



NORTHWEST TERRITORIES

1985



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Note:

¹ There are 13 geographic areas: Canada, each of 10 provinces, the Yukon and the Northwest Territories.

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Statistics Canada

Small Business and Special Surveys Division

Small Business Profiles

NORTHWEST TERRITORIES

1985

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Symbols

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

Notes

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

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

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Appendix A

Selected Publications Relating to Small Business

Highlights

NORTHWEST TERRITORIES

- The number of small businesses in the 22 industries profiled increased 88%, from 340 businesses in 1982 to 640 in 1985.
- The Operators of Buildings and Dwellings Industry registered the largest absolute increase in small businesses, increasing from 22 businesses in 1982 to 110 in 1985.
- The Taxicab Industry reported the highest net profit margin ratio, 31%, of all 22 industries.
- Wages as a percentage of sales ranged from almost 3% in the Welding Industry to slightly over 51% in the Insurance and Real Estate Agencies Industry.
- Payrolls generated by businesses with less than 20 employees in these industries increased 29%, from \$29.3 million in 1982 to \$37.9 million in 1985.
- The General Merchandise Stores Industry registered the largest increase in employment, from 140 average labour units in 1982 to 229 in 1985.

Introduction and Data Sources

This publication is one of a series representing industry profiles of small businesses. Other reports currently available from the Small Business and Special Surveys Program are listed in Appendix A under the title **Selected Publications Relating to Small Business**. The data contained in this report are the result of a joint project of Statistics Canada, the Department of Regional Industrial Expansion and all provincial and territorial departments responsible for small businesses.

Returns submitted to Revenue Canada Taxation for the year 1985 were used to derive the information shown in this bulletin. The statistics were compiled from only those businesses reporting sales of between \$10 thousand and \$2 million. The choice of this particular size range was largely driven by operational considerations and does not represent an official definition of what constitutes a small business.

Data pertaining to businesses in tables 1, 2, 3, and 6 are drawn from a statistical sample of taxation records of corporations and unincorporated sole proprietorships and partnerships. The tables are on a fiscal year basis. Data for table 4 are derived from incorporated businesses only. Corporate data in this report are derived from tax returns, which typically consist of a T2 form, a set of financial statements and other supportive schedules. Similarly unincorporated business tax returns which report self-employment income typically consists of a T1 (General) form, a set of financial statements and other supportive schedules. Table 5 is derived from the T4 form which consists of a summary of wages and salaries, and is on a calendar year basis.

The 34 industry groups selected for publication are those most densely populated by small businesses. These groups represent approximately 50% of small businesses, the remaining 50% being distributed over approximately 800 other industry classifications. Our coverage will expand annually until the taxation year 1987 (available in 1989) when over 100 industry groups representing nearly 75% of Canada's small businesses will be profiled.

METHODOLOGY

Records selected for this study have been ranked in ascending order of sales within an industry and province and divided into four equal parts (quartiles) so that each part (quartile) includes one quarter of the total number of businesses in a given industry. Within each of these quartiles we have displayed the lowest and the highest sales values reported.

Estimated data published for tables 1, 2, 3 and 6 are derived from a statistical sample of approximately 20,000 small businesses distributed amongst 34 industry groups. For example, the number of observations in the sample for the trucking industry range from a high of 748 businesses in Ontario to a low of 18 in the Northwest Territories. Where the sample size of a given industry group is less than 20 businesses, the distribution into quartiles has not been done because of lack of statistical representativeness. In such circumstances, only the total values are published. Furthermore, for quality assurance reasons, a variable reported by less than 13 businesses is not distributed into quartiles.

Estimates published in table 4 are derived from a random sample of approximately 10,000 incorporated businesses selected from the same 34 Standard Industrial Classification groups (SIC).

a) Table 1

This table shows the average ratio of selected expenses items to sales for a) all businesses in the industry and, b) for only those businesses reporting the expense item. It is important to note that in the case of b) each expense ratio shown is independent of any other ratio because the numerator and denominator of the ratio calculation includes only those businesses reporting the particular expense. For example, some small businesses own the building from which they operate and may declare mortgage expenses while others in the same group may not own their business premises and incur rent rather than mortgage as an expense.

b) Table 2

This table displays the average values of selected asset, liability and equity items for all businesses. Columns may be summarized using the accounting equation **ASSETS - LIABILITIES = EQUITY** (the total may not be exact due to rounding).

c) Table 3

Table 3 presents some of the more commonly used financial and operating ratios. The figures which make up these ratios have been extracted from Table 2 (except for interest expense) and the ratios represent the average of ratios for each business in the group.

Introduction and Data Sources - concluded

Definitions

1. Liquidity Ratio

$$\text{Current} = \frac{\text{current assets}}{\text{current liabilities}}$$

2. Leverage Ratios

$$\text{Debt/Equity} = \frac{\text{total liabilities}}{\text{equity}} \quad \text{Interest Coverage} = \frac{\text{net profit} + \text{interest expense}}{\text{interest expense}}$$

$$\text{Debt Ratio} = \frac{\text{total liabilities}}{\text{total assets}}$$

d) Table 4

Table 4 shows the source and application of funds and the subsequent change in working capital. Values shown are averages for all businesses and columns are additive. This table is limited to incorporated businesses only.

e) Table 5

The data in this table are derived from the payroll records of employers and apply to all employees who are issued T4 tax records. Employees earning less than \$500 a year may be excluded as this is the cutoff for the mandatory issuance of T4 tax records.

Due to the annual nature of the data source, we assume that both newly reporting businesses and no longer reporting businesses have been in activity for six months. As a result, their estimated average labour units (ALUs) are assumed to be twice their actual ALUs (i.e. annualized).

f) Table 6

This table shows the distribution of businesses reporting a profit or a loss in an industry from 1982 through 1985. The businesses identified in this table are the same as those in Tables 1 to 3.

How to Use the Tables

The profiles are comprised of six tables. Each table (except Table 5) displays data in quartiles based on sales.

To use the tables:

- 1) Select the industry and/or province of interest to you (See Table of Contents).
- 2) Locate the appropriate sales range that is displayed on the two lines entitled "Low Sales Value" and "High Sales Value".
- 3) The selected range will indicate the proper quartile, i.e. the bottom 25%, the lower middle 25%, the upper middle 25% or the top 25%.
- 4) All data pertaining to the selected business will be in that column.

For example:

Let us take a plumbing business in Canada with sales of \$50,000.

- 1) Select the table entitled "Plumbing Contractors (SIC 4241)".
- 2) Sales of \$50,000 is in the range of \$37,000 to \$90,000 ("Low Sales" and "High Sales" values).
- 3) Thus, sales of \$50,000 are in the lower middle 25% quartile.
- 4) All relevant data pertaining to this plumbing business with sales of \$50,000 are in this quartile for Tables 1 to 4 and Table 6.

Note:

One can note that wages and salaries expense in the plumbing industry range from 10% of sales in the lowest quartile to 26% in the highest quartile. Such variations may illustrate how some expenses vary in proportion to sales.

This comparison by quartile is applicable to Tables 1 to 4 and Table 6.

Table 5 contains employment data for the years 1982 and 1985 and shows the changes in the industry over this time period. The data comprised in this table are cross-sectional.

Standard Industrial Classification - Definition

The SIC for each industry is described at the end of Table 1.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Single Family Housing Contractors (SIC 4011)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	67	--	--	--	--
Businesses in sample	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	8.2	--	--	--	--	34.1	24.0	--	--	--	--
Occupancy Expenses	8.2	--	--	--	--	100.0	8.2	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	5.0	--	--	--	--	100.0	5.0	--	--	--	--
Repairs & Maintenance	0.3	--	--	--	--	28.5	1.0	--	--	--	--
Heat, Light & Telephone	1.8	--	--	--	--	98.5	1.8	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	88.3	0.2	--	--	--	--
Insurance	0.3	--	--	--	--	39.2	0.7	--	--	--	--
Rent	0.7	--	--	--	--	25.8	2.5	--	--	--	--
Personnel Expenses	23.3	--	--	--	--	98.5	23.6	--	--	--	--
Financial Expenses	1.3	--	--	--	--	43.4	3.0	--	--	--	--
Bank Interest & Charges	0.8	--	--	--	--	40.5	2.1	--	--	--	--
Professional Fees	0.5	--	--	--	--	43.4	1.1	--	--	--	--
Other Expenses	55.1	--	--	--	--	100.0	55.1	--	--	--	--
Profit (loss)	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 4011 - Single Family Housing Contractors

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	67	--	--	--	--
Businesses in sample	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	18	--	--	--	--
Accounts and Notes Receivable	41	--	--	--	--
Inventory	12	--	--	--	--
Other Current Assets	5	--	--	--	--
Total Current Assets	77	--	--	--	--
Fixed Assets	127	--	--	--	--
Less: Accum. Dep. on Fixed Assets	33	--	--	--	--
Other Assets	2	--	--	--	--
Total Assets	172	--	--	--	--
Liabilities and Equity					
Current Loans	13	--	--	--	--
Other Current Liabilities	56	--	--	--	--
Total Current Liabilities	69	--	--	--	--
Mortgages Payable	2	--	--	--	--
Long Term Debt	7	--	--	--	--
Other Liabilities	74	--	--	--	--
Total Liabilities	152	--	--	--	--
Total Equity	19	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	67	--	--	--	--
Businesses in sample	20				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	2.1	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	38.0	--	--	--	--
Interest Coverage ratio (times)	61.7	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

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

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Single Family Housing Contractors (SIC 4011)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	7	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	63	--	--	--	--
Sale of Fixed Assets	-	--	--	--	--
Increase in Long Term Debt	29	--	--	--	--
Advances From Owners and Affiliates	51	--	--	--	--
From Government	-	--	--	--	--
Increase in Share Capital	-	--	--	--	--
Sale of Investments	-	--	--	--	--
Tax Adjustments	-	--	--	--	--
Other Sources	-	--	--	--	--
Total	143	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	34	--	--	--	--
Payment of Dividends	-	--	--	--	--
Repayment of Long Term Debt	53	--	--	--	--
Current Portion of Long Term Debt	-	--	--	--	--
Purchase of Investments	1	--	--	--	--
Repayment of Adv. From Owners and Affil	-	--	--	--	--
Decrease in Equity	-	--	--	--	--
Tax Adjustments	-	--	--	--	--
Other Applications	-	--	--	--	--
Total	88	--	--	--	--
Increase (Decrease) in Net Working Capital	55	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Residential Building and Development (SIC 401)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	63	8,388	263	15	11
less than 20	58	4,448	135	15	3
20 - 99	4	X	69	-	2
100 - 499	-	-	-	-	1
500 and over	X	X	59	-	-
1985					
Total	75	9,036	321	14	...
less than 20	68	6,134	219	12	...
20 - 99	5	X	63	1	...
100 - 499	X	X	39	1	...
500 and over	-	-	-	-	...

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Single Family Housing Contractors (SIC 4011)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	18	4	4	5	5
Total Sales \$	2,510	90	155	399	1,866
Total Expense \$	2,420	73	189	353	1,805
Net Profit (loss) \$	90	17	-34	46	61
Businesses reporting a profit (No.)	13	3	3	3	4
Total Sales \$	2,058	65	116	233	1,644
Total Expense \$	1,903	31	115	183	1,574
Net Profit \$	155	34	1	50	70
Businesses reporting loss (No.)	5	1	1	2	1
Total Sales \$	452	25	39	166	222
Total Expense \$	517	42	74	170	231
Net Loss \$	-65	-17	-35	-4	-9
1983					
All Businesses (No.)	16	3	4	4	5
Total Sales \$	3,555	31	173	643	2,708
Total Expense \$	3,405	40	127	624	2,614
Net Profit (loss) \$	150	-9	46	19	94
Businesses reporting a profit (No.)	12	1	3	3	5
Total Sales \$	3,224	10	107	399	2,708
Total Expense \$	3,040	4	60	362	2,614
Net Profit \$	184	6	47	37	94
Businesses reporting a loss (No.)	4	2	1	1	-
Total Sales \$	331	21	66	244	-
Total Expense \$	365	36	67	262	-
Net Loss \$	-34	-15	-1	-18	-
1984					
All Businesses (No.)	30	4	9	9	8
Total Sales \$	21,476	240	4,203	4,376	12,657
Total Expense \$	22,505	236	3,874	4,316	14,079
Net Profit (loss) \$	-1,029	4	329	60	-1,422
Businesses reporting a profit (No.)	23	4	9	9	1
Total Sales \$	10,979	240	4,203	4,376	2,160
Total Expense \$	10,517	236	3,874	4,316	2,091
Net Profit \$	462	4	329	60	69
Businesses reporting a loss (No.)	7	-	-	-	7
Total Sales \$	10,497	-	-	-	10,497
Total Expense \$	11,988	-	-	-	11,988
Net Loss \$	-1,491	-	-	-	-1,491
1985					
All Businesses (No.)	64	-	-	-	-
Total Sales \$	27,052	-	-	-	-
Total Expense \$	26,483	-	-	-	-
Net Profit (loss) \$	569	-	-	-	-
Businesses reporting a profit (No.)	60	-	-	-	-
Total Sales \$	23,116	-	-	-	-
Total Expense \$	22,533	-	-	-	-
Net Profit \$	583	-	-	-	-
Businesses reporting a loss (No.)	4	-	-	-	-
Total Sales \$	3,936	-	-	-	-
Total Expense \$	3,950	-	-	-	-
Net Loss \$	-14	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	39.1	--	--	--	--	83.5	46.8	--	--	--	--
Occupancy Expenses	9.8	--	--	--	--	100.0	9.8	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Repairs & Maintenance	0.4	--	--	--	--	31.8	1.3	--	--	--	--
Heat, Light & Telephone	4.7	--	--	--	--	100.0	4.7	--	--	--	--
Business & Property Tax	0.6	--	--	--	--	94.9	0.7	--	--	--	--
Insurance	0.8	--	--	--	--	94.9	0.8	--	--	--	--
Rent	1.4	--	--	--	--	49.3	2.8	--	--	--	--
Personnel Expenses	16.1	--	--	--	--	100.0	16.1	--	--	--	--
Financial Expenses	5.7	--	--	--	--	100.0	5.7	--	--	--	--
Bank Interest & Charges	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Professional Fees	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Other Expenses	16.1	--	--	--	--	100.0	16.1	--	--	--	--
Profit (loss)	13.2	--	--	--	--	100.0	13.2	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 4241 - Plumbing Contractors

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Plumbing Contractors (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	2	--	--	--	--
Accounts and Notes Receivable	99	--	--	--	--
Inventory	26	--	--	--	--
Other Current Assets	16	--	--	--	--
Total Current Assets	143	--	--	--	--
Fixed Assets	113	--	--	--	--
Less Accum Dep on Fixed Assets	29	--	--	--	--
Other Assets	26	--	--	--	--
Total Assets	254	--	--	--	--
Liabilities and Equity					
Current Loans	54	--	--	--	--
Other Current Liabilities	125	--	--	--	--
Total Current Liabilities	179	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	8	--	--	--	--
Other Liabilities	34	--	--	--	--
Total Liabilities	221	--	--	--	--
Total Equity	32	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. Plumbing Contractors (SIC 4241)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	4.4	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	5.8	--	--	--	--
Interest Coverage ratio (times)	61.8	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Plumbing Contractors (SIC 4241)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	8	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Plumbing, Heating and Air Conditioning, Mechanical Work (SIC 424)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	11	1,805	82	5	3
less than 20	9	X	36	5	3
20 - 99	X	X	46	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	15	2,213	94	5	...
less than 20	14	X	69	5	...
20 - 99	X	X	25	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Plumbing Contractors (SIC 4241)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	19	-	-	-	-
Total Sales \$	469	-	-	-	-
Total Expense \$	506	-	-	-	-
Net Profit (loss) \$	-37	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	88	-	-	-	-
Total Expense \$	73	-	-	-	-
Net Profit \$	15	-	-	-	-
Businesses reporting loss (No.)	17	-	-	-	-
Total Sales \$	381	-	-	-	-
Total Expense \$	433	-	-	-	-
Net Loss \$	-52	-	-	-	-
1983					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	151	-	-	-	-
Total Expense \$	131	-	-	-	-
Net Profit (loss) \$	20	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	131	-	-	-	-
Total Expense \$	106	-	-	-	-
Net Profit \$	25	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	20	-	-	-	-
Total Expense \$	25	-	-	-	-
Net Loss \$	-5	-	-	-	-
1984					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	1,471	-	-	-	-
Total Expense \$	1,395	-	-	-	-
Net Profit (loss) \$	76	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	800	-	-	-	-
Total Expense \$	703	-	-	-	-
Net Profit \$	97	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	671	-	-	-	-
Total Expense \$	692	-	-	-	-
Net Loss \$	-21	-	-	-	-
1985					
All Businesses (No.)	18	-	-	-	-
Total Sales \$	6,442	-	-	-	-
Total Expense \$	6,394	-	-	-	-
Net Profit (loss) \$	48	-	-	-	-
Businesses reporting a profit (No.)	8	-	-	-	-
Total Sales \$	2,066	-	-	-	-
Total Expense \$	1,733	-	-	-	-
Net Profit \$	333	-	-	-	-
Businesses reporting a loss (No.)	10	-	-	-	-
Total Sales \$	4,376	-	-	-	-
Total Expense \$	4,661	-	-	-	-
Net Loss \$	-285	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	80	--	--	--	--
Businesses in sample	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Vehicle Expenses	36.1	--	--	--	--	100.0	36.1	--	--	--	--
Depreciation	9.0	--	--	--	--	77.7	11.6	--	--	--	--
Repairs & Maintenance	9.5	--	--	--	--	73.9	12.8	--	--	--	--
Insurance	2.9	--	--	--	--	98.8	2.9	--	--	--	--
Fuel Expense	13.2	--	--	--	--	98.8	13.3	--	--	--	--
Business Tax	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Personnel Expenses	30.0	--	--	--	--	75.2	39.8	--	--	--	--
Financial Expenses	11.9	--	--	--	--	100.0	11.9	--	--	--	--
Bank Interest & Charges	8.7	--	--	--	--	100.0	8.7	--	--	--	--
Professional Fees	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Franchise Fees	0.3	--	--	--	--	4.9	5.6	--	--	--	--
Other Expenses	21.5	--	--	--	--	98.8	21.7	--	--	--	--
Profit (loss)	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 456 - Truck Transport Industry

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Truck Transport Industry (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	80	--	--	--	--
Businesses in sample	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	4	--	--	--	--
Accounts and Notes Receivable	21	--	--	--	--
Inventory	1	--	--	--	--
Other Current Assets	4	--	--	--	--
Total Current Assets	31	--	--	--	--
Fixed Assets	218	--	--	--	--
Less: Accum. Dep. on Fixed Assets	79	--	--	--	--
Other Assets	11	--	--	--	--
Total Assets	182	--	--	--	--
Liabilities and Equity					
Current Loans	13	--	--	--	--
Other Current Liabilities	35	--	--	--	--
Total Current Liabilities	48	--	--	--	--
Mortgages Payable	6	--	--	--	--
Long Term Debt	42	--	--	--	--
Other Liabilities	54	--	--	--	--
Total Liabilities	150	--	--	--	--
Total Equity	32	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Truck Transport Industry (SIC 456)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	80	--	--	--	--
Businesses in sample	18				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	0.5	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	5.1	--	--	--	--
Interest Coverage ratio (times)	2.8	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Truck Transport Industry (SIC 456)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	13	--	--	--	--
Businesses in sample	2				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Truck Transport Industry (SIC 456)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	43	5.910	215	11	4
less than 20	30	2.090	78	8	3
20 - 99	8	2.542	93	2	-
100 - 499	X	X	14	1	1
500 and over	3	X	30	-	-
1985					
Total	43	8.266	359	9	...
less than 20	28	2.236	97	6	...
20 - 99	9	4.411	195	1	...
100 - 499	5	X	57	2	...
500 and over	X	X	10	-	...

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Truck Transport Industry (SIC 456)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	58	1	28	14	15
Total Sales \$	9,830	12	665	1,834	7,319
Total Expense \$	9,383	11	708	1,700	6,964
Net Profit (loss) \$	447	1	-43	134	355
Businesses reporting a profit (No.)	25	1	8	7	9
Total Sales \$	5,277	12	223	903	4,139
Total Expense \$	4,649	11	161	754	3,723
Net Profit \$	628	1	62	149	416
Businesses reporting loss (No.)	33	-	20	7	6
Total Sales \$	4,553	-	442	931	3,180
Total Expense \$	4,734	-	547	946	3,241
Net Loss \$	-181	-	-105	-15	-61
1983					
All Businesses (No.)	53	13	13	13	14
Total Sales \$	11,102	459	962	1,645	8,036
Total Expense \$	10,174	478	767	1,439	7,490
Net Profit (loss) \$	928	-19	195	206	546
Businesses reporting a profit (No.)	42	6	12	11	13
Total Sales \$	10,156	212	884	1,375	7,685
Total Expense \$	9,182	196	688	1,166	7,132
Net Profit \$	974	16	196	209	553
Businesses reporting a loss (No.)	11	7	1	2	1
Total Sales \$	946	247	78	270	351
Total Expense \$	992	282	79	273	358
Net Loss \$	-46	-35	-1	-3	-7
1984					
All Businesses (No.)	54	-	-	-	-
Total Sales \$	8,108	-	-	-	-
Total Expense \$	7,331	-	-	-	-
Net Profit (loss) \$	777	-	-	-	-
Businesses reporting a profit (No.)	53	-	-	-	-
Total Sales \$	7,845	-	-	-	-
Total Expense \$	7,046	-	-	-	-
Net Profit \$	799	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	263	-	-	-	-
Total Expense \$	285	-	-	-	-
Net Loss \$	-22	-	-	-	-
1985					
All Businesses (No.)	84	-	-	-	-
Total Sales \$	16,879	-	-	-	-
Total Expense \$	16,439	-	-	-	-
Net Profit (loss) \$	440	-	-	-	-
Businesses reporting a profit (No.)	46	-	-	-	-
Total Sales \$	11,702	-	-	-	-
Total Expense \$	10,808	-	-	-	-
Net Profit \$	894	-	-	-	-
Businesses reporting a loss (No.)	38	-	-	-	-
Total Sales \$	5,177	-	-	-	-
Total Expense \$	5,631	-	-	-	-
Net Loss \$	-454	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	6				
Low sales value (\$000 s)	(1)	--	--	--	--
High sales value (\$000 s)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Vehicle Expenses	28.1	--	--	--	--	100.0	28.1	--	--	--	--
Deoreciation	12.4	--	--	--	--	97.4	12.7	--	--	--	--
Repairs & Maintenance	5.0	--	--	--	--	100.0	5.0	--	--	--	--
Insurance	3.0	--	--	--	--	71.8	4.2	--	--	--	--
Fuel Expense	7.4	--	--	--	--	33.5	22.1	--	--	--	--
Business Tax	0.3	--	--	--	--	97.4	0.3	--	--	--	--
Personnel Expenses	9.5	--	--	--	--	71.8	13.3	--	--	--	--
Financial Expenses	1.7	--	--	--	--	49.9	3.4	--	--	--	--
Bank Interest & Charges	1.3	--	--	--	--	19.0	6.8	--	--	--	--
Professional Fees	0.4	--	--	--	--	49.9	0.8	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Other Expenses	29.5	--	--	--	--	100.0	29.5	--	--	--	--
Profit (loss)	31.1	--	--	--	--	100.0	31.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 4581 - Taxicab Industry

Businesses primarily engaged in providing passenger transportation by automobiles not operated on regular schedules or between fixed terminals. Taxicab fleet owners and organizations are included regardless 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, road motor vehicle taxi service, and taxicab service.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Taxicab Industry (SIC 4581)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	1	--	--	--	--
Accounts and Notes Receivable	47	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	3	--	--	--	--
Total Current Assets	50	--	--	--	--
Fixed Assets	360	--	--	--	--
Less Accum. Dep. on Fixed Assets	144	--	--	--	--
Other Assets	1	--	--	--	--
Total Assets	268	--	--	--	--
Liabilities and Equity					
Current Loans	46	--	--	--	--
Other Current Liabilities	45	--	--	--	--
Total Current Liabilities	91	--	--	--	--
Mortgages Payable	4	--	--	--	--
Long Term Debt	53	--	--	--	--
Other Liabilities	6	--	--	--	--
Total Liabilities	154	--	--	--	--
Total Equity	114	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. Taxicab Industry (SIC 4581)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	-0.6	--	--	--	--
Interest Coverage ratio (times)	3.1	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Taxicab Industry (SIC 4581)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	5	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Taxicab Industry (SIC 4581)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	13	872	85	3	2
less than 20	11	X	59	2	2
20 - 99	X	X	26	1	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	8	517	29	3	...
less than 20	8	517	29	3	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Taxicab Industry (SIC 4581)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	10	-	-	-	-
Total Sales \$	283	-	-	-	-
Total Expense \$	254	-	-	-	-
Net Profit (loss) \$	29	-	-	-	-
Businesses reporting a profit (No.)	9	-	-	-	-
Total Sales \$	268	-	-	-	-
Total Expense \$	238	-	-	-	-
Net Profit \$	30	-	-	-	-
Businesses reporting loss (No.)	1	-	-	-	-
Total Sales \$	15	-	-	-	-
Total Expense \$	16	-	-	-	-
Net Loss \$	-1	-	-	-	-
1983					
All Businesses (No.)	11	-	-	-	-
Total Sales \$	438	-	-	-	-
Total Expense \$	372	-	-	-	-
Net Profit (loss) \$	66	-	-	-	-
Businesses reporting a profit (No.)	10	-	-	-	-
Total Sales \$	423	-	-	-	-
Total Expense \$	356	-	-	-	-
Net Profit \$	67	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	15	-	-	-	-
Total Expense \$	16	-	-	-	-
Net Loss \$	-1	-	-	-	-
1984					
All Businesses (No.)	19	-	-	-	-
Total Sales \$	7,795	-	-	-	-
Total Expense \$	7,032	-	-	-	-
Net Profit (loss) \$	763	-	-	-	-
Businesses reporting a profit (No.)	19	-	-	-	-
Total Sales \$	7,795	-	-	-	-
Total Expense \$	7,032	-	-	-	-
Net Profit \$	763	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	35	-	-	-	-
Total Sales \$	7,229	-	-	-	-
Total Expense \$	6,416	-	-	-	-
Net Profit (loss) \$	813	-	-	-	-
Businesses reporting a profit (No.)	35	-	-	-	-
Total Sales \$	7,229	-	-	-	-
Total Expense \$	6,416	-	-	-	-
Net Profit \$	813	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

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

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Pharmacies (SIC 6031)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	62.2	--	--	--	--	100.0	62.2	--	--	--	--
Occupancy Expenses	7.5	--	--	--	--	100.0	7.5	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	1.3	--	--	--	--	100.0	1.3	--	--	--	--
Repairs & Maintenance	0.7	--	--	--	--	100.0	0.7	--	--	--	--
Heat, Light & Telephone	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	100.0	0.2	--	--	--	--
Insurance	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Rent	2.5	--	--	--	--	82.4	3.0	--	--	--	--
Personnel Expenses	15.8	--	--	--	--	100.0	15.8	--	--	--	--
Financial Expenses	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Bank Interest & Charges	2.5	--	--	--	--	100.0	2.5	--	--	--	--
Professional Fees	1.4	--	--	--	--	82.4	1.7	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	3.0	--	--	--	--	100.0	3.0	--	--	--	--
Advertising	0.7	--	--	--	--	100.0	0.7	--	--	--	--
Supplies	1.9	--	--	--	--	82.4	2.3	--	--	--	--
Delivery	0.3	--	--	--	--	88.1	0.3	--	--	--	--
Fuel Expense	0.1	--	--	--	--	52.9	0.2	--	--	--	--
Other Expenses	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Profit (loss)	6.8	--	--	--	--	100.0	6.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 6031 - Pharmacies

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	51	--	--	--	--
Accounts and Notes Receivable	24	--	--	--	--
Inventory	210	--	--	--	--
Other Current Assets	3	--	--	--	--
Total Current Assets	288	--	--	--	--
Fixed Assets	102	--	--	--	--
Less: Accum. Dep. on Fixed Assets	33	--	--	--	--
Other Assets	57	--	--	--	--
Total Assets	414	--	--	--	--
Liabilities and Equity					
Current Loans	12	--	--	--	--
Other Current Liabilities	68	--	--	--	--
Total Current Liabilities	80	--	--	--	--
Mortgages Payable	32	--	--	--	--
Long Term Debt	-	--	--	--	--
Other Liabilities	82	--	--	--	--
Total Liabilities	194	--	--	--	--
Total Equity	220	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	3.9	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	77.0	--	--	--	--
Interest Coverage ratio (times)	66.9	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Pharmacies (SIC 6031)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Pharmacies (SIC 6031)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	5	676	55	-	1
less than 20	5	676	55	-	1
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	8	1,234	96	2	...
less than 20	6	X	57	-	...
20 - 99	X	X	39	2	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Pharmacies (SIC 6031)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1983					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	18	3	5	5	5
Total Sales \$	17,798	404	5,166	5,873	6,355
Total Expense \$	16,000	330	4,702	5,175	5,793
Net Profit (loss) \$	1,798	74	464	698	562
Businesses reporting a profit (No.)	18	3	5	5	5
Total Sales \$	17,798	404	5,166	5,873	6,355
Total Expense \$	16,000	330	4,702	5,175	5,793
Net Profit \$	1,798	74	464	698	562
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit \$	X	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

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

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	17	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	57.2	--	--	--	--	100.0	57.2	--	--	--	--
Occupancy Expenses	12.1	--	--	--	--	100.0	12.1	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	2.0	--	--	--	--	94.4	2.1	--	--	--	--
Repairs & Maintenance	1.1	--	--	--	--	94.4	1.1	--	--	--	--
Heat, Light & Telephone	2.9	--	--	--	--	100.0	2.9	--	--	--	--
Business & Property Tax	0.1	--	--	--	--	88.8	0.1	--	--	--	--
Insurance	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Rent	5.5	--	--	--	--	100.0	5.5	--	--	--	--
Personnel Expenses	17.3	--	--	--	--	100.0	17.3	--	--	--	--
Financial Expenses	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Bank Interest & Charges	2.7	--	--	--	--	100.0	2.7	--	--	--	--
Professional Fees	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	5.5	--	--	--	--	100.0	5.5	--	--	--	--
Advertising	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Supplies	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Delivery	0.3	--	--	--	--	79.3	0.4	--	--	--	--
Fuel Expense	0.2	--	--	--	--	33.6	0.5	--	--	--	--
Other Expenses	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Profit (loss)	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 6141 - Miscellaneous Clothing Stores

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	17	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	2	--	--	--	--
Accounts and Notes Receivable	2	--	--	--	--
Inventory	92	--	--	--	--
Other Current Assets	1	--	--	--	--
Total Current Assets	97	--	--	--	--
Fixed Assets	40	--	--	--	--
Less: Accum. Dep. on Fixed Assets	19	--	--	--	--
Other Assets	29	--	--	--	--
Total Assets	148	--	--	--	--
Liabilities and Equity					
Current Loans	31	--	--	--	--
Other Current Liabilities	68	--	--	--	--
Total Current Liabilities	99	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	3	--	--	--	--
Other Liabilities	23	--	--	--	--
Total Liabilities	126	--	--	--	--
Total Equity	22	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	17	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	22.7	--	--	--	--
Interest Coverage ratio (times)	2.8	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Miscellaneous Clothing Stores (SIC 6141)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	9	--	--	--	--
Businesses in sample	1				
Low sales value (\$000 s)	(1)	--	--	--	--
High sales value (\$000 s)	(1)	--	--	--	--
Average (\$000 s)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Miscellaneous Clothing Stores (SIC 6141)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	9	202	21	-	1
less than 20	9	202	21	-	1
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	8	210	15	2	...
less than 20	8	210	15	2	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Miscellaneous Clothing Stores (SIC 6141)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	5	1	1	1	2
Total Sales \$	2,870	63	145	347	2,315
Total Expense \$	2,755	73	146	341	2,195
Net Profit (loss) \$	115	-10	-1	6	120
Businesses reporting a profit (No.)	2	-	-	1	1
Total Sales \$	2,228	-	-	347	1,881
Total Expense \$	2,076	-	-	341	1,735
Net Profit \$	152	-	-	6	146
Businesses reporting loss (No.)	3	1	1	-	1
Total Sales \$	642	63	145	-	434
Total Expense \$	679	73	146	-	460
Net Loss \$	-37	-10	-1	-	-26
1983					
All Businesses (No.)	12	-	-	-	-
Total Sales \$	1,173	-	-	-	-
Total Expense \$	1,139	-	-	-	-
Net Profit (loss) \$	34	-	-	-	-
Businesses reporting a profit (No.)	11	-	-	-	-
Total Sales \$	1,001	-	-	-	-
Total Expense \$	955	-	-	-	-
Net Profit \$	46	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	172	-	-	-	-
Total Expense \$	184	-	-	-	-
Net Loss \$	-12	-	-	-	-
1984					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	14	-	-	-	-
Total Sales \$	4,314	-	-	-	-
Total Expense \$	4,260	-	-	-	-
Net Profit (loss) \$	54	-	-	-	-
Businesses reporting a profit (No.)	5	-	-	-	-
Total Sales \$	511	-	-	-	-
Total Expense \$	411	-	-	-	-
Net Profit \$	100	-	-	-	-
Businesses reporting a loss (No.)	9	-	-	-	-
Total Sales \$	3,803	-	-	-	-
Total Expense \$	3,849	-	-	-	-
Net Loss \$	-46	-	-	-	-

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

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	11	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	55.7	--	--	--	--	100.0	55.7	--	--	--	--
Occupancy Expenses	13.9	--	--	--	--	100.0	13.9	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	4.5	--	--	--	--	91.2	5.0	--	--	--	--
Repairs & Maintenance	0.8	--	--	--	--	91.2	0.8	--	--	--	--
Heat, Light & Telephone	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Business & Property Tax	0.6	--	--	--	--	83.5	0.7	--	--	--	--
Insurance	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Rent	4.9	--	--	--	--	83.5	5.8	--	--	--	--
Personnel Expenses	15.0	--	--	--	--	92.3	16.3	--	--	--	--
Financial Expenses	4.7	--	--	--	--	100.0	4.7	--	--	--	--
Bank Interest & Charges	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Professional Fees	0.9	--	--	--	--	91.2	1.0	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	3.7	--	--	--	--	100.0	3.7	--	--	--	--
Advertising	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Supplies	1.2	--	--	--	--	100.0	1.2	--	--	--	--
Delivery	0.5	--	--	--	--	91.2	0.5	--	--	--	--
Fuel Expense	0.5	--	--	--	--	51.6	1.0	--	--	--	--
Other Expenses	2.6	--	--	--	--	100.0	2.6	--	--	--	--
Profit (loss)	4.3	--	--	--	--	100.0	4.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 622 - Appliance, Television, Radio and Stereo Stores

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	11	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	16	--	--	--	--
Accounts and Notes Receivable	43	--	--	--	--
Inventory	140	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	201	--	--	--	--
Fixed Assets	252	--	--	--	--
Less Accum. Dep. on Fixed Assets	98	--	--	--	--
Other Assets	108	--	--	--	--
Total Assets	453	--	--	--	--
Liabilities and Equity					
Current Loans	82	--	--	--	--
Other Current Liabilities	110	--	--	--	--
Total Current Liabilities	193	--	--	--	--
Mortgages Payable	57	--	--	--	--
Long Term Debt	13	--	--	--	--
Other Liabilities	74	--	--	--	--
Total Liabilities	337	--	--	--	--
Total Equity	125	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	11	--	--	--	--
Businesses in sample	8				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	13.4	--	--	--	--
Interest Coverage ratio (times)	6.2	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	5	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Appliance, Television, Radio and Stereo Stores (SIC 622)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000 \$)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	11	709	38	2	1
less than 20	11	709	38	2	1
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	12	911	44	1	...
less than 20	12	911	44	1	...
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Appliance, Television, Radio and Stereo Stores (SIC 622)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	2	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit \$	X	-	-	-	-
Businesses reporting loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1983					
All Businesses (No.)	16	-	-	-	-
Total Sales \$	1 404	-	-	-	-
Total Expense \$	971	-	-	-	-
Net Profit (loss) \$	433	-	-	-	-
Businesses reporting a profit (No.)	7	-	-	-	-
Total Sales \$	1 157	-	-	-	-
Total Expense \$	717	-	-	-	-
Net Profit \$	440	-	-	-	-
Businesses reporting a loss (No.)	9	-	-	-	-
Total Sales \$	247	-	-	-	-
Total Expense \$	254	-	-	-	-
Net Loss \$	-7	-	-	-	-
1984					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	8	-	-	-	-
Total Sales \$	5,753	-	-	-	-
Total Expense \$	5,576	-	-	-	-
Net Profit (loss) \$	177	-	-	-	-
Businesses reporting a profit (No.)	8	-	-	-	-
Total Sales \$	5,753	-	-	-	-
Total Expense \$	5,576	-	-	-	-
Net Profit \$	177	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Gasoline Service Stations (SIC 6331)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	10	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	1)	--	--	--	--
High sales value (\$000's)	1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	43.6	--	--	--	--	55.4	78.7	--	--	--	--
Occupancy Expenses	12.4	--	--	--	--	100.0	12.4	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	5.1	--	--	--	--	100.0	5.1	--	--	--	--
Repairs & Maintenance	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Heat, Light & Telephone	4.0	--	--	--	--	100.0	4.0	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	45.9	0.4	--	--	--	--
Insurance	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Rent	0.2	--	--	--	--	17.4	1.3	--	--	--	--
Personnel Expenses	21.2	--	--	--	--	100.0	21.2	--	--	--	--
Financial Expenses	3.2	--	--	--	--	100.0	3.2	--	--	--	--
Bank Interest & Charges	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Professional Fees	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	8.0	--	--	--	--	100.0	8.0	--	--	--	--
Advertising	0.1	--	--	--	--	45.9	0.2	--	--	--	--
Supplies	0.9	--	--	--	--	100.0	0.9	--	--	--	--
Delivery	1.9	--	--	--	--	90.5	2.1	--	--	--	--
Fuel Expense	5.2	--	--	--	--	90.5	5.7	--	--	--	--
Other Expenses	2.3	--	--	--	--	100.0	2.3	--	--	--	--
Profit (loss)	9.3	--	--	--	--	100.0	9.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 6331 - Gasoline Service Stations

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	10	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	14	--	--	--	--
Accounts and Notes Receivable	11	--	--	--	--
Inventory	18	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	45	--	--	--	--
Fixed Assets	88	--	--	--	--
Less: Accum. Dep. on Fixed Assets	30	--	--	--	--
Other Assets	21	--	--	--	--
Total Assets	125	--	--	--	--
Liabilities and Equity					
Current Loans	27	--	--	--	--
Other Current Liabilities	33	--	--	--	--
Total Current Liabilities	60	--	--	--	--
Mortgages Payable	1	--	--	--	--
Long Term Debt	-	--	--	--	--
Other Liabilities	22	--	--	--	--
Total Liabilities	84	--	--	--	--
Total Equity	41	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	10	--	--	--	--
Businesses in sample	7				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	0.9	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	21.2	--	--	--	--
Interest Coverage ratio (times)	5.6	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Gasoline Service Stations (SIC 6331)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Gasoline Service Stations (SIC 6331)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	10	362	18	5	-
less than 20	10	362	18	5	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	4	260	14	-	-
less than 20	4	260	14	-	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

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

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

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

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Gasoline Service Stations (SIC 6331)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	41	-	-	-	-
Total Sales \$	8,817	-	-	-	-
Total Expense \$	8,507	-	-	-	-
Net Profit (loss) \$	310	-	-	-	-
Businesses reporting a profit (No.)	24	-	-	-	-
Total Sales \$	5,745	-	-	-	-
Total Expense \$	5,326	-	-	-	-
Net Profit \$	419	-	-	-	-
Businesses reporting loss (No.)	17	-	-	-	-
Total Sales \$	3,072	-	-	-	-
Total Expense \$	3,181	-	-	-	-
Net Loss \$	-109	-	-	-	-
1983					
All Businesses (No.)	27	1	9	10	7
Total Sales \$	6,544	19	259	387	5,879
Total Expense \$	5,866	32	116	95	5,623
Net Profit (loss) \$	678	-13	143	292	256
Businesses reporting a profit (No.)	25	-	9	10	6
Total Sales \$	6,080	-	259	387	5,434
Total Expense \$	5,380	-	116	95	5,169
Net Profit \$	700	-	143	292	265
Businesses reporting a loss (No.)	2	1	-	-	1
Total Sales \$	464	19	-	-	445
Total Expense \$	486	32	-	-	454
Net Loss \$	-22	-13	-	-	-9
1984					
All Businesses (No.)	20	-	-	-	-
Total Sales \$	1,372	-	-	-	-
Total Expense \$	1,086	-	-	-	-
Net Profit (loss) \$	286	-	-	-	-
Businesses reporting a profit (No.)	20	-	-	-	-
Total Sales \$	1,372	-	-	-	-
Total Expense \$	1,086	-	-	-	-
Net Profit \$	286	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	7	-	-	-	-
Total Sales \$	3,432	-	-	-	-
Total Expense \$	3,216	-	-	-	-
Net Profit (loss) \$	216	-	-	-	-
Businesses reporting a profit (No.)	7	-	-	-	-
Total Sales \$	3,432	-	-	-	-
Total Expense \$	3,216	-	-	-	-
Net Profit \$	216	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	68.2	--	--	--	--	100.0	68.2	--	--	--	--
Occupancy Expenses	5.7	--	--	--	--	100.0	5.7	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	1.7	--	--	--	--	100.0	1.7	--	--	--	--
Repairs & Maintenance	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Heat, Light & Telephone	1.9	--	--	--	--	100.0	1.9	--	--	--	--
Business & Property Tax	0.7	--	--	--	--	85.7	0.8	--	--	--	--
Insurance	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Rent	0.1	--	--	--	--	14.3	0.4	--	--	--	--
Personnel Expenses	11.0	--	--	--	--	100.0	11.0	--	--	--	--
Financial Expenses	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Bank Interest & Charges	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Professional Fees	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	1.9	--	--	--	--	100.0	1.9	--	--	--	--
Advertising	0.4	--	--	--	--	100.0	0.4	--	--	--	--
Supplies	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Delivery	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Fuel Expense	0.4	--	--	--	--	22.6	1.9	--	--	--	--
Other Expenses	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Profit (loss)	8.7	--	--	--	--	100.0	8.7	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 6342 - Tire, Battery, Parts and Accessories Stores

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	17	--	--	--	--
Accounts and Notes Receivable	25	--	--	--	--
Inventory	171	--	--	--	--
Other Current Assets	1	--	--	--	--
Total Current Assets	213	--	--	--	--
Fixed Assets	190	--	--	--	--
Less Accum. Dep. on Fixed Assets	32	--	--	--	--
Other Assets	2	--	--	--	--
Total Assets	373	--	--	--	--
Liabilities and Equity					
Current Loans	44	--	--	--	--
Other Current Liabilities	75	--	--	--	--
Total Current Liabilities	119	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	135	--	--	--	--
Other Liabilities	70	--	--	--	--
Total Liabilities	323	--	--	--	--
Total Equity	49	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	2.2	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	16.1	--	--	--	--
Interest Coverage ratio (times)	3.9	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	5	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000 s)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Tire, Battery, Parts and Accessories Stores (SIC 6342)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	X	X	5	2	-
less than 20	X	X	5	2	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	X	X	1	-	...
less than 20	X	X	1	-	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Tire, Battery, Parts and Accessories Stores (SIC 6342)

	Total(1)	Bottom 25 %	Lower middle 25 %	Upper middle 25 %	Top 25 %
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	9	-	-	-	-
Total Sales \$	2,512	-	-	-	-
Total Expense \$	2,448	-	-	-	-
Net Profit (loss) \$	64	-	-	-	-
Businesses reporting a profit (No.)	7	-	-	-	-
Total Sales \$	1,817	-	-	-	-
Total Expense \$	1,717	-	-	-	-
Net Profit \$	100	-	-	-	-
Businesses reporting loss (No.)	2	-	-	-	-
Total Sales \$	695	-	-	-	-
Total Expense \$	731	-	-	-	-
Net Loss \$	-36	-	-	-	-
1983					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	1,005	-	-	-	-
Total Expense \$	1,005	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	976	-	-	-	-
Total Expense \$	971	-	-	-	-
Net Profit \$	5	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	29	-	-	-	-
Total Expense \$	34	-	-	-	-
Net Loss \$	-5	-	-	-	-
1984					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	438	-	-	-	-
Total Expense \$	308	-	-	-	-
Net Profit (loss) \$	130	-	-	-	-
Businesses reporting a profit (No.)	3	-	-	-	-
Total Sales \$	438	-	-	-	-
Total Expense \$	308	-	-	-	-
Net Profit \$	130	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	8	-	-	-	-
Total Sales \$	4,878	-	-	-	-
Total Expense \$	4,393	-	-	-	-
Net Profit (loss) \$	485	-	-	-	-
Businesses reporting a profit (No.)	8	-	-	-	-
Total Sales \$	4,878	-	-	-	-
Total Expense \$	4,393	-	-	-	-
Net Profit \$	485	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. General Stores (SIC 6412)

Northwest Territories General Stores (SIC 5412)											
	Total(1)	Bottom 25%		Lower middle 25%		Upper middle 25%		Top 25%			
Number of businesses (estimated)	19	--		--		--		--			
Businesses in sample	9										
Low sales value (\$000's)	(1)	--		--		--		--			
High sales value (\$000's)	(1)	--		--		--		--			
Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	34.5	--	--	--	--	100.0	34.5	--	--	--	--
Occupancy Expenses	10.7	--	--	--	--	100.0	10.7	--	--	--	--
Mortgage Interest	0.1	--	--	--	--	5.1	2.6	--	--	--	--
Depreciation	1.3	--	--	--	--	45.6	3.0	--	--	--	--
Repairs & Maintenance	1.4	--	--	--	--	45.6	3.0	--	--	--	--
Heat, Light & Telephone	3.9	--	--	--	--	94.9	4.2	--	--	--	--
Business & Property Tax	0.7	--	--	--	--	94.9	0.8	--	--	--	--
Insurance	0.5	--	--	--	--	45.6	1.0	--	--	--	--
Rent	2.7	--	--	--	--	69.6	3.9	--	--	--	--
Personnel Expenses	6.0	--	--	--	--	100.0	6.0	--	--	--	--
Financial Expenses	3.3	--	--	--	--	100.0	3.3	--	--	--	--
Bank Interest & Charges	2.6	--	--	--	--	100.0	2.6	--	--	--	--
Professional Fees	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Advertising	0.4	--	--	--	--	84.8	0.4	--	--	--	--
Supplies	0.8	--	--	--	--	89.8	0.8	--	--	--	--
Delivery	0.8	--	--	--	--	79.8	1.0	--	--	--	--
Fuel Expense	0.3	--	--	--	--	25.4	1.3	--	--	--	--
Other Expenses	43.4	--	--	--	--	94.9	45.7	--	--	--	--
Profit (loss)	-	--	--	--	--	100.0	-	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 6412 - General Stores

Businesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis, the most important of which is food. Other merchandise sold usually includes ready-to-wear apparel, toiletries, cosmetics, hardware, farm supplies and housewares. Businesses may be described as country general stores and general stores.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. General Stores (SIC 6412)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	28	--	--	--	--
Accounts and Notes Receivable	15	--	--	--	--
Inventory	54	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	99	--	--	--	--
Fixed Assets	271	--	--	--	--
Less: Accum. Dep. on Fixed Assets	137	--	--	--	--
Other Assets	42	--	--	--	--
Total Assets	275	--	--	--	--
Liabilities and Equity					
Current Loans	23	--	--	--	--
Other Current Liabilities	59	--	--	--	--
Total Current Liabilities	82	--	--	--	--
Mortgages Payable	3	--	--	--	--
Long Term Debt	31	--	--	--	--
Other Liabilities	64	--	--	--	--
Total Liabilities	180	--	--	--	--
Total Equity	95	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. General Stores (SIC 6412)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	9				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	4.1	--	--	--	--
Leverage Ratios					
Debt:Equity ratio (times)	45.0	--	--	--	--
Interest Coverage ratio (times)	86.1	--	--	--	--
Debt ratio (times)	0.7	--	--	--	--

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

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. General Stores (SIC 6412)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	2	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. General Merchandise Stores (SIC 641)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	33	11,655	933	3	3
less than 20	24	1,691	140	2	3
20 - 99	5	3,774	279	-	-
100 - 499	-	-	-	-	-
500 and over	4	6,190	514	1	-
1985					
Total	38	12,631	982	5	...
less than 20	32	2,863	229	5	...
20 - 99	X	X	94	-	...
100 - 499	X	X	57	-	...
500 and over	3	7,441	602	-	...

(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 No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. General Stores (SIC 6412)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting loss (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Loss \$	X	-	-	-	-
1983					
All Businesses (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit \$	X	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	42	8	9	9	16
Total Sales \$	31,214	3,931	5,188	5,378	16,717
Total Expense \$	34,428	3,996	6,167	7,018	17,247
Net Profit (loss) \$	-3,214	-65	-979	-1,640	-530
Businesses reporting a profit (No.)	3	-	-	-	3
Total Sales \$	4,652	-	-	-	4,652
Total Expense \$	4,641	-	-	-	4,641
Net Profit \$	11	-	-	-	11
Businesses reporting a loss (No.)	39	8	9	9	13
Total Sales \$	26,562	3,931	5,188	5,378	12,065
Total Expense \$	29,787	3,996	6,167	7,018	12,606
Net Loss \$	-3,225	-65	-979	-1,640	-541
1985					
All Businesses (No.)	14	-	-	-	-
Total Sales \$	5,338	-	-	-	-
Total Expense \$	4,582	-	-	-	-
Net Profit (loss) \$	756	-	-	-	-
Businesses reporting a profit (No.)	3	-	-	-	-
Total Sales \$	4,887	-	-	-	-
Total Expense \$	4,114	-	-	-	-
Net Profit \$	773	-	-	-	-
Businesses reporting a loss (No.)	11	-	-	-	-
Total Sales \$	451	-	-	-	-
Total Expense \$	468	-	-	-	-
Net Loss \$	-17	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	60	--	--	--	--
Businesses in sample	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	78.5	--	--	--	--	100.0	78.5	--	--	--	--
Occupancy Expenses	16.1	--	--	--	--	100.0	16.1	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	1.6	--	--	--	--	35.5	4.4	--	--	--	--
Repairs & Maintenance	5.6	--	--	--	--	98.4	5.6	--	--	--	--
Heat, Light & Telephone	8.6	--	--	--	--	100.0	8.6	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	67.8	0.3	--	--	--	--
Insurance	-	--	--	--	--	1.6	0.2	--	--	--	--
Rent	0.1	--	--	--	--	3.3	3.8	--	--	--	--
Personnel Expenses	5.7	--	--	--	--	35.5	16.1	--	--	--	--
Financial Expenses	5.1	--	--	--	--	100.0	5.1	--	--	--	--
Bank Interest & Charges	2.0	--	--	--	--	100.0	2.0	--	--	--	--
Professional Fees	3.1	--	--	--	--	35.5	8.7	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	11.9	--	--	--	--	100.0	11.9	--	--	--	--
Advertising	3.1	--	--	--	--	100.0	3.1	--	--	--	--
Supplies	6.3	--	--	--	--	100.0	6.3	--	--	--	--
Delivery	0.2	--	--	--	--	66.1	0.3	--	--	--	--
Fuel Expense	2.3	--	--	--	--	98.4	2.3	--	--	--	--
Other Expenses	8.1	--	--	--	--	100.0	8.1	--	--	--	--
Profit (loss)	-25.4	--	--	--	--	100.0	-25.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 6541 - Sporting Goods Stores

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Sporting Goods Stores (SIC 6541)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	60	--	--	--	--
Businesses in sample	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	2	--	--	--	--
Accounts and Notes Receivable	6	--	--	--	--
Inventory	18	--	--	--	--
Other Current Assets	-	--	--	--	--
Total Current Assets	26	--	--	--	--
Fixed Assets	29	--	--	--	--
Less: Accum. Dep. on Fixed Assets	1	--	--	--	--
Other Assets	-	--	--	--	--
Total Assets	54	--	--	--	--
Liabilities and Equity					
Current Loans	8	--	--	--	--
Other Current Liabilities	9	--	--	--	--
Total Current Liabilities	17	--	--	--	--
Mortgages Payable	1	--	--	--	--
Long Term Debt	-	--	--	--	--
Other Liabilities	14	--	--	--	--
Total Liabilities	33	--	--	--	--
Total Equity	21	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. Sporting Goods Stores (SIC 6541)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	60	--	--	--	--
Businesses in sample	5				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.8	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	10.4	--	--	--	--
Interest Coverage ratio (times)	10.1	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Sporting Goods Stores (SIC 6541)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Sporting Goods Stores (SIC 6541)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	-	-	-	-	2
less than 20	-	-	-	-	2
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	5	112	6	2	...
less than 20	5	112	6	2	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Sporting Goods Stores (SIC 6541)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	1,049	-	-	-	-
Total Expense \$	981	-	-	-	-
Net Profit (loss) \$	68	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	405	-	-	-	-
Total Expense \$	326	-	-	-	-
Net Profit \$	79	-	-	-	-
Businesses reporting loss (No.)	1	-	-	-	-
Total Sales \$	644	-	-	-	-
Total Expense \$	655	-	-	-	-
Net Loss \$	-11	-	-	-	-
1983					
All Businesses (No.)	12	-	-	-	-
Total Sales \$	601	-	-	-	-
Total Expense \$	552	-	-	-	-
Net Profit (loss) \$	49	-	-	-	-
Businesses reporting a profit (No.)	11	-	-	-	-
Total Sales \$	413	-	-	-	-
Total Expense \$	352	-	-	-	-
Net Profit \$	61	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	188	-	-	-	-
Total Expense \$	200	-	-	-	-
Net Loss \$	-12	-	-	-	-
1984					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	63	-	-	-	-
Total Sales \$	3,569	-	-	-	-
Total Expense \$	3,562	-	-	-	-
Net Profit (loss) \$	7	-	-	-	-
Businesses reporting a profit (No.)	42	-	-	-	-
Total Sales \$	3,341	-	-	-	-
Total Expense \$	3,148	-	-	-	-
Net Profit \$	193	-	-	-	-
Businesses reporting a loss (No.)	21	-	-	-	-
Total Sales \$	228	-	-	-	-
Total Expense \$	414	-	-	-	-
Net Loss \$	-186	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	90	--	--	--	--
Businesses in sample	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	77.5	--	--	--	--	100.0	77.5	--	--	--	--
Mortgage Interest	12.7	--	--	--	--	20.2	63.1	--	--	--	--
Depreciation	26.7	--	--	--	--	97.8	27.3	--	--	--	--
Repairs & Maintenance	8.9	--	--	--	--	97.8	9.1	--	--	--	--
Heat, Light & Telephone	18.6	--	--	--	--	93.4	19.9	--	--	--	--
Business & Property Tax	7.7	--	--	--	--	97.8	7.9	--	--	--	--
Insurance	1.9	--	--	--	--	94.5	2.0	--	--	--	--
Rent	1.0	--	--	--	--	3.3	29.1	--	--	--	--
Personnel Expenses	3.4	--	--	--	--	19.8	17.2	--	--	--	--
Financial Expenses	11.3	--	--	--	--	100.0	11.3	--	--	--	--
Bank Interest & Charges	9.2	--	--	--	--	45.5	20.2	--	--	--	--
Professional Fees	2.2	--	--	--	--	82.0	2.6	--	--	--	--
Other Expenses	8.3	--	--	--	--	90.1	9.2	--	--	--	--
Profit (loss)	-0.6	--	--	--	--	98.9	-0.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 751 - Operators of Buildings and Dwellings

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	90	--	--	--	--
Businesses in sample	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	10	--	--	--	--
Accounts and Notes Receivable	5	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	14	--	--	--	--
Total Current Assets	29	--	--	--	--
Fixed Assets	443	--	--	--	--
Less: Accum. Dep. on Fixed Assets	92	--	--	--	--
Other Assets	98	--	--	--	--
Total Assets	479	--	--	--	--
Liabilities and Equity					
Current Loans	6	--	--	--	--
Other Current Liabilities	68	--	--	--	--
Total Current Liabilities	74	--	--	--	--
Mortgages Payable	275	--	--	--	--
Long Term Debt	12	--	--	--	--
Other Liabilities	100	--	--	--	--
Total Liabilities	461	--	--	--	--
Total Equity	18	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	90	--	--	--	--
Businesses in sample	30				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	2.1	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	47.6	--	--	--	--
Interest Coverage ratio (times)	1.1	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	71	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	10	--	--	--	--
Sale of Fixed Assets	-	--	--	--	--
Increase in Long Term Debt	281	--	--	--	--
Advances From Owners and Affiliates	45	--	--	--	--
From Government	-	--	--	--	--
Increase in Share Capital	-	--	--	--	--
Sale of Investments	5	--	--	--	--
Tax Adjustments	-	--	--	--	--
Other Sources	-	--	--	--	--
Total	342	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	258	--	--	--	--
Payment of Dividends	-	--	--	--	--
Repayment of Long Term Debt	25	--	--	--	--
Current Portion of Long Term Debt	30	--	--	--	--
Purchase of Investments	41	--	--	--	--
Repayment of Adv. From Owners and Affil.	12	--	--	--	--
Decrease in Equity	-	--	--	--	--
Tax Adjustments	-	--	--	--	--
Other Applications	-	--	--	--	--
Total	366	--	--	--	--
Increase (Decrease) in Net Working Capital	-24	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

Business size expressed in average labour units (1)	Number of Businesses	Total payroll (\$000's)	Average labour units (1)	Changes in number of businesses with paid employees	
				Newly reporting (2)	No longer reporting (3)
1982					
Total	59	12,829	552	4	3
less than 20	50	6,242	270	3	3
20 - 99	7	X	101	1	-
100 - 499	X	X	181	-	-
500 and over	-	-	-	-	-
1985					
Total	48	15,221	563	5	...
less than 20	45	7,512	279	5	-
20 - 99	X	X	61	-	-
100 - 499	X	X	223	-	-
500 and over	-	-	-	-	-

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	32	7	8	8	9
Total Sales \$	3,680	126	373	803	2,378
Total Expense \$	3,602	138	306	640	2,518
Net Profit (loss) \$	78	-12	67	163	-140
Businesses reporting a profit (No.)	14	2	3	5	4
Total Sales \$	1,689	33	160	490	1,006
Total Expense \$	1,304	21	67	297	919
Net Profit \$	385	12	93	193	87
Businesses reporting loss (No.)	18	5	5	3	5
Total Sales \$	1,991	93	213	313	1,372
Total Expense \$	2,298	117	239	343	1,599
Net Loss \$	-307	-24	-26	-30	-227
1983					
All Businesses (No.)	34	8	8	9	9
Total Sales \$	4,201	232	532	1,073	2,364
Total Expense \$	4,175	176	498	1,020	2,481
Net Profit (loss) \$	26	56	34	53	-117
Businesses reporting a profit (No.)	15	5	3	4	3
Total Sales \$	2,059	153	197	494	1,215
Total Expense \$	1,651	93	113	396	1,049
Net Profit \$	408	60	84	98	166
Businesses reporting a loss (No.)	19	3	5	5	6
Total Sales \$	2,142	79	335	579	1,149
Total Expense \$	2,524	83	385	624	1,432
Net Loss \$	-382	-4	-50	-45	-283
1984					
All Businesses (No.)	52	-	-	-	-
Total Sales \$	11,435	-	-	-	-
Total Expense \$	9,427	-	-	-	-
Net Profit (loss) \$	2,008	-	-	-	-
Businesses reporting a profit (No.)	52	-	-	-	-
Total Sales \$	11,435	-	-	-	-
Total Expense \$	9,427	-	-	-	-
Net Profit \$	2,008	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	110	-	-	-	-
Total Sales \$	13,170	-	-	-	-
Total Expense \$	16,240	-	-	-	-
Net Profit (loss) \$	-3,070	-	-	-	-
Businesses reporting a profit (No.)	53	-	-	-	-
Total Sales \$	903	-	-	-	-
Total Expense \$	851	-	-	-	-
Net Profit \$	52	-	-	-	-
Businesses reporting a loss (No.)	57	-	-	-	-
Total Sales \$	12,267	-	-	-	-
Total Expense \$	15,389	-	-	-	-
Net Loss \$	-3,122	-	-	-	-

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

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Operators of Non-Residential Buildings (SIC 7512)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	56.4	--	--	--	--	100.0	56.4	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	11.5	--	--	--	--	75.0	15.3	--	--	--	--
Repairs & Maintenance	9.1	--	--	--	--	75.0	12.2	--	--	--	--
Heat, Light & Telephone	15.5	--	--	--	--	100.0	15.5	--	--	--	--
Business & Property Tax	2.1	--	--	--	--	100.0	2.1	--	--	--	--
Insurance	2.8	--	--	--	--	75.0	3.8	--	--	--	--
Rent	15.4	--	--	--	--	25.0	61.4	--	--	--	--
Personnel Expenses	15.2	--	--	--	--	75.0	20.3	--	--	--	--
Financial Expenses	13.7	--	--	--	--	100.0	13.7	--	--	--	--
Bank Interest & Charges	10.3	--	--	--	--	100.0	10.3	--	--	--	--
Professional Fees	3.4	--	--	--	--	100.0	3.4	--	--	--	--
Other Expenses	4.3	--	--	--	--	75.0	5.7	--	--	--	--
Profit (loss)	10.4	--	--	--	--	75.0	13.8	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 7512 - Operators of Non-Residential Buildings

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	6	--	--	--	--
Accounts and Notes Receivable	59	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	3	--	--	--	--
Total Current Assets	69	--	--	--	--
Fixed Assets	458	--	--	--	--
Less: Accum. Dep. on Fixed Assets	157	--	--	--	--
Other Assets	149	--	--	--	--
Total Assets	519	--	--	--	--
Liabilities and Equity					
Current Loans	25	--	--	--	--
Other Current Liabilities	170	--	--	--	--
Total Current Liabilities	195	--	--	--	--
Mortgages Payable	108	--	--	--	--
Long Term Debt	-	--	--	--	--
Other Liabilities	118	--	--	--	--
Total Liabilities	420	--	--	--	--
Total Equity	99	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	0.7	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	55.6	--	--	--	--
Interest Coverage ratio (times)	1.7	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Operators of Non-Residential Buildings (SIC 7512)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	19	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	59	12.829	552	4	3
less than 20	50	6.242	270	3	3
20 - 99	7	X	101	1	-
100 - 499	X	X	181	-	-
500 and over	-	-	-	-	-
1985					
Total	48	15.221	563	5	...
less than 20	45	7.512	279	5	-
20 - 99	X	X	61	-	-
100 - 499	X	X	223	-	-
500 and over	-	-	-	-	-

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

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

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

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Operators of Non-Residential Buildings (SIC 7512)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	11	2	3	3	3
Total Sales \$	1,907	32	233	600	1,042
Total Expense \$	2,086	45	186	778	1,077
Net Profit (loss) \$	-179	-13	47	-178	-35
Businesses reporting a profit (No.)	2	-	1	-	1
Total Sales \$	435	-	73	-	362
Total Expense \$	351	-	9	-	342
Net Profit \$	84	-	64	-	20
Businesses reporting loss (No.)	9	2	2	3	2
Total Sales \$	1,472	32	160	600	680
Total Expense \$	1,735	45	177	778	735
Net Loss \$	-263	-13	-17	-178	-55
1983					
All Businesses (No.)	14	3	3	4	4
Total Sales \$	1,804	85	164	363	1,192
Total Expense \$	1,944	84	164	361	1,335
Net Profit (loss) \$	-140	1	-	2	-143
Businesses reporting a profit (No.)	6	2	1	1	2
Total Sales \$	874	54	45	86	689
Total Expense \$	752	51	15	58	628
Net Profit \$	122	3	30	28	61
Businesses reporting a loss (No.)	8	1	2	3	2
Total Sales \$	930	31	119	277	503
Total Expense \$	1,192	33	149	303	707
Net Loss \$	-262	-2	-30	-26	-204
1984					
All Businesses (No.)	43	-	-	-	-
Total Sales \$	5,725	-	-	-	-
Total Expense \$	4,362	-	-	-	-
Net Profit (loss) \$	1,363	-	-	-	-
Businesses reporting a profit (No.)	43	-	-	-	-
Total Sales \$	5,725	-	-	-	-
Total Expense \$	4,362	-	-	-	-
Net Profit \$	1,363	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	19	-	-	-	-
Total Sales \$	4,899	-	-	-	-
Total Expense \$	5,616	-	-	-	-
Net Profit (loss) \$	-717	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	19	-	-	-	-
Total Sales \$	4,899	-	-	-	-
Total Expense \$	5,616	-	-	-	-
Net Loss \$	-717	-	-	-	-

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

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	21.0	--	--	--	--	100.0	21.0	--	--	--	--
Mortgage Interest	0.7	--	--	--	--	16.7	4.1	--	--	--	--
Depreciation	3.4	--	--	--	--	83.3	4.1	--	--	--	--
Repairs & Maintenance	1.1	--	--	--	--	83.3	1.3	--	--	--	--
Heat, Light & Telephone	6.6	--	--	--	--	100.0	6.6	--	--	--	--
Business & Property Tax	1.4	--	--	--	--	83.3	1.6	--	--	--	--
Insurance	1.0	--	--	--	--	100.0	1.0	--	--	--	--
Rent	6.8	--	--	--	--	100.0	6.8	--	--	--	--
Personnel Expenses	51.5	--	--	--	--	100.0	51.5	--	--	--	--
Financial Expenses	5.3	--	--	--	--	100.0	5.3	--	--	--	--
Bank Interest & Charges	3.6	--	--	--	--	100.0	3.6	--	--	--	--
Professional Fees	1.7	--	--	--	--	100.0	1.7	--	--	--	--
Other Expenses	17.7	--	--	--	--	100.0	17.7	--	--	--	--
Profit (loss)	4.4	--	--	--	--	100.0	4.4	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 7611 - Insurance and Real Estate Agencies

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

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	41	--	--	--	--
Accounts and Notes Receivable	41	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	16	--	--	--	--
Total Current Assets	97	--	--	--	--
Fixed Assets	202	--	--	--	--
Less: Accum. Dep. on Fixed Assets	48	--	--	--	--
Other Assets	65	--	--	--	--
Total Assets	316	--	--	--	--
Liabilities and Equity					
Current Loans	33	--	--	--	--
Other Current Liabilities	114	--	--	--	--
Total Current Liabilities	147	--	--	--	--
Mortgages Payable	63	--	--	--	--
Long Term Debt	50	--	--	--	--
Other Liabilities	16	--	--	--	--
Total Liabilities	276	--	--	--	--
Total Equity	40	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Insurance and Real Estate Agencies (SIC 7611)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	6	--	--	--	--
Businesses in sample	6				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.1	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	5.1	--	--	--	--
Interest Coverage ratio (times)	7.6	--	--	--	--
Debt ratio (times)	0.9	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Insurance and Real Estate Agencies (SIC 7611)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Insurance and Real Estate Agencies (SIC 7611)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	11	506	27	4	1
less than 20	11	506	27	4	-
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	1
1985					
Total	14	1,238	60	6	...
less than 20	13	X	53	6	...
20 - 99	-	-	-	-	...
100 - 499	-	-	-	-	...
500 and over	X	X	7	-	...

(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 No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

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

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

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Insurance and Real Estate Agencies (SIC 7611)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	10	2	2	3	3
Total Sales \$	1,599	21	45	406	1,127
Total Expense \$	1,331	21	50	317	943
Net Profit (loss) \$	268	-	-5	89	184
Businesses reporting a profit (No.)	9	2	1	3	3
Total Sales \$	1,575	21	21	406	1,127
Total Expense \$	1,302	21	21	317	943
Net Profit \$	273	-	-	89	184
Businesses reporting a loss (No.)	1	-	1	-	-
Total Sales \$	24	-	24	-	-
Total Expense \$	29	-	29	-	-
Net Loss \$	-5	-	-5	-	-
1983					
All Businesses (No.)	10	2	2	3	3
Total Sales \$	1,057	31	91	301	634
Total Expense \$	670	23	104	257	286
Net Profit (loss) \$	387	8	-13	44	348
Businesses reporting a profit (No.)	7	2	-	2	3
Total Sales \$	892	31	-	227	634
Total Expense \$	491	23	-	182	286
Net Profit \$	401	8	-	45	348
Businesses reporting a loss (No.)	3	-	2	1	-
Total Sales \$	165	-	91	74	-
Total Expense \$	179	-	104	75	-
Net Loss \$	-14	-	-13	-1	-
1984					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Management Consulting Services (SIC 7771)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	17.3	--	--	--	--	100.0	17.3	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	4.8	--	--	--	--	75.0	6.4	--	--	--	--
Repairs & Maintenance	2.4	--	--	--	--	75.0	3.2	--	--	--	--
Heat, Light & Telephone	2.2	--	--	--	--	75.0	3.0	--	--	--	--
Business & Property Tax	1.4	--	--	--	--	50.0	2.8	--	--	--	--
Insurance	0.9	--	--	--	--	75.0	1.2	--	--	--	--
Rent	5.7	--	--	--	--	50.0	11.3	--	--	--	--
Personnel Expenses	49.1	--	--	--	--	100.0	49.1	--	--	--	--
Financial Expenses	8.4	--	--	--	--	100.0	8.4	--	--	--	--
Bank Interest & Charges	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Professional Fees	1.5	--	--	--	--	75.0	2.0	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	4.5	--	--	--	--	75.0	6.0	--	--	--	--
Advertising	1.1	--	--	--	--	50.0	2.3	--	--	--	--
Supplies	1.9	--	--	--	--	75.0	2.5	--	--	--	--
Delivery	1.5	--	--	--	--	50.0	2.9	--	--	--	--
Other Expenses	10.3	--	--	--	--	100.0	10.3	--	--	--	--
Profit (loss)	10.3	--	--	--	--	100.0	10.3	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit/loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 7771 - Management Consulting Services

Businesses primarily engaged in providing business and management consulting services such as: business management consulting services; customs consultants; financial management consultants; manager development consultants; organization management consultants; personnel management consultants and tariff and customs consultants.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	22	--	--	--	--
Accounts and Notes Receivable	21	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	6	--	--	--	--
Total Current Assets	49	--	--	--	--
Fixed Assets	1 235	--	--	--	--
Less Accum. Dep. on Fixed Assets	101	--	--	--	--
Other Assets	332	--	--	--	--
Total Assets	1 514	--	--	--	--
Liabilities and Equity					
Current Loans	30	--	--	--	--
Other Current Liabilities	102	--	--	--	--
Total Current Liabilities	132	--	--	--	--
Mortgages Payable	70	--	--	--	--
Long Term Debt	-	--	--	--	--
Other Liabilities	1 029	--	--	--	--
Total Liabilities	1 231	--	--	--	--
Total Equity	283	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	4	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	2.0	--	--	--	--
Leverage Ratios					
Debt Equity ratio (times)	19.3	--	--	--	--
Interest Coverage ratio (times)	10.2	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Management Consulting Services (SIC 7771)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Management Consulting Services (SIC 7771)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	12	377	22	3	3
less than 20	12	377	22	3	3
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	15	846	40	6	...
less than 20	12	417	20	4	...
20 - 99	3	429	20	2	...
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

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

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

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

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Management Consulting Services (SIC 7771)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	8	1	2	2	3
Total Sales \$	907	49	133	204	521
Total Expense \$	827	49	128	192	458
Net Profit (loss) \$	80	-	5	12	63
Businesses reporting a profit (No.)	7	1	1	2	3
Total Sales \$	839	49	65	204	521
Total Expense \$	747	49	48	192	458
Net Profit \$	92	-	17	12	63
Businesses reporting loss (No.)	1	-	1	-	-
Total Sales \$	68	-	68	-	-
Total Expense \$	80	-	80	-	-
Net Loss \$	-12	-	-12	-	-
1983					
All Businesses (No.)	5	1	1	1	2
Total Sales \$	2 157	31	51	180	1 895
Total Expense \$	1 977	29	60	204	1 684
Net Profit (loss) \$	180	2	-9	-24	211
Businesses reporting a profit (No.)	2	1	-	-	1
Total Sales \$	1 518	31	-	-	1 487
Total Expense \$	1 302	29	-	-	1 273
Net Profit \$	216	2	-	-	214
Businesses reporting a loss (No.)	3	-	1	1	1
Total Sales \$	639	-	51	180	408
Total Expense \$	675	-	60	204	411
Net Loss \$	-36	-	-9	-24	-3
1984					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Averages(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	26.4	--	--	--	--	100.0	26.4	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	11.3	--	--	--	--	97.4	11.6	--	--	--	--
Repairs & Maintenance	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Heat, Light & Telephone	9.9	--	--	--	--	100.0	9.9	--	--	--	--
Business & Property Tax	1.0	--	--	--	--	68.1	1.5	--	--	--	--
Insurance	1.6	--	--	--	--	68.1	2.3	--	--	--	--
Rent	0.3	--	--	--	--	30.4	1.1	--	--	--	--
Personnel Expenses	22.5	--	--	--	--	100.0	22.5	--	--	--	--
Financial Expenses	6.9	--	--	--	--	100.0	6.9	--	--	--	--
Bank interest & Charges	5.4	--	--	--	--	100.0	5.4	--	--	--	--
Professional Fees	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	9.5	--	--	--	--	100.0	9.5	--	--	--	--
Advertising	0.7	--	--	--	--	100.0	0.7	--	--	--	--
Supplies	7.0	--	--	--	--	97.4	7.2	--	--	--	--
Delivery	1.4	--	--	--	--	68.1	2.1	--	--	--	--
Laundry & Cleaning Expenses	0.3	--	--	--	--	21.8	1.5	--	--	--	--
Other Expenses	37.9	--	--	--	--	100.0	37.9	--	--	--	--
Profit (loss)	-3.1	--	--	--	--	100.0	-3.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 9111 & 9112 - Motels, Hotels and Motor Hotels

Businesses primarily engaged in providing short term accommodation to the public, with or without food, beverage and other services. Those firms with six or more hotel or motel hotel-type rooms are classified here regardless of the major source of revenue. A hotel-type room has access only from the interior of the building and a motel hotel-type room has access from both the interior and exterior.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	25	--	--	--	--
Accounts and Notes Receivable	41	--	--	--	--
Inventory	20	--	--	--	--
Other Current Assets	11	--	--	--	--
Total Current Assets	98	--	--	--	--
Fixed Assets	842	--	--	--	--
Less: Accum. Dep. on Fixed Assets	218	--	--	--	--
Other Assets	18	--	--	--	--
Total Assets	741	--	--	--	--
Liabilities and Equity					
Current Loans	41	--	--	--	--
Other Current Liabilities	131	--	--	--	--
Total Current Liabilities	172	--	--	--	--
Mortgages Payable	52	--	--	--	--
Long Term Debt	242	--	--	--	--
Other Liabilities	116	--	--	--	--
Total Liabilities	582	--	--	--	--
Total Equity	159	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	37	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.0	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	13.1	--	--	--	--
Interest Coverage ratio (times)	80.8	--	--	--	--
Debt ratio (times)	0.6	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	21	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	8	--	--	--	--
Sale of Fixed Assets	614	--	--	--	--
Increase in Long Term Debt	1 553	--	--	--	--
Advances From Owners and Affiliates	891	--	--	--	--
From Government	-	--	--	--	--
Increase in Share Capital	-	--	--	--	--
Sale of Investments	-	--	--	--	--
Tax Adjustments	-	--	--	--	--
Other Sources	226	--	--	--	--
Total	3 293	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	151	--	--	--	--
Payment of Dividends	-	--	--	--	--
Repayment of Long Term Debt	1 945	--	--	--	--
Current Portion of Long Term Debt	37	--	--	--	--
Purchase of Investments	910	--	--	--	--
Repayment of Adv. From Owners and Affil	43	--	--	--	--
Decrease in Equity	-	--	--	--	--
Tax Adjustments	4	--	--	--	--
Other Applications	111	--	--	--	--
Total	3 202	--	--	--	--
Increase (Decrease) in Net Working Capital	91	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000 s)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	40	7,795	535	8	3
less than 20	29	2,488	172	5	2
20 - 99	10	X	254	3	-
100 - 499	X	X	109	-	-
500 and over	-	-	-	-	1
1985					
Total	50	9,583	765	7	...
less than 20	35	2,834	228	6	-
20 - 99	14	X	520	1	-
100 - 499	-	-	-	-	-
500 and over	X	X	17	-	-

(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 No. 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

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

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

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Motels, Hotels and Motor Hotels (SIC 9111 & 9112)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	17	4	4	4	5
Total Sales \$	6,422	202	577	968	4,675
Total Expense \$	7,131	215	576	900	5,440
Net Profit (loss) \$	-709	-13	1	68	-765
Businesses reporting a profit (No.)	7	2	2	1	2
Total Sales \$	1,415	118	305	292	700
Total Expense \$	1,226	68	301	213	644
Net Profit \$	189	50	4	79	56
Businesses reporting loss (No.)	10	2	2	3	3
Total Sales \$	5,007	84	272	676	3,975
Total Expense \$	5,905	147	275	687	4,796
Net Loss \$	-898	-63	-3	-11	-821
1983					
All Businesses (No.)	31	2	9	12	8
Total Sales \$	6,150	32	267	880	4,971
Total Expense \$	5,985	10	249	880	4,846
Net Profit (loss) \$	165	22	18	-	125
Businesses reporting a profit (No.)	18	2	9	3	4
Total Sales \$	3,850	32	267	261	3,290
Total Expense \$	3,361	10	249	124	2,978
Net Profit \$	489	22	18	137	312
Businesses reporting a loss (No.)	13	-	-	9	4
Total Sales \$	2,300	-	-	619	1,681
Total Expense \$	2,624	-	-	756	1,868
Net Loss \$	-324	-	-	-137	-187
1984					
All Businesses (No.)	8	-	-	-	-
Total Sales \$	6,875	-	-	-	-
Total Expense \$	6,229	-	-	-	-
Net Profit (loss) \$	646	-	-	-	-
Businesses reporting a profit (No.)	8	-	-	-	-
Total Sales \$	6,875	-	-	-	-
Total Expense \$	6,229	-	-	-	-
Net Profit \$	646	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	29	-	-	-	-
Total Sales \$	23,458	-	-	-	-
Total Expense \$	18,932	-	-	-	-
Net Profit (loss) \$	4,526	-	-	-	-
Businesses reporting a profit (No.)	22	-	-	-	-
Total Sales \$	23,035	-	-	-	-
Total Expense \$	18,273	-	-	-	-
Net Profit \$	4,762	-	-	-	-
Businesses reporting a loss (No.)	7	-	-	-	-
Total Sales \$	423	-	-	-	-
Total Expense \$	659	-	-	-	-
Net Loss \$	-236	-	-	-	-

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

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

Northwest Territories Licensed and Unlicensed Restaurants (SIC 5211 & 5212)											
	Total(1)	Bottom 25%		Lower middle 25%		Upper middle 25%		Top 25%			
Number of businesses (estimated)	22	--		--		--		--			
Businesses in sample	16										
Low sales value (\$000 s)	(1)	--		--		--		--			
High sales value (\$000 s)	(1)	--		--		--		--			
Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	40.9	--	--	--	--	100.0	40.9	--	--	--	--
Occupancy Expenses	18.2	--	--	--	--	100.0	18.2	--	--	--	--
Mortgage Interest	0.2	--	--	--	--	4.4	4.1	--	--	--	--
Depreciation	2.7	--	--	--	--	92.6	2.9	--	--	--	--
Repairs & Maintenance	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Heat, Light & Telephone	4.2	--	--	--	--	100.0	4.2	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	43.8	0.5	--	--	--	--
Insurance	0.5	--	--	--	--	92.6	0.6	--	--	--	--
Rent	8.9	--	--	--	--	91.2	9.8	--	--	--	--
Personnel Expenses	31.7	--	--	--	--	100.0	31.7	--	--	--	--
Financial Expenses	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Bank Interest & Charges	1.6	--	--	--	--	100.0	1.6	--	--	--	--
Professional Fees	0.6	--	--	--	--	100.0	0.6	--	--	--	--
Franchise Fees	0.2	--	--	--	--	8.8	2.0	--	--	--	--
Sales and Admin. Expenses	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Advertising	1.8	--	--	--	--	92.3	2.0	--	--	--	--
Supplies	1.4	--	--	--	--	100.0	1.4	--	--	--	--
Delivery	0.3	--	--	--	--	46.8	0.6	--	--	--	--
Fuel Expense	0.4	--	--	--	--	34.0	1.1	--	--	--	--
Other Expenses	1.1	--	--	--	--	92.3	1.2	--	--	--	--
Profit (loss)	1.9	--	--	--	--	95.6	2.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit/loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 9211 & 9212 - Licensed and Unlicensed Restaurants

Businesses primarily engaged in preparing and serving meals for consumption on the premises either licensed or unlicensed to serve alcoholic beverages.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	22	--	--	--	--
Businesses in sample	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	27	--	--	--	--
Accounts and Notes Receivable	10	--	--	--	--
Inventory	13	--	--	--	--
Other Current Assets	45	--	--	--	--
Total Current Assets	95	--	--	--	--
Fixed Assets	166	--	--	--	--
Less Accum. Dep. on Fixed Assets	62	--	--	--	--
Other Assets	13	--	--	--	--
Total Assets	212	--	--	--	--
Liabilities and Equity					
Current Loans	24	--	--	--	--
Other Current Liabilities	37	--	--	--	--
Total Current Liabilities	61	--	--	--	--
Mortgages Payable	11	--	--	--	--
Long Term Debt	29	--	--	--	--
Other Liabilities	21	--	--	--	--
Total Liabilities	122	--	--	--	--
Total Equity	91	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	22	--	--	--	--
Businesses in sample	16				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	5.2	--	--	--	--
Interest Coverage ratio (times)	10.7	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	9	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Food Services (SIC 921)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000 \$)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	52	6,431	365	17	8
less than 20	41	3,046	169	15	8
20 - 99	X	X	-	1	-
100 - 499	4	X	39	1	-
500 and over	5	2,649	157	-	-
1985					
Total	53	8,343	580	12	...
less than 20	39	3,384	230	11	...
20 - 99	5	1,466	100	-	...
100 - 499	3	543	37	1	...
500 and over	6	2,950	213	-	...

(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 No 72-002. An average labour unit could be interpreted as a full-time employee. Note that the business size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whole but less than that number in any given province it is shown in the 500 and over group.

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Licensed and Unlicensed Restaurants (SIC 9211 & 9212)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	28	6	5	9	8
Total Sales \$	6,731	289	821	2,014	3,607
Total Expense \$	6,456	441	1,002	1,708	3,305
Net Profit (loss) \$	275	-152	-181	306	302
Businesses reporting a profit (No.)	21	3	3	7	8
Total Sales \$	5,683	114	518	1,444	3,607
Total Expense \$	5,050	114	501	1,130	3,305
Net Profit \$	633	-	17	314	302
Businesses reporting loss (No.)	7	3	2	2	-
Total Sales \$	1,048	175	303	570	-
Total Expense \$	1,406	327	501	578	-
Net Loss \$	-358	-152	-198	-8	-
1983					
All Businesses (No.)	20	5	5	4	6
Total Sales \$	5,721	200	702	1,367	3,452
Total Expense \$	5,578	121	802	1,263	3,392
Net Profit (loss) \$	143	79	-100	104	60
Businesses reporting a profit (No.)	9	1	1	3	4
Total Sales \$	3,088	19	107	1,039	1,923
Total Expense \$	2,788	85	107	931	1,835
Net Profit \$	300	-66	-	108	88
Businesses reporting a loss (No.)	11	4	4	1	2
Total Sales \$	2,633	181	595	328	1,529
Total Expense \$	2,790	206	695	332	1,557
Net Loss \$	-157	-25	-100	-4	-28
1984					
All Businesses (No.)	25	-	-	-	-
Total Sales \$	7,851	-	-	-	-
Total Expense \$	7,755	-	-	-	-
Net Profit (loss) \$	96	-	-	-	-
Businesses reporting a profit (No.)	12	-	-	-	-
Total Sales \$	2,947	-	-	-	-
Total Expense \$	2,755	-	-	-	-
Net Profit \$	192	-	-	-	-
Businesses reporting a loss (No.)	13	-	-	-	-
Total Sales \$	4,904	-	-	-	-
Total Expense \$	5,000	-	-	-	-
Net Loss \$	-96	-	-	-	-
1985					
All Businesses (No.)	12	-	-	-	-
Total Sales \$	5,859	-	-	-	-
Total Expense \$	6,101	-	-	-	-
Net Profit (loss) \$	-242	-	-	-	-
Businesses reporting a profit (No.)	3	-	-	-	-
Total Sales \$	668	-	-	-	-
Total Expense \$	599	-	-	-	-
Net Profit \$	69	-	-	-	-
Businesses reporting a loss (No.)	9	-	-	-	-
Total Sales \$	5,191	-	-	-	-
Total Expense \$	5,502	-	-	-	-
Net Loss \$	-311	-	-	-	-

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

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%	
Number of businesses (estimated)	47	--	--	--	--	
Businesses in sample	4					
Low sales value (\$000's)	(1)	--	--	--	--	
High sales value (\$000's)	(1)	--	--	--	--	

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	41.6	--	--	--	--	100.0	41.6	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	10.4	--	--	--	--	100.0	10.4	--	--	--	--
Repairs & Maintenance	4.3	--	--	--	--	100.0	4.3	--	--	--	--
Heat, Light & Telephone	17.5	--	--	--	--	100.0	17.5	--	--	--	--
Business & Property Tax	0.1	--	--	--	--	6.3	2.2	--	--	--	--
Insurance	1.0	--	--	--	--	100.0	1.0	--	--	--	--
Rent	8.3	--	--	--	--	95.8	8.6	--	--	--	--
Personnel Expenses	47.6	--	--	--	--	100.0	47.6	--	--	--	--
Financial Expenses	2.2	--	--	--	--	100.0	2.2	--	--	--	--
Bank Interest & Charges	0.4	--	--	--	--	100.0	0.4	--	--	--	--
Professional Fees	1.8	--	--	--	--	100.0	1.8	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	7.9	--	--	--	--	100.0	7.9	--	--	--	--
Advertising	0.1	--	--	--	--	100.0	0.1	--	--	--	--
Supplies	3.9	--	--	--	--	100.0	3.9	--	--	--	--
Delivery	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Other Expenses	0.6	--	--	--	--	6.3	9.4	--	--	--	--
Profit (loss)	0.1	--	--	--	--	100.0	0.1	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 972 - Laundries and Cleaners

Businesses primarily engaged in providing laundering, dry cleaning, valet, carpet cleaning and linen supply services.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	47	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	13	--	--	--	--
Accounts and Notes Receivable	1	--	--	--	--
Inventory	2	--	--	--	--
Other Current Assets	-	--	--	--	--
Total Current Assets	16	--	--	--	--
Fixed Assets	59	--	--	--	--
Less: Accum. Dep. on Fixed Assets	25	--	--	--	--
Other Assets	1	--	--	--	--
Total Assets	51	--	--	--	--
Liabilities and Equity					
Current Loans	1	--	--	--	--
Other Current Liabilities	6	--	--	--	--
Total Current Liabilities	7	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	4	--	--	--	--
Other Liabilities	41	--	--	--	--
Total Liabilities	52	--	--	--	--
Total Equity	-1	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	47	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	2.5	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	-63.4	--	--	--	--
Interest Coverage ratio (times)	--	--	--	--	--
Debt ratio (times)	1.0	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Laundries and Cleaners (SIC 972)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Laundries and Cleaners (SIC 972)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	5	335	32	1	3
less than 20	5	335	32	1	3
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	8	452	26	2	...
less than 20	8	452	26	2	...
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

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

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

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

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Laundries and Cleaners (SIC 972)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	11	-	-	-	-
Total Sales \$	2,301	-	-	-	-
Total Expense \$	2,256	-	-	-	-
Net Profit (loss) \$	45	-	-	-	-
Businesses reporting a profit (No.)	5	-	-	-	-
Total Sales \$	2,002	-	-	-	-
Total Expense \$	1,944	-	-	-	-
Net Profit \$	58	-	-	-	-
Businesses reporting loss (No.)	6	-	-	-	-
Total Sales \$	299	-	-	-	-
Total Expense \$	312	-	-	-	-
Net Loss \$	-13	-	-	-	-
1983					
All Businesses (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	1	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit \$	X	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	20	-	-	-	-
Total Sales \$	268	-	-	-	-
Total Expense \$	259	-	-	-	-
Net Profit (loss) \$	9	-	-	-	-
Businesses reporting a profit (No.)	20	-	-	-	-
Total Sales \$	268	-	-	-	-
Total Expense \$	259	-	-	-	-
Net Profit \$	9	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	45	-	-	-	-
Total Sales \$	3,034	-	-	-	-
Total Expense \$	3,079	-	-	-	-
Net Profit (loss) \$	-45	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	45	-	-	-	-
Total Sales \$	3,034	-	-	-	-
Total Expense \$	3,079	-	-	-	-
Net Loss \$	-45	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	38	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	30.0	--	--	--	--	100.0	30.0	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	12.7	--	--	--	--	100.0	12.7	--	--	--	--
Repairs & Maintenance	2.9	--	--	--	--	97.4	3.0	--	--	--	--
Heat, Light & Telephone	8.5	--	--	--	--	100.0	8.5	--	--	--	--
Business & Property Tax	2.0	--	--	--	--	97.4	2.1	--	--	--	--
Insurance	3.8	--	--	--	--	100.0	3.8	--	--	--	--
Rent	0.1	--	--	--	--	2.6	5.3	--	--	--	--
Personnel Expenses	2.6	--	--	--	--	7.7	33.0	--	--	--	--
Financial Expenses	9.1	--	--	--	--	100.0	9.1	--	--	--	--
Bank Interest & Charges	6.7	--	--	--	--	100.0	6.7	--	--	--	--
Professional Fees	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	10.4	--	--	--	--	100.0	10.4	--	--	--	--
Advertising	0.8	--	--	--	--	100.0	0.8	--	--	--	--
Supplies	4.6	--	--	--	--	100.0	4.6	--	--	--	--
Delivery	5.0	--	--	--	--	100.0	5.0	--	--	--	--
Other Expenses	57.5	--	--	--	--	100.0	57.5	--	--	--	--
Profit (loss)	-9.6	--	--	--	--	100.0	-9.6	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 9942 - Welding

Business primarily engaged in repair work by welding such as: acetylene welding service, blacksmith service, brazing welding service, electric welding service (exc. construction site), welding repair work, and welding shops.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Welding (SIC 9942)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	38	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	-	--	--	--	--
Accounts and Notes Receivable	28	--	--	--	--
Inventory	14	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	44	--	--	--	--
Fixed Assets	226	--	--	--	--
Less: Accum. Dep on Fixed Assets	130	--	--	--	--
Other Assets	1	--	--	--	--
Total Assets	142	--	--	--	--
Liabilities and Equity					
Current Loans	10	--	--	--	--
Other Current Liabilities	53	--	--	--	--
Total Current Liabilities	64	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	1	--	--	--	--
Other Liabilities	98	--	--	--	--
Total Liabilities	163	--	--	--	--
Total Equity	-21	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories. Welding (SIC 9942)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	38	--	--	--	--
Businesses in sample	4				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	0.6	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	-1.2	--	--	--	--
Interest Coverage ratio (times)		--	--	--	--
Debt ratio (times)	1.2	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Welding (SIC 9942)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	35	--	--	--	--
Businesses in sample	1				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Source of Funds					
From Operations	X	--	--	--	--
Sale of Fixed Assets	X	--	--	--	--
Increase in Long Term Debt	X	--	--	--	--
Advances From Owners and Affiliates	X	--	--	--	--
From Government	X	--	--	--	--
Increase in Share Capital	X	--	--	--	--
Sale of Investments	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Sources	X	--	--	--	--
Total	X	--	--	--	--
Application of Funds					
Purchase of Fixed Assets	X	--	--	--	--
Payment of Dividends	X	--	--	--	--
Repayment of Long Term Debt	X	--	--	--	--
Current Portion of Long Term Debt	X	--	--	--	--
Purchase of Investments	X	--	--	--	--
Repayment of Adv. From Owners and Affil.	X	--	--	--	--
Decrease in Equity	X	--	--	--	--
Tax Adjustments	X	--	--	--	--
Other Applications	X	--	--	--	--
Total	X	--	--	--	--
Increase (Decrease) in Net Working Capital	X	--	--	--	--

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Welding (SIC 9942)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	5	884	29	-	3
less than 20	5	884	29	-	3
20 - 99	-	-	-	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	8	2,842	85	1	...
less than 20	7	X	24	1	...
20 - 99	X	X	61	-	...
100 - 499	-	-	-	-	...
500 and over	-	-	-	-	...

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

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

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

See Notes on Symbols Page

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Welding (SIC 9942)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	118	-	-	-	-
Total Expense \$	100	-	-	-	-
Net Profit (loss) \$	18	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	82	-	-	-	-
Total Expense \$	63	-	-	-	-
Net Profit \$	19	-	-	-	-
Businesses reporting loss (No.)	1	-	-	-	-
Total Sales \$	36	-	-	-	-
Total Expense \$	37	-	-	-	-
Net Loss \$	-1	-	-	-	-
1983					
All Businesses (No.)	4	-	-	-	-
Total Sales \$	410	-	-	-	-
Total Expense \$	404	-	-	-	-
Net Profit (loss) \$	6	-	-	-	-
Businesses reporting a profit (No.)	3	-	-	-	-
Total Sales \$	348	-	-	-	-
Total Expense \$	341	-	-	-	-
Net Profit \$	7	-	-	-	-
Businesses reporting a loss (No.)	1	-	-	-	-
Total Sales \$	62	-	-	-	-
Total Expense \$	63	-	-	-	-
Net Loss \$	-1	-	-	-	-
1984					
All Businesses (No.)	26	-	-	-	-
Total Sales \$	4,772	-	-	-	-
Total Expense \$	4,117	-	-	-	-
Net Profit (loss) \$	655	-	-	-	-
Businesses reporting a profit (No.)	26	-	-	-	-
Total Sales \$	4,772	-	-	-	-
Total Expense \$	4,117	-	-	-	-
Net Profit \$	655	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	36	-	-	-	-
Total Sales \$	6,485	-	-	-	-
Total Expense \$	7,130	-	-	-	-
Net Profit (loss) \$	-645	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	36	-	-	-	-
Total Sales \$	6,485	-	-	-	-
Total Expense \$	7,130	-	-	-	-
Net Loss \$	-645	-	-	-	-

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

See Notes on Symbols Page.

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Services to Buildings and Dwellings (SIC 995)

Northwest Territories services to landings and dwellings (910-555)											
	Total(1)	Bottom 25%		Lower middle 25%		Upper middle 25%		Top 25%			
Number of businesses (estimated)	64	--		--		--		--			
Businesses in sample	15										
Low sales value (\$000's)	(1)	--		--		--		--			
High sales value (\$000's)	(1)	--		--		--		--			
Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	10.5	--	--	--	--	100.0	10.5	--	--	--	--
Mortgage Interest	.	--	--	--	--	.	.	--	--	--	--
Depreciation	5.2	--	--	--	--	100.0	5.2	--	--	--	--
Repairs & Maintenance	0.3	--	--	--	--	16.2	2.0	--	--	--	--
Heat, Light & Telephone	3.3	--	--	--	--	66.9	4.9	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	10.9	1.4	--	--	--	--
Insurance	0.5	--	--	--	--	65.0	0.7	--	--	--	--
Rent	1.0	--	--	--	--	57.3	1.8	--	--	--	--
Personnel Expenses	31.6	--	--	--	--	70.4	44.9	--	--	--	--
Financial Expenses	5.5	--	--	--	--	70.4	7.8	--	--	--	--
Bank Interest & Charges	4.7	--	--	--	--	66.6	7.1	--	--	--	--
Professional Fees	0.8	--	--	--	--	70.4	1.1	--	--	--	--
Franchise Fees	.	--	--	--	--	.	.	--	--	--	--
Sales and Admin. Expenses	9.1	--	--	--	--	100.0	9.1	--	--	--	--
Advertising	0.4	--	--	--	--	67.3	0.6	--	--	--	--
Supplies	3.8	--	--	--	--	98.4	3.9	--	--	--	--
Delivery	4.9	--	--	--	--	100.0	4.9	--	--	--	--
Other Expenses	16.3	--	--	--	--	100.0	16.3	--	--	--	--
Profit (loss)	27.0	--	--	--	--	100.0	27.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 995 Services to Buildings and Dwellings

Businesses primarily engaged in disinfecting and exterminating, window cleaning, janitorial and other services to buildings and dwellings.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	15	--	--	--	--
Accounts and Notes Receivable	10	--	--	--	--
Inventory	9	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	35	--	--	--	--
Fixed Assets	57	--	--	--	--
Less: Accum. Dep. on Fixed Assets	8	--	--	--	--
Other Assets	1	--	--	--	--
Total Assets	85	--	--	--	--
Liabilities and Equity					
Current Loans	1	--	--	--	--
Other Current Liabilities	7	--	--	--	--
Total Current Liabilities	8	--	--	--	--
Mortgages Payable	1	--	--	--	--
Long Term Debt	24	--	--	--	--
Other Liabilities	42	--	--	--	--
Total Liabilities	74	--	--	--	--
Total Equity	11	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Services to Buildings and Dwellings (SIC 995)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	16.1	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	43.9	--	--	--	--
Interest Coverage ratio (times)	—	--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

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

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Services to Buildings and Dwellings (SIC 995)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	32	1,608	139	13	5
less than 20	29	919	80	12	5
20 - 99	X	X	48	1	-
100 - 499	X	X	11	-	-
500 and over	-	-	-	-	-
1985					
Total	36	2,457	224	9	...
less than 20	31	1,083	99	7	-
20 - 99	X	X	124	1	-
100 - 499	X	X	1	1	-
500 and over	-	-	-	-	-

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Services to Buildings and Dwellings (SIC 995)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	11	2	3	3	3
Total Sales \$	629	41	79	113	396
Total Expense \$	414	16	59	57	282
Net Profit (loss) \$	215	25	20	56	114
Businesses reporting a profit (No.)	11	2	3	3	3
Total Sales \$	629	41	79	113	396
Total Expense \$	414	16	59	57	282
Net Profit \$	215	25	20	56	114
Businesses reporting loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1983					
All Businesses (No.)	30	-	-	-	-
Total Sales \$	1,075	-	-	-	-
Total Expense \$	452	-	-	-	-
Net Profit (loss) \$	623	-	-	-	-
Businesses reporting a profit (No.)	30	-	-	-	-
Total Sales \$	1,075	-	-	-	-
Total Expense \$	452	-	-	-	-
Net Profit \$	623	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	44	10	11	6	17
Total Sales \$	5,253	209	392	222	1,430
Total Expense \$	4,952	104	307	84	1,457
Net Profit (loss) \$	301	105	85	138	-27
Businesses reporting a profit (No.)	36	10	11	6	9
Total Sales \$	1,674	209	392	222	851
Total Expense \$	1,084	104	307	84	589
Net Profit \$	590	105	85	138	262
Businesses reporting a loss (No.)	8	-	-	-	8
Total Sales \$	3,579	-	-	-	3,579
Total Expense \$	3,868	-	-	-	3,868
Net Loss \$	-289	-	-	-	-289
1985					
All Businesses (No.)	60	-	-	-	-
Total Sales \$	6,340	-	-	-	-
Total Expense \$	5,610	-	-	-	-
Net Profit (loss) \$	730	-	-	-	-
Businesses reporting a profit (No.)	60	-	-	-	-
Total Sales \$	6,340	-	-	-	-
Total Expense \$	5,610	-	-	-	-
Net Profit \$	730	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--

Selected expense item	Industry Average(2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Occupancy Expenses	10.5	--	--	--	--	100.0	10.5	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	5.2	--	--	--	--	100.0	5.2	--	--	--	--
Repairs & Maintenance	0.3	--	--	--	--	16.2	2.0	--	--	--	--
Heat, Light & Telephone	3.3	--	--	--	--	66.9	4.9	--	--	--	--
Business & Property Tax	0.2	--	--	--	--	10.9	1.4	--	--	--	--
Insurance	0.5	--	--	--	--	65.0	0.7	--	--	--	--
Rent	1.0	--	--	--	--	57.3	1.8	--	--	--	--
Personnel Expenses	31.6	--	--	--	--	70.4	44.9	--	--	--	--
Financial Expenses	5.5	--	--	--	--	70.4	7.8	--	--	--	--
Bank Interest & Charges	4.7	--	--	--	--	66.6	7.1	--	--	--	--
Professional Fees	0.8	--	--	--	--	70.4	1.1	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	9.1	--	--	--	--	100.0	9.1	--	--	--	--
Advertising	0.4	--	--	--	--	67.3	0.6	--	--	--	--
Supplies	3.8	--	--	--	--	98.4	3.9	--	--	--	--
Delivery	4.9	--	--	--	--	100.0	4.9	--	--	--	--
Other Expenses	16.3	--	--	--	--	100.0	16.3	--	--	--	--
Profit (loss)	27.0	--	--	--	--	100.0	27.0	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit/loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page

Standard Industrial Classification Definition:

SIC 9953 - Janitorial Services

Businesses primarily engaged in cleaning and maintenance of buildings and dwellings such as chair service, floor waxing, janitorial services, janitorial maintenance of buildings and dwellings and office cleaning.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	15	--	--	--	--
Accounts and Notes Receivable	10	--	--	--	--
Inventory	9	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	35	--	--	--	--
Fixed Assets	57	--	--	--	--
Less: Accum. Dep. on Fixed Assets	8	--	--	--	--
Other Assets	1	--	--	--	--
Total Assets	85	--	--	--	--
Liabilities and Equity					
Current Loans	1	--	--	--	--
Other Current Liabilities	7	--	--	--	--
Total Current Liabilities	8	--	--	--	--
Mortgages Payable	1	--	--	--	--
Long Term Debt	24	--	--	--	--
Other Liabilities	42	--	--	--	--
Total Liabilities	74	--	--	--	--
Total Equity	11	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Janitorial Services (SIC 9953)

	Total (1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	64	--	--	--	--
Businesses in sample	15				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	16.1	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	43.9	--	--	--	--
Interest Coverage ratio (times)		--	--	--	--
Debt ratio (times)	1.1	--	--	--	--

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

See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories, Janitorial Services (SIC 9953)

	Total(1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil.	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories, Services to Buildings and Dwellings (SIC 995)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	32	1,608	139	13	5
less than 20	29	919	80	12	5
20 - 99	X	X	48	1	-
100 - 499	X	X	11	-	-
500 and over	-	-	-	-	-
1985					
Total	36	2,457	224	9	...
less than 20	31	1,083	99	7	...
20 - 99	4	X	124	1	...
100 - 499	X	X	1	1	...
500 and over	-	-	-	-	...

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories. Janitorial Services (SIC 9953)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	9	1	3	2	3
Total Sales \$	565	27	79	71	388
Total Expense \$	376	7	59	47	263
Net Profit (loss) \$	189	20	20	24	125
Businesses reporting a profit (No.)	9	1	3	2	3
Total Sales \$	565	27	79	71	388
Total Expense \$	376	7	59	47	263
Net Profit \$	189	20	20	24	125
Businesses reporting loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1983					
All Businesses (No.)	29	-	-	-	-
Total Sales \$	1,063	-	-	-	-
Total Expense \$	446	-	-	-	-
Net Profit (loss) \$	617	-	-	-	-
Businesses reporting a profit (No.)	29	-	-	-	-
Total Sales \$	1,063	-	-	-	-
Total Expense \$	446	-	-	-	-
Net Profit \$	617	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	44	10	11	6	17
Total Sales \$	5,253	209	392	222	4,430
Total Expense \$	4,952	104	307	84	4,457
Net Profit (loss) \$	301	105	85	138	-27
Businesses reporting a profit (No.)	36	10	11	6	9
Total Sales \$	1,674	209	392	222	851
Total Expense \$	1,084	104	307	84	589
Net Profit \$	590	105	85	138	262
Businesses reporting a loss (No.)	8	-	-	-	8
Total Sales \$	3,579	-	-	-	3,579
Total Expense \$	3,868	-	-	-	3,868
Net Loss \$	-289	-	-	-	-289
1985					
All Businesses (No.)	60	-	-	-	-
Total Sales \$	6,340	-	-	-	-
Total Expense \$	5,610	-	-	-	-
Net Profit (loss) \$	730	-	-	-	-
Businesses reporting a profit (No.)	60	-	-	-	-
Total Sales \$	6,340	-	-	-	-
Total Expense \$	5,610	-	-	-	-
Net Profit \$	730	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

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

See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories, Ticket and Travel Agencies (SIC 9961)

Northwest Territories Retail and Travel Agencies (\$10,000's)											
	Total (1)	Bottom 25%		Lower middle 25%		Upper middle 25%		Top 25%			
Number of businesses (estimated)	3	--		--		--		--			
Businesses in sample	3										
Low sales value (\$000's)	(1)	--		--		--		--			
High sales value (\$000's)	(1)	--		--		--		--			
Selected expense item	Industry Average (2)					% busi- nesses reporting	Reporting businesses only (3)				
	Total	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%		Total	Bottom 25%	Lower middle 25%	Upper middle	Top 25%
	Percent of sales						Percent of sales				
Cost of Sales	30.6	--	--	--	--	33.3	91.9	--	--	--	--
Occupancy Expenses	15.4	--	--	--	--	100.0	15.4	--	--	--	--
Mortgage Interest	-	--	--	--	--	-	-	--	--	--	--
Depreciation	3.6	--	--	--	--	66.7	5.4	--	--	--	--
Repairs & Maintenance	0.5	--	--	--	--	66.7	0.8	--	--	--	--
Heat, Light & Telephone	3.2	--	--	--	--	100.0	3.2	--	--	--	--
Business & Property Tax	0.5	--	--	--	--	100.0	0.5	--	--	--	--
Insurance	0.2	--	--	--	--	66.7	0.3	--	--	--	--
Rent	7.4	--	--	--	--	100.0	7.4	--	--	--	--
Personnel Expenses	32.9	--	--	--	--	100.0	32.9	--	--	--	--
Financial Expenses	3.1	--	--	--	--	100.0	3.1	--	--	--	--
Bank Interest & Charges	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Professional Fees	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Franchise Fees	-	--	--	--	--	-	-	--	--	--	--
Sales and Admin. Expenses	4.3	--	--	--	--	100.0	4.3	--	--	--	--
Advertising	1.5	--	--	--	--	100.0	1.5	--	--	--	--
Supplies	2.4	--	--	--	--	100.0	2.4	--	--	--	--
Delivery	0.4	--	--	--	--	66.7	0.6	--	--	--	--
Fuel Expense	-	--	--	--	--	33.3	0.1	--	--	--	--
Other Expenses	2.8	--	--	--	--	100.0	2.8	--	--	--	--
Profit (loss)	10.9	--	--	--	--	100.0	10.9	--	--	--	--
Total	100.0	--	--	--	--	100.0	...	--	--	--	--

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

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

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

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarily equal 100%.

See Notes on Symbols Page.

Standard Industrial Classification Definition:

SIC 9961 - Ticket and Travel Agencies

Businesses primarily engaged in furnishing travel information, acting as agents in arranging tours, accommodation and transportation for travellers or acting as independent agencies for transportation establishments.

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	3	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average (\$000's)					
Assets					
Cash	59	--	--	--	--
Accounts and Notes Receivable	115	--	--	--	--
Inventory	-	--	--	--	--
Other Current Assets	2	--	--	--	--
Total Current Assets	176	--	--	--	--
Fixed Assets	71	--	--	--	--
Less Accum. Dep. on Fixed Assets	3	--	--	--	--
Other Assets	38	--	--	--	--
Total Assets	282	--	--	--	--
Liabilities and Equity					
Current Loans	13	--	--	--	--
Other Current Liabilities	120	--	--	--	--
Total Current Liabilities	134	--	--	--	--
Mortgages Payable	-	--	--	--	--
Long Term Debt	60	--	--	--	--
Other Liabilities	47	--	--	--	--
Total Liabilities	241	--	--	--	--
Total Equity	41	--	--	--	--

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

TABLE 3. Financial Ratios for 1985
Northwest Territories, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	3	--	--	--	--
Businesses in sample	3				
Low sales value (\$000's)	(1)	--	--	--	--
High sales value (\$000's)	(1)	--	--	--	--
Average					
Liquidity Ratio					
Current ratio (times)	1.4	--	--	--	--
Leverage Ratios					
Debt/Equity ratio (times)	4.0	--	--	--	--
Interest Coverage ratio (times)	7.3	--	--	--	--
Debt ratio (times)	0.8	--	--	--	--

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

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)
Northwest Territories. Ticket and Travel Agencies (SIC 9961)

	Total (1) 25%	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
Number of businesses (estimated)	-	-	-	-	-
Businesses in sample	-	-	-	-	-
Low sales value (\$000's)	(1)	-	-	-	-
High sales value (\$000's)	(1)	-	-	-	-
Average (\$000's)					
Source of Funds					
From Operations	-	-	-	-	-
Sale of Fixed Assets	-	-	-	-	-
Increase in Long Term Debt	-	-	-	-	-
Advances From Owners and Affiliates	-	-	-	-	-
From Government	-	-	-	-	-
Increase in Share Capital	-	-	-	-	-
Sale of Investments	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Sources	-	-	-	-	-
Total	-	-	-	-	-
Application of Funds					
Purchase of Fixed Assets	-	-	-	-	-
Payment of Dividends	-	-	-	-	-
Repayment of Long Term Debt	-	-	-	-	-
Current Portion of Long Term Debt	-	-	-	-	-
Purchase of Investments	-	-	-	-	-
Repayment of Adv. From Owners and Affil	-	-	-	-	-
Decrease in Equity	-	-	-	-	-
Tax Adjustments	-	-	-	-	-
Other Applications	-	-	-	-	-
Total	-	-	-	-	-
Increase (Decrease) in Net Working Capital	-	-	-	-	-

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
Northwest Territories. Ticket and Travel Agencies (SIC 9961)

Business size expressed in average labour units(1)	Number of Businesses	Total payroll (\$000's)	Average labour units(1)	Changes in number of businesses with paid employees	
				Newly reporting(2)	No longer reporting(3)
1982					
Total	8	631	38	3	-
less than 20	7	X	24	3	-
20 - 99	X	X	14	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-
1985					
Total	6	1,152	59	1	-
less than 20	5	X	33	1	-
20 - 99	X	X	26	-	-
100 - 499	-	-	-	-	-
500 and over	-	-	-	-	-

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

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

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

See Notes on Symbols Page.

TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985
Northwest Territories, Ticket and Travel Agencies (SIC 9961)

	Total(1)	Bottom 25%	Lower middle 25%	Upper middle 25%	Top 25%
All \$ values are expressed in thousands					
1982					
All Businesses (No.)	3	-	-	-	-
Total Sales \$	701	-	-	-	-
Total Expense \$	664	-	-	-	-
Net Profit (loss) \$	37	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	460	-	-	-	-
Total Expense \$	415	-	-	-	-
Net Profit \$	45	-	-	-	-
Businesses reporting loss (No.)	1	-	-	-	-
Total Sales \$	241	-	-	-	-
Total Expense \$	249	-	-	-	-
Net Loss \$	-8	-	-	-	-
1983					
All Businesses (No.)	2	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit (loss) \$	X	-	-	-	-
Businesses reporting a profit (No.)	2	-	-	-	-
Total Sales \$	X	-	-	-	-
Total Expense \$	X	-	-	-	-
Net Profit \$	X	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1984					
All Businesses (No.)	35	-	-	-	-
Total Sales \$	3 243	-	-	-	-
Total Expense \$	2 432	-	-	-	-
Net Profit (loss) \$	811	-	-	-	-
Businesses reporting a profit (No.)	35	-	-	-	-
Total Sales \$	3 243	-	-	-	-
Total Expense \$	2 432	-	-	-	-
Net Profit \$	811	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-
1985					
All Businesses (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit (loss) \$	-	-	-	-	-
Businesses reporting a profit (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Profit \$	-	-	-	-	-
Businesses reporting a loss (No.)	-	-	-	-	-
Total Sales \$	-	-	-	-	-
Total Expense \$	-	-	-	-	-
Net Loss \$	-	-	-	-	-

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

See Notes on Symbols Page.

Appendix A

Selected Publications Relating to Small Business

Catalogue

61-231 **Small Business in Canada: A Statistical Profile 1982-1984**, Bil.

61-521 **Small Business in Canada: A Statistical Profile 1981-1983**, (Annual), Bil.

These publications provide a detailed distribution of businesses by size and by province for all industries where small businesses have a significant presence. At the Canada level, balance sheet and income statement data are displayed.

61-522 **Sales per Selling Area of Independent Retailers - 1986**, Bil.

This study covers 37 kinds of retail business. Data are presented in quartile ranges based on average sales per square foot/metre of selling area and average sales per square foot/metre of total area by kind of business for Canada, provinces and territories.

Small Business Profiles (Annual)

61-601E Canada

61-602E Newfoundland

61-603E Prince Edward Island

61-604E Nova Scotia

61-605E New Brunswick

61-606E Quebec

61-607E Ontario

61-608E Manitoba

61-609E Saskatchewan

61-610E Alberta

61-611E British Columbia

61-612E Yukon

61-613E Northwest Territories

61-614E (SIC 622)	Appliance, Television, Radio and Stereo Stores
61-614E (SIC 971)	Barber and Beauty Shops
61-614E (SIC 7721)	Computer Services
61-614E (SIC 4564)	Dry Bulk Materials Trucking Industry
61-614E (SIC 6151)	Fabric and Yarn Stores
61-614E (SIC 6331)	Gasoline Service Stations
61-614E (SIC 6413)	General Merchandise Stores
61-614E (SIC 6412)	General Stores
61-614E (SIC 6582)	Gift, Novelty and Souvenir Stores
61-614E (SIC 9911)	Industrial Machinery and Equipment Rental and Leasing
61-614E (SIC 7611)	Insurance and Real Estate Agencies
61-614E (SIC 9953)	Janitorial Services
61-614E (SIC 972)	Laundries and Cleaners
61-614E (SIC 9211 & 9212)	Licensed and Unlicensed Restaurants
61-614E (SIC 7771)	Management Consulting Services
61-614E (SIC 4231)	Masonry Contractors
61-614E (SIC 6141)	Miscellaneous Clothing Stores
61-614E (SIC 9111 & 9112)	Motels, Hotels and Motor Hotels
61-614E (SIC 751)	Operators of Buildings and Dwellings
61-614E (SIC 7512)	Operators of Non-Residential Buildings
61-614E (SIC 6031)	Pharmacies
61-614E (SIC 4241)	Plumbing Contractors
61-614E (SIC 995)	Services to Buildings and Dwellings
61-614E (SIC 4011)	Single Family Housing Contractors
61-614E (SIC 6012)	Specialty Food Stores
61-614E (SIC 6541)	Sporting Goods Stores



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Appendix A - concluded

Selected Publications Relating to Small Business

61-614E (SIC 9213)	Take-Out Food Services
61-614E (SIC 4581)	Taxicab Industry
61-614E (SIC 9961)	Ticket and Travel Agencies
61-614E (SIC 6342)	Tire, Battery, Parts and Accessories Stores
61-614E (SIC 658)	Toy, Hobby, Novelty and Souvenir Stores
61-614E (SIC 456)	Truck Transport Industry
61-614E (SIC 9912)	Video Movies and Audio-Visual Equipment Rental
61-614E (SIC 9942)	Welding

These publications display liquidity ratios, leverage and operating ratios plus information on each industry's distribution of businesses, sales and wages. All this information is portrayed by province and size of business i.e. sales quartiles.

Employment Changes By Province, Industry Classification, Business Size and Business Status (Annual)

Depicts the number of jobs created or lost by new employers, continuing businesses and businesses no longer in operation. These data, by business size, province and major industry group from 1978 to 1985, are available on a cost-recovery basis.

