year
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly reporting" and Eno longer reporting" businesses are assumed to have been in activity for slx months and the informetion is adjusted accordingly.

See Table 1 for symbols and notes

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

|  | Total(1) | Bottom 25\% | Lowe ! $\text { middle } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { Tof } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 276 \\ 449.179 \\ 435.144 \\ 14.035 \end{array}$ | $\begin{array}{r} 64.751 \\ 56.985 \\ 7.766 \end{array}$ | $\begin{array}{r} 180.166 \\ 166.106 \\ 14.060 \end{array}$ | $\begin{array}{r} 453.205 \\ 442.479 \\ 10.726 \end{array}$ | $\begin{array}{r} 1.098,594 \\ 1.075 .004 \\ 23.590 \end{array}$ |
| Businesses reporting profit (No.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 237 \\ 451.181 \\ 432.220 \\ 18.061 \end{array}$ | $\begin{aligned} & 72.650 \\ & 60.120 \\ & 12.530 \end{aligned}$ | $\begin{array}{r} 175,994 \\ 157,008 \\ 18,986 \end{array}$ | $\begin{array}{r} 449.229 \\ 434.452 \\ 14.777 \end{array}$ | $\begin{array}{r} 1.106 .850 \\ 1.077 .299 \\ 29.551 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 39 \\ 443.447 \\ 454.017 \\ -10.570 \end{array}$ | $\begin{aligned} & 38.251 \\ & 46.472 \\ & -8.211 \end{aligned}$ | $\begin{array}{r} 198.712 \\ 206.550 \\ -7.838 \end{array}$ | $\begin{array}{r} 481.773 \\ 500.149 \\ -18.376 \end{array}$ | $\begin{array}{r} 1.055 .040 \\ 1.062 .895 \\ -7.855 \end{array}$ |

1985

Number of observations in sample Average sales \$ Average expense \$
Average net profit (loss) \$

Businesses reporting a profit (Mo.)
Average sales \$
Average expense \$
Average net profit $\$$
269
553.412
546.061
7.351
usinesses reporting loss (Mo.)
Average sales $\$$
Average expense $\$$
Average net loss \$
218
543.698
528.398
15.220

59
580.790
5027
592.269
68.003
90.558

- 22.555
82.010
84.310
$-2,300$
318.662
312.291
6.371
593.170
585.293
7.877
1.219 .804
1.202 .348
.202 .348
17.456
. 300
6.371
90.095
80.704
303.626
291.98
$\begin{array}{rr}573.336 & 1,207.4: 2 \\ 557.888 & 1.183 .029 \\ 15.448 & 24.392\end{array}$
24, 393
55.735

62 B .719
1.270 .701
$-11.479$

1986

Number of observations in sample
Average salas $\$$
Average expense $\$$
Average net profit (loss) $\$$

Businesses reporting a profit (No.)
Average sales \$
Average expense \$
Average net profit $\$$
256
571.725
564.865
6.860

216
577,315
561,782
15,533
85,362
77,303
78.035
77.171
305.082
295.259
10.823
616.646
605.621
11.025

1,286.138


Businesses reporting loss (No.)
Average sales $\$$

| 40 |  |
| ---: | ---: |
| 558,974 | 58.42 |
| 572.831 | 76.81 |
| -93.857 | -18.38 |

58.428
76.817
309.22

| 617.893 | $1.296,777$ |
| ---: | ---: |
| 602.938 | 1.275 .288 |
| 14.955 | 21.489 |

Average expense $\$$
$-18.389$
297.622
305.106
-7.484
610.821
1.269 .023

Aver oe net loss $\$$
$-13.857$

[^14]TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Tire, Battery, Parts and Accessories Stores (Sic 6342)

|  |  | (1) |  | Bottom $25 \%$ | Lower middie 25\% |  | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left\{\begin{array}{l} 31 \\ 1 \\ 1 \\ 1 \end{array}\right\}$ |  |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | \% businesses reporting | Reporting businesses anly (3) |  |  |  |  |
|  | Tota 1 | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | Upper middle 25\% |  |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 63.0 | -- | -- | -- | -- | 100.0 | 63.0 | -- | -- | -* | - |
| Decupancy expenses | 7.7 | -- | -- | -- | -- | 100.0 | 7.7 | -- | -- | -- | -- |
| Depreciation | 1.9 | -- | -- | -- | -- | 94.2 | 2.0 | -- | -- | -- | -- |
| Repairs 8 maintenance | 0.7 | -- |  |  | -- | 72.2 | 1.0 | -- | -- | -- | -- |
| Heat, light \& telephone | 1.7 3.4 | -- | -- | -- | -- | 97.1 86.0 | 1.7 3.9 | -- | -- | -- | -- |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel expenses | 17.3 | -- | -- | -- | -- | 97.1 | 17.8 | -- | -- | -- | -- |
| Financial expenses | 3.4 | -- | - | -- | -- | 100.0 | 3.4 | -- | -- | -- | = |
| Interest \& bank charges Professional fees | 2.4 1.0 | -- | -- | -- | -- | 100.0 96.1 | 2.4 | -- | -- | -- | - |
| Other expenses | 7.2 | -- | -- | -- | -- | 100.0 | 7.2 | -- | -- | - | -- |
| Profit (loss) | 1.5 | -- | -- | -- | -- | 99.1 | 1.5 | $\sim$ | -- | - | -- |
| Total | 100.0 | - | -- | -- | -- | 100.0 | . | -- | -- | -- | -- |

## symbols

zero or no observations
$t 00$ small ta0 be expressed
not applicable
$\times$ confidentiol

## Footnotes

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

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

## Notes

Data are shown by qubriiles when at laest 13 of the sampled businesses report the specific ifem
Records were ranked in ascending order according to sates size. Eech quartile (i.e. bottom $25 \%$, lower midde $25 \%$, etc.) represents one quarter of the total number of businesses. Within aech quartile, the evergge ratio is presented. For comparison purposes, the high and low values of sales bre shown.

How to use the tables
(1) Locate the appropriate seles range that is displayed on the two lines entited whow sales value" and "High sales value",
(2) The selected range will indicate the proper quariile. i.e. the bottom 25\%, the lower middle 25\%, the upper midde 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):
5IC 6342 - Tire, Battery, Parts and Accessories Stores
Businesses primarity engaged in retail dealing in new or used tires, tubes batteries and other automobile perts and accessories separateiy or in combination. These establishments may be secondarily engaged in tire installation ond repair as well as in automobile repair. fhis industry includes the following iypes of retail operations: retail automotive bstteries, retail automotive parts and accessories, retail automotive cassettes and $8-t r a c k$ tape recorders. retail motor vehicle radios linc. C. $B$. or GRSI. retail motor vehicle stereos, retail motos vehicle tape decks and retail fires and qubes.

TABLE 2. Balance sheet profile for 1986
Manitobe, Tire, Battery, Parts and Accessories Stores (SIC 6342)

|  | Total(1) | Bottom 25\% | Lower middle 25\% | Upper middle 25\% | Tof $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 31 \\ (1) \\ (1) \end{array}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 5 \\ 25 \\ 81 \\ 112 \\ 42 \\ 22 \\ 21 \end{array}$ | -- - - - - - - | -- <br> -- <br> -- <br> -- <br> -- <br> - | - - - - - - - - | -- -- - - -- -- |
| Total assets | 153 | - | -- | -- | - |
| Liabilities and equity <br> Current laans <br> Other current liabilities Total current liabilities Mortgages payable Long term debt Other liabilities | $\begin{aligned} & 55 \\ & 33 \\ & 88 \\ & 1 \\ & 62 \\ & 1 \end{aligned}$ | $-=$ -- -- -- | -- -- -- -- | -- -- -- -- | -- -- -- -- |
| Total lisbilities Total equity | $\begin{array}{r} 151 \\ 2 \end{array}$ | -- | -- | -- | -- |

(1) These estimates are based on e sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000,000$.

See rable 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Tire, Battery. Parts and Accessories Stores (SIC 6342)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 22 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 2.4 | -- | -- | -- | -- |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} 10.5 \\ 1.0 \end{array}$ | -- | -- -- | -- | -- |

(11) The ratios represent the average of ratios for each business in the group end cannot be calculated from the figures shown in teble 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 retio:

Current = current assets / current liabilities.
2. Leverage ratios:
al Debt/equity = total liabilities / equity.
b) Debtretio = total liebilities/total assets.
c) Interest coverage $=$ net profit + interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba, Tire, Battery, Parts and Accessorles stores (Sic 6342)

|  | Total\{1\} | Botiom 25\% | Lower $\text { middle } 25 \%$ | Upper <br> midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 13 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Opersting activities Cash from operations Dapreciation Other | $\begin{array}{r} -26 \\ 11 \\ 20 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r} 5 \\ -32 \\ -3 \\ \hline \end{array}$ | -- | -- | -- -- -- | -- -- |
| Financing activities <br> Increase in long term debt Repayment of long term dabt Loans from shareholders Repayment of loans fiom shareholders Advances \& loans from government lncrease in equity Decrease in equity Other | $\begin{array}{r} 20 \\ -6 \\ 3 \\ -6 \\ \hline \end{array}$ | -- - - -- -- - | - <br> - <br> - <br> - <br> - <br> - | - - - - - - -- | - |
| Increase(decpase) in cash of equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | -14 -34 -48 | -- | -- | -- | - |

(1) These estimates are based on semple of incorporated businesses peporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Sample count includes only those businesses reporting a stetement of changes.
see isbte 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1983-1986 Dased on SIC ciassification in 1986
Manitoba, Tire. Battery, Parts and Accessorles Stores (SIC 6342)


(11) Average labour units are calculated by dividing total payroll by the average annual wage and salary pate as reported in the Survey of Employment. Payroll and Hours. Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as o full-time employee. Note thet the business size groups used are determined at the canade level. Thus if business has ot least 500 employees in Canada as a whole but less then that number in any given province it is shown in the 500 and over group
$\{2 \mid$ Refers 10 businesses reporting no payroll deductions in the previous vear
(3) Refers to businesses reporting no payroll deductions in the following yeer
"Hewly reportinge and "no longer reporting" businasses are assumed to have been in activity for six months and the information is adjusted accordingly.

Sae Table 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba. Tire, 8attery, Parts and Accessories Stores (SIC 6342)

|  | Total 11 ) | Bottom $25 \%$ | Lower <br> middie 25\% | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & T 0 ; \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net Drofit (loss) \$ | $\begin{array}{r} 21 \\ 224.407 \\ 211.301 \\ 13.105 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting a profit (No.) Average sales $ Average expense $ Average net profit $``` | $\begin{array}{r} 15 \\ 214.060 \\ 194.766 \\ 19.294 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 6 \\ 274.097 \\ 282.248 \\ -8.151 \end{array}$ | -- | -- | -- | -- |

1985

Number of observations in smple Average sales $\$$

Average net profit (loss) \$

Businesses reporting oprofit (No.)
Average sales \$
Aversge net Drofit \$ 20.25

Businesses reporting loss (Mo.)
Average sales \$
303.452

Average expense \$
326.385

Average net loss \$
$-22,937$

| - | -- |
| :---: | :---: |
| -. |  |
|  | -- |
| -- | -- |
| -- | -- |
|  | -- |
| -- | -- |
| -- | -- |

1986

| Number of observations in sample | 37 |
| :--- | ---: |
| Average sales $\$$ | 301,384 |
| Average expense $\$$ | 313.530 |
| Average net profit (loss) $\$$ | -12.946 |
|  |  |
|  |  |
|  |  |
| Businesses reporting a profit (No.) | 29 |
| Average sales $\$$ | 326.007 |
| Average expense $\$$ | 307.938 |
| Average net profit $\$$ | 18.069 |
|  |  |
|  |  |
| Businesses reporting a loss (No.) | 877.286 |
| Average sales $\$$ | 406.121 |
| Average expense $\$$ | -28.835 |

[^15]TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, General Stores (SIC 6412)

|  | Total(1) |  | Bottom 25\% |  | $\begin{array}{r} \text { Lower } \\ \text { midde } 25 \% \end{array}$ |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $9000^{\prime}$ s) |  | $\begin{aligned} & 49 \\ & 11\} \\ & 11\} \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industiy average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lower midde $25 \%$ | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Cost of sales | 84.8 | -- | -- | -- | - | 100.0 | 84.8 | -- | -- | -- | -- |
| Decupancy expenses | 13.9 | -- | -- | -- | -- | 100.0 | 13.9 | -- | - | - | -- |
| Depraciation | 7.3 | -- | -- | -- | -. | 97.0 | 7.5 | -- | -- | -- | -- |
| Repairs 8 maintenance | 1.4 | -- | -- | -- | -- | 98.7 | 1.4 | -- | -- | -- | -- |
| Heat. Iight \& telephone | 3.2 | -- | -- | -- | -- | 99.3 | 3.2 | -- | -- | -- | -- |
| Ren |  | -- | -- | -- | -- |  |  | -- | -* | -- | -- |
| Personnel expenses | 3.6 | -- | -- | -- | -- | 75.6 | 4.8 | -- | -- | -- | - |
| Financial expenses | 4.4 | -- | =- | -- | -- | 99.3 | 4.5 | -- | -- | -- | -- |
| Interest 8 bank charges protessional tees | 3.1 1.4 | -- | -- | -- | -- | 90.4 94.8 | 3.4 1.4 | -- | -- | -- | -- |
| Other expenses | 8.3 | -- | -- | -- | -- | 100.0 | 8.3 | -- | -- | -- | - |
| Profit (loss) | -15.1 | -- | -- | -- | -- | 100.0 | -15.1 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | - | 100.0 | -.. | -- | -- | -- | - |

## Symbol:

zero or no observations
$\$ 00$ small too be expressed
no: applicable
confidentisl

## ootnotes

(1) These estimates ere besed on sample of businesses peporting sales between $\$ 10,000$ and $\$ 2,000,000$.

Votal weighted expenditure on a given $i \mathrm{iem}$
Value in bach $c e l l=\overline{T o t a l}$ weighted sales of all businesses in the sample $\times 100$ for ach quartile.
(3) Value in each cell $=\frac{\text { Total weighted expenditure on aiven item }}{\text { Total weighted sales of businesses reporting this item of expenditure }} \times 100$

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

## Notes

Data are shown by quartiles whan at least 13 of the sampled businesses report the specific item
Fecords were ranked in escending order according to sales size. Each quertile (i.e. bottom 25\%, lawer middle 25\%, etc.) represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For comperison purposes. the high ano low values of sales are shown

## How to use the tablet

(1) Locate the appropribte sales range that is displayed on the two lines entited "Low sales value" and wigh sales value"
2) The selected range will indicate the proper quartile, i.e. the bottom 25\%, the lower midole $25 \%$, the upper midole $25 \%$ or the top $25 \%$
(3) Data pertaining to the selected sales size range will be in that quartile.

Standard Induetrial Classificetion Definition (SIC 1980):
SIC 6412 = Generel stores
Businesses primar ily engaged in retail dealing in a general line of merchandise on a non-departmental basis, the most imporfant of which is food. Other merchandise sold usublly includes ready-to-wear apparel, toilefries, cosmetics. hardware, farm supplies and housewares, Businesses may be described as: country general stores and general stores.

TABLE 2. Balance sheet profile for 1986
Manitoba, General Stores (SIC 6412)

| Total(1) Bottom | Lower | Upper | middle $25 \%$ | midde $25 \%$ |
| ---: | ---: | ---: | ---: | ---: |


| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 49 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 8 | -- | -- | -- |  |
| Accounts and notes receivable | 3 | -- | -* | - | -- |
| Inventory | 35 | -- | -- | - | -- |
| Other current assets | 5 | -- | -- | - |  |
| Total current assets | 50 | -- | -- | -- | - |
| Fixed assets | 41 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 16 | -- | -- | -- | -- |
| Other assets | 3 | -- | -- | -- | -- |
| Total assets | 79 | -- | -- | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Curtent loans | 2 | -- | -- | -- | -- |
| Other current liabilities | 7 | -- | -- | -- | -- |
| Total current liabilities | 9 | -- | -- | -- | - |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 28 | -- | -- | -- |  |
| Other liabilities | 1 | -- | -- | -- | -- |
| Total libbilities | 38 | -- | -- | -- | -- |
| Total equity | $4!$ | -- | -- | -- |  |

111 inese estimetes are based on 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
Manitoba, General Stores (SIC 6412)

|  | Total\{2 | $\begin{array}{r} \text { Bot } 20 \mathrm{~m} \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 10 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 10.8 | -- | -- | -- | -- |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt iatio (times)``` | $\begin{array}{r} -1.2 \\ 18.2 \\ 0.5 \end{array}$ | -- | -- | -- | -- |

(1) The ratios rapresent the average of ratios for each businass 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 beiwean $\$ 10,000$ and $\$ 2,000,000$

See rable $i$ for symbols and noies.

Definitions:

1. Liquidity ratio:

Cuprent = current assets / current lisbilitios
2. Leverage ratios:
a) Debt/equity = total liabilities / equity
b) Dabi ratio = rotal lisbilities / total assets
c) Interest coverage $=$ net prafi * interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Manitoba, General Stores (SIC 6412)

|  | Total (1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Uppe: middle 25\% | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 5 \\ (1) \\ (1) \end{array}$ | -- | -- | -- | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{array}{r} 4 \\ 3 \\ -10 \end{array}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | -1 -2 - | -- -- -- | -- | -- <br> -- <br> - | -- -- -- |
| Financing activities <br> Increase in long term debt Repayment of long term debt <br> Loans from sharenolders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | -3 -1 - | -- - - - -- -- | - <br> - <br> -- <br> -- <br> -- <br> - | -- -- -- -- -- -- | -- -- -- -- -- |
| Increaseldecrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the yaar | -9 16 7 | -- | -- | -- | -- |

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

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Manitoba, General Stores (SIC 6412)


(1) Average labour units ere calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment, Payroll and Hours, Stasistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a fult-time employee. Note that the businass size groups used are determined at the Canada level. Thus it a business has at leost 500 emplayees in Canada ss 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 iable 1 for symbols and notes.

TABLE 6. Selected operating characteristics of smali businesses by sales quartile. 1984-1986
Manitoba, General Stores (SIC 6412)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 75 \\ 352.849 \\ 338,075 \\ 14,774 \end{array}$ | $\begin{array}{r} 62.393 \\ 59.967 \\ 2.426 \end{array}$ | $\begin{array}{r} 180.753 \\ 174.593 \\ 6.160 \end{array}$ | $\begin{array}{r} 338.285 \\ 325.999 \\ 12.286 \end{array}$ | $\begin{array}{r} 829.966 \\ 791.739 \\ 38.227 \end{array}$ |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 67 \\ 352.608 \\ 335.930 \\ 16.678 \end{array}$ | $\begin{array}{r} 61.503 \\ 56.818 \\ 4.685 \end{array}$ | $\begin{array}{r} 179.320 \\ 171.532 \\ 7.788 \end{array}$ | $\begin{array}{r} 340.496 \\ 325,931 \\ 14.565 \end{array}$ | $\begin{array}{r} 829.112 \\ 789.438 \\ 39.674 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{aligned} & 361.529 \\ & 372.741 \\ & -11.212 \end{aligned}$ | $\begin{array}{r} 69.350 \\ 84.564 \\ -15.214 \end{array}$ | $\begin{aligned} & 200.253 \\ & 216.253 \\ & -16.000 \end{aligned}$ | $\begin{array}{r} 319.881 \\ 326.562 \\ -6.681 \end{array}$ | $\begin{array}{r} 856.630 \\ 863.585 \\ -6.955 \end{array}$ |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 77 \\ 361.735 \\ 350.553 \\ 11.182 \end{array}$ | $\begin{array}{r} 85.210 \\ 83.761 \\ 1.449 \end{array}$ | $\begin{array}{r} 179.527 \\ 170.058 \\ 9.469 \end{array}$ | $\begin{array}{r} 366.104 \\ 349.634 \\ 16.470 \end{array}$ | $\begin{array}{r} 816,100 \\ 798.760 \\ 17.340 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 62 \\ 359.127 \\ 343.310 \\ 15,817 \end{array}$ | $\begin{array}{r} 94.813 \\ 88.058 \\ 6.855 \end{array}$ | $\begin{array}{r} 180.604 \\ 168.363 \\ 12.241 \end{array}$ | $\begin{array}{r} 367.201 \\ 346.781 \\ 20.420 \end{array}$ | $\begin{array}{r} 793.791 \\ 770.038 \\ 23.753 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 15 \\ 383.522 \\ 394,055 \\ -10.533 \end{array}$ | $\begin{aligned} & 76.663 \\ & 79.975 \\ & -3.312 \end{aligned}$ | $\begin{array}{r} 172.273 \\ 181.470 \\ -9.197 \end{array}$ | $\begin{aligned} & 357.401 \\ & 372.265 \\ & -14.864 \end{aligned}$ | $\begin{aligned} & 927.750 \\ & 942.510 \\ & -14.760 \end{aligned}$ |
|  |  |  | 1986 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 95 \\ 222,711 \\ 219.857 \\ 2.854 \end{array}$ | $\begin{aligned} & 28.347 \\ & 29.748 \\ & -1.401 \end{aligned}$ | $\begin{array}{r} 125,283 \\ 129,739 \\ -4,456 \end{array}$ | $\begin{array}{r} 188.080 \\ 188.469 \\ -389 \end{array}$ | $\begin{array}{r} 549.133 \\ 531.470 \\ 17.663 \end{array}$ |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 66 \\ 239.543 \\ 229.993 \\ 9.550 \end{array}$ | $\begin{array}{r} 81.576 \\ 79,331 \\ 2.245 \end{array}$ | $\begin{array}{r} 123.092 \\ 118.562 \\ 4.530 \end{array}$ | $\begin{array}{r} 209.465 \\ 199.171 \\ 10.294 \end{array}$ | $\begin{array}{r} 544,037 \\ 522,907 \\ 21,130 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 29 \\ 226,989 \\ 232.790 \\ -5.801 \end{array}$ | $\begin{aligned} & 15.792 \\ & 18.052 \\ & -2.260 \end{aligned}$ | $\begin{array}{r} 125.890 \\ 132,834 \\ -6,944 \end{array}$ | $\begin{array}{r} 178.335 \\ 183.593 \\ -5.258 \end{array}$ | $\begin{array}{r} 587.938 \\ 596.681 \\ -8.743 \end{array}$ |

[^16]TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba, General Merchandise Stores (SIC 6413)

|  | Total(1) |  | Bottom 25\% |  | Lower <br> midde $25 \%$ |  | Upper middle $25 \%$ |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) |  | $\begin{aligned} & 13 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reparting } \end{aligned}$ | Redorting businesses only ( 3) |  |  |  |  |
|  | Total | Bottom 25\% | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 75.8 | -- | -- | -- | -- | 100.0 | 75.8 | -- | -- | -- | - |
| Decupancy expenses | 8.3 | -- | -- | -- | -- | 100.0 | 8.3 | -- | -- | - | -- |
| Depreciation | 0.8 | -- | -- | -- | -- | 82.0 | 1.0 | -- | - | -- |  |
| Repails \& maintenance | 1.3 | -- | -- | -- | -- | 89.1 | 1.4 | -- | -- | -- |  |
| Hest. light \& telephone | 1.3 | - | -- | -- | -- | 100.0 | 1.3 | - | -- | - - |  |
| Rent | 4.9 | -* | -- | -- | -- | 49.3 | 9.9 | -- | -- | - | -- |
| Personnel expenses | 9.1 | -- | -- | -- | -- | 72.1 | 12.6 | -- | - $=$ | -- | -- |
| Financial expenses | 2.4 | -- | -- | -- | -- | 89.1 | 2.7 | =- | -- | -- | -- |
| Interest \& bank charges Professional fees | 1.8 0.6 | -- | -- | -- | -- | 86.5 89.1 | 2.1 0.6 | -- | -- | -- | -- |
| Other expenses | 3.5 | -- | -- | -- | -- | 100.0 | 3.5 | -- | -- | -- | - |
| Profit (loss) | 1.0 | -- | -- | -- | -- | 100.0 | 1.0 | -- | -- | =- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

## 5, mbols

> zero or no observations

- 100 smell too be expressed
not epplicable
confioentist


## Footnotes

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

Total weighted expenditure on given item
Total weighted sales of businesses reporting this item of expenditure
This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios ara calculated individuelly end the totel will not necesserily equal $100 \%$

## Notes

Date ere shown by guartiles when at least 13 of the sampled businesses report the specific item.
Records were ranked in ascending order according to sales size. Each quartile li. e. bottom 25\%. lower middle 25\%, etc.) represents one quarter of the totat number of businesses. Within each quartile. the average ratio is presented. For comperison purposes. the high end low values of sales are shown

How to use the tables
111 Locte the eppropriate sales range that is displayed on the two lines entitiad blow sales value" and "high sales value"
121 The selected range will indicate the proper quartile. i. e. the bottom $25 \%$, the lower midole $25 \%$, the upper middle $25 \%$ or the top $25 \%$.
I3I Data pertaining to the selacted sates size range will be in that quartile.

## Standard Industrisl Clessification Definition (51C 1880):

## S1C 6413 - Generel Merchandise Stores

Busimesses primarily engaged in retait dealing in a general line of merchandise on a non-departmental basis including peady-to-wear apparel, toilepries. cosmetics. hardware and housewares. where food and household furniture are not normally commodify lines and where no one commodity line accounts for more than $50 \%$ of lotal evenue.

TABLE 2. Balance sheet profile for 1986
Manitoba, General Merchandise Stores (SIC 6413)

(1) These estimates are besed on sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$.

See table for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1986
Manitoba, General Merchandise Stores (SIC 6413)

|  | Total (2) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper middle $25 \%$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value ( $\$ 000$ 's) | $(1)^{7}$ |  |  |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.8 | -- | -- | -- | -- |
| ```Leverage ratios Oebt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} -3.7 \\ 3.0 \\ 4.0 \end{array}$ | -- | -- | -- | -- |

(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 iable 1 for symbols and notes

## Definisions:

1. Liquidity rario:

Current = current assets / current liabibities
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
Manitoba, General Merchandise Stores (SIC 6413)


111 These essimates are based on sample of Incopporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Sample count includes only those businesses reporting e statement of changes.
See Table 1 tor symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC ciassification in 1986
Manltoba. General Merchandise Stores (SIC 6413)

|  |  |  |  | Changes in numb with pai | of businesses ployees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(i) | Number of businesses | $\begin{array}{r} \text { Tozal payrall } \\ (\$ 000 \text { s) } \end{array}$ | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 15 | 8,435 | 867 | 3 | 2 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 11 \\ 3 \\ - \\ 1 \end{array}$ | $\begin{array}{r}392 \\ \times \\ \hline \\ \hline\end{array}$ | $\begin{array}{r} 40 \\ 44 \\ 783 \end{array}$ | $?$ | $!$ |
| 1986 |  |  |  |  |  |
| Total | 22 | 10.133 | 898 | 3 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}18 \\ 2 \\ \hline\end{array}$ | $\begin{array}{r}701 \\ \times \\ \hline\end{array}$ | 59 22 89 89 | 3 | $\cdots$ $\cdots$ $\cdots$ |

(I) Average fabour units ape calculated by dividing total payroll by the average annual wage and salary rate as raported 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 deiermined at the Cansda level. Thus if business has at least 500 employees in Canada as o whole but less than that number in any given province it is shown in the 500 and over group.
$(21$ Refers to businesses reporting no payroll deductions in the previous year.
131 Refers to businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" businesses are assumed to have been in ectivity 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
Manitoba, General Merchandise Stores (SIC 6413)
Total(1)
Bottom
$25 \%$
Lower
middle $25 \%$
Upper
middle $25 \%$
$10 \%$
$25 \%$


1985

Number of observations in sample
8
244.512
227.741
16.771
Average expense \$
Average net profit (loss) $\$$

Businesses reporting a profit (No.)
6
345.022
Average sales $\$$
307.791

Average expense \$
37.231

Businesses reporting a lass (No.)
2
144.003
147.691
-3.688
Average expense 9
Average net loss \$
$\qquad$

| -- | -- |
| :--- | :--- |
| -- | -- |
| -- | -- |
| -- | -- |
| -- |  |
| - | - |
| -- | - |
| -- | - |
| -- |  |

--
--
--
--
-

--
--


1985

Number of observations in sample
21
360.284
371.689
$\begin{array}{ll}-- & -- \\ -- & -- \\ -- & -- \\ -- & -- \\ -- & \\ & -- \\ -- & -- \\ -- & \end{array}$
--
371.689
-11.405

Average expense $\$$
Average net profit (loss) \$

Businesses reporting profit (No.)
Average sales $\$$
Average expense $\$$
Average net profit $\$$

Businesses reporting loss (No.)
Average sales \$
Average expense $\$$
Averae net loss 401.337
Average net loss \$ $\quad-55.558$
(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
Manitoba, Hardware Stores (SIC 6531)

|  | Total(1) |  | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ |  | Lowe <br> midde $25 \%$ |  | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $\left\{\$ 000^{\prime} \mathrm{s}\right.$ \} High sales value (\$000's) | $\begin{aligned} & 42 \\ & \{1\rangle \\ & (1) \end{aligned}$ |  |  |  |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | \% busi nesses reporting | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lawe : middle 25\% | Upper middle $25 \%$ |  |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe ${ }^{+}$ middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 62.0 | -- | -- | -- | -- | 52.2 | 67.2 | -- | -- | -- | - |
| Decupancy expenses | 8.2 | -- | - | - | -- | 100.0 | 8.2 | -- | - | - | =- |
| Depreciation | 4.6 | -- | -- | -- | -- | 81.8 | 5.6 | - | - | - | - |
| Repairs \& maintenance | 0.5 | - - | -- | -- | - - | 58.8 | 0.8 | -- | -- | -- | - |
| Heat. Iight \& telaphone | 2.2 | -- | -- | -- | -- | 96.5 | 2.3 | -- | -- | *- | - |
| Rent | 0.9 | -- | -- | -- | -- | 22.3 | 4.1 | -- | -- | *- | -- |
| Personnel expenses | 6.2 | -- | -- | -- | - | 60.6 | 10.3 | - | -- | -- | - |
| Financial expenses | 3.5 | - | -- | =- | -- | 99.0 | 3.6 | -* | -- | - | -- |
| Interest \& bank charges | 1.3 | -- | -- | -- | -- | 75.5 | 1.7 | -- | -- | - | -- |
| Protessional fees | 2.2 | -- | * | -- | -- | 96.5 | 2.3 | -- | =- | -- | $\sim$ |
| Other expenses | 8.7 | - | =- | -- | - | 100.0 | 8.7 | - | -- | -- | - |
| Profit (loss) | 11.4 | - | =- | - | -- | 100.0 | 11.4 | - | =- | -- | =- |
| Total | 100.0 | -- | - | -- | - | 100.0 | - | =- | - | - | - |

## symbols

zero or no observations
too small too be expressed
not applicable
confidaniiel

## ootnotes

(1) These estimates are based on a sample of businesses peporiing sales between $\$ 10,000$ and $\$ 2,000,000$
2) Value in each cell $=$ lotal weighted expendiqure on a given item

Total weighted sales of all businesses in the sample $x$ for aach quartile
(3) Value in esch cell

Total weighted expenditure on given item
Total meighted seles of businesses reporting this iten of expenditure
inis portion of the table pertains only to the businesses reporting the specific expense item. Therefore these fatios ere calculated individually and the total will not nacessarily equal $100 \%$.

## Notes

Daia are shown by quariiles when at least 13 of the smpled businesses report the specilic item
Records were panked in ascending order according to sales size. Ebch quartile (i.e. bottom 25\%, lower middle 25\%, etc.) represents one quarter of the total number of businesses. Within each quartile, the bverage ratio is presented. For comparison purposes, the high and low values of sales are shown

How to use the tables
(1) Locbte the appropriate sblas renge that is displayed on the two lines entitled miow sales valuem and migh sales value"
(2) The selected range will indicate the ppoper quertile, 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

## Stunderd indugtriml Classification Definition (SIC 1980):

## SIC 653s - Mardware Storos

businesses primarily engaged in petail dealing in any combination of the basic lines of hardware, such as hand and power tools, builderst haroware, fasteners, electical and plumbing supplies. These businassas may be secondarily engaged in perailing housewares. electical appliances. pains. sporting goods. etc.

TABLE 2. Balance sheet profile for 1986
Manitoba, Hardware Stores (SIC 6531)

|  | Total(1) | Bottom 25\% | Lower <br> middle $25 \%$ | Upper <br> middle 25\% | $\begin{aligned} & \text { TOL } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 42 \\ & (1) \\ & (1) \end{aligned}$ | -- |  | -- | -- |
|  | Average ( $\$ 000{ }^{\prime}$ s) |  |  |  |  |
| Assats |  |  |  |  |  |
| Cash | 6 | -- | - | -- |  |
| Accounts and notes receivable | 4 | -- | -- | -- |  |
| Inventory | 41 | -- | -- | -- | - |
| Other current assets | - | -- | - | -- | -- |
| Total current assets | 51 | -- | - | -- |  |
| Fixed assets | 25 | -- | - | -- | -- |
| Less: Accum. dep. on fixed assets | 11 | -- | -- | -- | -- |
| Other assets | 5 | -- | -- | -- | -- |
| Total assets | 71 | -- | -- | -- | "- |
| Liabilities and equity |  |  |  |  |  |
| Other current liabilities | 12 | -- | -- | -- | -- |
| Total current liabilities | 18 | -- | -- | -- | -- |
| Mortgages payable | 1 | -- | -- | -- | -- |
| Long term debt | 19 | -- | - | - | -- |
| Other liabilities | 2 | -- | -- | -- | -- |
| Total liabilities | 41 | -- | -- | -- | -- |
| Total equity | 30 | -* | -- | -- | -- |

(1) These estimates are besed 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
Manitoba, Hardware Stores (SIC 6531)

|  | Total(2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower $\text { middle } 25 \%$ | Upper middele 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 0000^{\prime}$ s) High sales value ( $\$ 000$ 's) | $(19)^{6}$ | -- |  | -- |  |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 12.6 | -- | -- | -- | -- |
| Leverage ratios <br> Debt/eauity ratio (times) <br> Interest coverage ratio (times) <br> Debr patio (imes) | $\begin{array}{r} 13.4 \\ 67.0 \\ 1.4 \end{array}$ | -- | -- | -- | -- |

(1) The rasios represent the overage of ratios for each business in the group and cannot be calculated from the figures shown in lable 2
(2) These estimares are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$.

See table 1 for symbols and notes

## Definition:

1. Liquidity patio:

Curfent = current assets / curpent liabilisies.
2. Leverage ratios:
a) Debs/equity = total liabilisies / equity
b) Debi ratio $=$ iotal $\mid i a b i l i t i e s /$ qotal assets.
c) Interest coverage $=$ net profit $*$ interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1986
Manltoba, Hardware Stores (SIC 6531)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left.(1)^{9}\right)$ | -- | -- | -- |  |
|  |  |  | Average (\$000 |  |  |
| Dperating activities Cash from operations Dedreciation Other | 44 9 1 | -- | -- | -- | -- |
| Dividends | - | - | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Jncrease in investment <br> Decrease in investment | 15 -19 -7 25 | -- | -- | -- | -- -- -- |
| Financing activities <br> Increase in long term debt Repayment of long term debt Loans from shareholders Repayment of loans from shareholders Advances \& loans from government tncrease in equity Decrease in equity Other | $\begin{array}{r}16 \\ -81 \\ 6 \\ -11 \\ \hline\end{array}$ | -- <br> - <br> - <br> - | -- -- -- -- -- | - <br> - <br> - <br> - <br> - | - - - - - -- |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | -1 1 | -- | -- | -- | -- |

[1) These estimates be besed 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.
tee iable 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC ciassification in 1986
Manitoba, Hardware. Paint. Glass and Wallpaper Stores (SIC 653)


(1) Average labour units are calculatad by dividing total payroll by the average annual wage and salary rate as reportad in the Survey of Employment, Payroll and Hours. Statistics Canade. Catalogue 72-002. An average labour unit could be interpreted as a full-ime emplayee. Note that the business size groups used are determined at the Canado level. Thus if a business has at least 500 mployees in Canade as a whole but less then 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 yebr.
"Newly reporting" and "no longer reporting" businessas are assumed to have been in activity for six months and the information is adjusted eccordingly.

See rabla 1 for symbols and notes.

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

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe ! middle 25\% | Upper middle 25\% | Tor $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) $\$$ | $\begin{array}{r} 39 \\ 247.193 \\ 235.924 \\ 11.269 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense 5 <br> Average net prof it \$ | $\begin{array}{r} 33 \\ 250.725 \\ 234.523 \\ 16.202 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (Na.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 6 \\ 152.990 \\ 161.667 \\ -8.677 \end{array}$ | -- | -- | -- | -- |

1985

| Number of observations in sample Average sales \$ | $\begin{array}{r} 35 \\ 444.013 \end{array}$ | -- | -- | -- | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expense \$ | 423.282 | -- | -- | - | - |
| Average net profit (loss) \$ | 20.731 |  | -- | -* | -- |
| Businesses reporting a profit (No.) | 30 |  |  |  |  |
| Average sales \$ | 424.833 | -- |  |  |  |
| Average expense \$ | 397.805 | -- |  | -- |  |
| Average net profit \$ | 27.028 | -- | -- | -- |  |
| Businesses reporting a loss (No.) | 654.057 |  |  |  |  |
| Aveiage sales \$ | 654.067 | -- | -- |  |  |
| Average expense \$ | 689.783 | -- |  |  |  |
| Average net loss \$ | -35,716 | -- | -- | -- | -- |

1986

| Number of observations in sample | 174. 109 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 174.409 | 18,365 14,386 |  |  |  |
| Average expense \$ Average net profit (loss) \$ | 166.901 7.508 | 14.886 3.479 | 28.311 3.206 | 108,304 4,961 | $\begin{array}{r} 516.103 \\ 18.384 \end{array}$ |
| Average net profit (loss) \$ |  |  |  |  |  |
| Businesses reporting a profit (Mo.) | 75 |  |  |  |  |
| Average sales \$ | 197.738 | 18,365 | 30.999 | 121.157 | 620,429 |
| Average expense \$ | 183,989 | 14.886 | 26.888 | 108,823 | 585.357 |
| Average net profit \$ | 13,749 | 3.479 | 4.111 | 12.334 | 35.072 |
| Businesses reporting a loss (No.) | 34 |  |  |  |  |
| Average sales \$ | 160.248 | - | 34.460 | 102.219 | 344.065 |
| Average expense \$ | 168.881 |  | 36.408 | 107.578 | 362.657 |
| Average net loss \$ | -8.633 | - | -1.948 | -5,359 | -18.592 |

(11) These estimates are based on a sample of businesses reporting seles between $\$ 10.000$ and $\$ 2.000 .000$

See lable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba, Sporting Goods Stores (SIC 6541)

|  | Tot | $1(1)$ |  | Bottom 25\% | Lower midde 25\% |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { Tap } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value $\left\{\$ 000^{\prime}\right.$ s) |  | 35 $(1)$ $(1)$ |  |  |  | -. |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% |  |  | Totel | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of soles |  |  |  |  |
| Cost of siles | 63.3 | -- | =- | - | -- | 89.7 | 70.6 | -- | -- | -- | - |
| Occupancy expenses | 5.0 | -- | -- | - | -- | 100.0 | 5.0 | -- | -- | -- | -- |
| Depreciation | 1.0 | -- |  |  | -- | 66.0 | 1.6 | -- | -- | -- | - |
| Repairs \& maintenance | 0.8 | -- | -- | -- | -- | 76.5 | 1.0 | -- | -- | -- | - |
| Heat. light \& telephone | 1.7 | -- | -- | -- | -- | 96.5 | 1.8 | -- | -- | -- | - |
| Rent | 1.5 | -- | -- | -- | -- | 56.4 | 2.7 | -- | -- | - | -- |
| Personnel expenses | 9.2 | - | -- | -- | -- | 56.0 | 14.0 | -- | -- | -- | -- |
| Financial expenses | 3.1 | -- | -- | -- | -- |  |  | - | -- | -- | -- |
| Interest 8 bank charges Professional fees | 2.3 0.8 | -- | -- |  | -- | 89.7 75.4 | 2.6 1.0 | $\cdots$ | -- | -- | -- |
| Other expenses | 11.1 | -- | -- | -- | -- | 100.0 | 11.1 | -* | -- | -- | -- |
| Profit (loss) | 8.2 | -- | -- | -- | -- | 100.0 | 8.2 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | -- | -- |

## Syabols

zero or no observesions

- too shall too be expressed
not applicable
confidential


## Footnates

11 These estimates are besed on a sample of businesses reporiing sales between $\$ 10,000$ and $\$ 2.000 .000$. lotal woightea expenditure on a given irem

| 121 Value in each cell | $=\frac{\text { Totel weighted seles of al businesses in the semple }}{} \times 100$ for each quartile. |
| ---: | :--- |
| 13) Value in each cell $=\frac{\text { Totel weighted expenditure on given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }} \times$ foo for each quartile. |  |

This portion of the table pertains only to the businesses reporting the specific expense itam. Therefore phese petios ere calculated individuslly and the total will not necessarily equal 100\%.

## Notes

Data ore shown by quartiles when at least 13 of the sampled businesses report the specific ifem
Records were ranked in ascending order according to sates size. Each quartile (i. e. bottom 25\%, lower midde 25\%, eic.) represents one quarier of the total number of businesses. Within bach quartile. the suerage ratio is presented. For comperison purposes. the high and low values of sales are shown

## How to use the tables

(1) Locate the appropriate sales range thet is displayed on the two lines en titled tow sales value" and atigh sales valuem
12) The selected range will indicete the proper quartile. i.e. the bottom $25 \%$, the lower midde $25 \%$, the upper midde $25 \%$ or the top $25 \%$.
(3) Data pertaining to the selected sales size range will be in that quartile.

## Stenderd Industriat Classification Definition (51C 1880):

## SIC 6541 - Sporting Goods Stores

Businesses primarily engaged in reiail dealing in sporiing goods, playground and gymasium equipment. Businesses may be described by product line such as: reieil archery equipment, peteil bihietic clothing finc. uniformsl, retail ethlefic footwear. retail beseball equipment, reiail bowling equipmens, retail camping equipment (exc tent prailers). retail sports and fishing tackle. retail football pouipmen: retai goli eosiomen: retal! hockey equipment, reiail hun:ing equipment, retail playground equipment. retail skifo equipmen:


TABLE 2. Balance sheet profile for 1986
Manitoba, Sporting Goods Stores (SIC 5541)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upder middle 25\% | $\begin{aligned} & \text { Tow } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\circ}\right.$ s) | $\begin{array}{r} 35 \\ (1) \\ (1) \end{array}$ | -- |  | -- | -- |
|  | Average ( 8000 's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivoble <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 5 \\ 13 \\ 58 \\ 1 \\ 77 \\ 39 \\ 16 \\ 5 \end{array}$ | - - - - - - - | - - - - - - - - | - - - - - - - - | -- -- - - - - - |
| Total assets | 106 | -- | -- | -- | -- |
| Liabilities and equity <br> Current loans <br> Other current liabilities Total current liabilities Mortgages Dayable Long term debt Other liabilities | $\begin{array}{r} 21 \\ 28 \\ 49 \\ 9 \\ 21 \\ 1 \end{array}$ | -- <br> -- <br> - <br> - | -- -- -- -- | - - - - -- | -- -- -- -- |
| Total liabilities Totel equity | $\begin{aligned} & 80 \\ & 26 \end{aligned}$ | -- | -- | -- | -- |

(1) These estimates are based on a semple of businesses reporing sales betwaen $\$ 10,000$ and $\$ 2,000,000$.

See Table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitobs. Sporting Goods Stores (SIC 6541)

|  | Total(2) | Battom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( 8000 's) | $\begin{gathered} 21 \\ (1) \\ (1) \end{gathered}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 3.8 | -- | -- | -- | -- |
| Leverage ratios ```Oebt/equity ratio (times) Interast coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} -15.8 \\ 45.6 \\ 0.7 \end{array}$ | -- | -- | -- | -- |

(1) The ratios represent the aversge of ratios for each business in the group and cannot be calculated from the figures shown in table 2 .
(2) These estimates are besed on semple of businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$.

See Table 1 for symbols and notes.

Definitions:

1. biquidity ratio:

Current : current assets / current liabilities.
2. Leverage ratios:
a) Dett/equity $=$ rotal 1 iabilities / equity
b) Debt ratio $=$ qotal libbiliqies / total assets
c) Interest coverage $=$ ne: drofi? $\cdot$ interest expense $/$ interest expense

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


[^17]see table, for symbols and notes.

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

|  |  |  |  | Changes in num with paid | businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units (1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \\ (\$ 000 \text { 's) } \end{array}$ | Average Iabour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting (3) |
| 1983 |  |  |  |  |  |
| Totel | 57 | 2.056 | 161 | 12 | 17 |
| less than 20 | 57 | 2.056 | 161 | 12 | 16 |
| 20-99 | - |  | , | , |  |
| 100-499 | - | - | - | - | - |
| 500 and over | - | - | - | - | 1 |
| 1986 |  |  |  |  |  |
| Total | 91 | 3,986 | 298 | 16 | -.. |
| less than 20 $20-99$ | 89 | 3.487 | 261 22 | 16 | - . |
| 100-499 | , | x | - | - | . |
| 500 and over | 1 | X | 15 | - | . |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and satary rate as reported in the Survey of Employment. Payrall and Hours, Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note thet the businass size groups used are dotermined ot the Canada level. Thus if a business has at least 500 employees in Canade as a whole but lass than that number in any given province it is shown in the 500 and over group
(2) Refers to businesses reporiing 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 for symbols and notes.

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

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { To } \\ & 255 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 11 \\ 278.703 \\ 254.981 \\ 13.722 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 11 \\ 278.903 \\ 264.981 \\ 13.722 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense $\overline{\$}$ <br> Average net loss \$ | - | -- | -- | -- | -- |


| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 27 \\ 161.607 \\ 160.309 \\ 1.298 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 17 \\ 133.939 \\ 128.991 \\ 4.948 \end{array}$ | -- | -- | -- | $\because$ |
| Businesses reporting loss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 10 \\ 356.578 \\ 364.053 \\ -7.475 \end{array}$ | -- | -- | -- | -- |


| Number of observations in sample |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 194.350 | -- | -- |  |  |
| Average expense \$ | 189.366 | -- | -- | -- |  |
| Average net profit (loss) \$ | 4.984 | -- | -- | -- |  |
| Businesses reporting profit (No.) | 214. 35 |  |  |  |  |
| Average sales \$ | 214.460 | -- | -- | -- |  |
| Average expense \$ | 196.119 | -- | -- | -- | - |
| Average net profit \$ | 18.341 | -- | -- | - | -- |
| 8usinesses reporting loss (No.) | 158.12 |  |  |  |  |
| Average sales \$ | 158.980 | -- | -- | -. |  |
| Average expense $\$ \$$ Average net loss $\$$ | 171.448 -12.468 | -- | -- | -- | -- |

[^18]TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Toy, Mobby, Novelty and Souvenir Stores (SIC 658)

> Total(1)

Bottom
tom
Lower
awer
Unper
middle 25\%
TOP


| Selected expense item | Industry average(2) |  |  |  |  | \% busi nesses peporting | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | Upper middle 25\% | TOD 25\% |  | Total | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOp } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 68.9 | -* | -- | =- | - - | 100.0 | 68.9 | -- | - | -- | -- |
| Occupancy expenses | 26.2 | $=$ | -- | - | - | 100.0 | 26.2 | -- | =* | -* | - |
| Depreciation | 0.6 | -- | -- | -- | -- | 43.1 | 1.4 | -- | -- | -- | -- |
| Repairs \& maintenance | 2.3 | - | =- | - | - | 81.2 | 2.8 | -- | -- | -- | - |
| Heat, light \& telephone | 1.7 | -- | -- | -- | - - | 100.0 | 1.7 | -- | -- | -- | -* |
| Rent | 21.6 | - - | - - | - - | -* | 95.6 | 22.6 | -- | -- | -- | -* |
| Personnel expenses | 5.3 | -" | -- | - $=$ | =- | 40.2 | 13.3 | -- | - - | -- | ** |
| Financial expenses | 3.6 | - | - | -- | -- | 100.0 | 3.6 | -- | -- | -- | - |
| Interest \& bank charges Professional fees | 3.0 0.6 | -- | -- | -- | -- | 100.0 47.2 | 3.0 1.2 | -- | -- | - - | -- |
| Other expenses | 11.8 | =- | - | -- | -- | 100.0 | 11.8 | -- | -- | -- | =- |
| Profit (loss) | -15.7 | $=$ | - | -- | =- | 100.0 | $-15.7$ | -- | - | =- | =- |
| Total | 100.0 | - | -- | -- | -- | 100.0 |  | -- | - | -- | = |

## Symbole

zero or no observations
too small too be expressed
not applicable
confidensial

## Footnotes

(1) These estimetes are besed on a sample of businesses reporting sales between $\$ 10,000$ end $\$ 2,000,000$
(2) Value in each cell $=\frac{\text { Total weighted expenditupe on a given item }}{\text { Total weighted seles of all businesses in the sample }} \times 100$ for each quertile
3) Value in each cell=

Total weighted expenditure on a given item
Total weighted sales of businesses peporting 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 sotal will not necessarily equal $100 \%$.

## Motes

Date are shown by quartiles when at least 13 of the sampled businesses report the specific item
Records were panked in ascending order accoroing to sales size. Each quertile li, e, botrom 25\%, lower middle $25 \%$, etc.l represents one quarter of the total number of businesses. Hithin each quartile, the average patio is ppesented. for comparison pupposes. the high and low velues of sales are shown

Mow to use the sables
(1) Locate the appropriate sales range that is displayed on the two lines entitied "Low sales value" and migh sales value"
2) The selected range will indicate the proper quartile, i.e. the bottom 25\%, the lower middle $25 \%$. the upper miodle $25 \%$ op the top $25 \%$.
(3) Data perteining to the selected salas size range will ba in thet quartile.

Stenderd Industrisl CIassification Definition (SIC 1980):
SIC 658 - Toy, Hobby, Novelty and Souvenir Stores
Businesses primarily engaged in fetail dealing in toys, hobby supplies, gifts, novelties and souvenirs

TABLE 2. Balance sheet profile for 1986
Manitoba, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

|  | Total 11 | Bottom 25\% | Lower <br> middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { 70\% } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 22 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 3 | -- | -- | - | -- |
| Accounts and notes peceivable | 9 | -- | -- | - | -- |
| Inventory | 17 | -- | - | - | -- |
| Other current assets | - | -- | - | -- | -- |
| Total current assets | 21 | -- | -- | -- | -" |
| Fixed assets | 10 | -- | -- | -- | -- |
| Less: Accume dep. on fixed assets | 4 | -- | -- | -- | -- |
| 0 Other assets | 1 | -- | -- | -- | -- |
| Total assets | 28 | -- | -- | -- | -- |
| Liebilities and equity |  |  |  |  |  |
| Curpent losens Other current liabilities | 6 | -- | -- | -- | -- |
| Total current liabilities | 10 | -- | -- | -- | -- |
| Mortgages payable | 1 | -- | -- | -- | -- |
| Long term debt | $?$ | -- | - | -- | -- |
| Other liabilities | - | -- | -- | -- | -- |
| Total liabilities | 18 | -- | -- | -- | =- |
| Total equity | 10 | -- | -- | -- | -- |

111 These estimates are Dased on a sample of Dusinesses peporting sates between $\$ 10,000$ and $\$ 2,000.000$
See table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Toy, Hobby. Novelty and Souvenir Stores (SIC 658)


(9) The ratios represent the everage of patios for each business in the group and cannot be calculated from the figures shown in table 2 .
(2) These estimates are based on sample of businesses peporting sales between $\$ 10.000$ and $\$ 2.000 .000$

See table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Currant $=$ current assets $/$ current liabilities
2. Leverage ratios:
a) Debt/equity = sotal liabilities / equity.
b) Debi fatio = total liabilities/total assets.
c) Interes? coverage $=$ net profit interast expense/interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba. Toy, Mobby, Novelty and Souvenir Stores (SIC 658)

|  | Total 1 1\} | Bottom 25\% | Lowe ! <br> midde 25\% | $\begin{array}{r} \text { Upper } \\ \text { middie } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ ' $s$ ) Migh salas value ( $\$ 000$ 's) | $\left.(1)^{2}\right)$ | -- |  |  |  |
|  |  |  | verage $1 \$ 000$ |  |  |
| Dperating activities Cash from operations Depreciation Other | $x$ <br> $\times$ <br> $\times$ | -- | -- | -- | -- |
| Dividends | K | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrase in investment | $x$ $x$ $x$ $x$ | -- | - -- -- | -- <br> - | -- |
| Financing activities <br> Incrase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Incrase in equity <br> Decrease in equity <br> Dther | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> - <br> - <br> - <br> - | - - - - - - | - <br> - <br> $\therefore$ <br> - <br> - <br> - | - <br> - <br> - <br> -- <br> - <br> -- |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-8eginning of the year Cash \& equivalents - End of the year | $x$ <br> $\times$ <br> $\times$ <br>  | -- | -- | -- | -- |

[11 These estimates are based on a semple of incorporbted businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$. Sample couns includes only those businesses reporting a statement of changes
see Table; for symbols and notes

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


1983

| Total | 385 | 15.542 | 1.196 | 39 | 24 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{aligned} & \text { 18ss then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 367 \\ 6 \\ 82 \\ \hline \end{array}$ | $\begin{array}{r} 13.520 \\ 1.258 \\ 764 \\ \hline \end{array}$ | $\begin{array}{r} 1.032 \\ 98 \\ 66 \\ \hline \end{array}$ | $\begin{array}{r} 35 \\ - \\ 4 \end{array}$ | $\begin{array}{r} 22 \\ 2 \\ 2 \\ - \end{array}$ |
| 1986 |  |  |  |  |  |
| Total | 456 | 21.013 | 1.499 | 71 | -•• |
| $\begin{aligned} & \text { less then } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { ond over } \end{aligned}$ | $\begin{array}{r} 434 \\ 6 \\ 12 \\ 4 \end{array}$ | $\begin{array}{r} 15.795 \\ 1.170 \\ 1.359 \\ 2.689 \end{array}$ | $\begin{array}{r} 1.125 \\ 88 \\ 97 \\ 189 \end{array}$ | $\begin{array}{r} 67 \\ 2 \\ 2 \end{array}$ | . |

[^19]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Toy, Hobby, Novelty and Souvenir Stores (SIC 658)

|  | Total 1 ) | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { Upper } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Tor } \\ & 25 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 31 \\ 107,503 \\ 104,295 \\ 3.208 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 21 \\ 100.021 \\ 95.002 \\ 5.019 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Averape expense \$ <br> Average net loss \$ | $\begin{array}{r} 10 \\ 288,290 \\ 298,066 \\ -9,776 \end{array}$ | -- | -- | -- | -- |

1985

| Number of observations in sample Average sales \$ | 19 81.903 | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expense \$ | 85.918 | -- | -- | -- | -- |
| Average net profit (loss) \$ | -4.015 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 12 |  |  |  |  |
| Average sales \$ | 86.006 | - |  | - | -- |
| Average expense \$ | 78.201 | -- |  | - | -. |
| Average net profit \$ | 7,805 | - | -- | -- | -. |
| Businesses reporting loss (No.) | 7 |  |  |  |  |
| Average soles \$ | 102.635 | -- | -- | -- | -- |
| Average expense \$ | 123.367 | -- | -- | -- | -- |
| Average net loss \$ | -20.732 | -- | -- | -- | -- |


| Number of observations in sample Average sales \$ | $\begin{array}{r} 46 \\ 69.606 \end{array}$ | -- | -- | -- | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average exoense \$ | 67,860 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 1.746 | -- | -- | -- | -- |
| Businesses reporting profit (No.) | 32 |  |  |  |  |
| Average sales \$ | 94.980 | -- | -- | -- | -- |
| Average expense \$ | 85.624 | -- | -- | -- | -- |
| Average net profit $\$$ | 9.356 | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | 14 |  |  |  |  |
| Average sales \$ | 59,774 | -- | -- | -- | -- |
| Average expense \$ | 69.148 | -- | -- | -- | -- |
| Average net loss \$ | -9,374 | -- | -- | -- | -- |

(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
Manitobs, Glft, Novelty and Souvenir Stores (SIC 6582)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) | 20 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | -- | -- | -- | -- |
| High sales value ( $\$ 000$ s) | (1) | -- | -- | -- | -- |


| Selected expense item | Industry average(2) |  |  |  |  | \% businesses peporting | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bot tom 25\% | $\begin{gathered} \text { Lower } \\ \text { midd le } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Uoder } \\ & \text { midd I } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 66.4 | -- | - | -- | -- | 100.0 | 66.4 | -- | =- | -- | - |
| Occupancy expenses | 30.8 | -- | -- | -- | - | 100.0 | 30.8 | -- | -- | -- | - |
| Depieciation | 0.7 | - | -- | -- | -- | 42.8 | 1.6 | - | - | -- | - |
| Repairs \& maintenance | 2.6 | - | -- | -- | -- | 90.8 | 2.9 | - | -- |  | -- |
| Heat. light \& telephone | 1.7 | -- | -- | -- | -- | 100.0 | 1.7 | -- | -- |  | -- |
| Rent | 25.8 | -- | -- | -- | -- | 95.1 | 27.1 | -- | -- | -- | -- |
| Personnel expenses | 5.6 | -- | -- | -- | -- | 39.3 | 14.4 | -- | -- | -- | -- |
| Financial axpenses | 4.0 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | -- |
| Interest 8 bank charges Professional fees | 3.4 0.6 | -- | -- | -. | -- | 100.0 33.9 | 3.4 1.8 | -- | -- | -- | -- |
| Other expenses | 13.1 | -- | -- | -- | -- | 100.0 | 13.1 | -- | -- | - | - |
| Profit (loss) | -19.9 | -- | - | -- | - | 100.0 | -19.9 | -- | -- | -- | - |
| Total | 100.0 | -- | -- | -- | - | 100.0 | $\ldots$ | -- | -- | -- | -- |

## Symbols

zero or no observetions
.- too small too be expressed
... not applicsble

- confidentisl


## Footnotes

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

This portion of the table pertioins only to the businesses reporting the specific expense item. fhepefore these retios ere calculated individually and the total will not necessarily equal 100\%.

## Notes

Date 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 midde 25z, etc. repfesents one querter of the toisl number of businesses. Within each quartile, the averege patio is presented. For comparison purposes. the high and low values of sales are shown

How to use the tables
Ill bocate the appropriate sales range that is displayed on the two lines entitled "Low sales valuem and migh sales valuem
(2) The selected range will indicate the proper quartile. i. the bottom $25 \%$. the lower midde $25 \%$. the upper midda $25 \%$ or the top 25\%
3) Date pertaining to the selected sales size range will be in that quartile.

## Standerd Industrisl CIdssification Definition (S1C 1880):

SIC 6582 - Gift. Novelty and Souvenir Stores
Businesses primarily engsged in retail dealing in gifts. novelty merchandise and souvenirs such as: retail carvings and artcraft. petail handicreft ceramics, retail seasonal and holiday decorations, retail hendicraft d'coupage, retail eskimo carvings. petail gift wrap supplies. gift shops. retail handcrafted goods lnovelties, souvenirsl. joke shops. reqail handicraft macramé retail hendicraft metelwork. retoll novelty merchandise. retail handicraft poitery. and retail souvenirs

TABLE 2. Balance sheet profile for 1986
Manitoba, Gift. Novelty and Souvenir Stores (Sit 6582)

|  | Total! 1 ! | Bottom $25 \%$ | Lawe: <br> middle 25\% | Uppe: middie 25\% | $\begin{aligned} & T 00 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample iNo.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 20 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- |  | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 3 \\ - \\ 13 \\ 16 \\ 9 \\ 4 \\ 1 \end{array}$ | -- -- -- -- -- -- | - - - - - - - | -- - - - - - - | -- - - - - - -- |
| Total assets | 22 | -- | -- | -- | -- |
| Liabilities and equity <br> Current loans <br> Other current liabilities Total current liabilities Morigages payable Lang term debt Other liabilities | $\begin{array}{r}4 \\ 6 \\ 10 \\ \hline 7\end{array}$ | -- - - - | -- -- -- -- | -- -- -- -- | -- -- -- -- |
| ```Total liabilities Total equity``` | 16 8 | -- | -- | -- | -- |

(11) 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
Manitoba, Gift, Novelty and Souvenir Stores (SIC 6582)

|  | Total (2) | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 11 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 4.7 | -- | -- | -- | -- |
| Leverage ratios ```Debt/equity fatio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} 3.0 \\ 3.6 \\ 0.9 \end{array}$ | -- | -- | -- | -- |

(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 $82,000,000$.

See Table 1 for symbols and notes

Definitions:

1. Llquidity ratio

Current $=$ currant assets $/$ current liabilities.
2. Leverage ratios:
(8) Debt/equity $=$ total 1 iabilities / equity
D) 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
Manitoba, Gift. Novelty and Souvenir Stores (SIC 6582)

|  | Total(1) | Bottom 25\% | Lower <br> middle 25\% | $\begin{aligned} & \text { UpDer } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $(1)^{2}$ | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Depieciation Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -- | -" |
| Investment activities <br> Disposal of fixed assets <br> Purchase of iixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- <br> $-=$ <br> - | -- -- $-=$ | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances \& loans fiom government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - <br> - <br> - <br> - <br> - <br> - | - - - - - - - | - <br> - <br> - <br> - | -- -- -- -- -- -- |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash o equivalents - End of the year | x $\times$ $\times$ $\times$ | -- | -- | -- | -- |

11 These estimates are based on sample of incorporated businesses reporsing sales between $\$ 10.000$ and $\$ 2.000 .000$. Sample count includes only those businesses reporting statement of changes.
see Table 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC cisssification in 1986
Manitoba, Gift, Novelty and Souvenir Stores (SIC 6582)

| Business size expressed in average labour units(l) | Number of businesses | Total payroll | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 385 | 15.542 | 1.196 | 39 | 24 |
| less than 20 <br> 20 - 99 <br> 100-499 | $\begin{array}{r} 367 \\ 6 \\ 12 \end{array}$ | $\begin{array}{r} 13.520 \\ 1.258 \\ 764 \end{array}$ | $\begin{array}{r} 1.032 \\ 98 \\ 66 \end{array}$ | $\begin{array}{r} 35 \\ - \\ 4 \end{array}$ | $\begin{array}{r} 22 \\ 2 \\ 2 \end{array}$ |
| 1986 |  |  |  |  |  |
| Total | 456 | 21.013 | 1.498 | 71 | - . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 434 \\ 6 \\ 12 \\ 4 \end{array}$ | $\begin{array}{r} 15.795 \\ 1.170 \\ 1.359 \\ 2.689 \end{array}$ | $\begin{array}{r} 1.125 \\ 88 \\ 97 \\ 189 \end{array}$ | $\begin{array}{r} 67 \\ 2 \\ 2 \end{array}$ | $\because$ $\cdots$ $\cdots$ |

(11) Average labour units are calculated by dividing total payroll by the average annual wage and selary rate as reported in the

Survey of Employment, Payroll and Hours, Statistics Canada. Catalague 72-002. An average labour unit could be interpreted as a full-ine mplovee. Note thet the business size groups used are determined ot the Canada level. Thus if a business has at leas
500 employees in Canada os o whole but less than that number in eny 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 10 businesses reporting no payroll deductions in the following yeer
"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 i for symbols and notes
```

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1984-1986
Manitoba, Gift, Novelty and Souvenir stores (SIC 6582)

|  | Total 1 ? | Bottom $25 \%$ | $\begin{array}{r} \text { Lowe! } \\ \text { middle } 25 \% \end{array}$ | Upper $\text { middle } 25 \%$ | To: 25* |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 24 \\ 114.710 \\ 112.214 \\ 2.496 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net protit $\$$ | $\begin{array}{r} 16 \\ 110,627 \\ 104,320 \\ 6.307 \end{array}$ | -- | -- | -- | -- |
| ```8usinesses peporting loss (No.) Average sates $ Average expense $ Average net loss $``` | $\begin{array}{r} 362.855 \\ 373.390 \\ -10.535 \end{array}$ | -- | -- | -- | -- |

1985

| Number of observations in sample <br> Average sales \$ <br> Average axpense $\$$ <br> Average net profit (lass) \$ | $\begin{array}{r} 16 \\ 103.987 \\ 104.812 \\ -825 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ```Businesses reporting a profit (No.) Average sales $ Average expense $ Average net profit $``` | $\begin{array}{r} 10 \\ 110.703 \\ 100.052 \\ 10.651 \end{array}$ | -- | -- | -- | - <br> - |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 6 \\ 89.711 \\ 100.758 \\ -11.047 \end{array}$ | -- | -- | -- -- | -- |


| Number of observations in sample Average sales \$ | 65.178 | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expense \$ | 62,478 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 2.696 | -- | -- | -- | -- |
| Businesses reporting profit (No.) | 28 |  |  |  |  |
| Average sales \$ | 83.715 | -- | -- | - |  |
| Average expense \$ | 76.910 | -- | -- | - |  |
| Average net profit \$ | 6.805 | - | -- | - | -- |
| 8usinesses reporting loss (No.) | 10 |  |  |  |  |
| Average sales \$ | 65,586 | -- | -- | -- | - |
| Average expense \$ | 70,611 | -- | -- |  | -- |
| Average net loss \$ | $-5.025$ | -- | -- | -- | -- |

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

See table i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba, Direct Sellers (SIC 6921)

|  | Total(1) |  | Bottom $25 \%$ |  | Lower <br> middle $25 \%$ |  | Upper <br> middle 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) |  | $\left.\begin{array}{l} 31 \\ (1) \\ 11 \end{array}\right)$ |  |  |  | -- |  |  |  |  |  |
| Solected expense item | Industry average(2) |  |  |  |  | $\left\|\begin{array}{c} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{array}\right\|$ | Reporting businesses only $(3)$ |  |  |  |  |
|  | Total | Bottom 25\% | Lower midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd Ie } \\ 25 \% \end{array}$ | Upper middle 25\% | Top 25\% |
|  | Percent of sales |  |  |  |  |  | Percent of selos |  |  |  |  |
| Cost of sales | 75.1 | -- | -- | -- | -- | 92.9 | 80.8 | -- | -- | -- | -- |
| Occupancy expenses | 9.2 | -- | -- | -- | -- | 96.5 | 9.5 | -- | -- | -- | -- |
| Depreciation | 0.4 | -- | -- | -- | -- | 30.3 | 1.4 | -- | -- | -- |  |
| Repairs \& maintenance | 3.5 | -- | -- | -- | -- | 92.6 | 3.8 | -- | -- | -- |  |
| Heat. light \& telephone | 1.1 | -- | -- | -- | -- | 59.2 | 1.9 | -- | -- | -- |  |
| Rent |  |  | -- |  | -- |  |  | -- | -- | -- | -- |
| Personnel expenses | 1.2 | -- | -- | -- | -- | 47.1 | 2.6 | -- | -- | - | -- |
| Financial expenses | 1.5 | -- | -- | -- | -- | 96.3 | 1.6 | -- | -* | - | - |
| Interest \& bank chatges | 0.9 | -- | -- | -- | -- | 54.7 62.0 | 1.7 0.9 | -- | -- | -- |  |
| protessional fees | 0.6 |  |  |  |  |  | 0.9 |  |  |  |  |
| Other expenses | 15.8 | -- | -- | -- | - | 97.8 | 16.1 | -" | -- | -- | - |
| Profit (loss) | -2.8 | -- | -- | -- | -- | 100.0 | -2.8 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | ... | -- | -- | -- | -- |

## Syabol:

zero or no observaions

- too small too be expressed
.. nor applicable
$\times$ confidential


## Footnotes

(11) ihese estimates are besed on sanple of businesses raporiing sales betwaen $\$ 10,000$ and $\$ 2.000,000$
(2) Value in each cell $=$ Total weighted expenditure on a given item $\times 100$ for asch quartila
Total weighted sales of all businesses in the sample
(3) Velue im each cell Total weighted expenditure on a given item Total wighted sales of businesses reporting this item of expenditure $x$ gor guartile.

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 necesserily equal $100 \%$.

## Notes

Data are shown by quartiles when at last 13 of the sampled businesses report the specific item.
Recoros were ranked in ascending order according to seles size. Esch quartile (i. e. bottom 25z. lower middle 25\%. etc. represents one quarter of the total number of businesses. Within each quartile, the everage 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 enitiad "Low sales value" and migh sales value"

121 The selacted range will indicate the proper quartile. i.e. the bottom 25\%. the lower midde 25\%, the upper midde $25 \%$ or the top 25\%
131 Data pertaining to the selected sales size range will be in that quartille.

Standard Industrisl Classificetion Definition (SIC 1980):

## SIC 6921 - Direct Sellers

Businesses primarily engeged in petail dealing in a variety of products such as dairy products, bevereges, cosmetics and kithcenware by means of telephone. door-po-door canvassing of pariies arranged in customers' homes. The salespeople involved normaliy work on a commission basis ano each salesperson is considered io be a separate business. Mail-order houses are included here

TABLE 2. Balance sheet profile for 1986
Manitoba, Direct Sellers (SIC 6921)

|  | Total(1) | Bot tom 25\% | Lower $\text { middle } 25 \%$ | Upper middle 25\% | TOE 25\% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 0000^{\prime}$ s) | $\left(\begin{array}{l} 31 \\ (1) \\ (1) \end{array}\right)$ | -- |  | -- | -- |
| Average (\$000's) |  |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other cuprent assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | , | - <br> - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> -- <br> - <br> - | - - - - -- -- |
| Total assets | 3 | -- | -- | -- | -- |
| Liabilities and equity <br> Curtent Ioans <br> Other current liabilities <br> Total current liabilities <br> Mortgages payable <br> Long term debt <br> Othe liabilities | 1 | -- -- -- -- | - <br> - <br> - | -- <br> -- <br> - <br> - | -- -- -- -- |
| Total liabilitles Total equity | 2 1 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000,000$

See Table 9 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1986
Manitoba, Direct Sellers (SIC 6921)

|  | Total(2) | $\begin{array}{r} \text { Botrom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Uppe! middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( 8000 's) | $\begin{aligned} & 1 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- |  |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | $x$ | -- | -- | -- | -- |
| Leverage ratios <br> Oebt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt latio (times) | x x x | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each businass in the group and cannot be calculated from the figures shown in table 2
(2) These estimates are based on a sample of businesses peporting sales between $\$ 10,000$ end $\$ 2,000,000$

See Table 1 for symbols and notes.

Definitions:

1. Liquidity retio:

Current $=$ current assets / current liabilities

## 2. Leverage retios;

a) Debt/equity $=$ total liabilities / equity.
b) Debt ratio = total liabilities / total assets
c) Interest coverage = net profit + interest expense ; interes: expense

TABLE 4. Statement of changes in financial position for incorporated bustnesses only, 1986
Manitoba, Direct Sellers (SIC 6921)

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower <br> middle 25\% | Upper midde 25\% | Top $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 1 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | Average (\$000's) |  |  |
| Dperating activities Cash from operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | X | - - | -- | - | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decraase in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | --- | -- | -- |
| Financing ectivities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> lncrease in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | - |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | $x$ $x$ $x$ | -- | -- | -- | - |

(1) These estimates are besed on a sample of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$. 5 anple count includes only those Dusinesses reporting atatement of changes.
see table f for symbols and notes
TABLE 5. Employment changes by stze of business. 1983-1986 based on SIC classification in 1986 Manitoba. Direct Sellers (51C 6921)


TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1984-1986
Manitoba, Direct Sellers (SIC 6921)

|  | Total(1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 71 \\ 75.327 \\ 69.737 \\ 5.590 \end{array}$ | $\begin{array}{r} 13,712 \\ 10.885 \\ 2.827 \end{array}$ | $\begin{array}{r} 22.217 \\ 19.007 \\ 3.210 \end{array}$ | $\begin{array}{r} 51.577 \\ 44.655 \\ 6.922 \end{array}$ | $\begin{array}{r} 213,803 \\ 204,401 \\ 9.402 \end{array}$ |
| ```Businesses reparting a profit (No.) Average sales $ Average expense $ Average net profit $``` | $\begin{array}{r} 55 \\ 68.335 \\ 59.507 \\ 8.828 \end{array}$ | $\begin{array}{r} 14.745 \\ 9.408 \\ 5,337 \end{array}$ | $\begin{array}{r} 20.959 \\ 14.853 \\ 6.105 \end{array}$ | $\begin{array}{r} 49.091 \\ 39.910 \\ 9.181 \end{array}$ | $\begin{array}{r} 188.543 \\ 173,857 \\ 14.686 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 16 \\ 112.204 \\ 120,779 \\ -8.575 \end{array}$ | $\begin{aligned} & 10.836 \\ & 14,995 \\ & -4.159 \end{aligned}$ | $\begin{array}{r} 25.479 \\ 29.784 \\ -4.305 \end{array}$ | $\begin{aligned} & 67.855 \\ & 75.721 \\ & -7.866 \end{aligned}$ | $\begin{aligned} & 344.647 \\ & 362.617 \\ & -17.970 \end{aligned}$ |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 60 \\ 75.615 \\ 72.479 \\ 3.136 \end{array}$ | $\begin{array}{r} 11,727 \\ 9,606 \\ 2,121 \end{array}$ | $\begin{array}{r} 17.242 \\ 17.439 \\ -197 \end{array}$ | $\begin{array}{r} 32.887 \\ 30.736 \\ 2.151 \end{array}$ | $\begin{array}{r} 240,605 \\ 232,136 \\ 8,469 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 37 \\ 48.963 \\ 40.458 \\ 8.505 \end{array}$ | $\begin{array}{r} 12.369 \\ 7.142 \\ 5.227 \end{array}$ | $\begin{array}{r} 16.581 \\ 11.711 \\ 4.870 \end{array}$ | $\begin{array}{r} 30.236 \\ 23.091 \\ 7.145 \end{array}$ | $\begin{array}{r} 136.666 \\ 119.88 \\ 16.772 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 23 \\ 125.290 \\ 130.320 \\ -5.030 \end{array}$ | $\begin{aligned} & 10,890 \\ & 12,820 \\ & -1,930 \end{aligned}$ | $\begin{aligned} & 17.769 \\ & 22.002 \\ & -4.233 \end{aligned}$ | $\begin{aligned} & 37.684 \\ & 44.596 \\ & -6.902 \end{aligned}$ | $\begin{array}{r} 434.808 \\ 441.863 \\ -7.055 \end{array}$ |

1986

| Number of observations in sample | $\begin{array}{r} 76 \\ 57,692 \end{array}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales $\$$ Average expense $\$$ | 57.692 52.325 | 12.032 14.243 | 23,816 18.913 | 46.234 37.859 | 148.527 138.284 |
| Average expense $\$$ | 52.325 5.367 | -2.211 | 5,003 | 8,435 | 10.243 |
| Businesses reporting a profit (No.) | 57 |  |  |  |  |
| Average sales \$ | 57.796 | 12.854 | 23,613 | 44.165 | 150.551 |
| Average expense | 48.690 | 8.079 | 17.081 | 31.264 | 138.337 |
| Average net profit \$ | 9. 106 | 4,775 | 5,532 | 12.901 | 12.214 |
| 8usinesses reporting loss (No.) | 19 |  |  |  |  |
| Average sales $\$$ | 54.454 | 11.992 | 25.167 | 53,139 | 127.516 |
| Average expense \$ | 59.457 | 14.542 | 26.484 | 59.070 | 137.733 |
| Average net loss \$ | $-5.003$ | -2.550 | $-1.317$ | -5.931 | -10.217 |

(1) These estimates are based on a sample of businesses reporting sales between $\$ 10,000$ and $82,000,000$.

See Table 1 for symbols and notes

TABLE 1. Selected operating ratios. in percent of sales, 1986
Manitoba, Operators of Buildings and Owellings (SIC 751)

|  | Total (1) |  | Bottom 25\% |  | Lowermiddle 25\% |  | Upper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 105 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{aligned} & (1) \\ & 19 \end{aligned}$ |  | $\begin{aligned} & 19 \\ & 52 \end{aligned}$ |  | $\begin{array}{r} 52 \\ 174 \end{array}$ |  |  | $\begin{aligned} & 174 \\ & 11\} \end{aligned}$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only ${ }^{\text {( 3) }}$ |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{gathered} \text { Lower } \\ \text { middie } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Tots 1 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd Ie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Upoer } \\ & \text { midd le } \\ & 25 \% \end{aligned}$ | Top 25\% |
|  | Percent of salas |  |  |  |  |  | Percent of sales |  |  |  |  |
|  | 26.6 | 26.3 | 25.9 | 24.7 | 28.9 | 100.0 | 26.6 | 26.3 | 25.9 | 24.7 | 28.9 |
| Depraciation | 7.6 | 12.8 | 4.2 | 8.3 | 5.9 | 85.2 | 8.8 | 13.1 | ?. 0 | 9.5 | 5.9 |
| Redairs \& meintenance | 6.6 | 1.3 | 5.4 | 7.6 | 11.2 | 79.6 | 8.3 | 2.6 | 6.7 | 7.9 | 12.5 |
| Meat. light 8 telephone | 10.0 | 12.2 | 8.7 7.6 | 8.6 | 10.6 | 73.7 19.1 | 13.5 12.7 | 27.2 | 12.9 29.4 | 9.4 | 11.9 |
| Rent | 2.4 |  | 7.6 | 0.2 |  | 19.1 | 12.7 | 4.5 | 29.4 | 1.7 |  |
| Personnel expenses | 13.3 | 6.0 | 18.4 | 14.1 | 13.7 | 52.9 | 25.1 | 25.3 | 48.4 | 19.2 | 18.6 |
| Financial expenses | 29.0 | 47.9 | 18.7 | 27.1 | 24.8 | 100.0 | 29.0 | 47.9 | 18.7 | 27.1 | 24.8 |
| Interest 8 bank charges Professional fees | 19.0 10.0 | 23.4 24.5 | 15.4 3.3 | 18.9 8.2 | 18.9 5.9 | 92.3 94.6 | 20.6 10.5 | 24.2 24.5 | 20.0 3.4 | $\begin{array}{r} 19.6 \\ 9.3 \end{array}$ | 19.1 6.4 |
| Other expenses | 18.5 | 9.9 | 17.1 | 27.1 | 19.7 | 85.8 | 21.6 | 18.6 | 17.6 | 27.4 | 21.7 |
| Profit (loss) | 12.6 | 9.8 | 19.9 | 6.7 | 12.9 | 95.5 | 13.2 | 10.1 | 23.3 | 6.7 | 12.9 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | -.. | - . | " |  |

## Symbol

    zero or no observetions
    - zero or no observetions
- too small too be expressed
... not applicsble
* confidential


## Footnotes

191 These estimates are based on 8 sample of businesses reporting sales between $\$ 10,000$ and $82,000,000$
12) Value in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted sales of all businesses in the sample }} \times 100$ for each quartile
3) Value in sach cel! =

Total weighted expenditure on siven item
31 Value in sach cel! $=$ tor each guertile
Total weighted sales of businesses reporting this item of expenditure
This portion of the table pertains only to the businesses reporting the specific expense item. Therefore these ratios are calculated individusily and the cotsl will not necessarily equal $100 \%$.

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses peport the specific iten
Records were ranked In ascending order according to sales size. Each quartile li.e. botiom 25\%. lower midde 25\%. etc.l repiesents one quarter of the total number of businesses. Hithin each quartile, the average ratio is presented. For comperison purposes. the high and low values of sales are shown

## How to use the tables

(11) Locate the appropriate sates range that is displayed on the two lines entitled "Low soles value" and migh sales velue"
12) The selected range will indicate the proper quartile, i.e. the bottom $25 \%$. the lower middle $25 \%$. the upper midde $25 \%$ op the top 25\%
(3) Data pertaining to the selbcted sales size range wilt be in ihat quartile.

Sesmderd Industrisl CInssification Definition (SIC 1980):
SIC 751 - Operetors of Buildings and Dwellings
Businesses primarily engaged in the operating or in owning and operating buildings and dwallings

TABLE 2. Balance sheet profile for 1986
Manitoba, Operators of Buildings and Dwellings (SIC 751)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middie 25\% | Upper middle 25\% | $\begin{aligned} & 70 \% \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $(9000$ 's) | $\begin{aligned} & 105 \\ & (1) \\ & (1) \end{aligned}$ | $(1)$ | $\begin{aligned} & 19 \\ & 52 \end{aligned}$ | $\begin{array}{r} 52 \\ 174 \end{array}$ | $\begin{aligned} & 174 \\ & 11\rangle \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on lixed assets <br> Other assets | $\begin{array}{r} 16 \\ 26 \\ 2 \\ 35 \\ 79 \\ 428 \\ 93 \\ 42 \end{array}$ | $\begin{array}{r} 4 \\ 1 \\ 2 \\ 82 \\ 68 \\ 92 \\ 8 \\ 2 \end{array}$ | $\begin{array}{r} 5 \\ 3 \\ - \\ 2 \\ 10 \\ 103 \\ 28 \\ 14 \end{array}$ | $\begin{array}{r} 12 \\ 3 \\ 5 \\ 27 \\ 47 \\ 344 \\ 99 \\ 8 \end{array}$ | $\begin{array}{r} 40 \\ 84 \\ 51 \\ 177 \\ 1.066 \\ 216 \\ 126 \end{array}$ |
| Total assets | 456 | 154 | 100 | 300 | 1.152 |
| Liabilities and equity <br> Current loans <br> Other current liabilities Tota! current liabilities Mortgages payab!e Long term debt <br> Other liabi!ities | $\begin{array}{r} 29 \\ 24 \\ 53 \\ 200 \\ 99 \\ 20 \end{array}$ | $\begin{array}{r} 10 \\ 3 \\ 13 \\ 43 \\ 28 \\ 57 \end{array}$ | $\begin{array}{r} 6 \\ 6 \\ 12 \\ 27 \\ 5! \\ \hline \end{array}$ | $\begin{array}{r} 55 \\ 13 \\ 69 \\ 52 \\ 129 \\ 6 \end{array}$ | $\begin{array}{r} 44 \\ 65 \\ 109 \\ 603 \\ 177 \\ 19 \end{array}$ |
| Total liabilities <br> Total equity | $\begin{array}{r} 371 \\ 84 \end{array}$ | $\begin{array}{r} 141 \\ 13 \end{array}$ | $\begin{array}{r} 91 \\ 8 \end{array}$ | $\begin{array}{r} 255 \\ 45 \end{array}$ | $\begin{aligned} & 908 \\ & 244 \end{aligned}$ |

(1) These estimates are based on sample of businesses reporting salas between $\$ 10,000$ and $\$ 2.000,000$.

See Tabie 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1986 Manitoba, Operators of Buildings and Dwellings (SIC 751)

|  | Total (2) | Bottom 25\% | Lower <br> midule 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 100 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 11) \\ 19 \end{array}$ | $\begin{aligned} & 19 \\ & 52 \end{aligned}$ | 52 174 | $\begin{aligned} & 174 \\ & 11) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 2.3 | 2.9 | 1.5 | 1.5 | 2.9 |
| ```Leverage ratios Debr/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} 56.8 \\ 174.8 \\ 0.9 \end{array}$ | $\begin{array}{r} 196.1 \\ 17.0 \\ 0.8 \end{array}$ | $\begin{array}{r} 3.8 \\ 32.6 \\ 1.1 \end{array}$ | $\begin{array}{r} 39.9 \\ 197.2 \\ 0.9 \end{array}$ | $\begin{aligned} & 5.7 \\ & 0.8 \end{aligned}$ |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in lable 2 .
(2) These estimates are based on asmple of Dusinesses reporting sales between $\$ 10,000$ and $\$ 2,000.000$.

See table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Current $=$ current essets / curreni liabilities
2. Leverege ratios:
a) Debt/equity = tota! !iabilities / equity
b) Debt ratio = total !iabilities / total assets
c) Interest coverage $=$ ne: profit interest expense / interest expenst.

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

|  | Total(1) | Bot tom $25 \%$ | Lowe I <br> middle 25\% | Uppe: middle 25\% | $\begin{aligned} & \text { TOO } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{array}{r} 51 \\ (1) \\ (1) \end{array}$ | $\begin{aligned} & 11 \\ & 15 \end{aligned}$ | $\begin{aligned} & 15 \\ & 52 \end{aligned}$ | $\begin{array}{r} 52 \\ 174 \end{array}$ | $\begin{aligned} & 174 \\ & \text { (1) } \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{array}{r} 35 \\ 12 \\ -22 \end{array}$ | 3 2 | $\begin{array}{r} 4 \\ 5 \\ -3 \end{array}$ | 13 9 -4 | 109 29 -75 |
| Dividends | -12 | - | -9 | -5 | -31 |
| Investment activities <br> Disposal of fixed assets <br> Purchase of iixed assets <br> lncrease in investment <br> Decrease in investment | $\begin{array}{r} 45 \\ -20 \\ -39 \\ 44 \end{array}$ | - | $-i$ | $\begin{array}{r}25 \\ -75 \\ \hline\end{array}$ | $\begin{array}{r} 141 \\ -8 \\ -140 \\ 156 \end{array}$ |
| Financing activities <br> Increase in long term debt <br> Repayment of lang term debt <br> Loans from shareholders <br> hepayment of loans from shareholders <br> Advances \& loans from government <br> lncrease in equity <br> Decrease in equity <br> Othe: | $\begin{array}{r} 30 \\ -35 \\ 20 \\ -51 \\ - \\ - \\ -3 \end{array}$ | -2 -1 | 1 -9 15 -1 -1 | $\begin{array}{r} 9 \\ -17 \\ 47 \\ -4 \\ -1 \end{array}$ | $\begin{array}{r}98 \\ -100 \\ 17 \\ -177 \\ \hline- \\ \hline-10\end{array}$ |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | 4 54 58 | 2 | 3 -3 - | 9 9 | 10 188 198 |

(1) These estimates are based on a sample of incorporated businesses reporting sales detween $\$ 10.000$ and $\$ 2.000 .000$. Sample count includes only thase businesses reporting a statement of changes.
See Table : for symbols and notes

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


[^20]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Operators of Buildings and Dwellings (SIC 751)

|  | Total(1) | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Tos } \\ & 25 . \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 54 \\ 155.950 \\ 134.795 \\ 21.155 \end{array}$ | $\begin{array}{r} 21.648 \\ 23.295 \\ -1.647 \end{array}$ | $\begin{array}{r} 49.040 \\ 49.714 \\ -674 \end{array}$ | $\begin{aligned} & 86.101 \\ & 63.456 \\ & 22.645 \end{aligned}$ | $\begin{array}{r} 467.011 \\ 402.714 \\ 64.297 \end{array}$ |
| Businesses reporting a profit (No.) <br> Averoge sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 40 \\ 144.101 \\ 107.740 \\ 36.361 \end{array}$ | $\begin{array}{r} 19.494 \\ 16.963 \\ 2.531 \end{array}$ | $\begin{aligned} & 42.396 \\ & 32.069 \\ & 10,327 \end{aligned}$ | $\begin{aligned} & 83.687 \\ & 35,157 \\ & 48,530 \end{aligned}$ | $\begin{array}{r} 430.828 \\ 346.769 \\ 84.059 \end{array}$ |
| ```Businesses reporting a loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 14 \\ 326.024 \\ 412.974 \\ -86.950 \end{array}$ | $\begin{aligned} & 23.848 \\ & 29.763 \\ & -5.915 \end{aligned}$ | $\begin{array}{r} 55.678 \\ 67.345 \\ -11.667 \end{array}$ | $\begin{array}{r} 91.055 \\ 121.555 \\ -30.500 \end{array}$ | $\begin{array}{r} 1.133 .515 \\ 1.433 .234 \\ -299.719 \end{array}$ |

1985

| Number of observations in sample | 48 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 160.607 | -- | -- | -- |  |
| Average expense \$ | 128.859 | -- | -- | -- | -- |
| Average net profit \{loss\} \$ | 31.748 | -- | -- | -- | -- |
| Businesses reporting profit (No.) | 34 |  |  |  |  |
| Average sales \$ | 170.510 | -- | -- | -- | - |
| Average expense \$ | 120.281 | -- | -- | -- | -- |
| Average net profit \$ | 50.229 | -- | -- | -- | -- |
| Businesses reporting loss (No.) | 14 |  |  |  |  |
| Average sales \$ | 152.276 | -- | -- | -- | -- |
| Average expense \$ | 163.906 | -- | -- | -- | -- |
| Average net loss \$ | -11.630 | -- | -- | -- | -- |

Number of observations in sample
Average sales $\$$
Average expense $\$$ Average expense $\$$
Average net profit (loss) $\$ 8$

Businesses reporting a profit (No.)
Average sales $\$$
Average expense $\$$
Average net profit $\$$

Businesses reporting a loss (No.)
Average sales $\$$
Average expense $\$$
Average net loss \$

147
154.386
154.386
128.263
26.123

104
147.244
111.278
35,966
192.794
217.022
-24, 228
14.406
13.441
33.329
31.744
$\begin{array}{rr}965 & 31.744 \\ 1.585\end{array}$

| 16.397 | 37.772 |
| :--- | :--- |
| 13.254 | 34.028 |

34.028
3.744

12,176
13,65
21.941
25.850
$-3.949$

| 98.934 | 470.875 |
| ---: | ---: |
| 82.962 | 384.905 |
| 15.972 | 85.970 |
|  |  |
|  |  |
| 99.079 | 435.726 |
| 80.019 | 317.810 |
| 19.060 | 117.916 |
|  |  |
|  |  |
| 97.069 | 639.988 |
| 120.829 | 707.716 |
| -23.760 | -67.728 |

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

See table 1 for symbols and nores

TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba. Dperators of Non-Residential Buildings (SIC 7512)

|  | Total(1) |  | Bottom $25 \%$ |  | Lower <br> middie 25\% |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 65 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{array}{r} 11) \\ 35 \end{array}$ |  | $\begin{aligned} & 35 \\ & 67 \end{aligned}$ |  | $\begin{array}{r} 67 \\ 158 \end{array}$ |  |  | $\begin{aligned} & 158 \\ & 11) \end{aligned}$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3 ) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowef } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { midd Ie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of salas |  |  |  |  |  | Percent of sales |  |  |  |  |
| Dccupancy axpenses | 19.4 | 17.4 | 17.4 | 21.6 | 21.0 | 100.0 | 19.4 |  |  |  |  |
| Dedreciation | 8.8 | 8.8 | 11.1 | 9.9 | 5.5 | 96.5 | 9.1 | 10.0 | 11.1 | 10.2 | 5.5 7.8 |
| Repairs \& maintenance | 6.1 | 5.3 | 5.9 | 6.3 | 7.1 | 66.8 | 9.2 | 10.0 | 13.2 | 7.9 | 7.8 |
| Mest. I ight \& telephone | 3.9 | 3.0 | 0.5 | 4.0 | 8.1 | 47-9 | 8.2 | 8.8 | 5.6 | 6.7 | 9.1 |
| Rent | 0.5 |  |  |  |  | 13.7 | 3.6 | . . |  |  |  |
| Personnel expenses | 19.7 | 21.8 | 30.5 | 13.0 | 13.5 | 66.6 | 29.6 | 51.4 | 36.8 | 26.0 | 15.3 |
| Financial expenses | 19.7 | 17.7 | 19.1 | 27.3 | 14.8 |  |  |  |  |  |  |
| Interest \& bank charges Professiona! fees | 14.1 5.5 | 11.0 6.8 | 16.4 2.7 | 22.0 5.3 | 7.3 7.5 | 82.0 98.5 | 17.2 5.6 | 13.3 7.2 | 18.7 2.7 | 30.4 5.3 | 8.6 7.5 |
| Other expenses | 20.1 | 22.6 | 10.6 | 23.8 | 23.9 | 95.1 | 21.2 | 27.5 | 10.9 | 23.8 | 23.9 |
| Profit (loss) | 21.1 | 20.5 | 22.3 | 14.3 | 26.8 | 94.4 | 22.3 | 26.8 | 22.3 | 14.3 | 26.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . $\cdot$ | $\ldots$ | -•• | - $\cdot$ | . |

## Symbol:

zero or no observations
too smell too be expressed
. not epplicable
$\times$ confidential

## Footnotes

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

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

## Noter

Data are shown by quartiles when at least 13 of the samplad businesses report the specific item
Records were ranked in ascending order according to seles size. Each quartile (i. e. bottom 25z, Iower middle 25\%, etc.) represents one quarter of the total number of businesses. Within each quartile. the averege ratio is presshted. For comparison purposes, the high and low velues of sales are shown.

How to uar the tables
(11 Locate the appropriate sales range that is displayed on the two lines entitled low sales valuem and "High sales value"
(2) The selected range will indicete the proper quertile, i.e, the bottom $25 \%$, the lower middle $25 \%$, the upper midde $25 \%$ or the top $25 \%$
(3) Date pertaining to the selected sales size range will be in that quartile

## Standard Industrial Claseificetion Definition ISIC 1880):

## SIC 7512 - Operators of Mon-Residential Buildings

Businesses primarily engaged in operating, or owning and operating buildings and dwellings such es: arena operating. conference/convention centre operating. leasing non-residential bulldings, meeting hall operating. office building rental. resl estate operating non-residential buildings. shopding centre opetating. stad um operaiting and theatre building operating

TABLE 2. Balance sheet profile for 1986
Manitoba, Operators of Non-Residential Buildings (SIC 7512)

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

See Tabie 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Operators of Non-Residential Buildings (SIC 7512)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value ( $\$ 000$ s) | $\begin{array}{r} 63 \\ (1) \\ (1) \end{array}$ | $\begin{array}{r} 11) \\ 36 \end{array}$ | $\begin{aligned} & 36 \\ & 69 \end{aligned}$ | $\begin{array}{r} 69 \\ 158 \end{array}$ | $\begin{aligned} & 158 \\ & \text { (1) } \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 2.6 | 3.1 | 2.6 | 3.6 | 1.2 |
| Leverage ratios ```Oebt/equity ratia \times) Interest coverage ratio {times} Debt ratio (times)``` | $\begin{aligned} & 8.5 \\ & 0.7 \end{aligned}$ | $\begin{array}{r} 17.2 \\ 139.6 \\ 0.5 \end{array}$ | $\begin{array}{r} 12.7 \\ 21.2 \\ 0.8 \end{array}$ | 1.2 18.3 0.7 | $\begin{aligned} & 2.9 \\ & \ddot{0.9} \end{aligned}$ |

(1) The ratios pepresent the average of ratios for each business in the group and cannot be calculatad from the figures shown in table 2
(2) These estimates be based on a sample of businesses reporting salas between $\$ 10,000$ and $\$ 2,000,000$.

See Table 1 for symbols and notes

Definitions:

1. Liquidity retio:

Current $=$ curfent assats $/$ current $\mid$ iabilities.
2. Leverage ratios:
a) Debi/equity = eotel liabilities / equity
b) Debt ratio $=$ sotal $\mid$ ibbilities $/$ total Bssets
c) Interesi coverage = net profit - interest expense $/$ interast expense

TABLE 4. Statement of changes in financlal position for incorporated businesses only. 1986
Manitoba, Operators of Non-Residential Buildings (SIC 7512)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value (\$000's) High sales value ( 9000 's) | $\begin{aligned} & 31 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 11) \\ 38 \end{array}$ | $\begin{aligned} & 38 \\ & 48 \end{aligned}$ | $\begin{array}{r} 48 \\ 150 \end{array}$ | $\begin{aligned} & 150 \\ & (1) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Deprecistion Other | $\begin{array}{r} 23 \\ 14 \\ -17 \end{array}$ | 4 4 1 | $\begin{array}{r} 5 \\ 6 \\ -17 \end{array}$ | 6 9 -11 | 70 32 -39 |
| Dividends | -11 | - | -11 | - 6 | -27 |
| Investment activities <br> Disposal of fixed assets <br> Purchase of lixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 30 \\ -26 \\ -52 \\ 46 \end{array}$ | -2 | - <br>  <br> 4 | $\begin{array}{r}24 \\ -29 \\ \hline\end{array}$ | $\begin{array}{r} 76 \\ -56 \\ -185 \\ 161 \end{array}$ |
| Financing activities <br> Increase in long term debt Repayment of long term debt Loans from shareholders Repayment of loans from shareholders Advances \& loans from government Incraase in equity Decrease in equity Dther | $\begin{array}{r}20 \\ -29 \\ 16 \\ -4 \\ - \\ \hline\end{array}$ | 3 -1 -1 | -2 8 | 20 -44 32 -3 | 42 -47 19 -9 - 1 -12 |
| Increase(decrease) in cash s equivalents Cash 8 equivalents-Beginning of the year Cash \& equivalents - End of the year | 5 19 24 | 7 11 | -7 8 1 | -2 12 10 | 19 45 64 |

(i) These estimates are based on sample of incorporated businesses reporting seles between $\$ 10.000$ end $\$ 2,000,000$. \$ample count includes only those businesses peporting estbtement of changes
see lable 1 for symbols and notes
TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in ig86 Manitoba. Operators of Non-Residential Bulldings (SIC 7512)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll $\begin{gathered}(\$ 000 \\ \end{gathered}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Tote 1 | 586 | 75.432 | 4.739 | 68 | 88 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 529 \\ 36 \\ 12 \\ 9 \end{array}$ | $\begin{aligned} & 19.825 \\ & 20.176 \\ & 17.815 \\ & 17.616 \end{aligned}$ | $\begin{aligned} & : .239 \\ & 1.285 \\ & 1.114 \\ & 1.101 \end{aligned}$ | 65 3 - | $\begin{array}{r} 85 \\ 1 \\ 2 \\ - \end{array}$ |
| 1986 |  |  |  |  |  |
| Total | 808 | 94,763 | 4.569 | 118 | - . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100 \text { - } 499 \\ & 500 \text { and over } \end{aligned}$ | 746 37 16 9 | $\begin{aligned} & 32.100 \\ & 24.489 \\ & 16.127 \\ & 22.047 \end{aligned}$ | $\begin{aligned} & 1,508 \\ & 1.276 \\ & 1.028 \end{aligned}$ | 110 5 3 - | . |

(1) Average labour units are calculated by dividing total payroll by the overage annual wage ond salary rate as reported in the

Survey of Employment. Payroll and Hours. Statistics Canada, Catalogue 72-002. An everage labour unit could be inserpreted es e full-time employee. Note that the business size groups used are determined ot the Cenada level. Thus if business hes et leest 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
121 Refers 10 businesses reporting no payroll deductions in the previous yeer.
13) Refers to businesses reporting no peyroll deductions in the following year
"Nowly peporting" and "no longer reporting" businesses are assumed to heve been in activity for six months and the information is adjusted accordingly

See Table ifor symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Operators of Non-Residential Buildings (SIC 7512)
Total(1)
middle $25 \%$ Upper midde $25 \%$ $10:$

|  | Total(1) | Bottom 25\% | $\begin{aligned} & \text { Lowe: } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & 10 \% \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 15 \\ 131.093 \\ 136.531 \\ -5.438 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 8 \\ 375.204 \\ 347.529 \\ 28.675 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 7 \\ 95.780 \\ 119.494 \\ -23.714 \end{array}$ | -- | -- | -- | -- |

1985

Number of observations in sample
Average sales $\$$
Average expense \$
Average net profit (loss) $\$$

Businesses reporting profit (No.)
Average sales \$
Average expense $\$$
Average net profit \$

Businesses reporting loss (No.)
Average sales \$
Average expense $\$$
Average net loss $\$$ $\qquad$
16
186,503
186.503
B. 028

13
217.485
217.485
202.238
215.247

3
49.339
49.339
460.706
-41.36?

1986

| Number of observations in sample | 93 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 167.991 | 22.693 | 44.079 | 141.612 | 463.578 |
| Average expense \$ | 144.207 | 20.109 | 40.744 | 127.409 | 388,56? |
| Average net Drofit (loss) \$ | 23.784 | 2.584 | 3.335 | 14.203 | 75.011 |
| Businasses reporting a profit (No.) | 67 |  |  |  |  |
| Average sales \$ | 144.555 | 23,900 | 43.770 | 146.971 | 363.580 |
| Average expense \$ | $111.25 \%$ | 16.643 | 37.380 | 127.566 | 263.413 |
| Average net profit \$ | 33.304 | 7.257 | 6.390 | 19.405 | 100.167 |
| Businesses reporting loss (No.) | 26 |  |  |  |  |
| Average sales \$ | 370.671 | 19.984 | 49.497 | 102.279 | 1.310 .923 |
| Average expense \$ | 425,741 | 27.887 | 99.740 | 126.255 | 1.449 .082 |
| Average net loss $\$$ | -55.070 | -7.903 | -50.243 | -23.976 | -138.159 |

(11) These estimbtes 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 rattos, in percent of sales, 1986
Manitoba, Insurance and Real Estate Agencies (SIC 7611)

|  | Total 11 |  | Bottom 25\% |  | Lower middle 25\% |  | Upper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 51 \\ & (1) \\ & 10 \end{aligned}$ |  | $\begin{array}{r} 11 \\ 25 \end{array}$ |  | $\begin{array}{r} 25 \\ 100 \end{array}$ |  | $\begin{aligned} & 100 \\ & 152 \end{aligned}$ |  |  | $\begin{aligned} & 152 \\ & (1) \end{aligned}$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businasses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middie } \\ & 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middl } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses | 15.8 | 16.1 | 27.2 | 11.3 | 10.1 | 98.8 | 15.9 | 16.1 | 27.2 | 11.4 | 10.3 |
| Dedreciation | 2.9 | 2.2 | 5.0 | 0.5 | 3.3 | 82.4 | 3.5 | 12.5 | 5.4 | 0.5 | 3.4 |
| Repairs \& maintenance | 6.0 | 4.6 | 13.5 | 5.4 | 1.5 | 87.1 | 6.9 | 4.6 | 14.0 | 10.2 | 1.5 |
| Heat. light \% telephone | 4.4 | 7.9 | 7.5 | 1.7 | 2.3 | 97.6 | 4.5 | B. 3 | ?.7 | 1.7 | 2.4 |
| Rent | 2.4 | 1.3 | 1.2 | 3.7 | 2.9 | 74.3 | 3.2 | 1.6 | 5.1 | 3.9 | 3.1 |
| Personnel expenses | 47.0 | 36.9 | 26.1 | 59.7 | 58.9 | 97.6 | 48.1 | 38.4 | 27.5 | 60.3 | 59.2 |
| Financial expenses | 7.1 |  |  |  |  |  | 7.1 |  |  |  |  |
| Interest \& bank charges Professional fees | 3.9 3.2 | 2.5 0.8 | 5.0 4.0 | 0.7 6.6 | 2.8 1.6 | 88.3 98.9 | 4.4 3.3 | 2.5 0.8 | 9.4 4.0 | 1.3 6.6 | 2.8 1.6 |
| Other expenses | 17.6 | 22.2 | 20.9 | 9.4 | 18.4 | 100.0 | 17.6 | 22.2 | 20.9 | 9.4 | 18.4 |
| Profit (loss) | 12.5 | 21.5 | 12.9 | 12.3 | 8.2 | 82.7 | 15.2 | 24.1 | 32.1 | 12.3 | 8.2 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\ldots$ | ... | $\ldots$ | - $\cdot$ | . . |

## Symbol:

zero or no observations
too small too be expressed
not applicable
configential

## Footnctes

111 These estimetes are based on a semple of businesses peporiing sales between $\$ 10,000$ and $\$ 2,000,000$ Toial weighied expenditure on a given item $\times 100$ for each quartile
21 Value in each cell $=$ lotal weighted seles of ell businesses in the sample
(3) Value in each cell $=\frac{\text { lotal weighted expenditure on given item }}{\text { Total weighted sales of businesses peporting this item of expenditure }} \times 100$
or alach quarsile

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

## Notes

Data are shown by quartiles when at least 13 of the sampled bus inesses report the specific ifem
Records were ranked in ascending order according to sales size. Each quartile fi. e. botlom 25\%. Iower middle 25\%. etc. repesents one quarter of the totat number of businesses. Within ach quartile, the average ratio is presented. for comparison purposes, the high and low values of sales are shown.

## How to use the tables

III Locate the appropriate sales range that is displayed on the two lines entitled mow seles value" and migh sales value"
121 The selected range will indicete the proper quartile. i.e. the bottom $25 \%$, the lower midde $25 \%$. the upper midde $25 \%$ or the sop 25\%
13) Data pertaining to the selacted sales size range will be in that quartile

Stendard Industrisl Classification Definition (SIC 1980):
SIE 7511 - Inturence and Resul Estate Agencies
Businesses primarily engaged in either the selling of insurance and pension products es an independent agent or broker or deating in real estate such as buying and selling for others. managing and appraising real estate for others or whose activities encompas both fields such as: real estate appraisal services, independent insurance claim adjusters, insurbnce agents and brokers, insurance and pal estate agencies. insurance oroker services and real estate agencies

TABLE 2. Balance sheet profile for 1986
Manitoba, Insurance and Real Estate Agencies (SIC 7611)

|  | Total(1) | Bottom 25 * | Lowe? $\text { midde } 25 \%$ | Uppe: middle 25\% | $\begin{aligned} & \text { To } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $\left.\begin{array}{r} 51 \\ (1) \\ (1) \\ 1 \end{array}\right)$ | $\begin{array}{r} 1 \\ 25 \end{array}$ | $\begin{array}{r} 25 \\ 100 \end{array}$ | $\begin{array}{r} 100 \\ 152 \end{array}$ | $\begin{aligned} & 152 \\ & (1) \end{aligned}$ |
| Average (\$000's) |  |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total curfent assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{aligned} & 28 \\ & 31 \\ & 1 \\ & 13 \\ & 73 \\ & 43 \\ & 12 \\ & 31 \end{aligned}$ | $\begin{aligned} & 4 \\ & 1 \\ & 1 \\ & - \\ & 6 \\ & 8 \\ & 4 \\ & 1 \end{aligned}$ | $\begin{array}{r} 5 \\ 4 \\ 1 \\ 1 \\ 13 \\ 49 \\ 3 \\ 10 \end{array}$ | $\begin{array}{r} 2 \\ 5 \\ - \\ \hline 8 \\ 7 \\ 3 \\ 10 \end{array}$ | $\begin{array}{r} 75 \\ 83 \\ - \\ 38 \\ 196 \\ 78 \\ 29 \\ 76 \end{array}$ |
| Total assets | 135 | 11 | 69 | 23 | 320 |
| Liabilities and equity <br> Current loans <br> Other curpent liabilities Total current liabilities Mortgages payable Long term debt Othet liabilities | 22 49 71 10 18 15 | 2 2 3 | $\begin{array}{r} 5 \\ 16 \\ 20 \\ 30 \\ 11 \\ 1 \end{array}$ | 1 <br> 8 <br> 9 <br>  <br> 2 <br> 10 | 59 126 185 8 42 35 |
| Total liabilities Totel equity | $\begin{array}{r} 114 \\ 20 \end{array}$ | 5 6 | 62 | 20 2 | 271 50 |

11 These estimates are based on e 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
Manitobs. Insurance and Real Estate Agencies (SIC 7611)

|  | Total(2) | Bottom 25\% | Lower <br> middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $8000^{\prime}$ s) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 14 \\ & (1) \\ & 11 \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity tetio <br> Current ratio (times) | 1.1 | -- | -- | -- | -- |
| ```Leverage ratios Debt/eauity ratio (times) Interest coverage ratio {times) Debt ratio (times)``` | $\begin{array}{r} 59.6 \\ 23.0 \\ 0.9 \end{array}$ | -- | -- | -- | -- |

[^21]Definitions:

1. Liquidity retio:

Current $=$ curpent assets $/$ cuptent |isbilities
2. Leverage ratios:
al Debt/equity = total liabilities / equity
ol Dedtratio = total liabilities $/$ sotal assets
cl Interest coverage $=$ net profit interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba, Insurance and Real Estate Agencles (SIC 7611)

|  | Total(1) | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 13 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- |  |
|  |  |  | verage (\$000 |  |  |
| Operating activities Cash from operations Deprecistion Other | $\begin{array}{r} 14 \\ 6 \\ 14 \end{array}$ | -- | -- | -- | -- |
| Dividends | -3 | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Deciease in investment | $\begin{array}{r} 8 \\ -14 \\ -3 \\ 9 \end{array}$ | - - -- | -- | -- | - |
| Financing activities <br> 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 | $\begin{array}{r} 6 \\ -6 \\ 6 \\ -9 \\ - \\ - \\ - \\ -4 \end{array}$ |  | $=$ <br> - <br> - <br> - <br> $=-$ | - <br> - <br> - <br> - <br> - <br> - | , |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | 25 19 44 | -- | -- | -- | -- |

11 These estimates are based on a sample of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Semple count includes only those businesses reporting a stazement of changes.
See table 1 for symbals and notes.

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC ciassification in 1986 Manitoba, Insurance and Real Estate Agencies (SIC 7611)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total } \begin{array}{c} \text { payrol } \\ \left(\$ 000^{\prime} s\right) \end{array} \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No Ionger reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 503 | 50.414 | 2.962 | 60 | 67 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 461 \\ 20 \\ 11 \\ 11 \end{array}$ | $\begin{array}{r} 23.777 \\ 11.210 \\ 3.010 \\ 12.417 \end{array}$ | $\begin{array}{r} 1.389 \\ 660 \\ 182 \\ 731 \end{array}$ | $\begin{array}{r} 57 \\ 2 \\ - \\ 1 \end{array}$ | $\begin{array}{r} 64 \\ 1 \\ 2 \\ - \end{array}$ |
| 1986 |  |  |  |  |  |
| Total | 715 | 89.095 | 3.945 | 117 | ... |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 659 \\ 31 \\ 14 \\ 11 \end{array}$ | $\begin{aligned} & 40.014 \\ & 18.867 \\ & 13.115 \\ & 17.099 \end{aligned}$ | $\begin{array}{r} 1.759 \\ 829 \\ 593 \\ 764 \end{array}$ | $\begin{array}{r} 109 \\ 5 \\ 1 \\ 2 \end{array}$ | $\cdots$ |

1il Average labour units are calculated by dividing total payroll by the average annual wage and selary rate as reported in the
Survey of Employmeni. 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 bre determined at the Canada level. Thus if a business has af 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 smali businesses by saies quartile. 1984-1986
Manitoba, Insurance and Real Estate Agencles (SIC 7611 )
Total(1) Bottom

Lower
middle $25 \%$
Upper Top

1984

| Number of observations in sample | 42 |
| :---: | :---: |
| Average sales \$ | 113.563 |
| Average expense \% | 100.853 |
| Average net drofit (loss) \$ | 12.710 |
| Businesses reporting a profit (No.) | 35 |
| Average sales \$ | 119.007 |
| Average expense \$ | 95.738 |
| Average net profit \$ | 23.269 |
| 8usinesses reporting a loss (Mo.) | 7 |
| Average sales \$ | 84.571 |
| Average expense \$ | 90.978 |
| Average net loss \$ | -6.407 |


| -- | -- | -- | -- |
| :---: | :---: | :---: | :---: |
| -- | -- | -- | -- |
| -- | -- | -- | -- |
| - | -- | -- | -- |
| -- | -- | -- | -- |
| -- | -* | -- | -- |
| -- | -- | -- | -- |
| -- | -- | -- | -- |
| -- | - | -- | -- |

1985

| Number of observations in sample | 123.74 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 123.745 | -- | -- | -- |  |
| Avarage expense \$ | 109,830 | -- | -- | -- | -- |
| Average net profit (lass) \$ | 13.919 | - | -- | - |  |
| Businesses reporting profit (No.) | 40 |  |  |  |  |
| Average sales \$ | 123.370 | - |  |  |  |
| Average expense \$ | 100.693 | - |  |  |  |
| Average net profit \$ | 22,677 | - | - | -- |  |
| Businesses reporting a loss (No.) | 7 |  |  |  |  |
| Average sales \$ | 95.002 | -- |  |  |  |
| Average expense \$ | 109,822 |  |  |  |  |
| Average net loss \$ | -14.820 | -- | -- | -- |  |

1986

| Number of observations in sample | $\begin{array}{r} 96 \\ 161.631 \end{array}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ Average expense \$ | 161.639 150.444 | 23.727 13.263 | 75,738 61.421 | 150.840 143.887 | $\begin{aligned} & 396.217 \\ & 383.205 \end{aligned}$ |
| Average net profit (loss) \$ | 11.187 | 10.464 | 14.317 | 6.953 | 13.012 |
| Businesses reporting profit (No.) | 86 |  |  |  |  |
| Average sales \$ | 178.330 | 22.953 | 75,794 | 153.202 | 461.371 |
| Average expense \$ | 158.810 | 10.763 | 61.337 | 137.213 | 425.927 |
| Average net profit \$ | 19,520 | 12.190 | 14.45 ? | 15.989 | 35.444 |
| Businesses reporting loss (No.) | 10 |  |  |  |  |
| Average sales \$ | 131.237 | 29.646 | 68.000 | 147.639 | 279.664 |
| Average expense \$ | 141.284 | 32.391 | 73.034 | 152.932 | 306.779 |
| Average net loss \$ | -10,047 | -2.745 | -5.034 | -5.293 | -27.115 |

111 These estimates are based on a semple of businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$
See Table 1 for symbals and notes

TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba. Computer Services (SIC 7721)
Total(1) Bottom Lower Upper Top


| Selected expense item | Industry average (2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { miod } 1 \text { e } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upoer } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middIe } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middI } \\ 25 \% \end{array}$ | TOD 25\% |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses | 25.1 | -- | -- | -- | -- | 97.6 | 25.8 | -- | -- | -- | -- |
| Depreciation | 12.1 | -- | -- | -- | -- | 63.8 | 19.0 | -- | -- |  | - |
| Repairs \& maintonance | 0.7 | -- | -- | -- | -- | 15.5 | 4.5 | -- | -- | -- | -- |
| Heat. light \& telephone | 2.0 10.3 | -- | -- | -- | -- | 52.2 45.1 | 3.9 22.8 | -- | -- | -- | -- |
| Rent | 10.3 | -- | -- | - | -- |  |  | -- | -- | -- | -- |
| Personnel expenses | 55.6 | -- | -- | -- | -- | 94.1 | 59.1 | -- | - | -- | -- |
| Financial expenses | 14.2 | -- | -- | -- | -- |  |  | -- | -- | -- | -- |
| Interest \& bank charges Protessional fees | 9.5 4.7 | -- | -- | -- | -- | 93.4 35.5 | 10.2 13.2 | -- | -- | -- | -- |
| Other expenses | 34.0 | -- | -- | -- | -- | 96.7 | 35.2 | -- | - | -- | -- |
| Profit (loss) | -29.0 | -- | -- |  | -- | 96.6 | $-30.0$ | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | - $\cdot$ | -- | - | -- | -- |

## Symbols

zero or no observations

- 100 small too be expressed
not applicable
$\times$ confidential


## Foot notes

(1) These estimates are besed on a sample of businesses reporiing salas betwean $\$ 10,000$ and $\$ 2,000,000$
(2) Value in each cell $=\frac{\text { Total weighted expenditure ch a given item }}{\text { Total weighted sales of all businesses in ine sample }} \times 100$ for each quartile.
(3) Value in each cell $=\frac{\text { Total weightad expendiqure on a given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }} \times$ for fortile.

This portion of the table pertoins only to the businesses pepopting the specific expense item. Therefore these ratios are catculated Individually and the total will not necessarily equal 100z.

## Notes

Data are shown by quertiles when at least 13 of the sampled businesses ceport the specific item.
Records were paked in ascending order according to sales size. Each quartile fi.e. bottom 25\%, lower midde 25\%, etc.) tepresents one quarter of the total number of businesses. Within each quartile, the average eatio is presanted. For comparison purposes, the high and low values of sales are shown

## Mow to use the tables

111 Locat the appropriate sales range thap is displayed on the two lines antitled "Low sales value" and migh sales value"
121 The selected pange will indicate the proper quartile, i. e. the bottom $25 \%$, the lower middle $25 \%$. the upper middle $25 \%$ or the Iop $25 \%$
(3) Dafa pertaining to the selected sates size range will be in that quartile

Stenderd Industrial Classificetion Definition (SIC 1980):

## SIC 7721 - Computer Services

Businesses primapily engaged in providing computer focilities on tental, laesing or time shering besis end such betivities as programming, planning and systems work

TABLE 2. Balance sheet profile for 1986
Manitoba, Computer Services (SIC 7721)

| Total(1) Bottom | Lower | Uppe: | midde: |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | midde $25 \%$ | $25 \%$ |


| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000{ }^{\prime}$ s) | $\begin{aligned} & 16 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 2 | -- | -- | - | -- |
| Accounts and notes receivable | 4 | -- | -- | -- | -- |
| Inventory | 1 | -- | -- | -- | -- |
| Other current assets | - | -- | -- | -- | -- |
| Total current assets | 6 | -- | -- | -- | -- |
| Fixed assets | 32 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 17 |  | -- | -- | -- |
| Other assets | 5 | -- | -- | -- | -- |
| Total assets | 26 | -- | -- | -- | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans | 12 | -- | -- | -- | -- |
| Other current liabilities | 12 | -- | -- | - | -- |
| Total current liabilities | 24 | -- |  |  | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 42 | -- | -- | -- | -- |
| Other liabilities | 1 | -- | -- | -- | -- |
| Total liabilities | 68 | -- | -- | -- | -- |
| Total equitr | -42 | -- | -- | -- | -- |

19 These astimates are based on asmple of businesses reporting sales between $\$ 10.000$ and $\$ 2.000,000$.
See Table I for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitobs, Computer Services (SIC 7721)

|  | Total 2 $^{\text {l }}$ | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper <br> midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 16 \\ (1) \\ (1) \end{array}$ |  | -- |  |  |
|  | Average |  |  |  |  |
| Liquidity retio Current ratio (times) | 0.7 | -- | -- | -- | -- |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio {times) Debt ratio (times)``` | 4.2 3.8 | -- | -- | -- | -- |

(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 reporiing sales between $\$ 10,000$ and $\$ 2,000,000$.

See Teble 1 for symbals and notes

Definitions:

1. Liquidity ratio:

Current = current assets / current liabilities
2. Lever ege ratios:
al Debt/equity $=$ rotal babilities $/$ equity
b) Debt ratio = total liabilities/total assets
c) Interest coverage $=$ nei profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba, Computer Services (SIC 7721)

|  | Total(1) | $\begin{aligned} & \text { Bot tom } \\ & 25 \% \end{aligned}$ | Lower middle 25\% | Upper <br> midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value $(\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s | $(i)^{4}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 00$ |  |  |
| Operating ectivities Cash from operations Depreciation Other | $\begin{aligned} & 17 \\ & 10 \\ & -5 \end{aligned}$ | - | -- | -- | -- |
| Dividends | $=$ | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | -4 -17 - | -- | -- | -- -- -- | -- |
| Finmeing ectivities <br> increase in long term debt <br> Repayment of long term debt <br> Laans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> increase in equity <br> Decrease in equity <br> Dther | -1 -6 -6 | -- | -- - - - -- -- | - $+-\infty$ | - |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-8eginning of the year Cash 8 equivalents - End of the year | -5 -8 -13 | -- | -- | -- | -- |

(1) These estimates sre based on semple of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000,000$. Sample count includes only those businesses reporting statement of changes.
See Table 1 for symbols and noies.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in ig86
Manitoba, Computer Services (SIC 7721)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\prime} \mathrm{s}\right) \end{array}$ | Average labour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No langer feporting(3) |
| 1983 |  |  |  |  |  |
| Total | 48 | 18.151 | 840 | 10 | 15 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 33 \\ 5 \\ 7 \\ 3 \end{array}$ | $\begin{aligned} & 2.609 \\ & 1.231 \\ & 7.692 \\ & 6.619 \end{aligned}$ | $\begin{array}{r} 117 \\ 55 \\ 371 \\ 297 \end{array}$ | 8 1 $!$ | $\begin{gathered} 13 \\ 1 \\ ! \end{gathered}$ |
| 1985 |  |  |  |  |  |
| Total | 99 | 25,702 | 1.025 | 28 | . $\cdot$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{aligned} & 74 \\ & 10 \\ & 11 \\ & 4 \end{aligned}$ | $\begin{aligned} & 4.423 \\ & 2.924 \\ & 9.991 \\ & 9.364 \end{aligned}$ | $\begin{array}{r} 156 \\ 104 \\ 396 \\ 369 \end{array}$ | 22 3 2 1 | $\cdots$ |

(1) Average labour units are calculated by dividing total peyroll by the everage annual wage and salary rate as reported in the

Survey of Employment, Payroll and Hours. Stetistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a full-time omployee. Note thet the business size groups used are determined at the canado level. Thus it a business has at least 500 employees in Canada as a whole but less then thet number in any given province it is shown in the 500 and over group.
(2) Refers to businesses reporting no peyroll deductions in the previaus 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 quart11e. 1984-1986
Manitoba, Computer Services (SIC 7721)

|  | Total(1) | Battom 25\% | $\begin{aligned} & \text { Lawer } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Tof } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample | 2 |  |  |  |  |
| Average sales \$ | k | -- | -- | -- | -- |
| Average expense \$ | * | -- | -- | -- | -- |
| Average net profit (loss) \$ | K | -- | -- | -- | -- |
| Businesses reporting profit (No.) | 1 |  |  |  |  |
| Average sales \$ | $x$ | -- | -- | -- | -- |
| Average expense \$ | x | -- | -- | -- | - |
| Average net profit \$ | x | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 1 |  |  |  |  |
| Average sales \$ | $x$ | -- | -- | -- | -- |
| Average expense \$ | k | -- | -- | -- | -- |
| Average net loss \$ | Y | -- | -- | -- | -- |


| Number of observations in sample Average sales $\$$ | 334.243 | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expense $\$$ | 323,209 | -- | -- | -- | -- |
| Average net profit (lass) \$ | 11,034 | -- | -- | -- | -- |
| 8usinesses reporting profit (No.) | -3 ${ }^{3}$ |  |  |  |  |
| Average sales \$ | 645.485 | -- |  | -- | -- |
| Average expense \$ | 612,418 | -- | -- | -- | -- |
| Average net profit \$ | 33.067 | -- | -- | -- | -- |
| Businesses reporting - loss (No.) | 1 |  |  |  |  |
| Average sales \$ | 23.000 | -- | -- | -- | -- |
| Average expense \$ | 34.000 | -- | -- | -- | -- |
| Average net loss \$ | -11.000 | -- | -- | -- | -- |


| Number of observations in sample | 22 |
| :--- | ---: |
| Average sales $\$$ | 54.547 |
| Average expense $\$$ | 53.778 |
| Average net profit (lass) $\$$ | 769 |
|  |  |
|  |  |
|  |  |
| Susinesses reporting a profit (No.) | 15 |
| Average sales $\$$ | 84.514 |
| Average expense $\$$ |  |
| Average net profit $\$$ | 65.301 |
|  | 19.213 |
|  |  |
| 8usinesses reporting a loss (No.) | 7 |
| Average sales $\$$ | 41.123 |
| Average expense $\$$ | 55.752 |
| Average net los $\$$ | -14.629 |

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

See table if symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba. Management Consulting Services (SIC 7771)

| Total(1) | Bottom | Lower | Upper | Top |
| :--- | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | midde $25 \%$ | $25 \%$ |



| Selected expense item | Industry average(2) |  |  |  |  | \% busi nesses reporting | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses | 9.1 | -- | - | -- | -- | 80.9 | 11.3 | -- | -- | - |  |
| Depreciation | 5.0 | -. | -- | -- | -- | 73.0 | 6.9 | -- | -- | -- | - |
| Repairs \& maintenance | 0.4 | -* | -- | -- | -- | 17.9 | 2.0 | -- | -- | - | -- |
| Heat. light 8 telephone | 2.6 | -- | -- | -- | -- | 55.4 | 4.7 | -- | -- | -- | -- |
| Rent | 1.2 | -- | -- | -- | -- | 38.3 | 3.0 | -- | -- | - | -* |
| Personnel expenses | 15.7 | -- | -- | -- | -- | 54.9 | 28.6 | -- | -- | -- | -- |
| Financial expenses | 7.4 | -- | -- | -- | -- | 72.8 | 10.2 | -- | -- | -- | -- |
| Interest $\varepsilon$ bank charges | 5.1 | -- | -- | -- | -- | 72.4 58.5 | 7.1 | -- | -- | -- | -- |
| Professional tees | 2.3 | -- | -- | - | -- | 58.5 | 4.0 | -- | -- | -- | -- |
| Dther expenses | 24.0 | -- | -- | -- | -- | 98.9 | 24.3 | -- | -- | -- | -- |
| Profit \loss \ | 43.7 | -- | -- | -- | -- | 100.0 | 43.7 | -- | -- | -- | -- |
| Total | 100.0 | =- | -- | -- | -- | 100.0 | $\cdots$ | -- | - | =- | -- |

Symbole
zero or no observations
too smell too be expressed
not applicable
$\times$ confidential

## Footnotes

(1) These estimates ere based on sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000 .000$.
(2) Value in each ceil $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of all businesses in the sample }} \times 100$ for each quartile.
(3) Value in mach cell =

Total weighted expenditure on a given item
lotal weighted sales of businesses reporting this item of expenditure $\times 100$
for gach quartile

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

## Notes

Data are shown by quartiles when at least 13 of the sampled businesses report the specilic item.
Records were renked in uscending order according to seles size. Each quartile li.e. botrom 25\%, lower middle 25\%, etc.l represents one quarter of the total number of businesses. Within each quartile. the averape ratio is presented. For comparison purposes, the high and low values of sales are shown.

How to use the tables
(i) Locate the appropriate sales range that is displayed on the awo lines entitled "Low seles velue" and "High sales value"

121 The selected range will indicate the proper quartile. i.e. the bottom $25 \%$, the lower midde $25 \%$, the upper midde $25 \%$ or the top 25\%.
(3) Data pertaining to the selected sales size range will be in that quartile

## Standard Industris) Cisesification Definition (SIC 1980):

## SIC 7771 - Management Consulsing Services

Businesses primarily engaged in providing business and management consulting services such as: business management consulting services, customs consultants, financia! management consultants. manager development consuliants. organization management consultants. personne management consultents and iarif4 and customs consultants

|  |  | Bot tom 25\% | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & 108 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low salas value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\left\{\begin{array}{l} 24 \\ 11 \\ 11 \end{array}\right\}$ | -- | -- |  | -- |
| Average ( $8000^{\prime}$ s ) |  |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep, on fixed assets <br> Dther assets | $\begin{array}{r} 9 \\ 7 \\ 9 \\ 3 \\ 19 \\ 68 \\ 2 \\ 9 \end{array}$ | -- <br> -- <br> -- <br> -- <br> -- <br> - | - - - -- -- -- | - - - - - - - | -- -- -- -- -- -- |
| Total mssets | 94 | -- | -- | -- | -- |
| Liabilities and equity <br> Current loans <br> Dther current liabilities Total current liabilities Mortgages payable Long term debt Dther liabilities | $\begin{array}{r} 6 \\ 5 \\ 51 \\ 52 \\ 10 \\ \hline \end{array}$ | -- -- -- -- | -- -- -- -- -- |  | - - - -- - |
| Total liabilities Total equity | $\begin{aligned} & 73 \\ & 21 \end{aligned}$ | -- | -- | -- | -- |

111 These estimates are based on a sample of businesses reporting soles between $\$ 10.000$ and $\$ 2.000,000$.
See Teble 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Management Consulting Services (SIC 7771)

|  | Total (2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper midde 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value $\left(\$ 000^{\circ}\right.$ s) High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 9 \\ & \{1\} \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | 3.6 | -- | -- | -- | -- |
| Leverege ratios <br> Debt/equity ratio (times) Interest coverage ratio \{times\} Debt ratio (times) | 1.5 | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculeted from the figures shown in table 2
(2) These astimates are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2,000.000$.

See leble $\{$ for symbols and notes.

Definitions:

1. Liquidity retio:

Current $=$ current assets / current liabilities.
2. Leverage ratios:
a) Debt/equity = qotal liabililies / equity
b) Debt ratio = total liabilities / total assets
c) Intarest coverage $=$ net profis - interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba. Management Consulting Services (SIC 7771)


|  |  |  |  | Changes in num with pa | businesses loyees. |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 ' s) \end{array}$ | Average Iabour units(1) | Newly <br> reporting 2 2\} | No Ionger reporting 3 ) |
| 1983 |  |  |  |  |  |
| Total | 285 | 34,497 | 2,165 | 48 | 55 |
| $105 s$ than 20 $20-99$ | 268 10 | 12.622 5.165 | 799 309 | 46 | 48 6 |
| 100-499 | 3 | . 568 | 35 | , | - |
| 500 and over | 4 | 16.142 | 1.022 | 1 | 1 |
| 1986 |  |  |  |  |  |
| Total | 443 | 45.388 | 1.990 | 105 | - |
| lass than 20 | 414 | 20.617 5.579 | 905 | 95 | -. |
| $20-99$ $100-499$ | 17 | 5.579 | 224 | 7 | . . |
| $100-499$ 500 and over | 7 | 1.422 17.770 | 62 790 | 3 | . |

(1) Average labour units are calculated by dividing total payroli by the aver age annual wage and salary rate as reported in the Surver of Employment. Payroll and Hours. Sqatistics Canada, Cetalogue 72-002. An average labour unit could be interpreqed as a full-time employee. Note that the business size groups used ape determined at the Canada level. Thus if business has at least 500 employees in Cansda 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 reporiing no payroll deductions in the following year
"Newly reporting" and "no longer reporting" ousinesses ere assumed to heve been in activity for six monehs and the information is adjusted eccordingly.

See Table 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Management Consulting Services (SIC 7771)

|  | Total(1) | Bot tom 25\% | Lawe: <br> middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
|  |  | * |  |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 43 \\ 94.941 \\ 83.312 \\ 11.629 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 40 \\ 95.260 \\ 80.035 \\ 15,225 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting a loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 3 \\ 139.897 \\ 165.345 \\ -25.448 \end{array}$ | -- | -- | -- | -- |

1985

| Number of observations in sample | 27 |
| :--- | ---: |
| Average sales $\$$ | 79.599 |
| Average expense $\$$ | 54.402 |
| Average net profit (loss) $\$$ | 25.197 |
|  |  |
|  |  |
|  |  |
| Businesses reporting profit (No.) | 79.599 |
| Average sales $\$$ | 54.402 |
| Average expense $\$$ | 25.197 |
| Average net profit $\$$ |  |
|  |  |
|  |  |
| Businesses reporting a loss (No.) | - |
| Average sales $\$$ | - |
| Average expense $\$$ |  |
| Average net loss $\$$ |  |

1986

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 73 \\ 62.035 \\ 39.097 \\ 22.938 \end{array}$ | $\begin{array}{r} 14.698 \\ 1.772 \\ 12.926 \end{array}$ | $\begin{array}{r} 22.683 \\ 8.671 \\ 13.992 \end{array}$ | $\begin{aligned} & 46,873 \\ & 19,820 \\ & 27.253 \end{aligned}$ | $\begin{array}{r} 163.906 \\ 126,324 \\ 37.582 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) | 70 |  |  |  |  |
| Average sales \$ | 62.272 | 14.698 | 23.592 | 46,890 | 163.906 |
| Average expense \$ | 37.870 | 1.772 | 3.851 | 19,531 | 126.324 |
| Average net profit \$ | 24.402 | 12.926 | 19.741 | 27.359 | 37.582 |
| Businesses raporting a loss (No.) | 3 |  |  |  |  |
| Average sales \$ | 31.008 | - | 20.039 | 41.976 | - |
| Average expense \$ | 33,812 | - | 22.289 | 45.334 | - |
| Average net loss \$ | -2,804 | - | -2.250 | -3.358 | - |

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

TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Motels and Motor Motels (SIC 9111)

|  | To:al 11 |  | Battom $25 \%$ |  | Lower$\text { middle } 25 \%$ |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $72$ <br> (1) <br> (1) |  | $\begin{aligned} & \text { (1) } \\ & 350 \end{aligned}$ |  | $\begin{aligned} & 350 \\ & 609 \end{aligned}$ |  | $\begin{aligned} & 609 \\ & 833 \\ & \hline \end{aligned}$ |  |  | $\begin{aligned} & 833 \\ & (1) \end{aligned}$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\left\|\begin{array}{c} \text { \% busi- } \\ \text { nesses } \\ \text { reparting } \end{array}\right\|$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bot tom 25\% | Lower middle 25\% | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bot tom 25\% | $\begin{gathered} \text { Lower } \\ \text { middle } \\ 25 \% \end{gathered}$ | Upper middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses | 9.8 | 10.6 | 13.9 | 8.4 | 6.2 | 100.0 93.7 | 9.8 | 10.6 | 13.9 | 8.4 2.6 | 6.2 2.2 |
| Depreciation ${ }^{\text {Redairs }}$ \& maintenance | 3.6 2.6 | 3.6 2.6 | 6.1 | 2.4 | 2.2 | $93 . ?$ $99 . ?$ | 3.6 | 10.3 2.6 | 6.2 3.1 | 2.6 | 1.9 |
| Heat. light \& telephone | 3.4 | 4.0 | 4.6 | 3.1 | 2.0 | 100.0 | 3.4 | 4.0 | 4.6 | 3.9 | 2.0 |
| Rent | 0.2 |  |  |  |  | 7.7 | 2.1 | ... | ... |  | . . . |
| Personnel expenses | 15.4 | 13.1 | 17.9 | 16.4 | 14.1 | 100.0 | 15.4 | 13.1 | 17.9 | 16.1 | 14.1 |
| Financisl expenses | 7.6 | 7.7 | 11.1 | 6.3 5.7 | 5.4 | 100.0 98.4 | 7.6 6.7 |  |  |  |  |
| Interest 8 bank charges Professiona fees | 6.6 1.0 | 6.5 1.2 | 10.3 0.9 | 5.7 0.6 | 3.9 1.5 | 98.4 100.0 | 6.7 1.0 | 6.9 1.2 | $\begin{array}{r} 10.3 \\ 0.9 \end{array}$ | 5.8 0.6 | 3.9 1.5 |
| Other expenses | 66.7 | 68.5 | 65.5 | 55.9 | 66.8 | 100.0 | 66.7 | 68.5 | 65.5 | 65.9 | 66.8 |
| Profit (loss) | 0.5 | 0.1 | -8.4 | 3.0 | 7.4 | 90.6 | 0.6 | 0.1 | -8. 4 | 3.0 | 11.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ | - | -•• | - . | $\cdots$ |

## Symbols

zero or ho observations
too smel! too be expressed
not applicable
confidentisl

## cotnotes

111 These estimates are based on a sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000,000$.
21 Value in each cell = Totsi weighted expenditure on B given item


Notes
Data ara shown by quartiles when at least 13 of the sampled businesses raport the spec ific item
Records were ranked in ascending order according to sales size. Each quertile li.e. bottom 25\%. Iower midde 25\%. etc.l represents one quarter of the total number of businesses. Within each quartile, the average retio is presented. For comporison purposes, the high and low values of sales are shown

How to ure the tables
III Locate the appropriete sales renge that is displayed on the two lines ensitled mow sales value" and "High sales valuen
121 The selected range will indicate the proper quartile. i.e. the bottom $25 \%$, the lower middle $25 \%$, the upper midde $25 \%$ or the top 25\%.
(3) Dete pertaining to the selected sales size range will be in that quertile.

Stenderd Industrial Classification Definition (SIC 1880):
SIC 8111 - Motels and Motor Hotels
Business primarily engaged in providing short tepm accommodation to the public with or without food, bevarage and other services. A hotel-type room has access only from the interior of the building and motel-hotel type roon has access from both the interior and exterior

TABLE 2. Balance sheet profile for 1986
Manltoba, Hotels and Motor Hotels (SIC 9111)

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

See tatele 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1986
Manitobs. Hotels and Motor Hotels (SIC 9111)

|  | Total(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | UpDer midole 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 27 \\ (19 \\ 1 \end{array}\right\}$ | $\begin{aligned} & (1) \\ & 359 \end{aligned}$ | $\begin{array}{r} 359 \\ 632 \end{array}$ | $\begin{array}{r} 632 \\ 889 \end{array}$ | $\begin{aligned} & 889 \\ & 11\} \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.1 | 0.2 | 0.8 | 2.2 | 1.1 |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | 16.2 0.9 | $\begin{array}{r} 21.9 \\ 0.3 \\ 1.2 \end{array}$ | 87.8 1.0 1.1 | $\begin{array}{r} 22.3 \\ 1.9 \\ 0.9 \end{array}$ | 56.9 0.7 |

(1) The retios represent the average of ratios for each business in the group and cannot be calculated from the figuras shown in table 2 .
(2) These estimates are based on a sample af businessas reporting sales between $\$ 10.000$ and $\$ 2.000 .000$.

See Table 1 for symbols and notes.

Definitions:

1. Liquidity ratio:

Cufrent = current assets / currant liabiliqies
2. Leverage ratios:
8) Debi/equity $=$ tolal |iabilities / equity
b) Dabi 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
Manitoba. Hotels and Motor Hotels (SIt 9111)


111 These estimates are based on a sample of incorporated businesses reporqing sales between 10,000 and $\$ 2.000 .000$. Sanple count incluces only those businesses reporting a siaiement of changes.
see iable 1 for symbols and notes

TABLE 5. Employment changes by size of bustness, 1983-1986 based on SIC classification in i986
Manitoba. Hotels and Motor Hotels (SIC 9111)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left(\$ 000^{\prime}\right. \text { s) } \end{array}$ | Average iabour units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Nowly } \\ \text { reporting(2) } \end{array}$ | No Ionger reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 202 | 51,264 | 5.574 | 27 | 44 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-98 \\ & 100-489 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 131 \\ 55 \\ 11 \\ 5 \end{array}$ | $\begin{array}{r} 8.760 \\ 20.402 \\ 16,288 \\ 5.814 \end{array}$ | $\begin{array}{r} 956 \\ 2.221 \\ 1.785 \\ 612 \end{array}$ | $\begin{array}{r} 21 \\ 4 \\ 2 \\ \hline \end{array}$ | $\begin{array}{r} 36 \\ ? \\ 1 \end{array}$ |
| 1986 |  |  |  |  |  |
| Total | 284 | 67.187 | 6.716 | 47 | - . |
| $\begin{aligned} & \text { loss than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 194 69 15 6 | $\begin{array}{r} 11.098 \\ 26.734 \\ 22.773 \\ 6.582 \end{array}$ | $\begin{array}{r} 1.122 \\ 2.668 \\ 2.260 \\ 666 \end{array}$ | $\begin{array}{r} 36 \\ 6 \\ 3 \\ 2 \end{array}$ | $\ldots$ |

(1) Average fabour 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 $\$ u 11$ - time employee. Note that the business size groups used are determined at the Canade level. Thus if a business has at laass 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 parroll deducsions in the previous year.
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer raporting" businesses are assumed to heve been in activily 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
Manitoba, Hotels and Motor Hotels (SIC 9111)

|  | Total (1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { To: } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 58 \\ 533.151 \\ 514.890 \\ 18.261 \end{array}$ | $\begin{array}{r} 59,219 \\ 55,955 \\ 3.264 \end{array}$ | $\begin{array}{r} 331.840 \\ 296.676 \\ 35.164 \end{array}$ | $\begin{array}{r} 641.774 \\ 638.734 \\ 3.040 \end{array}$ | $\begin{array}{r} 1.099 .769 \\ 1.068 .194 \\ 31.575 \end{array}$ |
| ```Businesses reporting a profit (No.) Average sales $ Aversge expense $ Average net profit $``` | $\begin{array}{r} 49 \\ 529,104 \\ 484,343 \\ 44,761 \end{array}$ | $\begin{array}{r} 59.219 \\ 55.955 \\ 3.264 \end{array}$ | $\begin{array}{r} 334.685 \\ 294.990 \\ 39.695 \end{array}$ | $\begin{array}{r} 647,517 \\ 555,591 \\ 91,926 \end{array}$ | $\begin{array}{r} 1.074,994 \\ 1.030,835 \\ 44,159 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 9 \\ 716.833 \\ 788.848 \\ -72.015 \end{array}$ | - | $\begin{aligned} & 302.125 \\ & 314.283 \\ & -12.158 \end{aligned}$ | $\begin{array}{r} 630.246 \\ 805.594 \\ -175.348 \end{array}$ | $\begin{array}{r} 1.218 .127 \\ 1.246 .667 \\ -28.540 \end{array}$ |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 63 \\ 404.893 \\ 164.930 \\ 239.963 \end{array}$ | $\begin{array}{r} 42.232 \\ 40.294 \\ 1.938 \end{array}$ | $\begin{array}{r} 219.029 \\ 703.326 \\ -484.297 \end{array}$ | $\begin{array}{r} 424.761 \\ 402.217 \\ 22.544 \end{array}$ | $\begin{array}{r} 933.548 \\ 920.533 \\ 13.015 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) | 45 |  |  |  |  |
| Average sales \$ | 435.504 | 50.874 | 215.750 | 413.433 | 1.061.95? |
| Average expense \$ | 161.481 | 47.742 | 792.925 | 376,794 | 1.014.231 |
| Average net profit \$ | 274.043 | 3.132 | -577.175 | 36,639 | 47.72\% |
| Businesses reporting a loss (Mo.) | 18 |  |  |  |  |
| Average sales \$ | 372.016 | 26.422 | 255.086 | 452.989 | 743.565 |
| Average expense \$ | 394,637 | 26.668 | 281,957 | 488.019 | 78.905 |
| Average net loss \$ | -22.621 | -246 | -26.871 | -25,030 | -38,340 |

1986

Number of observations in sample
Average sales

| 110 654,138 | 198.347 | 446,487 | 703.315 | 1,268.397 |
| :---: | :---: | :---: | :---: | :---: |
| 609,504 | 193.692 | 464.234 | 673.652 | 1.106.439 |
| 44.634 | 4.655 | -17.747 | 29.667 | 161.958 |
| 81 |  |  |  |  |
| 671.927 | 216.796 | 467.500 | 708.986 | 1.294.427 |
| 611.943 | 205.804 | 454.689 | 668.355 | 1.118 .923 |
| 59.984 | 10,992 | 12.811 | 40,631 | 175.504 |
| 29 |  |  |  |  |
| 519.199 | 140.959 | 427.087 | 684.598 | 824.151 |
| 553.397 | 156,016 | 473.046 | 691,152 | 893.375 |
| -34.198 | -15.057 | -45,959 | -6.554 | -69.224 |

Businesses reporting a profit (Mo.)
Average sales $\$$
Average expense $\$$
Average net profit $\$$
Businesses reporting a lass (No.)
Average sales $\$$
Average expense $\$$
Average net loss $\$$

155,016
473.046
-45.959

691,152
$-15.057$
893.375

1,268. 397
.106 .439
161.958
1.294 .427
.118 .923
175.504
$-69.224$

[^22]TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Motels (SIC 9112)

|  | Total(1) |  | Bottom 25\% |  | Lowermiddle 25\% |  | $\begin{aligned} & \text { UDPQR } \\ & \text { middle } 25 \% \end{aligned}$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) |  | $\begin{aligned} & 1 V^{\prime} \\ & (1) \\ & \left.1)^{\prime}\right) \end{aligned}$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{array}{\|l\|} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reporting businesses only ${ }^{\text {a }}$ 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle $25 \%$ | Top 25\% |  | Totel | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { midd le } \\ 25 \% \end{array}$ | $\begin{gathered} \text { Upper } \\ \text { middle } \\ 25 \% \end{gathered}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses | 29.9 | -- | -- | -- | -- | 100.0 | 29.9 | -- | -- | -- | -- |
| Depreciation | 4.1 | -- | -- | -* | -- | 53.8 | 7.7 | -- | -- | -- | -- |
| Repaips 8 maintenance | 7.1 | -- | -- | - | -- | 100.0 | 7.9 | -- | -- | -- | -- |
| Heat. light 8 telephone Rent | 18.6 0.9 | -- |  | -- | -- | 100.0 4.7 | 18.5 1.9 | -- | -- | - | -- |
| Personnel expenses | 12.7 | -- | -- | -- | -- | 100.0 | 12.7 | -- | -- | -- | -- |
| Financial expenses |  | -- | -- | -- | -- |  |  | -- | -- | -- | -- |
| Interest \& bank charges Professional fees | 4.6 0.7 | -- | -- | -- | -- | 100.0 56.8 | 4.6 1.3 | -- | -- | -- | -- |
| Other expenses | 33.5 | - | - | - | -- | 100.0 | 33.5 | -- | -- | -- | - |
| Profit (loss) | 18.6 | -- | -- |  | -- | 100.0 | 18.6 | -- | -- | - | - |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | -• | -- | -- | -- | - |

## Symbols

zero of no observations
too small too be expressed
not applicable
confidential

## Footnotes

(1) These estimates are based on a sample of businesses peporting sales between $\$ 10.000$ and $\$ 2.000 .000$

121 Value in ach $c e l l=\frac{\text { Totsl weighted expenditure on given item }}{\text { Total weighted seles of all businesses in the sample }} \times 100$ for each quartile
(3) Value in each cell = Jotal weighted sales of businesses reporting this item of expenditure

This portion of the qable pertains only to the businesses reporting the specific expense item. Therefore these ratios ere celculated individually and the lota! will not necessarily equal $100 \%$

## Notet

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 fi. e. botton 25z. lower midde 25z, eic. represents one quarter of the coial number of businesses. Within each quartile, the suerage ratio is presented. For comparison purposes, the high and low volues of sales are shown

## How to use the tables

III Locate the appropriate seles range that is displayed on the two lines entiqud low sales value" and "High sales value"
121 The selected range will indicate the proper quartile, i.e. the bottom 25\%. the lower midde 25\%. the upper midde $25 \%$ or the top 25z.
(3) Data pertaining to the selected sales size fange will be in that quartile

## Standerd Industrial [I隌ifiction Definition (SIC 1880):

## SIC 9112 - Motels

Businesses primarity engaged in short term accommodation to the public with or without food, beverage end other services. A motel-type room has access from the exterior only and generally has parking facilities in close proximity

Manitoba, Motels (SIC 9112)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOL } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $(\$ 000$ 's) | $\begin{aligned} & 17 \\ & (1) \\ & 11 \end{aligned}$ |  |  | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Dther assets | $\begin{array}{r} 7 \\ 4 \\ 2 \\ 2 \\ 14 \\ 103 \\ 16 \\ 6 \end{array}$ | -- -- -- -- -- | - <br> - <br> - <br> - <br> - | - - - - - - - | - $=$ - - - - - |
| Total assets | 107 | -- | -- | -- | -- |
| Liabilities and equity <br> Current loans <br> Other current liabilities <br> Total current liabilities <br> Mortgages payable <br> Long term debt <br> Other liabilities | 9 4 13 44 3 | -- -- -- -- | - <br> - <br> - <br> -- <br> - | -- -- -- | -- -- -- -- |
| Total liabilities Total equity | 60 46 | -- | -- | -- | -- |

1) These estimates ere besed on a 5 anple 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
Manitoba, Motels (SIC 9112)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25 \% \end{array}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (No.) | - |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | - | -- | -- |  |  |
| Migh sales value ( $\$ 000{ }^{\prime}$ s) | - | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | - | -- | -- | -- | -- |
| Leverage ratios | - |  |  |  |  |
| Oebt/equity ratio (times) | - | -- | -- | -- | -- |
| Interest coverage ratio (times) | - | -- | -- | -- | -- |
| Debt ratio (times) | - | -- | -- | -- | -- |

1) The ratios represent the average of ratios for each business in the group and canno: be calculated from the figures shown in fable 2
2) These estimetes are basad on e sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000,000$.

See Table 1 for symbols and notes

Definitions:

1. Liquidity ratio:

Curfent $=$ curfent asseis / cuprent liabilities
2. Levertage retios:
al Debi/equity = sotal lisbilities / equity
b) Debt ratio = total lisbilities / total assets.
cl Interest coverage $=$ net profit interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Manitoba, Motels (S|c 9112)

|  | Total\{1\} | $\begin{array}{r} \text { Bot } \$ 0 \mathrm{~m} \\ 25 \% \end{array}$ | Lower <br> midde 25\% | Upper <br> midde 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 1 \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | Average $1 \$ 00$ |  |  |
| Operating activitise Cash from operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Dividends | $x$ | -- | -- | -- | = $=$ |
| Investment activitles <br> Disposal of fixed assets <br> Purchase of fixed assets <br> lncrease in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | $-\infty$ $-=$ $-\infty$ $-\infty$ $-\infty$ $-\infty$ | -- |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | $x$ $\times$ $\times$ X | $\cdots$ | -- | -- | - |

11 These estimates are based on e sample of incorporeted businesses reporting sales beiween \$10.000 and \$2.000,000. Semple count includes only those businesses peporting a stetement of changes.
See table 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC ciessification in f986 Manltobs, Motels (SIC 9112)

| Business size expressed in average labour units(1) | Number of businesses | Total payroll $\begin{gathered}\text { ( } \$ 000 \text { 's })\end{gathered}$ | Average labour units(1) | Changes in number of businesses with paid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | New ly reporting(2) | No Ionger reporting(3) |
| 1983 |  |  |  |  |  |
| Totel | 55 | 2.769 | 299 | 6 | 10 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 53 2 - | $x$ $\times$ - | $\begin{aligned} & 193 \\ & 106 \end{aligned}$ | 6 | $10$ |
| 1986 |  |  |  |  |  |
| Total | 82 | 4.771 | 477 | 15 | . . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r}77 \\ 4 \\ 1 \\ \hline\end{array}$ | $\begin{array}{r} 3.038 \\ x \\ x \end{array}$ | $\begin{array}{r} 302 \\ 73 \\ 102 \end{array}$ | 13 2 - - | $\cdots$ |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary fate as reported in the Survey of Employment. Payroll and Hours, Statistics Canads. Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used ere determined ot the Conede level. Phus it a business has at leas? 500 employees in Canade as a whole but less then 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 ape 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
Manitoba, Motels (SIC 9112)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { To: } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 27 \\ 164,672 \\ 158,329 \\ 6,343 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average nef profit \$ | $\begin{array}{r} 17 \\ 136.557 \\ 123.957 \\ 13.400 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 10 \\ 282.255 \\ 296.066 \\ -13.811 \end{array}$ | -- | -- | -- | -- |

1985

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 24 \\ 390,503 \\ 367,299 \\ 23,212 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 16 \\ 379.816 \\ 347,266 \\ 32.550 \end{array}$ | -- | -- | -- |  |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss $\$$ | $\begin{array}{r} 8 \\ 680,739 \\ 706,245 \\ -25,506 \end{array}$ | -- | -- |  | -- |

1986

| Number of observations in sample | 32 |
| :--- | ---: |
| Average sales $\$$ | 301.016 |
| Average expense $\$$ | 286.618 |
| Average net profit (loss) $\$$ | 14.398 |
|  |  |
|  |  |
| Businesses reporting a profit (No.) | 25 |
| Average sales $\$$ | 329.910 |
| Average expense $\$$ | 310,782 |
| Average net protit $\$$ | 19.928 |
|  |  |
|  |  |
| Businesses reporting a loss (No.) | 7 |
| Average sales $\$$ | 145.567 |
| Average expense $\$$ | 175.679 |

(1) Thase estimates are based on a sample of businesses reporting sales berween $\$ 10.000$ and $\$ 2.000 .000$

See iable 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Licensed Restaurants (SIC 9211)

|  | Total(1) |  | $\begin{array}{r} \text { Bot10m } \\ 25 \% \end{array}$ |  | Lower midde $25 \%$ |  | Upper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 168 \\ & (1) \\ & (1) \end{aligned}$ |  | $\begin{array}{r} (1) \\ 99 \end{array}$ |  | $\begin{array}{r} 99 \\ 122 \end{array}$ |  | $\begin{array}{r} 122 \\ 313 \\ \hline \end{array}$ |  |  | $\begin{aligned} & 313 \\ & 11 \end{aligned}$ |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Tota | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Uoper } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lower middle $25 \%$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sules | 40.3 | 34.5 | 46.8 | 41.9 | 39.4 | 31.2 | 44.2 | 56.0 | 46.8 | 41.9 | 39.4 |
| Occupancy expenses | 15.2 | 17.2 | 11.4 | 16.4 | 13.6 | 94.1 | 16.1 | 23.2 | 11.4 | 16.4 | 13.6 |
| Depreciation | 3.6 | 2.6 | 6.1 | 3.2 | 3.5 | 86.8 | 4.9 | 4.6 | 6.2 | 3.4 | 3.6 |
| Repairs \& maintenance | 2.7 | 5.6 | 0.9 | 1.8 | 2.4 | 91.4 | 3.0 | 8.0 | 0.8 | 1.9 | 2.5 |
| Heat. light \& telephone | 4.3 | 5.6 | 3.4 | 4.9 | 2.6 | 93.4 | 4.6 | 7.6 | 3.4 | 5.0 | 2.6 |
| Rent | 4.6 | 3.4 | 1.0 | 6.5 | 5.0 | 63.0 | 7.3 | 5.4 | 10.2 | 9.1 | 6.2 |
| Personnel expenses | 24.1 | 17.8 | 20.4 | 25.0 | 30.4 | 100.0 | 24.1 | 17.8 | 20.4 | 25.0 | 30.4 |
| Financial expenses | 9.2 | 18.4 | 11.7 | 4.7 | 5.9 | 39.9 | 5.2 | 18.4 |  | 4.7 |  |
| Interest \& bank charges | 6.5 | 14.8 | 11.1 | 2.0 | 2.9 | 92.0 | 7.0 | 20.9 | 11.9 | 2.0 | 3.0 |
| Professional tees | 2.7 | 3.6 | 0.7 | 2.7 | 3.0 | 98.0 | 2.7 | 3.8 | 0.7 | 2.8 | 3.0 |
| Other expenses | 10.7 | 17.1 | 8.9 | B. 8 | 8.9 | 100.0 | 10.7 | 17.1 | 8.3 | 8.8 | 8.9 |
| Profit (loss) | 0.6 | -5. 1 | 0.8 | 3.1 | 1.7 | 97.2 | 0.6 | -5.1 | 0.8 | 3.3 | 1.8 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | ... | $\cdots$ | $\cdots$ | - $\cdot$ | ** |

## Symbol:

zero or no observations

- $\quad$ - 00 small too be expressed
.4. not applicable
$\times$ confidential


## Footnotes

191 These estimates are based on a sample of Dusinesses reporiing $\$$ ales betwean $\$ 10.000$ and $\$ 2.000 .000$
Total weighied expenditure on a given item
121 Volue in each cell $=\frac{\text { Total weighted sales of all businesses in the sample }}{100}$ for each quartile

131 Value in each cell $=\frac{\text { Total weighted expenditure on e given item }}{} \times$ for each guertiie

This portion of the table pertains only to the businesses reporting the specific expense item, therefore these retios ere celculated individually and the totel will not necessarily equal $100 \%$

Notes
Data are shown by quartiles when at least 13 of the sumpled businesses peport the specific item
Records were ranked in ascending opder according to saies size. Each quartile (i.e. bottom 25\%, lower middle 25\%. etc. lepresents one quarter of the total number of businesses. Hithin each quartile, the average ratio is presented. For comperison purposes, the high and low values of siles are shown.

## How to use the tables

11 Locate the appropriate sales range thet is displayed on the two lines entitled wow salas value and migh sales value"
12) The selected range will indicate the proper quertile. 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 Claseification Definition ISIC 1980):

SIC 8211 - bicensed Restaurants
Businesses primarily engaged in preparing and serving meels for consumption on the premises and licensed to serve alcoholic bever ages

TABLE 2. Balance sheet profile for 1986
Manitoba, Licensed Restaurants (SIC 9211)

|  | Total(1) | Bottom $25 \%$ | Lower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { To: } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( 8000 's) <br> Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 168 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{gathered} \{9 \\ 99 \end{gathered}$ | $\begin{array}{r} 99 \\ 122 \end{array}$ | $\begin{array}{r} 122 \\ 313 \end{array}$ | $\begin{aligned} & 313 \\ & 11 \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other curfent assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 9 \\ 5 \\ 6 \\ 2 \\ 22 \\ 115 \\ 30 \\ 19 \end{array}$ | $\begin{array}{r} 3 \\ 4 \\ 1 \\ \hline 8 \\ 22 \\ 1 \\ 7 \end{array}$ | $\begin{array}{r} 5 \\ 5 \\ 5 \\ 10 \\ 93 \\ 6 \\ 1 \end{array}$ | $\begin{array}{r} 7 \\ 3 \\ 4 \\ 1 \\ 16 \\ 74 \\ 25 \\ 4 \end{array}$ | $\begin{array}{r} 18 \\ 11 \\ 15 \\ 7 \\ 51 \\ 269 \\ 77 \\ 61 \end{array}$ |
| Total assets | 126 | 36 | 98 | 69 | 304 |
| Liabilities and equity Current Ioans Other current liabilities Total current liabilities Mortgages payable Long term debt Other liabilities | $\begin{array}{r} 22 \\ 16 \\ 38 \\ 12 \\ 51 \\ 7 \end{array}$ | $\begin{array}{r} 2 \\ 1 \\ 3 \\ 26 \\ 7 \end{array}$ | $\begin{array}{r} 55 \\ 5 \\ 60 \\ 1 \\ 35 \\ \hline \end{array}$ | $\begin{array}{r} 5 \\ 7 \\ 12 \\ 6 \\ 22 \end{array}$ | $\begin{array}{r} 45 \\ 50 \\ 95 \\ 15 \\ 141 \\ 27 \end{array}$ |
| Total liabilities Total equity | $\begin{array}{r} 108 \\ 17 \end{array}$ | 36 | 96 2 | 42 28 | $\begin{array}{r} 278 \\ 26 \end{array}$ |

(1) These estimates are based on 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
Manitoba, Licensed Restaurants (SIC 9211)

|  | Total(2) | $\begin{aligned} & \text { Bottom } \\ & 25 \% \end{aligned}$ | Lower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & 110 \\ & 11 \\ & 11 \end{aligned}$ | $\begin{aligned} & (1) \\ & 101 \end{aligned}$ | $\begin{aligned} & 101 \\ & 238 \end{aligned}$ | $\begin{aligned} & 238 \\ & 491 \end{aligned}$ | 491 <br> (1) |
|  | Average |  |  |  |  |
| Liquidity ratio Current tatio (times) | 2.0 | 0.5 | 4.5 | 1.2 | 1.0 |
| ```Leverage ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt iatio (times)``` | $\begin{array}{r} 28.7 \\ 2.2 \\ 0.8 \end{array}$ | $\begin{array}{r} -87.6 \\ 5.2 \\ 1.0 \end{array}$ | $\begin{array}{r} 159.0 \\ -0.8 \\ 0.4 \end{array}$ | $\begin{aligned} & 3.9 \\ & 2.4 \\ & 1.0 \end{aligned}$ | 1.1 3.2 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 estimeres are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$.

See Tsble 1 for symbols and nores.

Definitions:

1. Liquidity ratio:

Current = curtent assets / current liabilities.
2. Leverage ratios:


TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Manitoba, Licensed Restaurants (SIC 9211)

|  | Total(1) | Bottom $25 \%$ | Lower $\text { middle } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{array}{r} 67 \\ (1) \\ (1) \end{array}$ | $\begin{aligned} & \text { (1) } \\ & 114 \end{aligned}$ | $\begin{aligned} & 114 \\ & 204 \end{aligned}$ | $\begin{aligned} & 204 \\ & 491 \end{aligned}$ | $\begin{aligned} & 491 \\ & 11) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Depreciation Dther | $\begin{aligned} & 22 \\ & 17 \\ & -3 \end{aligned}$ | $\begin{array}{r} -1 \\ 12 \\ -33 \end{array}$ | $\begin{array}{r} 50 \\ 9 \\ -9 \end{array}$ | 2 10 15 | 1 38 -4 |
| Dividends | $-1$ | -2 | - | -1 | -4 |
| Investment activities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r} 17 \\ -41 \\ -3 \\ -3 \end{array}$ | -3 | 39 -19 - | -8 -1 | 3 -123 -10 - |
| Financing activities <br> Increase in long term debt Redayment of long term debt Loans from shareholders Redayment of loans from shareholders Advances \& loans fiom government Increase in equity Decrease in equity Dther | $\begin{array}{r} 20 \\ -22 \\ 21 \\ -22 \\ -4 \end{array}$ | 2 -2 32 -3 | $\begin{array}{r}-30 \\ 12 \\ -19 \\ \hline\end{array}$ | $\begin{array}{r}10 \\ -10 \\ 14 \\ -38 \\ \hline\end{array}$ | $\begin{array}{r}66 \\ -25 \\ 41 \\ -15 \\ \hline\end{array}$ |
| Increase(decrease) in cash oquivalents Cash 8 equivalents-Beginning of the year Cash equivalents - End of the year | $\begin{array}{r} 9 \\ 8 \\ 17 \end{array}$ | 2 -9 -6 | 32 10 43 | -6 4 -2 | -13 13 -1 |

1) These estimates bre based on e sample of incorporated businesses reporting seles between $\$ 10.000$ and $\$ 2.000 .000$. Sample count includes only those businesses peporting statement of changes
see toble 1 for symbols and notes

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC classification in 1986
Manitoba, Llcensed Restaurants (SIC 9211 )

|  |  |  |  | Changes in num with pa | of businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | Total payroll $(\$ 000$ 's $)$ | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 400 | 63.190 | 9.068 | 34 | 43 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 312 \\ 71 \\ 10 \\ 7 \end{array}$ | $\begin{aligned} & 15.298 \\ & 18.235 \\ & 11.265 \\ & 18.392 \end{aligned}$ | $\begin{aligned} & 2.160 \\ & 2.630 \\ & 1.625 \\ & 2.653 \end{aligned}$ | $\begin{array}{r} 28 \\ 5 \\ 1 \end{array}$ | $\begin{gathered} 33 \\ 8 \\ 9 \\ 1 \end{gathered}$ |
| 1986 |  |  |  |  |  |
| Total | 484 | 88.654 | 10.595 | 71 | $\ldots$ |
| $\begin{aligned} & \text { lass than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 353 111 19 | $\begin{array}{r} 18.386 \\ 28.607 \\ 9.688 \\ 31.973 \end{array}$ | $\begin{aligned} & 2.167 \\ & 3.429 \\ & 1.162 \\ & 3.837 \end{aligned}$ | 45 23 2 1 | $\ldots$ $\ldots$ $\ldots$ |

[^23]TABLE 6. Selected operating characteristics of small businesses by saies quartile, $1984-1986$
Manitoba, Licensed Restaurants (SIt 9211)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? middie 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { 25 } \\ & 25 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 112 \\ 306.349 \\ 294.956 \\ 11.393 \end{array}$ | $\begin{array}{r} 18.512 \\ 12.792 \\ 5.800 \end{array}$ | $\begin{array}{r} 56.362 \\ 48.097 \\ 8.265 \end{array}$ | $\begin{array}{r} 171,318 \\ 163,137 \\ 8,181 \end{array}$ | $\begin{array}{r} 979.203 \\ 955.879 \\ 23.324 \end{array}$ |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 92 \\ 292.903 \\ 276.020 \\ 16.883 \end{array}$ | $\begin{array}{r} 18.036 \\ 11.547 \\ 6.489 \end{array}$ | $\begin{aligned} & 57.854 \\ & 47.534 \\ & 10.320 \end{aligned}$ | $\begin{array}{r} 163.287 \\ 146.840 \\ 16.447 \end{array}$ | $\begin{array}{r} 932.433 \\ 898.159 \\ 34.274 \end{array}$ |
| ```Businesses reporting loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 20 \\ 354.741 \\ 362.295 \\ -7.554 \end{array}$ | $\begin{array}{r} 23.564 \\ 25.066 \\ -1.502 \end{array}$ | $\begin{array}{r} 46.937 \\ 51.652 \\ -4.715 \end{array}$ | $\begin{array}{r} 182.835 \\ 186.510 \\ -3.675 \end{array}$ | $\begin{array}{r} 1.165 .626 \\ 1.185,950 \\ -20.324 \end{array}$ |

1985

| Number of observetions in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 85 \\ 357,780 \\ 347,926 \\ 9,854 \end{array}$ | $\begin{array}{r} 50.510 \\ 41.899 \\ 8.611 \end{array}$ | $\begin{array}{r} 128.717 \\ 130.506 \\ -1.789 \end{array}$ | $\begin{array}{r} 349.700 \\ 334.488 \\ 15.212 \end{array}$ | $\begin{array}{r} 902,194 \\ 884,810 \\ 17,384 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (Mo.) Average sales $\$$ Average expense \$ Average net profit \$ | $\begin{array}{r} 73 \\ 358.370 \\ 340.242 \\ 18.128 \end{array}$ | $\begin{aligned} & 50.442 \\ & 40.203 \\ & 10.239 \end{aligned}$ | $\begin{array}{r} 147.938 \\ 137.124 \\ 10.814 \end{array}$ | $\begin{array}{r} 350.970 \\ 335.353 \\ 15.617 \end{array}$ | $\begin{array}{r} 884.121 \\ 848.286 \\ 35.845 \end{array}$ |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 12 \\ 353.130 \\ 376.554 \\ -23.424 \end{array}$ | $\begin{array}{r} 51.853 \\ 75.183 \\ -23.330 \end{array}$ | $\begin{aligned} & 102.405 \\ & 121.447 \\ & -19.042 \end{aligned}$ | $\begin{array}{r} 291.989 \\ 295.202 \\ -3.213 \end{array}$ | $\begin{array}{r} 966.274 \\ 1.014,384 \\ -48.110 \end{array}$ |

1986

| Number of observations in sample | 310 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales ${ }^{\text {d }}$ | 270.945 | 46.315 | 118.549 | 204,826 | 714.094 |
| Average expense \$ | 259.164 | 40.429 | 116.922 | 195.444 | 683.861 |
| Average net profit (loss) \$ | 11.782 | 5.886 | 1.627 | 9,382 | 30.233 |
| Businesses reporting a profit (Mo.) | 224 |  |  |  |  |
| Average sales \$ | 271.697 | 42,004 | 128.160 | 199.314 | 717,309 |
| Average expense \$ | 247.912 | 33.191 | 116.700 | 184.807 | 656,948 |
| Average net drofit \$ | 23.785 | 8.813 | 11.460 | 14.507 | 60.361 |
| Businesses raporting loss (Mo.) | 86 |  |  |  |  |
| Average sales \$ | 280.912 | 76.280 | 114.065 | 228.175 | 705.128 |
| Average expense \$ | 301.793 | 90.743 | 117.026 | 240.500 | 758.901 |
| Average net loss \$ | -20.881 | $-14.463$ | -2.961 | -12.325 | $-53.773$ |

(1) These estimetes are based on sample of businesses reporting sales between $\$ 10,000$ and $\$ 2,000.000$.

See teble 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Manltoba, Unlicensed Restaurants (including Orive-ins) (SIC 9212)

|  | Total 11 ? |  | Bottom 25\% |  | Lower$\text { middie } 25 \%$ |  | Upper middle $25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 112 \\ & (1) \\ & 11 \end{aligned}$ |  | $\begin{gathered} 1 \\ 65 \end{gathered}$ |  | $\begin{array}{r} 65 \\ 114 \end{array}$ |  | $\begin{array}{r} 114 \\ 262 \end{array}$ |  |  | $\begin{aligned} & 262 \\ & (1) \end{aligned}$ |  |
| Solected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reparting businesses only(3) |  |  |  |  |
|  | Total | Bottom 25\% | Lower midole 25\% | middle | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 51.8 | 61.5 | 52.0 | 47.5 | 45.8 | 99.4 | 52.1 | 63.0 | 52.0 | 47.5 | 46.8 |
| Occupancy expenses | 13.5 | 13.3 | 15.1 | 11.9 | 13.5 | 99.4 | 13.6 | 13.7 | 15.1 | 11.9 | 13.5 |
| Depreciation | 3.2 | 2.8 | 3.6 | 3.0 | 3.4 | 74.8 | 4.3 | 5.7 | 5.1 | 3.8 | 3.4 |
| Repairs \& maintenance | 1.7 | 1.5 | 2.0 | 1.4 | 1.8 | 92.8 | 1.8 | 1.6 | 2.3 | 1.5 | 1. $\mathrm{B}^{\text {d }}$ |
| Heat, light \& telephone | 4.1 | 5.1 | 3.9 | 3.4 | 4.0 | 97.1 | 4.2 | 5.2 | 4.0 | 3.7 | 4.0 |
| Rent | 4.6 | 3.9 | 5.7 | 4.1 | 4.4 | 57.6 | 7.9 | 12.6 | 9.1 | B. 1 | 5.3 |
| Personnel expenses | 19.0 | 10.2 | 18.8 | 24.8 | 22.0 | 93.0 | 20.5 | 11.0 | 20.1 | 25.4 | 24.7 |
| Financial expenses | 2.8 | 1.3 | 3.3 | 2.9 | 3.7 | 92.2 | 3.1 | 1.8 | 3.3 | 3.0 | 3.7 |
| Interest \& bank charges | 1.5 | 1.0 | 1.4 | 1.8 | 1.8 | 86.6 | 1.7 | 9.4 | 1.7 | 2.0 | 1.8 |
| protessional fees | 1.3 | 0.3 | 1.9 | 1.1 | 1.9 | 86.0 | 1.5 | 0.5 | 2.2 | 1.2 | 1.9 |
| Other expenses | 7.8 | 4.1 | 8.7 | 8.2 | 9.8 | 100.0 | 7.8 | 4.1 | 8.7 | 8.2 | 9.8 |
| Profit (loss) | 5.1 | 9.6 | 2.1 | 4.6 | 4.3 | 91.1 | 5.5 | 13.2 | 2.1 | 5.1 | 4.3 |
| Total | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | $\cdots$ | - | $\cdots$ | $\cdots$ | -. |

Symbal:

> zero or no observations
> too small too be expressed
> not applicable
confidential

## Footnotes

111 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 Total weighted sales of all businesses in the sample $\times 100$ for each quartile

131 Value in each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of businesses reportimg this item of expendiqure }} \times$ loo forh auartile.
This portion of the table pertains only to the businesses reporting the specilic expense itom. Therefore these ratios are calculated individually and the total will not necessarily equal $100 \%$

## Notes

Data are shown by quartiles when a: least 13 of the sampled businesses report the specific item
Records were ranked in ascending order according to sales size. Each quartile li.e. bottom 25\%. Iower midde $25 \%$. etc. 1 represents one quarter of the total number of businesses. Within each quartile, the aver age 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 entited "Low sales value" and migh salas value"
(2) The selected range will indicate the proper quartile, i.e. the bottom $25 \%$. the lower middle $25 \%$, the upper midde $25 \%$ or the top $25 \%$.
31 Deto pertaining to the setected soles size range will be in that quartile.

## Standard Industrisl Classification Definition (SIC 1980):

SIC 9212 - Unlicensed Restaurants (Including Drive-Ins)
Businesses primarily engeged in preparing and serving meals for consumption on the premises and not licensed to serve alcoholic beverages lncluded are businesses commonly referred to as "drive-ins" where food is consumed either in customers" motor venicles or at tables in or about the premises.

TABLE 2. Balance sheet profile for 1986
Manltoba, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

|  | Tctal(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lowe r <br> middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Na.) Low sales value ( $\$ 000$ 's) High sales value $(\$ 000$ s: | $\begin{aligned} & 112 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 1 \\ 65 \end{array}$ | $\begin{array}{r} 65 \\ 114 \end{array}$ | $\begin{aligned} & 114 \\ & 262 \end{aligned}$ | $\begin{aligned} & 2 E 2 \\ & 11) \end{aligned}$ |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 7 \\ \vdots \\ 5 \\ 1 \\ 14 \\ 68 \\ 15 \\ 9 \end{array}$ | 2 <br> - <br>  <br> 3 <br> 10 <br> 5 <br> 9 | $\begin{array}{r} 2 \\ -1 \\ 1 \\ 4 \\ 33 \\ 6 \\ 6 \end{array}$ | 5 -3 - 9 64 17 6 | $\begin{array}{r} 20 \\ 2 \\ 15 \\ 2 \\ 39 \\ 159 \\ 30 \\ 13 \end{array}$ |
| Total assets | 75 | 17 | 36 | 62 | 180 |
| Liabilities and equity <br> Current loans <br> Other current liabilities Total current liabilities Mortgages payable Long term debt <br> Other liabilities | $\begin{array}{r} 5 \\ 12 \\ 17 \\ 9 \\ 34 \\ 1 \end{array}$ | 1 1 10 | $\begin{array}{r} 1 \\ 3 \\ 4 \\ 1 \\ 13 \\ 1 \end{array}$ | $\begin{array}{r}9 \\ 8 \\ 18 \\ 7 \\ 36 \\ \hline\end{array}$ | $\begin{array}{r} 10 \\ 35 \\ 45 \\ 27 \\ 78 \\ 4 \end{array}$ |
| Total liabilities Total equity | $\begin{aligned} & 62 \\ & 13 \end{aligned}$ | 10 6 | $\begin{aligned} & 19 \\ & 18 \end{aligned}$ | 61 | $\begin{array}{r} 154 \\ 27 \end{array}$ |

11 These estimates ape based on a somple of businesses reporting sales between $\$ 10.000$ and $\$ 2,000.000$
Sae Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

|  | Total(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 55 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & 1 \\ & 114 \end{aligned}$ | $\begin{aligned} & 114 \\ & 250 \end{aligned}$ | $\begin{array}{r} 250 \\ 390 \end{array}$ | $\begin{aligned} & 390 \\ & 11) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Curtent ratio (times) | 1.1 | 1.3 | 1.6 | 0.6 | 1.0 |
| Leverage ratios <br> Debt/eauity ratio (times) <br> Interest coverage ratio (times) <br> Debt tatio (times) | $\begin{array}{r} 97.4 \\ 2.3 \\ 1.0 \end{array}$ | $\begin{array}{r} 17.1 \\ 4.5 \\ 0.9 \end{array}$ | -5.7 1.2 | $\begin{array}{r} -24.2 \\ 8.2 \\ 1.0 \end{array}$ | -9.4 2.7 0.9 |

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

12 These estimates are based on a sample of businesses reporting sales between $\$ 10.000$ and $\$ 2,000,000$
See Table for symbols and notes.

Definitions:

1. Liquidity ratio:

Current $=$ current assets $/$ current liabilities.
. Leverage ratios:
al Debt/equity = tatal liabilities / equity
b) Debt ratio $=$ tota $\mid i a b i l i t i e s / t o t a l a s s e t s$
c) Interest coverage $=$ net profit + interest expense / interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

|  | Total(1) | Bottom $25 \%$ | Lower midole 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 23 \\ & (1) \\ & (1) \end{aligned}$ |  | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Operating activities Cash from operations Depreciation Other | 16 10 -6 | -- | -- | -- | -- |
| Dividends | -12 | -- | -- | -- | - |
| Investment activities Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | $\begin{array}{r}14 \\ -6 \\ -12 \\ \hline\end{array}$ | -- | -- | -- -- | - - - |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | 3 -2 1 -4 - -1 -1 -1 | -- - - - - - - | -- - $=$ - $=-$ $=-$ | -- -- - - - -- | - - - $\cdots$ $\cdots$ - |
| Increase(decrease) in cast \& equivalents Cash \& equivelents-8eginning of the year Cash \& equivalents - End of the yemr | $i$ | -- | -- | -- | -- |

(1) These estimates are based on sample of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Sample count includes only those businesses reporting statement of changes.
see lable i for symbals and notes

TABLE 5. Employment enanges by size of business. 1983-1986 based on sic ciassification in 1986 Manitoba, Unlicensed Restaurants (Including Drive-ins) (SIC 9212)

| Business size expressed in |
| :--- | :--- | :--- | :--- |
| average labour units(1) |

[^24]TABLE 6. Selected operating characteristics of smali businesses by sales quartile, 1984-1986 Manlroba, Unlicensed Restaurants (including Drive-ins) (SIC 9212)

|  | Total(1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper middle 25\% | Tow 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net Drofit (loss) \$ | $\begin{array}{r} 78 \\ 113.159 \\ 104.123 \\ 9.036 \end{array}$ | $\begin{array}{r} 22.340 \\ 23.997 \\ -1.657 \end{array}$ | $\begin{aligned} & 47.141 \\ & 34,807 \\ & 12.334 \end{aligned}$ | $\begin{array}{r} 75.108 \\ 68.180 \\ 6.928 \end{array}$ | $\begin{array}{r} 308.047 \\ 289.507 \\ 18.540 \end{array}$ |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit $\$$ | $\begin{array}{r} 51 \\ 115.897 \\ 102.301 \\ 13.596 \end{array}$ | $\begin{array}{r} 29.499 \\ 24.551 \\ 4.948 \end{array}$ | $\begin{aligned} & 48,554 \\ & 29,582 \\ & 18.972 \end{aligned}$ | $\begin{array}{r} 75.609 \\ 67.890 \\ 7.719 \end{array}$ | $\begin{array}{r} 309,925 \\ 287,180 \\ 22.745 \end{array}$ |
| ```Businesses reporting a loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 17 \\ 108.039 \\ 111.429 \\ -3.390 \end{array}$ | $\begin{aligned} & 20.656 \\ & 23.867 \\ & -3.211 \end{aligned}$ | $\begin{aligned} & 43.280 \\ & 49.085 \\ & -5.806 \end{aligned}$ | $\begin{aligned} & 69.898 \\ & 71.200 \\ & -1.302 \end{aligned}$ | $\begin{array}{r} 298.320 \\ 301.562 \\ -3.242 \end{array}$ |


| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 102 \\ 169.214 \\ 151.749 \\ 7.455 \end{array}$ | $\begin{array}{r} 19.463 \\ 16.656 \\ 2.807 \end{array}$ | $\begin{array}{r} 42.527 \\ 38.959 \\ 3.568 \end{array}$ | $\begin{array}{r} 89.414 \\ 82.955 \\ 5.459 \end{array}$ | $\begin{array}{r} 525,451 \\ 508,425 \\ 17.028 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) | 76 |  |  |  |  |
| Average sales \$ | 176.446 | 19.608 | 41.687 | 89.765 | 554.72\% |
| Average expense $\%$ | 164.531 | 14.795 | 34.487 | 78.823 | $530.02 \%$ |
| Average net profit \$ | 11.915 | 4,813 | 7.200 | 10.942 | 24.70\% |
| Businesses reporting loss (No.) | 25 |  |  |  |  |
| Average sales \$ | 147.688 | 19.213 | 44.262 | 88.082 | 439.195 |
| Average expense \$ | 152.853 | 19.859 | 48.199 | 98.608 | 444.787 |
| Average net loss \$ | -5.175 | -646 | $-3.937$ | -10.526 | $-5,592$ |

Number of observetions in sample
Average sales $\$$
Average expense $\$$

| 188 147.211 | 22.486 | 59.899 | 123.363 | 383.097 |
| :---: | :---: | :---: | :---: | :---: |
| 141,876 | 20.269 | 59.667 | 119.058 | 368.510 |
| 5,335 | 2.217 | 232 | 4,305 | 14.587 |
| 140 |  |  |  |  |
| 147.609 | 22,900 | 58.173 | 131,794 | 377,568 |
| 135,888 | 18.602 | 51.064 | 121.533 | 352,353 |
| 11.721 | 4,298 | 7.109 | 10.261 | 25.215 |
| 48 |  |  |  |  |
| 149.283 | 21.887 | 65,806 | 105,803 | 403.637 |
| 163.555 | 22.679 | 89.113 | 113,903 | 428.525 |
| -14.272 | -792 | -23,307 | -8.100 | -24.888 |

[^25]See Table, for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Take-Out food Services (SIC 9213)

|  | Total (1) |  | Bottom 25\% |  | Lower$\text { middle } 25 \%$ |  | Upper midde 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\begin{array}{r} 69 \\ \{1\} \\ 11\} \end{array}$ |  | $\begin{array}{r} 11 \\ 37 \end{array}$ |  |  | $\begin{aligned} & 37 \\ & 74 \end{aligned}$ | $\begin{array}{r} 74 \\ 206 \end{array}$ |  |  | $\begin{aligned} & 206 \\ & (1) \end{aligned}$ |  |
| Selected expense item | Industry aversoge(2) |  |  |  |  | $\left.\begin{array}{\|c\|} \text { \% busi- } \\ \text { nesses } \\ \text { feporting } \end{array} \right\rvert\,$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | Lower middle 25\% | Upper iddele 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bot tom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 41.8 | 33.5 | 49.2 | 45.3 | 39.0 | 100.0 | 41.8 | 33.5 | 49.2 | 45.3 | 39.0 |
| Decupancy expenses | 13.3 | 9.9 | 15.0 | 14.4 | 13.8 | 90.2 | 14.8 | 16.0 | 15.4 | 14.4 | 13.8 |
| Depreciation | 2.7 | 0.6 | 4.1 | 3.6 | 2.6 | 70.2 | 3.9 | 9.6 | 4.4 | 4.5 | 2.6 |
| Repairs \& maintenance | 1.2 | 0.2 | 0.8 | 1.9 | 2.1 | 86.1 | 1.4 | 0.3 | 0.9 | 2.0 | 2.1 |
|  |  | 0.2 | 2.1 | 4.0 | 2.6 | 75.5 | 2.9 | 4.6 | 2.1 | 4.1 | 2.6 |
| Ren : | 7.1 | 8.9 | 8.0 | 5.0 | 6.6 | 73.1 | 9.8 | 14.7 | 10.6 | 8.4 | 6.9 |
| Personnel expenses | 16.8 | 5.6 | 14.5 | 19.7 | 27.1 | 98.1 | 17.1 | 5.6 | 14.5 | 21.0 | 27.1 |
| Financial expenses | 3.4 | 0.6 | 3.8 | 5.6 | 3.5 | 76.9 | 4.4 | 13.1 | 3.8 | 5.6 4.7 | 3. 5 |
| Interest \& bank charges Prafessional fees | 2.3 1.0 | 0.2 0.4 | 2.5 1.3 | 4.3 1.3 | 2.3 1.1 | 70.2 72.8 | 3.3 1.4 | 4.6 8.5 | 2.9 | 4.7 1.5 | 2.5 1.1 |
| Dther expenses | 12.2 | 24.0 | 4.5 | 9.5 | 11.1 | 99.6 | 12.2 | 24.4 | 4.5 | 9.5 | 11.1 |
| Profit (loss) | 12.5 | 26.4 | 13.0 | 5.5 | 5.6 | 96.3 | 13.0 | 26.4 | 13.0 | 6.5 | 5.6 |
| Totel | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | 100.0 | . $\cdot$ | . $\cdot$ | $\cdots$ | " | . |

Symbols
zero or no observations
$t 00$ small 100 be expressed
not applicable
confidential

## footnotes

(1) These estimetes are based on sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000,000$.
(2) Value in each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { lotal weighted sales of all businesses in the sample }} \times 100$ for each quartile
(3) Value in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }}$ for each quartile.

This portion of the soble pertains only to the businesses reporting the specific expense iten. Therefore these ratios re calculated individually and the total will not necesserily equal 100\%.

## Notes

Deto are shown by quartiles when et least 13 of the sampled businesses peport the specific item
Records were ranked in ascending order according to seles size. Each quertile (i.e. botsom 25\%. Jower midde 25z, eic.) represents one quarter of the cotal number of businesses. Within each quartile. the average ratio is presented. For comparison purposes. the high and low vilues of sales are shown.

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

## Stendard Industrial Classification Definition (SIC 1980):

\$1C 9213 - Teke-Out food Services
Businesses primarily engaged in preparing and selling packaged or wrapped tood to the public for consumption away from the premises such as: lake-out chinese foods. doughnut shops, take-out fish and chips. take-out fried chicken. hot dog stands. ice cream stands, take-out oizzefias, refreshment booths, and prepared food qke-out service lexc. caterers and mobile food sefvicesl

TABLE 2. Balance sheet profile for 1986
Manitoba. Take-Out Food Services (SIC 9213)

|  | Total 19 | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper <br> middle 25\% | $\begin{aligned} & \text { Tot } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left\{\begin{array}{l} 69 \\ \{1 \\ 1 \end{array}\right\}$ | $\begin{array}{r} 11 \\ 37 \end{array}$ | $\begin{aligned} & 37 \\ & 74 \end{aligned}$ | $\begin{array}{r} 74 \\ 206 \end{array}$ | $\begin{aligned} & 206 \\ & 11) \end{aligned}$ |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 6 \\ 1 \\ 3 \\ 2 \\ 12 \\ 58 \\ 13 \\ 1! \end{array}$ | - <br> - <br> - <br>  | $\begin{array}{r} 2 \\ -1 \\ - \\ 3 \\ 18 \\ 4 \\ 1 \end{array}$ | $\begin{array}{r} 3 \\ 2 \\ 2 \\ 1 \\ 9 \\ 57 \\ 19 \\ 6 \end{array}$ | $\begin{array}{r} 18 \\ 1 \\ 10 \\ 5 \\ 34 \\ 153 \\ 28 \\ 37 \end{array}$ |
| Total assets | 68 | 1 | 17 | 53 | 196 |
| Liabilities and equity <br> Current loans <br> Other current liabilities <br> Total current liabilities <br> Mortgages payable <br> Long term debt <br> Other liabilities | $\begin{array}{r} 6 \\ 9 \\ 16 \\ 37 \\ 27 \end{array}$ | $\frac{1}{1}$ | $\begin{aligned} & 3 \\ & 2 \\ & 5 \\ & \hline 5 \\ & 1 \end{aligned}$ | $\begin{array}{r} 9 \\ 6 \\ 16 \\ - \\ 30 \\ 3 \end{array}$ | $\begin{array}{r} 11 \\ 30 \\ 41 \\ 1 \\ 112 \\ 3 \end{array}$ |
| Total liabilities Total equity | $\begin{aligned} & 55 \\ & 12 \end{aligned}$ | $\begin{array}{r} 1 \\ -1 \end{array}$ | $\begin{array}{r} 12 \\ 5 \end{array}$ | 48 5 | 157 39 |

(11) These estimates are besed on a sample of businesses reporiting 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
Manitoba, Take-Out Food Services (SIC 9213)

|  | Total 2 ) | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low seles value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $\begin{aligned} & 35 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{aligned} & \text { (1) } \\ & 149 \end{aligned}$ | $\begin{array}{r} 149 \\ 373 \end{array}$ | $\begin{array}{r} 373 \\ 459 \end{array}$ | $\begin{aligned} & 459 \\ & (1) \end{aligned}$ |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.2 | 0.3 | 2.1 | 1.1 | 1.4 |
| Leverage ratios <br> Debt/eonity ratio (times) <br> Interest coverage ratio (imes) <br> Debt ratio (times) | $\begin{array}{r} 7.0 \\ 17.2 \\ 1.0 \end{array}$ | $\begin{array}{r} -7.0 \\ -4.2 \\ 1.4 \end{array}$ | $\begin{array}{r} 9.7 \\ 16.9 \\ 1.0 \end{array}$ | $\begin{array}{r} 24.7 \\ 1.8 \\ 0.9 \end{array}$ | $\begin{array}{r} -4.2 \\ 54.6 \\ 0.8 \end{array}$ |

(1) The patios represent the average of ratios for each businass in the group and cannot be calculated from the figures shown in table 2 .
(2) Thase estimates are based on a sample of businesses peporting 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 rotios:

a) Debr/equity = potal liabilities / squity.
b) Dabt ratio $=$ total |iabilities / total assets.
c) Insaresi coverage $=$ net profit + interest expense $/$ interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Manitoba, Take-Out Food Services (SIC 9213)

|  | Total(1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime}$ s) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{l} 21 \\ \{1 \\ 19 \end{array}\right\}$ |  |  | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities Cash from oderations Depreciation Other | 15 13 -5 | -- | -- | -- | -- |
| Dividends | -1 | -- | = | -- | -- |
| Investment activities <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | 3 -8 - | -- | -- | -- -- -- | -- -- -- |
| Financing activities Increase in long term debt Repayment of lang term debt Loans from shareholders Repayment of loans fram shar eholders Advances 8 loans from government Increase in equity Decrease in equity Dther | 3 -16 3 -5 - | - - - - - - -- | - <br> - <br> - <br> - <br> -- <br> - | -- - -- -- -- -- | -- -- -- -- -- -- |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | 1 -7 -6 | -- | -- | -- | -- |

(1) These estimetes 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
Manitoba, Take-Out Food Services (SIC 9213)

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as raported in the Survey of Employment, Payroll and Hours. Statistics Canada, Catalogue 72-002. An average labour unit could be interpreted as a full-time emplovee. 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 informetion is adjusted accordingly

See lable i for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Take-Out Food Services (SIC 9213)

|  | Total 11 \} | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle $25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { Tor: } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \{loss) \$ | $\begin{array}{r} 40 \\ 138.980 \\ 130.454 \\ 8.526 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting a profit (No.) Average sales $ Average expense $ Average net profit $``` | $\begin{array}{r} 35 \\ 136.050 \\ 125.636 \\ 10.414 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting a loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 5 \\ 228.464 \\ 234.707 \\ -6.243 \end{array}$ | --- | -- | -- | -- |

Lower
middle $25 \%$
Upper
Jpper
Tor:

1985


| Number of observations in sample Average sales $\$$ | $\begin{array}{r} 137 \\ 159,382 \end{array}$ | 20.678 | 53,436 | 128.980 | 434.434 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expense \$ | 151.001 | 22.623 | 46.059 | 120.978 | 414.342 |
| Average net profit (loss) \$ | 8.381 | $-1.945$ | 7.377 | 8,002 | 20.082 |
| Businesses reporting a profit (No.) | 97 |  |  |  |  |
| Average sales \$ | 158,734 | 18.364 | 52.054 | 126.446 | 438.073 |
| Average expense \$ | 144.336 | 13.733 | 41.404 | 112.828 | 409,379 |
| Average net profit \$ | 14.39日 | 4.631 | 10,650 | 13.618 | 28,694 |
| Businesses reporting a loss (No.) | 40 |  |  |  |  |
| Average sales \$ | 160,406 | 23.314 | 60.618 | 136.771 | 420.920 |
| Average expense \$ | 170.450 | 32.748 | 70.248 | 146.030 | 432.775 |
| Average net loss \$ | -10.044 | -9.434 | -9.630 | -9.259 | -11.855 |

[^26]See Table 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Mani toba, Taverns. Bars, and Night Clubs (SIC 9221)

|  | Total(1) |  | Bottom 25\% |  | Lowe : middle 25\% |  | Upper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businasses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\prime} \mathrm{s}$ ) |  | $\begin{aligned} & 17 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industiy average (2) |  |  |  |  | * businesses reporting | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bot tom $25 \%$ | Lower <br> midde $25 \%$ | $\begin{array}{r} \text { Upoer } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lowes } \\ \text { midd Ie } \\ 25 \% \end{array}$ | Upper midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 63.8 | -- | -- | -- | -- | 100.0 | 63.8 | -- | - | -- | - |
|  | 6.7 | -- | - | - | -- | 100.0 | 6.7 | -- | -- | -- | -- |
| Depreciation | 2.9 | -- | -- | -- | -- | 57.4 | 5.0 | -- | -- | -- | -- |
| Repairs \& maintenance | 1.5 | -- | - | - | - | 100.0 | 1.5 | -- | -- | -- | -- |
| Meat. light \& telephone | 2.2 | -- | -- | -- | -- | 100.0 | 2.2 | -- | -- | -- | -- |
| Ren: |  | -- | -- |  | -- |  |  | -- | -- | -- | -- |
| Personnel expenses | 10.4 | - | -- | -- | -- | 83.7 | 11.1 | - | -- | -- | -- |
| Financial expenses | 5.2 | -- | -- | -- | -- | 93.7 | 5.6 | -- | -- | -- | -- |
| Interest \& bank charges piotessional fees | 4.1 | -- | -- |  | -- | 88.9 93.7 | 4.6 1.2 | -- | -- | -- | -- |
| Other expenses | 8.0 | -- | -- | -- | -- | 100.0 | 8.0 | -- | -- | -- | -- |
| Profit (loss) | 5.9 | -- | -- | -- | -- | 100.0 | 5.9 | - | -- | -- | * |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | . . | =- | -- | -- | -- |

## Symbols

zero of no observarions
too small too be expressed
not applicable
$\times$ confidential

## Footnotes

11 These estimates are based on a semple of businesses reporting sales between $\$ 10.000$ and $\$ 2.000,000$
121 Value in each cell $=\frac{\text { lotal weighted expenditure on a giver item }}{\text { lotal weighted sales of all businesses in the sample }} \times 100$ for each quartile.
(3) Value in each cell Totel weighted expenditupe on given item Totsl weighted seles 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

Deta are shown by quartiles when at least 13 of the sampled businesses report the specilic item.
Records were ranked in ascending opder according to sales size. Each quartile li.e. bottom 25\%. lower middle 25\%. etc. 1 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
11) Locate the appropriate sales range that is displayed on the ewo lines entitlad wow sales value" and whigh sales value"

121 The selected pange 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 quatile.

## Stendard Industrial Classification Deflnition (5IC 1980):

SIC 8221 - Teverns, Bars end Might Clubs
Businesses primarily engaged in selling elcoholic beverages for consumption on the premises. Food may be sold as a secondary activity.

TABLE 2. Balance sheet profile for 1986
Manitoba, Taverns. Bars, and Night Clubs (SIC 9221)
Total(1) Bottom Lower Upper Tof

| Businesses in sample (No.) Low sales value ( 8000 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 17 \\ & (11 \\ & 11\} \end{aligned}$ | -- | -- | -- |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 10 | -- | -- | -- |  |
| Accounts and notes receivable | 2 | - | -- |  |  |
| Inventory | 5 | - |  |  |  |
| Other cuprent assets | , | -- |  |  |  |
| Total curient assets | 17 | -- | -- |  |  |
| Fixed assets | 128 | -- | -- |  |  |
| Less: Accum. dea. on fixed assets | 19 | -- | -- | - |  |
| Other assets | 11 | -- | - | -- | -- |
| Total assets | 137 | -- | -- | -- | -- |
| Liabilities and equity |  |  |  |  |  |
| Current lasns Other current liabilities | 11 | -- | -- | -- | -- |
| Total current liabilities | 18 | -- | - | -- | - |
| Mortgages payable | 49 | -- | -- |  | - |
| Long term debt | 35 | -- | -* |  | -- |
| Other liabilities | 9 | -- | -- | -- | -- |
| Total liabilities | 112 | -- | -- | -- | -- |
| Total equity | 25 | -- | -- | -- | -- |

(11) These estimates are based on ample of businesses reporting seles between $\$ 10,000$ and $\$ 2,000,000$.

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Taverns, Bars, and Night Clubs (Sic 9221)

|  | Total(2) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $\left.(1)^{4}\right)$ |  |  |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Cuprent ratio (times) | 9.0 | -- | -- | -- | -- |
| ```Levermge ratios Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} 24.1 \\ 5.2 \\ 0.9 \end{array}$ | -- | -- | -- | -- |

(1) The patios represent the averge of ratios for each business in the group and connot de calculated from the figures shown in lable 2
(2) These estimates are besed on sample of businesses peporting 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:
al Debt/ecuity $=$ total 1 iabilities $/$ equity.
b) Debt ratio = iotal |iabilities / total assets.
al Interest coverage = net profit + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba, Taverns, Bars, and Night Clubs (SIC 9221)

|  | Total:1! | Bottom $25 \%$ | Lowet <br> midde 25\% | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) <br> High sales value ( $\$ 000^{\prime}$ s) | $\left(\begin{array}{l} 1 \\ (1) \end{array} \mathbf{n}^{1}\right.$ | -- | -- | -- | -- |
|  |  |  | verage (\$00 |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | - |
| Dividends | $x$ | -- | - | -- | - |
| Investment ectivities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decrease in investment | $\begin{aligned} & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | - |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from sharehoiders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | -- | -- - -- -- -- -- | -- |  |
| Increase(decrease) in cash s equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | K K $X$ | =- | -- | =- | -- |

(1) These estimates ere based on a sample of incorporated businesses reporting sales between $\$ 10.000$ and 52.000 .000 . Semple count includes only those businesses reporting a statement of changes
see lable 1 for symbols and moles

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC ciassification in 1986
Manitoba, Taverns, Bars, and Night Ciubs (SIC 9221)

| Eusiness size expressed in |
| :--- | :--- | :--- | :--- |
| average labour units(1) |

(11) 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 Canade level. Thus if o business has at least 500 employees in Canade as 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

131 Refers to businesses reporting no payfoll deductions in the following year
"Newly reporting" and mo longer reporting" businesses are assumed to have been in activity for six months and the information is adjusted accordingly
see iable f for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manltoba, Taverns, Bars, and Night Clubs (SIC 9221)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { TCt } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 8 \\ 363.991 \\ 335.880 \\ 28.191 \end{array}$ | -- | -- | -- | -- |
| Businesses reparting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 5 \\ 361.049 \\ 307.380 \\ 53.669 \end{array}$ | -- |  | -- | -- |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 3 \\ 443.180 \\ 451.803 \\ -8.623 \end{array}$ | -- | -- | -- | -- |

1985

| Number of observations in sample | 10 |
| :--- | ---: |
| Average sales $\$$ | 391.244 |
| Average expense $\$$ | 371.296 |
| Average net orofit (loss) $\$$ | 19.948 |
|  |  |
|  |  |
|  |  |
| Businesses reporting a profit (No.) | 9 |
| Average sales $\$$ | 270.975 |
| Average expense $\$$ | 24.581 |
| Average net profit $\$$ | 25,394 |
|  |  |
|  |  |
| Businesses reporting a loss (No.) |  |
| Average sales $\$$ | 1.365 .000 |
| Average expense $\$$ | 1.378 .000 |
| Average net loss $\$$ | -13.000 |

1986

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

See table for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba, Barber Shops (SIC 9711)

|  | Tot | 1 (1) |  | Bot tom 25\% | Lower middle 25\% |  | Upper <br> middle 25* |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\prime}$ s) | $\begin{aligned} & 10 \\ & (1) \\ & (1) \end{aligned}$ |  |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | \% businesses reporting | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | Bot tom 25\% | Lower middle $25 \%$ | Upper middle 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses | 21.7 | -- | - | -- | -- | 100.0 | 21.7 | -- | -- | -- | -- |
| Depreciation | 1.1 | -- | -- | - | -- | 51.5 | 2.1 | -- | -- | -- | -- |
| Repairs 8 maintenance | 3.6 | -- | -- | - | -- | 80.5 | 4.5 | -- | - | -- | - |
| Heat. light \& telephone | 5.0 | -- | -- | -- | -- | 100.0 | 5.0 | -- | -- | -- | - |
| Rent | 12.1 | -- | -- | -- | -- |  |  | -- | -- | -- | -- |
| Personnel expenses | 12.4 | -- | - | -- | -- | 38.1 | 32.5 | - | =* | - | -- |
| Finenciel expenses | 1.2 | -- | -- | -- | -- | 100.0 | 1.2 | -- | - | -- | -- |
| Interest \& bank charges | 0.5 | -- | -- | -- | -- | 22.1 100.0 | 2.2 | -- | -- | -- | -- |
| Protessional fees | 0.8 | -- | -- | -- | -- | 100.0 |  | -- | -- | -- | -- |
| Other expenses | 12.9 | -- | -- | -- | -- | 100.0 | 12.9 | -- | -- | -- | -- |
| Profit (loss) | 51.8 | -- | -- | -- | -- | 100.0 | 51.8 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | . $\cdot$ | -- | -- | -- | - |

## Symbols

zero or no observations
too small 200 be expressed
not applicable
$\times$ confidential

## Footnotes

(1) These estimates are based on a sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$.
2) Value Total weighted expenditure on a given item
(3) Value in each cell $=\frac{\text { Total weighted sales of all businesses in the sample }}{\text { Total weighted sates of businesses reporting this item of expenditure }} \times$ loo for each quartile.

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

## Notes

Data are shown by quartiles when et least 13 of the sampled businesses report the specific item.
Mecords were ranked in ascending order according to sales size. Each quartile li. e. bottom 25\%. lower midole 25z, ett. redresents one querter of the total number of businesses. Within each quartile, the average ratio is presented. For comparison purposes. the high and low values of salas are shown.

## How to use the tables

(11) Locate the appropriate sales range that is displayed on the two lines entitled "Low seles value" and migh salas value"
(2) The setected range will indicate the proper quartile, i.e. the bottom $25 \%$. the lower middle $25 \%$, the upper midde $25 \%$ or the top 25 z
(3) Data pertaining to the selected sales size range will be in that quartile

## Standerd Industriel Classification Definition (SIC 1880):

## SIC 8711 - Barber Shops

Establishments pr imarily enguged in providing men's berbering and hair styling services.

## TABLE 2. Balance sheet profile for 1986

Manitoba, Barber Shops (SIC 9711)
Total(1) Bottom Upper Tower To,
-Lower
middle $25 \%$
25:

| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 10 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average $\left(\$ 000\right.$ 's ${ }^{\text {a }}$ |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | -- | -- | -- | -- |
| Accounts and notes receivable | - | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | - | -- | -- | -- | -- |
| Total current assets | 1 | -- | -- | -- | -- |
| Fixed assets | 4 | -- | -- | -- | -- |
| Less: Accum. dep on fixed assets | 1 | -- | -- | -- | -- |
| Other assets | - | -- | -- | -- | -- |
| Total essets | 3 | -- | -- | -- | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans | - | -- | -- | -- | -- |
| Other current liabilities | ? | -- | -- | -- | -- |
| Total current liabilities | 1 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 1 | -- | -- | -- | -- |
| Other liabilities | - | -- | -- | -- | -- |
| Total liabilities | 2 | -- | -- | -- | -- |
| Total equity | 1 | -- | -- | -- | -- |

(1) These estimates are based on semple of businesses reporiing sales deiween $\$ 10.000$ and $\$ 2.000 .000$

See Table 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses oniy, 1986
Manitoba, Barber Shops (SIC 9711)

|  | Total 2 ? | Bottom 25\% | Lower $\text { middle } 25 \%$ | Uoper <br> middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) | - |  |  |  |  |
| Low sales value ( 5000 s ) | - | -- | -- | -- | -- |
| High sales value ( $\$ 000^{\prime}$ s) | - | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio | - |  |  |  |  |
| Current ratio (times) | - | -- | -- | -- | -- |
| Leverage ratios | - |  |  |  |  |
| Debt/equity ratio (times) | - | -- | -- | -- | -- |
| Interest coverage ratio (times) | - | -- | -- | -- | -- |
| Debt ratio (times) | - | -- | -- | -- | -- |

(1) The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in lable 2 .
(2) These estimates are based on semple of businesses reporing sales between $\$ 10,000$ and $\$ 2.000 .000$.

See table 1 for symbols and nozes.

## Definitions:

1. Liquidity tatio:

Current = curren: sssets / current lisbilities.
2. Leverage ratios:
a) Debrlequity = sotal 1 iabiliqies / equity
b) Debt ratio = cotal liabilities/ total assets
c) Interest coverage $=$ net protit interest expense $/$ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses oniy. 1986
Manitoba, Barber Shops (SIC 9711)


111 These estimates rere based on a semple of incorporgted businesses reporting sales betwoen $\$ 10,000$ and $\$ 2.000,000$. Sample count includes only those businesses peporting a statement of changes.
See Table 1 for symbols and notes

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC cisssification in i986
Manltoba, Barber Shops (SIC 9711)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total } \left.\begin{array}{r} \text { payrol } \\ (\$ 000 \\ \hline \end{array}\right) \end{array}$ | Average labour units (1) | Changes in number of businesses with poid emplorees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\begin{array}{r} \text { Newly } \\ \text { reporting }\{2\} \end{array}$ | No ionger reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 423 | 16,878 | 1.566 | 61 | 81 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \end{aligned}$ | $\begin{array}{r} 419 \\ 11 \end{array}$ | $\begin{array}{r} 13.046 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.211 \\ 352 \\ 3 \end{array}$ | $6!$ | 81 |
| 500 and over | - | - | - | - | - |
| 1986 |  |  |  |  |  |
| Total | 655 | 27.498 | 2.087 | 130 | . |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 637 14 3 1 | $\begin{array}{r} 19.948 \\ 5.387 \\ x \\ x \end{array}$ | $\begin{array}{r} 1.515 \\ 409 \\ 162 \\ 1 \end{array}$ | 128 1 1 | - |

111 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 Canade. Catalogue 72-002. An average labour unit could be interpreted as a
full-time employee. Note thet the business size groups used are determined at the Canada level, Thus if a business has et 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 reparting no payroll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year
"Nowly reporting" and "no longer peporting" businesses are assumed to hove 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
Manitoba. Barber Shops (SIC 9711)

|  | Total(1) | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & T a t \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 12 \\ 46.889 \\ 26.021 \\ 20.868 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 11 \\ 45.054 \\ 22.219 \\ 22.835 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Aver age expense \$ <br> Average net loss \$ | $\begin{array}{r} 1 \\ 36.631 \\ 43.384 \\ -5.753 \end{array}$ | -- | -- | -- | -- |



| Number of observations in sample Average sales \$ | 21 22.282 | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expense \$ | 91.957 | -- | -- | -- |  |
| Average net profit (loss) \$ | 10.325 | -- | -- | -- | -- |
| Businesses reporting profit (No.) | 21 |  |  |  |  |
| Average sales \$ | 22.282 | -- | -- | -- |  |
| Average expense \$ | 11.957 | -- | -- | -- |  |
| Average net profit \$ | 10.325 | -- | +- | -- | -- |
| Businesses reporting loss (No.) | - |  |  |  |  |
| Average sales \$ | - | -- | -- | -- | -- |
| Average expense \$ | - | -- | -- | -- | -- |
| Average net loss \$ | - | -- | -- | -- | -- |

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

See rable ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba. Beauty Shops (SIC 9712)


Symbol:
zero or no observations
100 small 100 be expressed

- not applicable
confidential


## Footnotes

(1) These estimetes are based on a sample of businesses reporiing sales between $\$ 10.000$ and $\$ 2,000.000$.
12) Value in each cell $=\frac{\text { Total weighted expendiqure on given item }}{\text { lotel weighted sales of ell businesses in the sample }} \times 100$ for each quartite
(3) Walue in each cell $=\frac{\text { lotal weighted expenditure on a given item }}{\text { lotal weighted sales of businesses reporting this item of expenditure }} \times$ for each quartile.

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

## Notes

Date 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 quertile li.e. botiom 25\%. Iower middie 2s\%. etc. represents one quarter of the total number of businesses. Within each quertile, the averege ratio is presented. for comperison purposes. the high and low values of sales arb shown

How to use the tebles
(11) Locate the appropriate sales range that is displayed on the two lines entillad bow sales value" and "High sales value"
(2) The selected pange will indicate the proper quartile. i.e. the bottom $25 \%$, the lower middle $25 \%$. the upper midede $25 \%$ or the top 25\%.
(3) Data pertaining to the selected sales size range will be in that quartite

Standerd Industrie) Classification Definition (5IC 1980):
S1C 8712 - Beauty Shops
Businesses primarily engaged in providing women's hairdressing and beauty services.

TABLE 2. Balance sheet profile for 1986
Manitoba. Beauty Shops (SIC 9712)

|  | Total(1) | Bot tom $25 \%$ | Lowe middle 25\% | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { To } \\ & 255 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left\{\begin{array}{l} 36 \\ 1 \\ 1 \end{array}\right\}$ | -- | -- | -- |  |
| Average (\$000's) |  |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | 1 -1 - 2 9 5 1 | - <br> - <br> -- <br> - <br> - <br> - | -- -- - -- -- -- | -- - - - - - - | -- - - - - - - |
| Total assets | 8 | -- | -- | -- | - |
| Liabilities and equity <br> Current laans <br> Other current liabilities Total current liabilities Mortgages payable Long term debt Other liabilities | 1 <br> 1 <br> 2 <br> 4 <br> 2 | - - - - - | - - - - - | -- -- -- -- | -- - - - - |
| ```Total liabilities Total equity``` | 7 | -- | -- | -- | -- |

(11) These estimates are besed on a sample of businesses reporing 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
Manitoba, Beauty Shops (SIC 9712)

|  | Total(2) | Bottom 25\% | Lowe i <br> middle 25* | Upper $\text { midde } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $(1\}^{1}$ |  |  | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | $x$ | -- | -- | -- | -- |
| ```Levarage ratios Debt/equity petio (times) Interest coverage ratio (times) Debt ratio (times)``` | $x$ $x$ $x$ | -- | -- | -- | -- |

(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 besed on a sample of businesses peporting sales between $\$ 10,000$ and $\$ 2,000,000$.

See lable 1 for symbols and notes.

Definitions:

1. Liquidity retio:

Curfent $=$ cuptent assets / cuprent liabilities.
2. Leverage ratios:
B) Dabt/equity = tolal lisbilities / equity.
B) Debt ratio $=$ total liabilities / total asse:
c) Interest coverage $=$ net profit . interest evoenty f ifteres: aroses.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Manitoba, Beauty Shops (SIC 9712)

(1) These estimates ere besed on sample of incorporated businesses reporting sales beiween $\$ 10,000$ and $\$ 2,000.000$. Sample count includes only those businesses reporting a statement of changes.
see itole, for symbols and notes.

TABLE 5. Employment changes by size of business. 1983-1986 based on SIC elassiftcation tn 1986 Manitoba, Beauty Shops (SIC 9712)

|  |  |  |  | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ \left\{000{ }^{\prime} 5\right\} \end{array}$ | Average labour units(1) | Newly <br> reporting(2) | No Ionger raporting(3) |

## 1983

Total
less than 20
$20-99$
$100-499$

| 423 | 16.878 | 1.565 |
| ---: | ---: | ---: |
| 411 | 13.046 | 1.211 |
| 11 | $x$ | 352 |
| 1 | $x$ | 3 |

81
81

100-499
500 and over

## 1986 <br> 986

Total
655

| 27.498 | 2.087 | 130 |
| ---: | ---: | ---: |
| 19.948 | 1.515 | 128 |
| 5.387 | 409 | 1 |
| $x$ | 162 | $i$ |

less than 20
$20-99$
$100-499$
500 and over
(1) Average labour units are colculated by dividing total payroll by the overage annual wage and salary rate as reported in the Survey of Employment, Payroll and hours. Statistics Caneda, Catelogue 72-002. An averege labour unit could be interpreted as a full-time employee. Note that the business size groups used eredarermined at the canade level. Thus if obiness has af least 500 employees in Canade as a whole but less than that number in any given province it is shown in the 500 and over group.
121 Refers to businesses reporting no payrolt deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the following year
"Newly reporting" and "no longer reporting" businasses are assumed to have been in activity for six months and the information is adjusied accordingly.

See table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of smali businesses by sales quartile, 1984-1986
Manitoba. Beauty Shops (SIC 9712)


1984

| Number of observations in sample | 44 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average sales \$ | 42,749 | -- | -- | -- | -* |
| Average expense \$ | 34,593 | -- | -- | -- | -- |
| Average net profit (loss) \$ | 8.156 | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | 41 |  |  |  |  |
| Average sales \$ | 36,558 | -- | -- | -- |  |
| Average expense \$ | 26.981 | -- | -- | - |  |
| Average net profit \$ | 9.577 | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) | 3 |  |  |  |  |
| Average sales \$ | 146,186 | - | -- | -- | -- |
| Average expense \$ | 149.379 | -- | -- | -- | - |
| Average net loss \$ | -3.193 | -- | -- | - | -- |

1985

Number of observations in sample Average sales \$
Average expense $\$$
Average net profit (loss) $\$$

Businesses reporting profit (Mo.)
Average sales \$
Average expense \$
Average net profits

## 48 40.658 <br> 40.658 29.038

1. 620

Businesses reporting a loss (No.) Average sales \$
Average expense $g$
Average net loss \$
-

| 47 |  |  |
| :---: | :---: | :---: |
| 40.609 | -- | -- |
| 28.731 | - | -- |
| 11.878 | -- | -- |
| 1 |  |  |
| 12.830 | -- | -- |
| 12.936 | -- | -- |
| - 106 | -- | - |

1986
Number of observations in sample
Average sales $\$$
Average expense $\$$

| 58 38.253 | 12.228 | 17.169 | 33.276 | 90,380 |
| :---: | :---: | :---: | :---: | :---: |
| 28.569 | 7.230 | 8,020 | 18.627 | 80.397 |
| 9.694 | 4.998 | 5.149 | 14.649 | 9.983 |
| 54 |  |  |  |  |
| 38.387 | 12.228 | 17.169 | 33,005 | 91,145 |
| 28.438 | 7.230 | 8,020 | 17,862 | 80.639 |
| ¢.949 | 4.998 | 9.149 | 15.143 | 10.506 |
| 4 |  |  |  |  |
| 56.968 | - | - | 41.346 | 72,589 |
| 58.093 | - | - | 41.405 | 74,780 |
| -1.125 | - | - | -59 | -2,191 |

Businesses reporting a profit (No.)
Average sales $\$$
Average expense $\$$
Average net profit $\$$
$-1.125$

## Average expense \$

- 

TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Combination Barber and Beauty Shops (SIC 9713)


Symbols
2ero or no observations
too smell too be expressed
not appliceble
confidential

## Footnotes

(11) These estimetes are based on sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$
lotal weighted expenditure on given item
2) Value in each coll $=$ for for quartile
latal weighted expenditure on given item

* 100 for aach quartile.

Total weighted seles of businesses reporting this iten of expendiqure
This portion of the table perteins only to the businesses reporting the spacific expense item. Therefore these ratios are calculated individually and the total will not necesserily equal $100 \%$.

## Notes

Oete are shown by quartiles when ot least 13 of the sampled businesses report the specific item
Records were ranked in ascending ofder according to sales size. Each quartili. li, bottom 25\%, Iower midde 25\%. etc.l represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. For compar ison pupposes, the high and low values of sales are shown

## How to use the tobles

(1) Locate the aporopribte sales range that is displayed on the two lines entitled whow sates value" and "high sales valuen
(2) The selected range will indicate the proper quartile. i.e. the bottom $25 \%$, the lower middle $25 \%$. the upper midde $25 \%$ or the top 25\%.
(3) Data pertaining to the selected sales size range will be in thet quartila.

Standerd Industrisl Clessification Definition ISIC 1980):
SIC 9713 - Combination Berber and Beauty Shops
Businesses primarily engaged in providing men's barbering or hair styling and wonen's heirdressing andlor babiy services on the same premises.

TABLE 2. Balance sheet profile for 1986
Manitoba, Combination Barber and Beauty Shops (SIC 9713)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \mathrm{Tcp} \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No. Low sales value ( $\$ 000$ 's) High sales value ( $\$ 0000^{\prime}$ s) | $\begin{aligned} & 16 \\ & (1) \\ & (1) \end{aligned}$ | -- |  |  | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 1 | -- | -- | -- | -- |
| Accounts and notes receivable | - | -- | -- | -- | -- |
| Inventory | - | -- | -- | -- | -- |
| Other current assets | 1 | -- | -- | -- | -- |
| Total current assets | 2 | -- | -- | -- | -- |
| Fixed assets | 17 | -- | -- | -- | -- |
| Less: Accum. dep on fixed assets | 10 | -- | --- | -- | -- |
| Other assets | 2 | -- | -- | -- | -- |
| Total assets | 11 | -- | -- | -- | -- |
| Lisbilities end equity |  |  |  |  |  |
| Current Ioans | , | -- | -- | -- | -- |
| Other cutcent liabilities | 3 | -- | -* | - | -- |
| Total cuprent liabilities | 3 | -- | -- | -* | -- |
| Mortgages payable | 1 | - | -- | -- | -- |
| Long term debt | 5 | -- | -- | -- | -- |
| Other liabilities | - | -- | -- | -* | -- |
| Total liabilitios | 10 | -- | -- | -- | -- |
| Total squity | - | -- | -- | -- | -- |

(1) These estimates re based on sample of businesses reporting sales beiween $\$ 10,000$ and $\$ 2,000,000$

See lable 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Combination Barber and Beauty Shops (SIC 9713)

|  | Tota:(2) | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middie } 25 \% \end{aligned}$ | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $(\$ 000$ 's) | $(1)$ | -- | -- | -- | -- |
|  |  |  | Average |  |  |
| Liquidity retio Current patio (times) | X | -- | -- | -- | -- |
| ```Leverage ratlos Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | X $\times$ $\times$ $\times$ | -- | -- | -- | -- |

111 The ratios fepresent the average of patios for each business in the group and cannot be calculated from the figures shown in table 2
121 These estimates are based on a sample of businesses reporting $\$ 81$ es between $\$ 10,000$ and $\$ 2.000 .000$.
See table 1 for symbols and notes.

Definitions:

1. Liquidity petio:

Cutrer: = curfent assets / current liabilities
2. Leverage retios:
al Debt/equity $=$ total liabilities $/$ equity
bl Deberatio = iotal diak ities/ qotal asseis
c) Interest coverane ret protit Anteres: expense; interes: explense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba, Combination Barber and Beauty Shops (SIC 9713)

|  | Total(1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper middle 25\% | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Migh sales value ( $\$ 000$ 's) | $(1)$ | -- | -- | -- |  |
|  |  |  | verage (\$000 |  |  |
| Operating activitles Cash from operations Depreciation Other | $x$ $x$ $x$ | -- | -- | -- | -- |
| Dividends | $\times$ | -- | -- | -- | -- |
| Investment activities <br> Disposal of fixed essets Purchase of fixed assets Increase in investment <br> Decrease in investment | $x$ $x$ $x$ $x$ $x$ | -* | -- -- -- | -- -- -- | -- -- -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | -- <br> - <br> -- <br> -- <br> -- <br> - | -- -- -- -- -- | -- -- -- -- -- -- | -- -- -- -- -- |
| Incresse(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash s equivalents - End of the year | $x$ $x$ $x$ | -- | -- | -- | -- |

(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 feporting 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 i9B6 Manitoba. Combination Barber and Beauty Shops (SIC 9713)

| Business size expressed in average labour units(1) |  |  |  | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Number of businesses | $\begin{aligned} & \text { Total } \\ &(\$ 0 y r o l l \\ & \$ 00 \end{aligned}$ | Average labour units(1) | New / y peporting(2) | No Ionger reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 423 | 16.878 | 1.566 | 61 | 81 |
| less than 20 <br> 20-99 <br> 100-499 <br> 500 and over | $\begin{array}{r} 411 \\ 11 \\ 1 \\ \hline \end{array}$ | $\begin{array}{r} 13.046 \\ x \\ x \\ \end{array}$ | $\begin{array}{r} 1.211 \\ 352 \\ 3 \end{array}$ | 61 | 81 |
| 1986 |  |  |  |  |  |
| Total | 655 | 27,498 | 2.087 | 130 | -. |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 637 14 3 1 | $\begin{array}{r} 19.948 \\ 5.38 ? \\ x \\ x \end{array}$ | $\begin{array}{r} 1.515 \\ 409 \\ 162 \\ 9 \end{array}$ | $\begin{array}{r}128 \\ 1 \\ \hline 1\end{array}$ | $\cdots$ |

(1) Average laboup units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Surver of Employment, Payroll and Hours. Statistics Canads. Catalogue 72-002. An average labaur unit could be interpreted as full-time employge. Note that the business size groups used are determined at the Canade level. Thus it a business has at least 500 employees in Cenada 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 ousinesses 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 rable 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile. 1984-1986
Manitoba, Combination Barber and Beauty Shops (SIC 9713)

|  | Total(1) | Bottom 25\% | Lower <br> middle $25 \%$ | Upper middle $25 \%$ | $\begin{aligned} & 703 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 17 \\ 91.124 \\ 81.729 \\ 9.395 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 15 \\ 103.349 \\ 82.936 \\ 20.413 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 2 \\ 34,551 \\ 139,884 \\ -5,333 \end{array}$ | -- | -- | -- | -- |

1985

| Number of observations in sample | 21 |
| :--- | ---: |
| Average sales $\$$ | 88.909 |
| Average expense $\$$ | 77.076 |
| Average net profit (loss) $\$$ | 11.833 |
|  |  |
|  |  |
| Businesses reporting a profit (No.) |  |
| Average sales $\$$ | 19 |
| Average expense $\$$ | 88.798 |
| Average net prafit $\$$ | 75.594 |
|  | 13.204 |
| Businesses reporting loss (No.) |  |
| Average sales $\$$ | 62.630 |
| Average expense $\$$ | 65.278 |
| Average net loss $\$$ | -2.648 |

1986

| Number of observations in sample Average sales \$ | 37 48.796 | - | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Average expense \$ | 39.132 | -- | -- | -- |  |
| Average net profit (lass) \$ | 9,664 | -- | -- | -- | -* |
| Businesses reporting profit (No.) | 34 |  |  |  |  |
| Average sales \$ | 48.528 | -- | -- | -- | -- |
| Average expense \$ | 38.266 | -- | -- | -- | -- |
| Average net profit \$ | 10.262 | -- | -- | -- | -- |
| Businesses reporting a loss (No.) | 3 |  |  |  |  |
| Average sales \$ | 111,150 | -- | -- | -- | -- |
| Average expense \$ | 117.230 | - | -- | -- | -- |
| Average net loss \$ | -6.080 | -- | -- | -- | -- |

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

See Tabie 1 for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Laundries and Cleaners (SIT 972)

|  | Total(1) |  | Bottom 25\% |  | Lower middle $25 \%$ |  | Upper middle 25\% |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value ( $\$ 000$ 's) |  | $\begin{aligned} & 26 \\ & (1) \\ & (1) \end{aligned}$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { raporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \end{aligned}$ $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd Ie } \\ & 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy expenses | 39.3 | -- | -- | -- | -- | 100.0 | 39.3 | -- | - | -- | -- |
| Depreciation | 11.0 | -- | -- | -- | -- | 98.4 | 11.2 | -- | - | -- | -- |
| Repairs 8 maintenance | 6.5 | -- | -- | -- | -- | 83.7 | 7.8 | -- | -- | -- | -- |
| Heat, light \& telephane | 14.2 7.6 | -- | -- | -- | -- | 100.0 65.3 | 14.2 11.6 | -- | -- | -- | -- |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Personnel expenses | 18.1 | -- | -- | -- | -- | 83.7 | 21.6 | -- | -- | - | -- |
| Financial expenses | 5.9 | -- | ~ | -- | -- | 100.0 | 5.9 | -- | -- | -- | -- |
| lnterest 8 bank charges | 3.1 2.8 | -- | - | -- | -- | 71.8 97.8 | 4.4 | -- | -- | -- | -. |
| Other expenses | 29.5 | -- | -- | -- | -- | 100.0 | 29.5 | -- | -- | -- | -- |
| Profit (loss) | 7.2 | -- | -- | -- | -- | 88.1 | 8.2 | -- | -- | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\ldots$ | -- | -- | - | -- |

## Syabols

zero or no observalions
too small too be expressed
not applicable
$\times$ confidential

## footnotes

(1) These estimates ere based on a sample of businesses reporiing sates between $\$ 10,000$ and $\$ 2.000 .000$
2) Value in each cell $=\frac{\text { Total weighied axpenditure on a given item }}{\times 100 \text { for eech quartile }}$
(3) Value in each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }} \times$ foo for each quartite.

This portion of the table pertains only to the businesses reporting the specific expense item. inerefore these ratios are calculated individually and the total will not necesserily equel $100 \%$

## Notes

Data ere shown by quartiles when at least 13 of the sempled businesses report the specific irem.
Records were panked in escending order according to sales size, Each quartile li.e. bottom 25\%. lower midde 25k. Etc.l pepresents one quarter of the rofal number of businesses. Within each quartile. the average fatio 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 migh seles value"
(2) The selected fange will indicate the proper quartile, i.e. the bottom 25\%, the lower midde $25 \%$, the upper midde $25 \%$ or the top 25\%
131 Data pertaining to the solected sales size range will be in that quartile

## Standerd Industrisl Claseification Definition (SIC 1980):

SIC 972 - Leundries and Cleaners
Businasses primarily engaged in providing laundering, dry cleaning. valet. cerpet claaning and linen supply services.

Manitoba, Laundries and Cleaners (SIC 972)

|  | Total(1) | Bot tom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle 25\% } \end{aligned}$ | Upoer $\text { middle } 25 \%$ | $\begin{aligned} & \text { To: } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (Mo.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | (1) ${ }^{26}$ | -- | -- | -- | -- |
|  | Averape ( $\$ 000$ s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 1 | -- | -- | -- | -- |
| Accounts and notes receivable | 2 | - | -- | -- | -- |
| Inventory | 2 | -- | -- | -- | -- |
| Other curfent assets | - | - | -- | -- | - |
| Total current assets | 5 | - | -- | - | -- |
| Fixed assets | 19 | -- | -- | -- | -- |
| Less: Accum. dep. on fixed assets | 13 | -- | -- | -- | -- |
| Other assets | - | -- | -- | -- | -- |
| Total assets | 12 | -- | -- | -- | -- |
| Liabilities and equity |  |  |  |  |  |
| Current loans | 3 | -- | -- | -- | -- |
| Other current liabilities | $\frac{2}{5}$ | -- | -- | -- | -- |
| Mortgages payable | 1 | -- | -- | -- | -- |
| Long term debt | 28 | -- | -- | - | -- |
| Other liabilities | - | -- | -- | -- | -- |
| Total liabilities | 35 | - | -- | - | -- |
| Total equity | -23 | -- | -- | $\sim$ | -- |

111 Thase estimates are based on a semple of businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$ See Table i for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1986
Manitoba, Laundries and Cleaners (SIC 972)

|  | Total(2) | Bottom $25 \%$ | Lower <br> middle 25\% | Upper <br> midde 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ 's) | $(1)^{2}$ |  |  |  | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | $x$ | -- | -- | -- | -- |
| Leverage ratios ```Debt/equity ratio (times) Interest coverage ratio {times} Debt ratio (times)``` | $x$ $\chi$ $\chi$ $\chi$ | -- | -- | -- | -- |

[1] The ratios peppesent the average of ratios for each business in the group and cannot be calculated from the figures shown in table 2.
121 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 retio:

Current = currant asseis / current liabilities

## 2. Leverage retios:

a) Debt/equity = total liabilities $/$ equity
b) Debt ratio = total lisbilities / total assets
c) Interest coverage : net profip + interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Manltoba, Laundries and Cleaners (S1C 972)

|  | Total(1) | Bottom 25\% | Lowe I middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High salas value ( $\$ 000$ 's) | $(1)^{2}$ | -- | -- | --- | -- |
|  | Average ( $5000{ }^{\text {c s }}$ ) |  |  |  |  |
| Operating activities Cash from operations Depreciation Other | x <br> $\times$ <br> $\times$ | -- | -- | -- | -- |
| Dividends | $\times$ | -- | -- | -- | -- |
| Investment activlties <br> Disposal of fixed assets Pupchese of fixed assets Increase in investment Decrease in investment | $x$ $x$ $x$ $x$ $x$ | -- | - <br> - <br> - | -- -- -- | -- -- -- |
| Financing activities <br> Inctease in long term debt Repayment of long term debt Loans from shareholders <br> Repayment of loans from shareholders Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Other | $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ $x$ | - <br> - <br> - <br> - <br> - <br> - | -- - - - - - - | -- -- -- -- -- - | $-=$ <br> -- <br> - <br> - <br> - |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | $x$ $\chi$ $\chi$ $\chi$ |  | -- | -- | -- |

III These estimates are based on a semple of incorporated businesses reporting sales berween $\$ 10,000$ and $\$ 2.000 .000$. Sample count Includes only those businesses reporting a statement of changes.
see Table $;$ for symbols and notes

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Manitobs, Leundries and Cleaners (SIC 972)




[^27]TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Laundries and Cleaners (SIC 972)

|  | Total $\langle 1\rangle$ | Bottom 25\% | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \mathrm{Tc}, \\ & 255 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 23 \\ 95.970 \\ 84.364 \\ 11.606 \end{array}$ | -- | -- |  | -- |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 17 \\ 94.329 \\ 70.472 \\ 23.857 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 6 \\ 54.467 \\ 59.960 \\ -5.493 \end{array}$ | -- | -- | -- | -- |

1985

Number of observations in sample
Average sales \$
23
78.783
Aversoe expense 5
Averoge net profit (loss) \$ 9.752

Businesses reporting a profit (No.)
Average sales $\$$
19
Averace expense
66, 849
Average net oiofit $\$$
13.986

Businesses reporting loss (Mo.)
$116,446^{4}$
Average sales $\$$
119.331
$-2,885$

| Average expense $\$$ |  |
| :--- | ---: |
| Average net loss $\$$ | -2.885 |


| Number of observations in sample | 41 |
| :---: | :---: |
| Average sales \$ | 70,807 |
| Average expense \$ | 67.080 |
| Average net prafit \{loss) \$ | 3,727 |
| Businesses reporting profit (No.) | 37 |
| Average sales \$ | 70,807 |
| Average expense \$ | 61.637 |
| Average net protit \$ | 9.170 |
| Businesses reporting loss (No.) | 4 |
| Average sales \$ | 47.436 |
| Average expense \$ | 55.758 |
| Average net loss \$ | -8.332 |

(1) Thase estimates are based on a sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$

See Table, for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)


Symbols
zero or no observations

- too small too be expressed
... not applicable
$\times \quad$ confidential
Footnotes
(1) These estimates are based on a sample of businesses reporting seles between $\$ 10.000$ and $\$ 2.000,000$
(2) Value in each cell: Total weighted expenditure on a given item
(2) Value in each cell $=\overline{\text { Totsl weighted sales of all businesses in the sample }} \times 100$ for each quartile
(3) Velue in each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of businesses reporiing this item of expendiqure }} \times$ poo for each quartile.

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

## Notes

Data are shown by qubrtiles when at least 13 of the sampled businesses report the specific item.
Records were ranked in ascending order eccording to sales size. Each quartile li.e. bottom 25\%. Iower middie 25\%. etc.) represents one quarter of the total number of businesses. Within each quartile, the avarage ratio is presented. For comparison purposes. the high and low values of sales are showr.

## How so use the tables

(1) Locate the appropriate sales range that is displayed on the two lines entitled mbow sales value and migh sales value"
(2) The setacted range will indicase the proper quartile, i.e. the bottom $25 \%$, the lower middle $25 \%$, the upper midde $25 \%$ or the top 25\%.
(3) Data pertaining to the selected sales size range will be in that quartile.

Standard Induatrial Classification Definition (SIC 1980):
SIC 3911 - Industrial machinery and Equipment Rental and Leosing
Businesses primarily engaged in the rental or leasing of machinery. equipment, fupniture and fixtures

TABLE 2. Balance sheet profile for 1986
Manitoba, Industrial Machinery and Equipment Rental and Leasing (Sic 9911)
Total(1) Bottom Lower Upper Too

| Businesses in sample (No.) Low sales value ( $\$ 000$ s) High sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | $(1)$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 4 | -- | -- | -- | -- |
| Accounts and rotes receivable | 8 | -- | -- | -- | -- |
| Inventory | - | - | - | - | =- |
| Other current assets | - | -- | -- | -- | - |
| Total current assets | 12 | -- | -- | -- | -- |
| Fixed assets | 30 | -- | -- | -- | -- |
| Less: Accum. dep. an fixed assets | 14 | -- | -- | -- | -- |
| Other assets | 29 | -- | -- | -- | -- |
| Total assets | 57 | =- | -* | -- | =- |
| Liabilities and equity |  |  |  |  |  |
| Current laans | 2 | -- | -- | -- | -- |
| Other current liabilities | 1 | -- | -- | -- | -- |
| Total current liabilities | 3 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | -- | -- |
| Long term debt | 32 | -- | -- | -- | -- |
| Other liabilities | - | -- | -- | - | -- |
| Total liabilities | 35 | -- | -- | - | -- |
| Total equity | 23 | - | -- | -- | -- |

(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 Manitoba, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

|  | Total(2) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middle $25 \%$ | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\left\{\begin{array}{l} 2 \\ \{1\}^{2} \end{array}\right.$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | x | -- | -- | -- | -- |
| ```Leverage ratios Debt/equity ratio {times) Interest coverage ratio (times) Debt ratio {times)``` | $x$ $x$ $x$ | -- | -- | -- | -- -- |

I1) The fatios 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:

Curfent = current assets / current liabilities.

## . Leverage ratios

a) Debt/equity = total liabiłities/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
Manitoba, Industrial Machinery and Equipment Rental and Leasing (SIC 9911)

|  | Total(1) | Bottom 25\% | Lower middle 25\% | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) |  |  |  |  |  |
| Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) | - |  | -- |  | -- |
| High sales value $\left(\$ 000^{\prime} \mathrm{s}\right.$ ) | - |  |  |  |  |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities Cash from operations |  |  |  |  |  |
| 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 sharetiol ders |  | -- | -- | "- | -- |
| 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 besed on a sample of incopporated businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$. Sample count includes only those businesses reporting a statement of changes.
See table i for symbols and notes.

TABLE 5. Employment changes by size of busimess, 1983-1986 based on SIC classification in 1986
Manltoba, Industrlal Machinery and Equipment Rental and Leasing (SiC 9911)

| Business size expressed in |
| :--- | :--- | :--- | :--- |
| average labour units(1) |

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

31 Refers to businesses reporting no peyroli deductions in the following year
"Newly reporting" and "no langer 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


|  | 1984 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of observations in sample | 2 |  |  |  |  |
| Average sales \$ | $\times$ | -- | -- | -* |  |
| Average expense \$ | $\times$ | -- | - | -- |  |
| Average net profit (loss) \$ | $x$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) | $\frac{1}{x}$ |  |  |  |  |
| Average sales \$ | $x$ | -- | -- | - | -- |
| Average expense \$ | $x$ | -- | - | - | -- |
| Average net profit \$ | $x$ | -- | -- | - | - |
| Businesses reporting loss (Mo.) | 1 |  |  |  |  |
| Average sales \$ | $x$ | -- | - | - |  |
| Average expense \$ | $x$ | "- | - |  | -- |
| Average net loss \$ | $x$ | -- | -- | -- | -- |

1985

| Number of observations in sample | 200. 4 |
| :---: | :---: |
| Average sales \$ | 200.606 |
| Average expense \$ | 104,237 |
| Average net profit (loss) \$ | 96,369 |
| Businesses reporting a profit (Mo.) | 7 |
| Average sales \$ | 266,047 |
| Average expense \$ | 103,221 |
| Average net profit \$ | 162.826 |
| Businesses reporting loss (No.) | 1 |
| Average sales \$ | 12.000 |
| Average expense \$ | 49.000 |


| -- | -- | -- |
| :--- | :--- | :--- |
| -- | -- | -- |
| -- | - |  |
|  | -- | -- |
| -- | -- | - |
| -- |  |  |
| -- | - | - |
|  | - | - |
| -- | - | - |
| - |  |  |


| Number of observations in sample |  |
| :--- | ---: |
| Average sales $\$$ | 428.162 |
| Average expense $\$$ | 224.642 |
| Average net profit (loss) $\$$ | 203.520 |
|  |  |
|  |  |
| Businesses reporting profit (No.) | 8 |
| Average sales $\$$ | 564.067 |
| Average expense $\$$ | 291.597 |
| Average net profit $\$$ | 272.470 |
|  |  |
|  |  |
| Businesses reporting a loss (No.) | 1 |
| Average sales $\$$ | 20.444 |
| Average expense $\$$ | 23.777 |
| Average net loss $\$$ | -3.333 |

191 These estimates are based on a sample of businesses reporting sales betwean $\$ 10.000$ and $\$ 2.000 .000$
see iable ifor symbols and notes

TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Video Movies and Audio-Visual Equipment Rental (SIC 9912)


Symbols
zero or no observations
too small too be expressed
. not applicable
$\times$ confidential

## Footnotes

(1) These estimates ere besed on sample of businesses peporting sales between $\$ 10.000$ and $\$ 2.000 .000$
(2) Value in each cell $=\frac{\text { Total weighted expenditure on a given itam }}{\text { Total weighted sales of all businesses in the sample }} \times 100$ for each quartile
(3) Value in asch cell =

Total weighted expenditure on a given item $\times 100$ for each quertile

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 nacessarily equal $100 \%$.

## Notes

Date are shown by quartiles when at least 13 of the sompled businesses report the specilic item.
Records were ranked in ascending order according to seles size. Each quertile fi.e. botiom 25z, lower midde 25\%. etc.l represents one quarter of the total number of businesses. Within each quartile, the average ratio is presented. for conparison purposes. the high and low values of sates are shown

How to use the tables
111 Locate the appropriate soles range that is displayed on the two lines entitlad "Low sales value" and "High sales value"
121 The selected range will indicate the proper quartile, i. e. the bostom $25 \%$, the lower midde $25 \%$, the upper middle $25 \%$ or the top 25\%.
(3) Data pertaining to the selacted sales size range will be in that quartile.

## Standerd Industrial Classification Definition (SIC 1980):

SIC 9912 - Video Movies and Audio-Visual Equipment Rental
Businesses primarity engaged in renting and leasing audio-visual equipment such as: audio-visual equipment rental and lasing, tape recorder rental television rental, video cassette recorder rental and video movie rensal

TABLE 2. Balance sheet profile for 1986
Manitoba, Video Movies and Audio-visual Equipment Rental (SIC 9912)

|  | Total1: | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> middle 25\% | $\begin{aligned} & 10 \% \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $(\$ 000$ 's) | $\left(\begin{array}{l} 8 \\ (1)^{8} \end{array}\right.$ |  |  | -- |  |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Other assets | $\begin{array}{r} 1 \\ 2 \\ 8 \\ 2 \\ 13 \\ 58 \\ 31 \\ 1 \end{array}$ | -- -- $=-$ - -- -- | - - - - - - -- | -- -- - -- -- -- | -- -- -- - - -- |
| Total assets | 41 | -- | -- | -- | -- |
| Liabilities and equity <br> Current loans <br> Other current liabilities Total current liabilities Mortgages payable Long term debt Other liabilities | 17 <br> 9 <br> 26 <br> 6 <br> 6 | -- -- -- -- -- | -- -- -- -- | - <br> - <br> - <br> - | -- |
| Total liabilities Total equity | 32 8 | -- | -- | -- | -- |

(1) These estimates are based on a semple 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
Manitoba. Video Movles and Audio-Visual Equipment Rental (SIC 9912)

|  | Total (2) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) | - |  |  |  |  |
| Low sales value ( $\$ 000{ }^{\prime}$ s) | - | -- |  |  |  |
| High sales value ( 8000 's) | - | - | - | -- |  |
|  | Average |  |  |  |  |
| Liquidity ratio | - |  |  |  |  |
| Curpent ratio (times) | - | -- | -- | -- | -- |
| Leverage ratios | - |  |  |  |  |
| Debt/equity ratio (times) | - | -- | -- | -- | -- |
| Interest coverage ratio (times) | - | -- | -- | -- | -- |
| Debt retio (times) | - | -- | -- | -- | -- |

(11) 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 batween $\$ 10,000$ and $\$ 2,000,000$.

See table ifor symbols and notes.

Definitions:

1. Liquidity ratio:

Cuprent = current assets / cuprent liabilities
2. Leverage ratios:
a) Debifequity $=$ total |iabilities $/$ equily
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 oniy. 1986
Manitoba, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

|  | To:a1(1) | Bottom 25\% | Lower <br> middle $25 \%$ | Upper middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 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 <br> Disposal of fixed assets Purchase of fixed assets Increase in investment Decrease in investment | - | -- | -- -- -- | -- | -- -- -- |
| Financing activities <br> lncrease in long term debt Repayment of long term debt Loans from shareholders Repayment of loans from shareholders Advances \& loans fiom government lncrease in equity Decrease in equity 0 ther | - <br> - <br> - <br> - <br> - | -- -- -- -- -- | $=-$ - $=-$ - - - | -- -- - -- -- -- | -- - -- -- -- |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& quivelents - End of the year | - | -- | -- | -- | -- |

111 These estimates are based on sample of incorporated bus inesses reporting sales beiween $\$ 10,000$ and $\$ 2.000,000$. Semple couni incluoes only those businesses reporting statemen t of changes.
See iable ifor symbols and notes.

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986 Manitoba, Video Movies and Audio-Visual Equipment Rental (SIC 9912)

|  |  |  |  | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(1) | Number of businesses | $\begin{array}{r} \text { Total payroll } \\ (\$ 000 \text { s }) \end{array}$ | Average labout units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting(2) } \end{array}$ | No longer reportima(3) |

## 1983



1986

| Tots1 | 85 | 5.909 | 314 | 18 | . . |
| :---: | :---: | :---: | :---: | :---: | :---: |
| less than 20 | 78 | 2.915 | 155 | 17 | $\ldots$ |
| 20-99 | 2 | X | 111 | - | -. |
| 100-499 | 4 | 374 | 20 | 1 | - . |
| 500 and over | 1 | X | 28 | - | . . |

(1) Average labour units are calculated by dividing total payroll by the average annual wage and salary fate as reported in the Survey of Employment, Payrall and Hours. Statistics Canada. Cetalogue 72-002. An average labour unit could be interpreted as a full-qime tmployee. Note that the business size groups used are determined at the canada level. Thus it 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 activily 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 Manitoba, Video Movles and Audio-visual Equipment Rental (SIC 99i2)

|  | Total 11 | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Tor } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit (loss) \$ | $\begin{array}{r} 13 \\ 227.109 \\ 199.574 \\ 27.535 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting profit (Mo.) Average sales $ Average expense $ Average net profit $``` | $\begin{array}{r} 12 \\ 266.410 \\ 214.350 \\ 52.060 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting loss (No.) Average sales $ Average expense $ Average net loss $``` | $\begin{array}{r} 1 \\ 106.316 \\ 131.746 \\ -25,430 \end{array}$ | -- | -- | -- | -- |


| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 18 \\ 180.099 \\ 159.421 \\ 20.578 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) <br> Average sales $\$$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 14 \\ 184.219 \\ 158.220 \\ 25,993 \end{array}$ | -- | -- | -- |  |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 4 \\ 30.991 \\ 41.697 \\ -10.706 \end{array}$ | -- | -- | -- |  |



[^28]TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba, Welding (SIE 9942)

|  | Total(1) |  | Bot tom 25\% |  | Lower <br> middle 25\% |  | Uoper middle 25\% |  |  | TOD 25\% |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) Hioh sales value ( $\$ 000$ 's) |  | $\left(\begin{array}{l} 13 \\ (1) \\ 11 \end{array}\right)$ |  | -- |  |  |  |  |  |  |  |
| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { redorting } \end{aligned}$ | Reparting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midd Ie } \\ & 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of seles |  |  |  |  |
| Decupancy expenses |  | -* | -- |  |  | 100.0 |  | - | -- |  |  |
| Depreciation Repaips 8 maintenance | 5.5 5.1 | -- | -- | -- | -- | 98.6 100.0 | 5.6 5.1 | -- | -- | -- | -- |
|  | 3.0 | -- | -- | -- | -- | 95.9 | 3.1 | -- | -- | - | -- |
| Rent | 0.1 | -- | -- | -- | -- | 0.8 | 7.7 | -- | -- | -- | -- |
| Personnel expenses | 16.7 | -- | -- | - | -- | 79.7 | 21.0 | -- | -- | -- | -- |
| Financial expenses | 3.5 | -- | - | -- | -- | 100.0 | 3.5 | -- | -- |  | =- |
| Interest \& bank charges | 2.9 0.6 | - | -- | -- | -- | 100.0 79.7 | 2.9 | -- | -- | -- | -- |
| Other expenses | 43.8 | -- | -- | -- | -- | 100.0 | 43.8 | -- | -- | -- | -- |
| Profit (loss) | 22.3 | -- | -- | -- | -- | 96.2 | 23.2 | -- | -- | -- | -- |
| Total | 100.0 | -- | - | -- | -- | 100.0 | ... | -- | -- | -- | - |

Symbol:
zero or no observalions
too small too be expressed
not applicable
$\times$ confidential

## Footnotes

(1) These estimetes are based on a sample of businesses reporting soles between $\$ 10.000$ and $\$ 2.000 .000$
2) Kalue Total weighted expenditure on a given item
3) Value in each cell=$=\frac{\text { Total weighted expenditure on given item }}{\text { Total weighted seles of businesses reporting this item of expendiqure }} \times 100$

This portion of the table pertains only to the businesses rapopting 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 businosses report the specific item
Records were ranked in ascending order according to sales size. Each quartile li.e. Dottom $25 \%$. Iower midde $25 \%$. etc. fapresents one quarter of the total number of businesses. Within each quartile. the average rotio is presented. for comparison purposes. the high and low values of sales are shown.

## How to use the tables

(1) Locate the appropribte sales pange that is displayed on the two lines entitlad "Low sales value" and "high salos value"
(2) The selected range will indicate the proper quartile. i.e. the bottom $25 \%$, the lower midde $25 \%$, the upper middie $25 \%$ or the top 25\%
(3) Data pertaining to the selected sales size range will be in that quartile

Standard Industrisl Classification Definition 151 C 1980):

## SIC 9942 - Helding

Businesses primarily engaged in repair wark by welding such os: acetylene welding service, blacksmith service, brazing welding service, electric welding service (exc construction sitel. Welding repaip work, and welding shops.

TABLE 2. Balance sheet profile for 1986
Manitoba, Welding (SIC 9942)

|  | Total (1) | Bottom 25\% | Lower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & \mathrm{TOQ} \\ & 255 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $8000^{\prime} \mathrm{s}$ ) High sales value $(\$ 000$ 's) | $\left.\begin{array}{l} 13 \\ (1) \\ 11 \end{array}\right)$ | -- | -- | -- | -- |
|  | Average ( $\$ 000{ }^{\prime}$ s) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Dther assets | $\begin{array}{r} 1 \\ 19 \\ 13 \\ - \\ 32 \\ 14 \\ 2 \end{array}$ | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> -- <br> -- <br> -- <br> - | - <br> - <br> - <br> - <br> - | -- - -- -- -- |
| Total assets | 45 | -- | -- | -- | -- |
| Liabilities and equity <br> Current loans <br> Other curtent liabilities Total curpent liabilities Mortgages payable Long term debt Other liabilities | 11 15 26 1 2 4 | - <br> - <br> - <br> - | - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> -- | - <br> - <br> -- <br> -- |
| ```Total liabilities Total equity``` | $\begin{aligned} & 33 \\ & 12 \end{aligned}$ | -- | -- | -- | -- |

(11 These estimates are based on a sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000,000$.
See Trbie 1 for symbols and notes.

TABLE 3. Financial ratios(1) for incorporated businesses only. 1986
Manitobe, Welding (SIC 9942)

|  | Total(2) | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left(\begin{array}{l} 1 \\ 1 \\ 1 \end{array}\right)$ | -- | -- | -- | -- |
|  | Aversge |  |  |  |  |
| Liquidity ratio Current ratio (times) | $k$ | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity ratio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $x$ $\times$ $\times$ $\times$ | -- | -- | -- | -- |

(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

421 These estimates are based on a sample of businesses feporing sales between $\$ 10,000$ and $\$ 2.000 .000$
See Table 1 for symbols and notes

Definisiens:
i. Liquidisy retio:

Curtent = current assets / current liabilities
2. Leverage ratioz:
a) Debi/equity $=$ total |iabilities $/$ equity
b) Debt patio = tota! liatilities/ tota assets
el Interest coverage - ne! btofit - intorest expense interesi exdense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba, Welding (SIC 9942)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lawer <br> midde 25\% | Upper <br> middle 25\% | $\begin{aligned} & \text { 70p } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value $\left(\$ 000^{\prime}\right.$ s) | $\begin{aligned} & 1 \\ & \{1 \\ & 11 \end{aligned}$ | -- | -- | -- | -- |
|  |  |  | verage $1 \$ 000$ |  |  |
| Operating activities <br> Cash from operations Depreciation Dther | $\begin{aligned} & x \\ & x \\ & x \end{aligned}$ | -- | -- | -- | -- |
| Oividends | K | - - | =- | =- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Oecrease in investment | $\begin{aligned} & X \\ & X \\ & X \\ & X \end{aligned}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repsyment of long term debt <br> Loans from shareholders <br> Repayment of loans from shapeholders <br> Advances 8 loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - - - - - - - | -- | -- -- -- -- -- -- | -- - -- - - - |
| Increase(decrease) in cash a equivalents Cash equivalents-Beginning of the year Cash 8 quivalents - End of the year | $x$ $X$ $X$ | -- | -- | -- | -- |

(1) These estimates ape bssed on a sample of incorporsted businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Sample count includes only those businesses reporting statement of changes.
5ee iable i for symbols and notes.

TABLE 5. Employment changes by size of business. $1983-1986$ based on SIC classification in 1986
Manitobe, Welding (SIC 9942)

|  |  |  |  | Changes in num with paid | businesses loyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units(l) | Number of businesses | Total payroll $(\$ 000$ 's) | Average labour units(1) | $\begin{array}{r} \text { Newly } \\ \text { reporting }(2) \end{array}$ | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 67 | 3.602 | 213 | 7 | 16 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \end{aligned}$ | 65 2 | X | $160$ | 7 | 16 |
| $100-499$ | 2 | $\chi$ | - | - | - |
| 500 and over | - | - | - | - | - |
| 1986 |  |  |  |  |  |
| Total | 99 | 6. 146 | 430 | 17 | - . |
| less than 20 | 93 | 3.866 | 284 | 16 | . $\cdot$ |
| 20-99 | 6 | 2.280 | 146 | 1 | . |
| 100-499 | - | - | - | - | . |
| 500 and over | - | - | - | - | . $\cdot$ |

[^29]"Newly reporting" and "no longer reporting" businesses are assumed to have been in activity for six months and the information is gdjusted accordingly.

See Table 1 for symbols and notes.

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Welding (SIC 9942)

|  | Total(1) | Bottom $25 \%$ | Lowe? $\text { middle } 25 \%$ | Upoer middle 25\% | $\begin{aligned} & \text { Tof } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 16 \\ 97.849 \\ 75.128 \\ 22.729 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 16 \\ 97.849 \\ 75,128 \\ 22.721 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) <br> Average sales \$ <br> Average axpense $\$$ <br> Average net loss \$ | - | -- | -- | -- | --- |


| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net protiq (loss) \$ | $\begin{array}{r} 17 \\ 38.037 \\ 32.258 \\ 5.779 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net protit \$ |  | --- | -- | -- | -- |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 88.502 \\ 94.161 \\ -5.659 \end{array}$ | -- | -- | -- | -- |


| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 26 \\ 73.002 \\ 62.910 \\ 10.092 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 26 \\ 73.002 \\ 62.910 \\ 10.092 \end{array}$ | -- | -- | -- | -- |
| ```Businesses reporting a loss (No.) Average sales $ Average expense $ Average net loss $``` | - | -- -- | -- | -- | -- |

[^30]See table i for symbols and notes

TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba. Services to Buildings and Dwellings (SIC 995)


## Symbols

zero or no observations
$t 00$ small too be expressed

* not applicable
confidential


## Footnotes

111 These estimates are based on a sample of businesses reporiing sales betwean $\$ 10,000$ and $\$ 2.000 .000$. Totel weighted expenditure on a given item
21 Value in each cell $=\frac{100}{\text { for ach quartile }}$
(3) Value in each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of businesses raporting this item of expenditure }} \times$ foo for each quartile.

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

## Notes

Date are shown by quartiles when at laas: i3 of the sampled businesses report the specific item
Records were ranked in ascending order according to sales size. Each quartile li.e. bottom 25z. Iower midele 25\%. etc.l represents one quarter of the total number of businesses. Within asch 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 appropriale sales range that is displayed on the two lines entithed "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 100 25\%.
(3) Data pertaining 10 the selscied sales size pange will be in that quartile

## Stenderd Industrisl CIessificetion Definition (SIC 1980):

SIC 985 - Services to Building: and Dwelling:
Businesses primarily engaged in disinfecting and exterminating, window cleaning. janitorial and other services to buildings and dwellings.

TABLE 2. Balance sheet profile for 1986
Manitoba, Services to Buildings and Dwellings (SIC 995)

|  | Total (1) | Bottom 25\% | Lower <br> midde 25\% | Upper <br> middle 25\% | Tom 25: |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 54 \\ & (1) \\ & (1) \end{aligned}$ | $\begin{array}{r} 11 \\ 12 \end{array}$ | $\begin{aligned} & 12 \\ & 29 \end{aligned}$ | $\begin{aligned} & 29 \\ & 46 \end{aligned}$ | $46$ |
|  | Average (\$000's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Other current assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on lixed assets <br> Other assets | $\begin{array}{r} 1 \\ 7 \\ \hline \\ \hline 8 \\ 16 \\ 8 \\ 9 \end{array}$ | $\begin{gathered} 1 \\ - \\ - \\ 1 \\ 23 \\ 19 \\ \hline \end{gathered}$ | 3 3 2 | 3 | 3 23 - 1 27 42 20 28 |
| Total assets | 25 | 13 | 1 | 3 | 77 |
| Liabilities and equity <br> Current loans <br> Other current liabilities <br> Total current liabilities <br> Mortgages payable <br> Long term debt <br> Other liabilities | 4 4 9 5 6 | 12 | 1 | 1 | $\begin{array}{r} 14 \\ 13 \\ 27 \\ 18 \\ 17 \\ \hline \end{array}$ |
| Total líabilitios Total equity | 20 5 | 13 | 1 | 3 | $\begin{aligned} & 61 \\ & 15 \end{aligned}$ |

(1) These estimates are based on a sample of businesses reporting seles between $\$ 10,000$ and $\$ 2,000.000$.

See table 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba. Services to gulldings and Dwellings (SIC 995)

|  | Total (2) | Bot tom $25 \%$ | Lower <br> middle 25\% | $\begin{aligned} & \text { Upper } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 19 \\ & (1) \\ & (1) \end{aligned}$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio <br> Current ratio (times) | 1.5 | -- | -- | -- | -- |
| Leverage ratios ```Debt/aquity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} -6.3 \\ 4.0 \\ 1.1 \end{array}$ | -- | -- | -- | -- |

111 The ratios represent the average of fatios for each business in the group and cannot be calculated from the figures shown in lable 2 .
121 These estimates are based on a sample of businesses reporiing sales between $\$ 10.000$ and $\$ 2,000,000$.
See lable 1 for symbols and notes.

Definitions

1. Liquidity ratio:

Curtent $=$ current assets / current |iabilifies.
2. Leverege retios:

Debr/equity = 2otal liabilities/equity.
Debe ratio $=$ total liabilities $/$ total assets
c) interest coverage $=$ met profit $*$ interest expense / interest expense,

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba. Services to Buildings and Dwellings (SIC 995)

|  | Total(1) | Bottom $25 \%$ | Lower middle 25\% | Uppet middle 25\% | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 16 \\ & \{1\} \\ & (1) \end{aligned}$ |  | -- |  | --- |
|  |  |  | verage (\$000 |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{aligned} & 18 \\ & 15 \\ & -8 \end{aligned}$ | -- | -- | -- | -- |
| Dividends | - | -- | -- | -- | -- |
| lnvestment activities <br> Disposal of fixed assets Purchase of fixed assets lncrease in investment Decrease in investment | $\begin{array}{r} 2 \\ -11 \\ -3 \end{array}$ | -- | -- <br> -- <br> - | -- | -- |
| Financing activities <br> 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 | 6 -4 4 -18 | -- <br> -- <br> -- <br> -- <br> -- <br> - | - <br> - <br> $=-$ <br> $=-$ <br> - | -- - $=-$ $=-$ $=-$ -- | - <br> - <br> - <br> - <br> - <br> - |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash if equivalents - End of the yoar | 2 -16 -14 | -- | -- | -- | -- |

(1) These esimates are besed on a semple of incorporsted businesses reporting sales beiween $\$ 10,000$ and $\$ 2,000.000$. \$ankle count includes only those businesses reporiing a stotenent of changes.
see Toble I for symbols and notes

TABLE 5. Employment changes by size of business, 1983-1986 based on SIC classification in 1986
Manitoba. Services to Bulldings and Dwellings (Sic 995)

| Business size expressed in average labour units(1) | Number of businesses | $\begin{gathered} \text { Total payral! } \\ \left(\$ 000^{\prime} \text { s }\right) \end{gathered}$ | Average labour units(1) | Changes in number of businesses with pald employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | $\text { reporting }\{2\}$ | No Ionger reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 151 | 13,642 | 1.407 | 31 | 37 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 138 \\ 15 \\ 4 \\ 4 \end{array}$ | $\begin{aligned} & 4.228 \\ & 4.932 \\ & 1.650 \\ & 2.832 \end{aligned}$ | $\begin{aligned} & 449 \\ & 562 \\ & 199 \\ & 197 \end{aligned}$ | $\begin{array}{r} 29 \\ \vdots \\ 1 \end{array}$ | 36 1 - |
| 1986 |  |  |  |  |  |
| Total | 255 | 21.295 | 2,422 | 61 | $\ldots$ |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | $\begin{array}{r} 214 \\ 26 \\ 10 \\ 5 \end{array}$ | $\begin{aligned} & 5.909 \\ & 6.584 \\ & 5.475 \\ & 3.327 \end{aligned}$ | $\begin{aligned} & 602 \\ & 756 \\ & 669 \\ & 393 \end{aligned}$ | 50 $B$ 2 1 | $\cdots$ $\cdots$ $\cdots$ |

[^31]TABLE 6. Selected operating characteristics of small businesses by sales quartile, $1984-1986$
Manitobe, Services to Buildings and Dwellings (SIC 995)

|  | Tota! 1 ' | Bottom 25\% | Lawe: <br> middle 25\% | $\begin{aligned} & \text { Upper } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Tu; } \\ & 25: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 55 \\ 62.455 \\ 55.045 \\ 7.410 \end{array}$ | $\begin{array}{r} 12.482 \\ 5.319 \\ 7.163 \end{array}$ | $\begin{array}{r} 19.163 \\ 11.792 \\ 7.371 \end{array}$ | $\begin{array}{r} 33.101 \\ 28.754 \\ 4.347 \end{array}$ | $\begin{array}{r} 185.074 \\ 174.315 \\ 10.759 \end{array}$ |
| 8usinesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit \$ | $\begin{array}{r} 47 \\ 54.229 \\ 40.177 \\ 14.052 \end{array}$ | $\begin{array}{r} 12.286 \\ 2.980 \\ 9.30 E \end{array}$ | $\begin{array}{r} 19.181 \\ 10.076 \\ 9.105 \end{array}$ | $\begin{aligned} & 33.177 \\ & 17.621 \\ & 15.556 \end{aligned}$ | $\begin{array}{r} 152.270 \\ 130.029 \\ 22.241 \end{array}$ |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss \$ | $\begin{array}{r} 8 \\ 80.439 \\ 86.885 \\ -6.446 \end{array}$ | $\begin{aligned} & 13.860 \\ & 21.742 \\ & -7.882 \end{aligned}$ | $\begin{aligned} & 19.071 \\ & 20.483 \\ & -1.412 \end{aligned}$ | $\begin{aligned} & 33.055 \\ & 35.561 \\ & -2.506 \end{aligned}$ | $\begin{array}{r} 255.768 \\ 269.753 \\ -13.985 \end{array}$ |

1985


1986

| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 95 \\ 70.569 \\ 57.068 \\ 13.501 \end{array}$ | $\begin{array}{r} 13.300 \\ 3.231 \\ 10.069 \end{array}$ | $\begin{array}{r} 20.647 \\ 11.311 \\ 9.336 \end{array}$ | $\begin{aligned} & 37,307 \\ & 24,745 \\ & 12,562 \end{aligned}$ | $\begin{array}{r} 211.020 \\ 188.986 \\ 22.034 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) | 82 |  |  |  |  |
| Average sales \$ | 55.306 | 13.346 | 20.647 | 37.307 | 149.922 |
| Average expense \$ | 40,462 | 3.001 | 11.311 | 24,745 | 122.792 |
| Average net profit \$ | 14.844 | 10.345 | 9.336 | 12.562 | 27.130 |
| Businesses reporting a loss (Mo.) | 13 |  |  |  |  |
| Average sales \$ | 255.542 | 11.602 | - | - | 499.482 |
| Average expense \$ | 256,581 | 11.656 | - | - | 501.505 |
| Average not loss \$ | -1.039 | -54 | - | - | -2.023 |

(1) Thase estimates are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000 .000$.

Sae iable 1 for symbots and notes

TABLE 1. Selected operating ratios, in percent of sales. 1986
Manitoba. Janitorial Services (S|c 9953)

|  | Total(1) |  | Bottom 25\% |  | Lower <br> middle 25\% |  | Upper$\text { middle } 25 \%$ |  |  | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 0000^{\circ}$ s) |  | 35 $(1)$ $(1)$ |  | -- |  | -- |  |  |  |  |  |
| Selected expense item | Industry aversga\{2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only ( 3) |  |  |  |  |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Unper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of salas |  |  |  |  |
|  |  | -- | -- |  | -- |  | 10.4 | -- | - | -- | -- |
| Depreciation | 2.9 | -- | -- | -- | -- | 63.9 | 4.6 | -- | -- | -- | -- |
| Repairs \& maintenance | 3.5 | -- | -- | -- | -- | 90.6 | 3.9 | -- | -- | -- | -- |
| Meat. light \& telephone Rent | 3.0 0.8 | -- | -- |  | -- | 64.0 25.7 | 4.8 3.2 | -- | -- | -- | -- |
| Personnel expenses | 13.9 | -- | -- | -- | -- | 59.7 | 23.2 | -* | -- | -- | - |
| Financial expenses | 3.8 | - | -- | - | -- | 100.0 | 3.8 | =- | =- | =- | - |
| Interest \& bank charges | 1.7 | -- | -- | -- | -- | 73.6 | 2.4 | -- | -- | -- | -- |
| Protessional fees | 2.1 | -- | -- | -- | -- |  |  | =- | -- | -- | -- |
| Other expenses | 29.6 | -- | -- | -- | -- | 100.0 | 29.6 | = | -- | -- | - |
| Profit (loss) | 42.4 | -- | -- | -- | -- | 98.1 | 43.2 | -- | - | =- | -- |
| Total | 100.0 | -- | -- | -- | - | 100.0 | -•• | -- | -- | -- | -- |

## Synbols

## zero or no observations

-- too sinall too de expressed
not applicable

- confidential


## Foot notes

111 These estimatas are Dased on a sample of businasses reporting sales between $\$ 10,000$ and $\$ 2.000,000$.
Total weighteo expenditure on given item
2 Value in each cell $=\frac{\text { for each quertile }}{} \times 100$ for fores
(3) Value in each cell $=\frac{\text { Total weighted expenditure on given item }}{\text { fotal weighted sales of businesses peporting this item of expenditure }}$. 100

This portion of the table perteins only to the businesses peperting the specific expense iqem. Therefore these retios are colculated individually and the total will not necesserily equal 100\%.

## Notes

Dota ere shown by quartiles when at least 13 of the sempled ousinesses report the specific item
Records were ranked in ascending order according to seles size. Each quatile fi.e. Dotiom 25\%. lower midole 25z, etc. represents one quarter of the cotal number of businesses. Within each quartile, the average ratio is presented. For comparison purposes, the high and low values of seles are shown.

How to use the tables
(1) Locate the approp iate salas pange that is displayed on the two lines entitled "low sales value" and "High sales value"
(2) The selacted range will indicate the proper quartile. i.e. the botton $25 \%$. the lower midde $25 \%$. the upper middle $25 \%$ or the Rop 25\%.
(3) Data pertaining to the selectad sales size range will be in that quartile

## Standerd Industrial Classificetion Definition (SIC 1880):

SIC 9953 - Jenitorial Services
Businesses primarily engaged in claaning and maintenance of buildings and owellings such as cher service. floor waxing. janitorial services. jenitorial mainzenance of buildings and dwellings and office cleaning

## TABLE 2. Balance sheet prof ile for 1986

Manitoba, Janitorial Services (SIC 9953)

|  | Total(1) | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | Lower <br> middle 25\% | $\begin{aligned} & \text { UDper } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\left.\begin{array}{r} 35 \\ (1) \\ 1 \end{array}\right)$ | -- | -- | -- | -- |
|  | Average ( $\$ 000$ 's) |  |  |  |  |
| Assets <br> Cash <br> Accounts and notes receivable <br> Inventory <br> Dther curfent assets <br> Total current assets <br> Fixed assets <br> Less: Accum. dep. on fixed assets <br> Dther assets | $\begin{array}{r} 1 \\ 6 \\ - \\ 7 \\ 7 \\ 14 \\ 6 \\ 14 \end{array}$ | - - - - - - - | - - - - - - -- | - - - - - - | -- -- - -- -- -- |
| Total assets | 29 | -- | -- | -- | -- |
| Liabilities and equity Current loans Dther current liabilities Total current liabilities Mortgages payable Long term debt Dther liabilities | $4$ | -- <br> - <br> - <br> - | - - - - - | -- -- -- -- | - - - - -- |
| Total liabilities Total equity | 23 | -- | -- | -- | -- |

(1) These estimates are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000 .000$.

See lable 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only, 1986
Manitoba, Janitorial Services (SIC 9953)

|  | Total $\langle 2\rangle$ | Bot 10 m 25\% | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Upper <br> middle $25 \%$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000^{\prime}$ s) | $\left(\begin{array}{l} 15 \\ (1) \end{array}\right.$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | 1.3 | -- | -- | -- | -- |
| Leverage ratios ```Debt/equity ratio (times) Interest coverage ratio (times) Debt ratio (times)``` | $\begin{array}{r} -21.0 \\ 3.7 \\ 1.1 \end{array}$ | -- | -- | - | -- |

[^32]See Tbble 1 for symbols and notes

Definition:

1. Liquidity ratio:

Current = current assets / current iiabilities
2. Levertoge ratios:

Debt/equity $=$ total $\mid$ iabilities / equity
b) Debt ratio $=$ total lisbilities $/$ total assets
c) Inqerest coverage $=$ net profit 4 interest expense / interest expense.

TABLE 4. Statement of changes in financial position for incorporated businesses only, 1986
Manitoba, Janitorial Services (SIC 9953)

|  | Total(1) | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lowe? <br> midde 25\% | Uoper middle 25\% | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in samole (Na.) Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) High sales value (\$000's) | $\begin{array}{r} 13 \\ (1) \\ (1) \\ \hline \end{array}$ | -- | -- | - | -- |
|  |  |  | verage $1 \$ 00$ |  |  |
| Operating sctivities Cash from operations Dedreciat on Dther | $\begin{array}{r} 9 \\ 7 \\ -10 \end{array}$ | -- | -- | -- | -- |
| Dividends | -1 | -- | - | -- | * |
| Investment activities <br> Disposal of fixed assets <br> Purchase of lixed assets <br> Increase in investment <br> Decrease in investment | $\begin{array}{r} 3 \\ -8 \\ -4 \\ -4 \end{array}$ | -- | -- | -- | -- |
| Financing activities <br> Increase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Redayment of loans from shareholders <br> Advances \& loans from government <br> Increase in equity <br> Decrease in equity <br> Dther | $\begin{array}{r} 4 \\ -1 \\ 6 \\ -4 \\ \hline \end{array}$ | -- $-=$ $-=$ $-=$ $=-$ $-=$ | - - - -- -- -- -- | -- | -- |
| Increase(decrease) in cash \& equivalents Cash 8 equivalents-Beginning of the year Cash \& equivalents - End of the year | -8 -8 -15 | -- | -- | -- | -- |

11 Ihese estimates are besed on semple of incorporated businesses reporting sales between $\$ 10.000$ and $\$ 2.000,000$. Semple 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 ciassification in 1986 Manitoba. Services to Buildings and Dwellings (SIC 995)

| Business size expressed in |
| :--- | :--- | :--- | :--- |
| average labour units(l) |

111 average labour units are calculated by dividing total payroll by the overage annual wage and salary rate as peported in the Survey of Employment. Payroll and Hours, Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as e full-time employee. Note that the business size groups used are determined the canada level. Thus it 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 peporting no paypoll deductions in the previous year.
(3) Refers to businesses reporting no paypall 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 iable 1 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Janitorial Services (SIC g953)

|  | Total (1) | Bottom 25\% | Lower <br> middle 25\% | Upper <br> middle 25\% | $\begin{aligned} & T 05 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 28 \\ 96.144 \\ 82.602 \\ 13.542 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 26 \\ 63.865 \\ 47.420 \\ 16.445 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (Mo.) <br> Average sales \$ <br> Average expense \$ <br> Average net loss \$ | $\begin{array}{r} 2 \\ 1.246 .228 \\ 1.305 .476 \\ -59.248 \end{array}$ | -- | -- | -- | -- |


| Number of observations in sample <br> Average sales $\$$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 38 \\ 49.165 \\ 40.208 \\ 8.957 \end{array}$ | -- | -- | -- | -- |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net profit \$ | $\begin{array}{r} 36 \\ 46.794 \\ 34.848 \\ 11.946 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting loss (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net loss $\$$ | $\begin{array}{r} 2 \\ 91.932 \\ 93.474 \\ -1.542 \end{array}$ | -- | $\cdots$ | -- | -- |

1986

| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 63 \\ 70.926 \\ 59.262 \\ 19.664 \end{array}$ | $\begin{array}{r} 12.352 \\ 2.303 \\ 10.049 \end{array}$ | $\begin{array}{r} 18.877 \\ 8.653 \\ 10.214 \end{array}$ | $\begin{aligned} & 40.260 \\ & 26.069 \\ & 14.191 \end{aligned}$ | $\begin{array}{r} 212.214 \\ 200.014 \\ 12.200 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Buslnesses reporting a profit (No.) | 51 |  |  |  |  |
| Average sales \$ | 44.322 | 12.382 | 18.877 | 40.260 | 105.770 |
| Average expense \$ | 31,288 | 1.920 | 8.663 | 26.069 | 88.499 |
| Average net profit \$ | 13.034 | 10.462 | 10.214 | 14.191 | 17.271 |
| Businesses reporting loss (No.) | 12 |  |  |  |  |
| Average sales \$ | 261.836 | 11.602 | - | - | 512.069 |
| Average expense \$ | 262.906 | 11.656 | - | - | 514.155 |
| Average net loss \$ | -1.070 | -54 | - | - | -2.086 |

[^33]TABLE 1. Selected operating ratios, in percent of sales, 1986
Manitoba, Ticket and Travel Agencies (SIC 9961)


| Businesses in sample (No.) | 6 |  |
| :--- | :---: | :--- |
| Low sales value $\left(\$ 000^{\prime} s\right.$ ) | $(1)$ | $\ldots$ |
| High sales value $\left(\$ 000^{\prime} \mathrm{s}\right)$ | $(1)$ | $\ldots$ |


| Selected expense item | Industry average(2) |  |  |  |  | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | $\begin{array}{r} \text { Bot tom } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Lower } \\ \text { middle } \\ 25 \% \end{array}$ | $\begin{array}{r} \text { Hoper } \\ \text { middie } \\ 25 \% \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of sales | 44.8 | -- | -- | -- | -- | 48.1 | 93.2 | -- | -- | -- | - |
| Occupancy expenses | 5.2 | -- | -- | -- | -- | 100.0 | 5.2 | -- | -- | -- | -- |
| Deprecistion | 1.4 | -- | -- | -- | -- | 100.0 | 1.4 | -- | -- | - | -- |
| Repairs 8 maintenance | 0.1 | -- | -- | -- | -- | 23.7 | 0.3 | -- | -- | -- | -- |
| Heat, light 8 telephone | 2.0 | -- | -- | -- | -- | 100.0 75.9 | 2.0 | -- | -- | -- | -- |
| Rent | 1.6 | -- | -- | -- | -- | 75.9 |  | -- | -- | -- | -- |
| Personnel expenses | 14.5 | -- | -- | -- | -- | 100.0 | 14.5 | -- | -- | -- | -- |
| Financial expenses | 2.5 | -- | -- | -- | -- | 75.9 | 3.4 | - | -- | =- | -- |
| Interest \& Dank charges | 0.4 | -- | -- |  | -- | 75.9 | 0.5 3.0 | -- | -- | -- | -- |
| Professional fees | 2.2 | -- | -- | -- |  |  |  | -- | -- | -- | -- |
| Other expenses | 9.3 | -- | -- | - | -- | 100.0 | 9.3 | -- | -- | -- | -- |
| Profit (loss) | 23.6 | -- | -- | -- | -- | 100.0 | 23.6 | -- | - | -- | -- |
| Total | 100.0 | -- | -- | -- | -- | 100.0 | $\cdots$ | -- | -- | -- | -- |

Symbols
zero of no observations

- ioo small ioo be expressed
not applicable
- confideniial


## ootnoter

(11) These estimates are based on sample of businesses reporing sales between \$10,000 and $\$ 2,000,000$

121 Voiue in aach cell $=\frac{\text { Toial weighted expenditure on biven item }}{\text { Total weighted saies of all businesses in the sample }} \times$ io0 for ach quartile
(3) Value in each cell $=\frac{\text { Totel weighted expenditure on biven item }}{\text { lotal weighted sales of businesses reporting this item of expenditupe }} \times 100$ for eech quar ile.

This portion of the table pertains only to the businesses peporting the specific expense item. Therefore these ratios are calcutated individually and the topal will not necessarily equal 100\%

Notes
Date are shown by quartiles when at least 13 of the samplad businesses raport the specific item.
Records were ranked in escending order according to sales size. Esch quarite li.e. botton 25\%. lower midde 25\%, etc.l pepresents one quarter of the total number of businesses. Within each quartile. the average ratio is presented. For comparison purposes, ine high and low values of salas are shown

## How to ute the tables

(1) Locate the appropriate sales range that is displayed on the two lines entitled "low sales value" ano mhigh sales value"
(2) The selected range will indicate the proper quartile. i.e. the bottom $25 \%$. the lower middle $25 \%$. the upper midde $25 \%$ or the top 25\%.
(3) Date pertaining so the selected seles slze range will be in that quartile

Stenderd Industrial Clatesification Definition (SIC 1980):
Sic 9961 - Ticket and Travel Agencies
Businessas primarily engeged in furnishing travel information. acting as agents in arranging zours, accommadation and transportation for ir avellefs or acting as independent agencies fot transpotiation estatishments

TABLE 2. Balance sheet proflle for 1986
Manitoba, Ticket and Travel Agencies (SIC 9961)
Total(1)
Bottom Lower
middle $25 \%$
Upper
midde $25 \%$

| Businesses in sample (No.) Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 6 \\ & (1)^{6} \\ & (1) \end{aligned}$ | -- | -- | -- | $\cdots$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Average (\$000's) |  |  |  |  |
| Asset: |  |  |  |  |  |
| Cash | 17 | -- | -- | -- | -- |
| Accounts and notes receivable | 35 | -- | -- | - | -- |
| Inventary | - |  | -- |  | -- |
| Other current assets | - |  |  |  | - |
| Total current assets | 52 | -- | -- | -- | - |
| Fixed assets | 5 | .- | -- | - | - |
| Less: Accum. dep. on fixed assets | 1 | -- | -- | - | - |
| Other assets | 3 | -- | - | -- | -- |
| Total zssets | 58 | -- | -- | -- | -- |
| Lisbilities and equity |  |  |  |  |  |
| Current Ioans | 12 | -- | -- | -- | -- |
| Other current liabilities | 19 | -* | -- | - | - |
| Tatal current liabilities | 31 | -- | -- | -- | -- |
| Mortgages payable | - | -- | -- | - | -- |
| Long term debt | 9 | -- | -- | -- | -- |
| Dther liabilities | - | -- | -- | -- | -- |
| Total liabilities | 40 | -- | -- | - | - |
| Total equity | 19 | -- | -- | - | - |

111 These estimates gre based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2.000 .000$
See lable 1 for symbols and notes

TABLE 3. Financial ratios(1) for incorporated businesses only. 1986
Manitoba, Ticket and Travel Agencies (SIC g961)

|  | Total 2 ? | $\begin{array}{r} \text { Bot } 40 \mathrm{~m} \\ 25 \% \end{array}$ | Lower middle 25\% | Upper middle 25\% | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000^{\prime}$ s) | $\left(\begin{array}{l} 2 \\ (1)^{2} \end{array}\right.$ | -- | -- | -- | -- |
|  | Average |  |  |  |  |
| Liquidity ratio Current ratio (times) | X | -- | -- | -- | -- |
| Leverage ratios <br> Debt/equity patio (times) <br> Interest coverage ratio (times) <br> Debt ratio (times) | $x$ $k$ $x$ | -- | - | -- | - - |

Ill the ratios represent the average of ratios for each business in the group and cennot be calculated fom the figures shown in table 2 .
121 These estimates are based on a sample of Dusinesses 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/fotal assets.
c) Interest coverage $=$ net profit + interest expense/ interest expense

TABLE 4. Statement of changes in financial position for incorporated businesses only. 1986
Manitoba. Ticket and Travel Agencies (SIC 9961)

|  | Total(1) | Bottom 25\% | Lower $\text { middle } 25 \%$ | Upper $\text { middle } 25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample (No.) <br> Low sales value ( $\$ 000^{\prime} \mathrm{s}$ ) <br> High sales value ( $\$ 000$ 's) | $\begin{aligned} & (1)^{4} \\ & (1) \end{aligned}$ | -- |  | -- | -- |
|  |  |  | Average $1 \$ 000$ |  |  |
| Operating activities Cash from operations Depreciation Other | $\begin{gathered} 17 \\ 10 \\ -1 \end{gathered}$ | -- | -- | -- | -- |
| Dividends | -39 | -- | -* | -- | -- |
| Investment activities <br> Disposal of fixed assets <br> Purchase of fixed assets <br> Increase in investment <br> Decresse in investment | -2 | -- | - <br> - <br> - | -- | -- |
| Financing activities <br> Incrase in long term debt <br> Repayment of long term debt <br> Loans from shareholders <br> Repayment of loans from shareholders <br> Advances $\&$ loans $f$ rom government <br> Increase in equity <br> Decrease in eavity <br> Other | -1 - -5 | - <br> - <br> - <br> - <br> - <br> - | - <br> - <br> - <br> - | -- <br> - <br> - <br> - <br> - <br> - | -- - - - - - - |
| Increase(decrease) in cash \& equivalents Cash \& equivalents-Beginning of the year Cash \& equivalents - End of the year | $\begin{array}{r} -19 \\ 53 \\ 34 \end{array}$ | -- | -- | -- | -- |

(11) These estimates are based on a sampte of incorported businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Sample count includes only those businesses reporting a statement of changes.
see iable 1 for symbols and notes
TABLE 5. Employment changes by size of business. 1983-1986 based on Sic ciassification in i986
Manitoba, Ticket and Travel Agencies (SIC 9961)

| Business size expressed in average labour unitsil) | Number of businesses | $\begin{gathered} \text { Total payroll } \\ (\$ 000 \text { 's }) \end{gathered}$ | Average labout units(1) | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly peporting(2) | No longer reporting(3) |
| 1983 |  |  |  |  |  |
| Total | 98 | 7.697 | 482 | 9 | 15 |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 88 3 5 2 | $\begin{array}{r} 4.763 \\ 979 \\ x \\ x \end{array}$ | $\begin{array}{r} 300 \\ 61 \\ 65 \\ 56 \end{array}$ | 9 | $\begin{array}{r} 12 \\ 2 \\ 1 \\ \hline \end{array}$ |
| 1986 |  |  |  |  |  |
| Total | 131 | 10.540 | 612 | 15 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20-99 \\ & 100-499 \\ & 500 \text { and over } \end{aligned}$ | 119 4 5 3 | $\begin{aligned} & 6.454 \\ & 1.292 \\ & 1.053 \\ & 1.741 \end{aligned}$ | $\begin{array}{r} 378 \\ 76 \\ 62 \\ 96 \end{array}$ | 15 | $\cdots$ |

(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 intarpreted as a full-time employee. Note that the business size groups used are determined br the Canada level. Thus if a business has at least 500 employe es in Canade as o whole but less then that number in sny given province it is shown in the 500 and over group
(2) Refers to businesses feporting 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 ore essumed to have been in activity for six months and the information is adjusted accordingly.

See lable 9 for symbols and notes

TABLE 6. Selected operating characteristics of small businesses by sales quartile, 1984-1986
Manitoba, Ticket and Travel Agencies (Sic 9961)

| statistics Canada Library (6) | Total 1 ! | 8ottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper $\text { miodle } 25 \%$ | $\begin{aligned} & \text { Tct } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| $1010061908$ |  |  | 1984 |  |  |
| Number of observations in sample <br> Average sales \$ <br> Average expense \$ <br> Average net profit (loss) \$ | $\begin{array}{r} 9 \\ 575.799 \\ 554.957 \\ 20.842 \end{array}$ | -- | -- | -- | -- |
| Businesses reporting a profit (No.) <br> Average sales \$ <br> Average expense $\$$ <br> Average net profit $\$$ | $\begin{array}{r} 9 \\ 575.799 \\ 554.957 \\ 20.842 \end{array}$ | -- | -- | -- -- | -- |
| Businesses reporting a loss (No.) <br> Average sales \$ <br> Average expense \$ <br> Average net lass \$ | - | -- | -- | -- | -- |

Number of observations in sample Average sales \$
Average expense \$
Average net profit (loss) $\$$

Businesses reporting profit (Mo.)
Average sales \$
(No.)
Average expense \$
Average net profit $\$$

## 15 185.210 <br> 174.386

15
185.210
174.386
10.824

Busineses reporting loss (Mo.) Average sales \$
Average expense \$
Average net loss \$

1986
Number of observations in sample
Average sales $\$$
22
312.161
286.372
25.789

|  |  |
| :--- | :--- |
| -- | $-=$ |
| -- | - |

-Averag expense
Average net protit (loss) $\$$

Businesses reporting a profit (No.)
Average sales $\$$
20
313.680
Average expense $\$$
287.715

Average net profit \$
25.965

Businesses reporting loss (Mo.)
2
379.784
398,568
Averge expense
398,568
Average net loss $\$$
$-18,784$

|  |  |
| :--- | :--- |
| -- | -- |
| -- | -- |
| -- |  |
|  | - |
| -- | -- |
| -- | - |
| $-\infty$ |  |

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


[^0]:    (1) These estimates are based on a sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$

[^1]:    (1) These estimates ape based on sample of businesses peporting sales be ween $\$ 10,000$ and $\$ 2,000,000$.

    See Toble ifor symbols and notes

[^2]:    (1) The ratios represent the average of patios for each business in the group and cannot be calculated from the figures shown in rable 2

[^3]:    (1) These estimates ape based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$.

    See lable i for symbols and notes

[^4]:    (1) These estimetes are besed on sample of businesses reporting sales between $\$ 10.000$ and $\$ 2.000 .000$.

    See iable $\mid$ for symbols and notes

[^5]:    1) These estimates are based on ssmple of businesses reporting sales between $\$ 10,000$ and $\$ 2.000,000$
[^6]:    1) Average labour units are calculated by dividing total payroll by the average annusl wage and salary rate as reported in the Survey of Employment. Payroll and Hours. Statistics Canada. Catalogue 12-002. An average tabour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the canade level. Thus if business has at least 500 employees in Conada 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 vear.
    (3) Refers to businesses reporting no payroll deductions in the following year
[^7]:    (1) These estimates are based on a semple of businesses reporting sales between $\$ 10.000$ and $\$ 2.000,000$

    See Table 1 for symbols and nores

[^8]:    111 The ratios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in tabte 2

[^9]:    al Debt/equity = iotal lisbilities/equity
    b) Debt ratio = total liabilities/ total assets
    c) Interest coverage = net profit + interest expense/interest expense

[^10]:    (1) Average labour units ore calculated by dividing total paypoll by the average annual wage and salary rate as peported in the Survey of Employment. Payroll and Hours, Statistics Canada. Catalogue 72-002. An avarage labour unit could be interprefed bs a full-time employee. Note that the business size groups used are determined at the Canade level. Thus if a business hes ot lees? 500 employees in Canada as a whole but less than thet number in any given province it is shown in the 500 and over group
    (2) Refers to businesses reparting mo payrall deductions in the previous year
    (3) Refers to businesses raparting no payrall deductions in the following yeor
    "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.

[^11]:    (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 .

[^12]:    (1) These estimates are besed on a sample of businesses reporting sales between $\$ 10.000$ and $\$ 2,000,000$.

    See Table 1 for symbols and notes

[^13]:    (i) The ratios reprasent 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 salas between $\$ 10.000$ and \$2.000.000.

[^14]:    (1) These estimates are based on a sample of businesses repoiting sales between $\$ 10,000$ and $\$ 2,000,000$.

    See Table 1 for symbols and notes

[^15]:    19) 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

[^16]:    (1) These estimates are based on a sample of businesses reporting sales between $\$ 10,000$ and $\$ 2,000.000$.

    Sae Table 1 for symbals and notes

[^17]:    1) These estimetes bre based on sample of incorporated businesses peporting sales between $\$ 10.000$ and $\$ 2.000 .000$. Sample count includes only those businesses reporiing a statement of changes
[^18]:    111 These estimates are based on sample of businesses reporing sales beiween $\$ 10,000$ and $\$ 2,000,000$
    See Table 1 for symbols and notes

[^19]:    (1) Average labour units are calculated by dividing total payrall by the averege annual wage and salary pate as reported in the Survey of Employmenr. Payroll and Hours, Statistics Canada. Catalogue 72-002. An average labour unit could be intarpreted as a fult-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at leas? 500 employees in Canada as a whole but lass than that number in any given province it is shown in the 500 and over group.
    121 Refers to businesses reporting no payroll deductions in the previcus year
    131 Refers to businesses peporting no payroll deductions in the following yeer
    "Newly reporting" and "no longer reporting" businesses are assumed to have baen in activity for six months and the information is adjusted accordingly.

    See Table 1 for symbols and notes.

[^20]:    (1) Average labour units ore calculated by dividing potal payroll by the average annual wage and satary rate as reported in the Survay of Employment. Payroll and Hours. Statistics Canada. Catalogue 72-002. An average labour unit could be interpreted as a full-time employee. Note thet the business size groups used ape determined at the Canadalevel. Thus if o business has al least 500 employees in canado 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 lable i for symbols and motes

[^21]:    11) The rotios represent the average of ratios for each business in the group and cannot be calculated from the figures shown in table 2
    12) These estimetes are based on sample of businesses peporing sales between $\$ 10,000$ and $\$ 2,000,000$.

    See Table i for symbols and notes

[^22]:    (1) These estimates are based on a $\$$ ample of businesses reporting sales beiween $\$ 10,000$ and $\$ 2,000,000$

    See Table 1 for symbols and notes

[^23]:    (1) Average isbour units are calculated by dividing total payroll by the average annual wage and solayy fate as peportad in the Survey of Employmens. Payroll and Hours. Statistics Conade. Catologue $92-002$. An everge rabour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada levet. Thus if a business has at least 500 employess in canada as a whole but lass than that number in any given province it is shown in the 500 and over group.
    (2) Refers to businesses reporting no paypoll deductions in the previous ybar
    (3) Refers to businesses reporting no payroll deductions in the following year.
    "Newly reporting" and "no longer feporting" businesses are assumed to heve been in activity fop six months and the information is adjusted accordingly

    See rable I for symbols and notes.

[^24]:    (1) Averege labour units are calculated by dividing total payroll by the overage annal wage and salary paie as pepoited in the Survey of Employment. Payroll and Hours, Statisiics Canada. Catalogue 72-002. An average labour unit could be interpreted as fuli-time employee. Note that the business size groups used are determined at the Canade level. Thus if a business has at lass 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 accordingty.

    See Table i for symbols and noies.

[^25]:    111 These estimates are besed on a sample of businesses reporting $\$$ ales between $\$ 10,000$ and $\$ 2,000,000$

[^26]:    11 These estimates are based on a sample of Dusinesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$

[^27]:    (I) Average labour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment. Payrall 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 derermined at the Canade level. Thus if a business has ot leas? 500 employees in Cande es a whole bur 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 10 businesses raporting no payrolt deductions in the following year.
    "Newly reporting" and "no longer reporting" businesses are essumed to heve been in activity for six months and the information is adjusted accordingly.
    see iable i for symbols and notes

[^28]:    (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

[^29]:    (1) Average labour units are calculated by dividing iotal payroll by the average annusl wage and salary pete as reported in the Surver of Employment. Payroll and Hours, Stotistics Canada. Catelogue 72-002. An average labour unit could be interpreted as a full-i ime employee. Note that the business size groups used are determined at the Canado lovel. Thus if a business has at least 500 employes 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 daductions in the previous year
    (3) Refers to businesses reporting no peyroll deductions in the following year

[^30]:    111 These estimates are based on sample of businesses reporting sales between $\$ 10,000$ and $\$ 2,000.000$.

[^31]:    1) Average labour units are calculated by dividing total payroll by the average annual wage and salapy iate as reported in the Surver of Employmen: Payrall and Hours. Sististics Canads, Catalogue 72-002. An aversog labour unit could be interpreted as a fult-ime employee. Nore that the business size groups used are determined at the canada level. Thus if a business has at least 500 employees in Conada 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 peporting 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 i for symbols and notes.
[^32]:    (1) The ratios represen the averge of ratios for each businass in the group and cannot be calculated from the figures shown in fable 2 .
    (2) These estimates are based on sample of businesses reporting sales between $\$ 10,000$ and $\$ 2,000,000$.

[^33]:    111 These estimates are besed on a sample of businesses reporing sales between $\$ 10.000$ and $\$ 2,000.000$
    See table for symbols and notes

