## NORTHWEST TERRITORIES

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## Note:

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

[^0]
# Small Business Profiles 

## NORTHWEST TERRITORIES

## 1985

This publication is based upon the Small Business Statistics Data Base which is a coliaborative effort of the Federal and all Provincial and Territonal Governments.

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## Symbols

zero ar no observations
-- loo small to be expressed not applicable
$\times$ 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.

## Table of Contents

HighlightsIntroduction and Data Sources7
Methodology ..... 7
How to Use the Tables ..... 8
Standard Industrial Classification Definition ..... 8
Industry
(SIC 4011) Single Family Housing Contractors ..... 9
(SIC 4241) Plumbing Contractors ..... 13
(SIC 456) Truck Transport Industry ..... 17
(SIC 4581) Taxicab Industry ..... 21
SiC 6031) Pharmacies ..... 25
(SIC 6141) Miscellaneous Clothing Stores ..... 29
(SIC 622) Appliance, Television, Radio and Stereo Stores ..... 33
(SIC 6331) Gasoline Service Stations ..... 37
(SIC 6342) Tire, Battery, Parts and Accessories Stores ..... 41
(SIC 6412) General Stores ..... 45
(SIC 6541) Sporting Goods Stores ..... 49
(SIC 751) Operators of Buildings and Dwellings ..... 53
(SIC 7512) Operators of Non-Residential Buildings ..... 57
(SIC 7611) Insurance and Real Estate Agencies ..... 61
(SIC 7771) Management Consulting Services ..... 65
(SIC 9111 \& 9112) Motels. Hotels and Motor Hotels ..... 69
(SIC 9211 \& 9212) Licensed and Unlicensed Restaurants ..... 73
(SIC 972) Laundries and Cleaners ..... 77
(SIC 9942) Weiding ..... 81
(SIC 995) Services to Buildings and Dweilings ..... 85
SIC 9953) Janitorial Services ..... 89
(SIC 9961 ) Ticket and Travel Agencies ..... 93

## Table

(For all industries listed above)

1. Selected Operating Ratios, in Percent of Sales, 1985
2. Balance Sheet Profile for 1985
3. Financial Ratios for 1985
4. Statement of Changes in Financiai Position, 1985 (Incorporated Businesses Only)
5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Labour Units and Changes in Number of Businesses, 1982 and 1985
6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985

## 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 builetin. 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 (Generai) 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 incurrent 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

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

## 2. Leverage Ratios

| Debt Equity | $=\frac{\text { total liabilities }}{\text { equity }} \quad$ Interest Coverage | $=\quad \frac{\text { net profit }+ \text { interest expense }}{\text { interest expense }}$ |
| :--- | :--- | :--- |
| Debt Ratio | $=\frac{\text { total liabilities }}{\text { total assets }}$ |  |

## d) Table 4

Tabie 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) Saies 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 1104 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)

|  | Totale 11 |  | $\begin{array}{r} \text { Bottom } \\ 25 \text { : } \end{array}$ |  |  | Lower <br> midde 25? |  | Upper middle 25 \% |  |  | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses lestimated) | 57 |  | -- |  |  | -. |  | $\cdots$ |  |  | -- |
| Susinesses in sample Lain sates value ( $\$ 000$ 's) High sales value $1 \$ 000$ s) |  | $\begin{aligned} & 20 \\ & \text { (1) } \\ & \text { (1) } \end{aligned}$ |  | -- |  |  | -- |  | -. |  | $\because$ |
| Selected exoense item | Industry Averager 21 |  |  |  |  | $\begin{array}{r} \text { : busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reonrting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\%。 | Lower middle $25^{\text {; }}$ | Upper middle $25^{*}$ | $\begin{array}{r} 500 \\ 25 \% \end{array}$ |  | Total | Bottom $25 \%$ | Lower middle $25 \%$ | Uoper middle | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of Sales | 8.2 | -- | * | - | -- | 34.1 | 24.0 | .. | -- | - | - |
| Occupancy Expenses | 8.2 | -- | - | - | $\sim$ | 100.0 | 8.2 | -- | - | -- | - |
| Mortgage interest | - | -* | - | $\cdots$ | - |  | 5 | -- | - | - | - |
| Depreciation | 5.0 | .- | -- | -- | -- | 1000 | 5.0 | -- | - | -- | - |
| Reparrs \& Maintenance | 0.3 | -- | -- | -- | -- | 285 | 10 | -- | -- | - | - |
| Hear Light \& Teleohone | 18 | -- | -- | -- | -- | 985 | 18 | -- | -- | -- | - |
| Business \& Property Tax | 02 | -- | - | .. | -- | 883 | 02 | - | - | - | -. |
| insurance | 03 | - | - | .. | -. | 392 | 07 | - | -- | -- | -- |
| Rent | 0.7 | .- | -- | -- | -- | 25.8 | 2.5 | -. | -. | .- | -- |
| Personnel Expenses | 23.3 | .- | .- | -- | -- | 98.5 | 23.6 | - | $\cdots$ | - | - |
| Financial Expenses <br> Bank interest \& Charges | 1.3 0.8 | -. | -- | -- | -- | 43.4 405 | 3.0 29 | -- | - | - | * |
| Protessional Fees | 05 | -- | -- |  | - | 134 | is | -- | -- | -- | - |
| Other Expenses | 55.1 | - | ** | $\cdots$ | - | 100.0 | 55.1 | - | $\cdots$ | - | - |
| Profit (loss) | 3.9 | - | -- | -- | - | 100.0 | 3.9 | $\cdots$ | -- | $\cdots$ | $\bullet$ |
| Total | 100.0 | -- | - | $\cdots$ | $\cdots$ | 100.0 | ... | .. | -* | .- | * |

(1) These estimates are based on a sample of businesses reporting sales between $\$ 10$ thousand and $\$ 2$ million
(2) Value in each ceill $=\frac{\text { Total weighted exoenoiture on a given item }}{\text { Total weighted sales of ail businesses in the sample }} \times 100$ for each quartile
3) Vatue in each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of businesses reoorting this item of expenditure }} \times 100 \quad$ for each quartile

Since the number of businesses reporting a specitic expense may differ for each cell. the total (profit (loss) plus expenses) does not necessarily equal $100^{\circ}$, See Notes on Symbols Page

## Standard Industrial Classification Definition:

## SIC 1011 - Single Family Housing Contractors

Businesses primarity engaged in the development and construction or single detached and single attacheo oinellings such as cottages single duplexes. garcen homes semidetached houses. singte attachec houses arecting pretabricated homes pos hrouses exc ro: jublexes) single resioences and summer momes

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

|  | Totat 1 \% | Bottom $25^{2}=$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \text { ? } \end{aligned}$ | Upper middle 25: | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses estimated) | 67 | -- | -- | .. | -- |
| Businesses in sample | 20 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | -- | -- | -- | -- |
| High sales value ( $\$ 000 \mathrm{~s}$ ) | (1) | -- | - | -. | $\cdots$ |
|  | Average (\$000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 18 | -- | -. | $\cdots$ | -- |
| Accounts and Notes Receivable | 41 | -- | -- | $\cdots$ | -- |
| Inventory | 12 | -- | -- | - | -- |
| Other Current Assets | 5 | $\cdots$ | - | - | - |
| Total Current Assets | 77 | - | -- | -- | $\cdots$ |
| Fixed Assers | 127 | $\because$ | -- | -- | ** |
|  | 33 | -- | - | -- | - |
| Other Assets | 2 | .. | - | * | - |
| Total Assets | 172 | - | * | - | $\cdots$ |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 13 | -. | -- | -- | $\cdots$ |
| Other Current Liabilities | 56 | .. | .. | - | -- |
| Total Current Liabilities | 69 | $\cdots$ | -- | -- | * |
| Mortgages Payable | 2 | * | -- | $\cdots$ | $\cdots$ |
| Long Term Debt | 7 | - | -* | - | - |
| Other Liabilities | 74 | - | -- | - | - |
| Total Liabilities | 152 | - | -* | - | $\cdots$ |
| 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 Farmily Housing Contractors (SIC 4011)

|  | Total( 1 ) | Bottom $25^{\circ}$ 。 | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | Uoper muddle $25^{2}=$ | $\begin{array}{r} \text { Too } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses iestimated) | 67 | -• | .. | .. | .- |
| Businesses in samole Lon sales value ( $\$ 000$ s) High sales value ( 5000 s) | $\begin{aligned} & 20 \\ & (1) \\ & (1) \end{aligned}$ | $\cdots$ | -. | $\stackrel{.}{ }$ | * |
|  | Average |  |  |  |  |
| Liquidity Ratio Current ratio itimes. | 21 | -- | . | . | - |
| Leverage Ratios <br> Debt Equity ratio (times) Interest Coverage ratio itimes) Debt ratio itimes) | $\begin{array}{r} 380 \\ 617 \\ 10 \end{array}$ | -- | -. <br> - | -- <br> - <br> - | * |

These estimates are based on a sample of businesses reporting sales between $\$ 10$ thousand and $\$ 2$ million
See Noles on Symbols Page

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

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

TABLE 5. Employment Changes by Size of Business Showing Total Annual Payroll, Average Laboup 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) | Numbe: of Businesses |  | Average tabour unitsi 9 | Changes in number of businesses with paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting 21 | No langer reporting(3) |
| 1982 |  |  |  |  |  |
| Total | ¢3 | 8.388 | 263 | 15 | 11 |
| ess than 20 | 58 | 4.418 | 135 | 15 | 3 |
| 20.99 | 1 | $\times$ | 69 | . | 2 |
| 100. 199 |  |  | - | - | 1 |
| 500 anc over | X | $\times$ | 59 | - |  |
| 1985 |  |  |  |  |  |
| Total | 75 | 9.036 | 321 | 14 |  |
| Less than 20 | 68 | 6.134 | 219 | 12 |  |
| 20-99 | 5 | $x$ | 63 | 1 | .. |
| 100-199 | $\times$ | X | 39 | 1 |  |
| 500 and over | . | . | - | - |  |

(i) Average labour unirs are calculated oy dividing total oayroll by the average annual wage and salary rate as reported in the Survey of Employment. Payroll and Hours Staistics Canada. Cataiogue No $72-002$ An average labour unit could be interoreted as a full-time amoloyee Note that the business size groups used are determined at the Canada level Thus if a business has at least 500 emoloyees in Canada as a ahole but less than that number in any given province it is showitn in the 500 and over group
(2) Reters to businesses reoorting no payroll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the lollowing year

See Notes on Symbots 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 midale 25 ${ }^{\circ}$ | $\begin{aligned} & \text { Uoper } \\ & \text { miodle } 25 \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | $6:$ |
| Businesses reporting a prolit (No.) | 13 | 3 | 3 | 3 | 4 |
| Total Sales 5 | 2.058 | 65 | 116 | 233 | 1.644 |
| Toral Exoense $\$$ | 1.903 | 31 | 195 | 183 | 1.574 |
| Ner Profit S | 155 | 34 | 1 | 50 | 70 |
| Businesses reporting loss (No.) | 5 | 1 | 1 | 2 | 1 |
| Total Sales \$ | 452 | 25 | 39 | 166 | 222 |
| Total Expense \$ | 517 | 12 | 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 | do | 127 | 624 | 2.614 |
| Net Profit ilossis | , 50 | -9 | 46 | 19 | 94 |
| Businesses reporting a prollt (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 | 24.6 |  |
| Total Expense S | 365 | 36 | 67 | 262 |  |
| Ner Loss S | . 34 | . 15 | . 1 | -18 | * |
|  | 1984 |  |  |  |  |
| All Businesses (No.) | 30 | 4 | 9 | 9 | 8 |
| Total Sales S | 21.476 | 240 | 4203 | 4316 | 12.657 |
| Total Expense S | 22.505 | 236 | 3874 | 4.316 | 14.079 |
| Ner Protit Tloss) \$ | . 1.029 | 4 | 329 | 60 | -1.422 |
| Businesses reporting a profit (No.) | 23 | 4 | 9 | 9 | 1 |
| Total Sales s | 10.979 | 240 | $+203$ | 4.376 | 2.960 |
| Total Expense s | 10.517 | 236 | 3.874 | $+316$ | 2.091 |
| Net Profit \$ | 162 | 4 | 329 | 60 | 69 |
| Businesses reporting a loss (No.) | 7 | . | . | - | 7 |
| Total Sales $\$$ | 10.497 | . | - | - | 10.497 |
| Total Expense ${ }^{\text {S }}$ | 19.988 | - | - | - | 11.988 |
| Net Loss S | -1.491 | - | - | . | -1,491 |
|  | 1985 |  |  |  |  |
| All Businesses (No.) | 64 | - | - | - |  |
| Total Sales \$ | 27.052 | - | - | - |  |
| Total Expense S | 26.483 | - | - | . |  |
| Net Prafit toss: $\$$ | 569 | - | - | - |  |
| Businesses reporting a profit (No.) | 60 | . | - | - |  |
| Total Sales 3 | 23.116 | . | - | . |  |
| Total Exoense ${ }^{\text {S }}$ | 22.533 | . | . | . |  |
| Net Pront ${ }^{\text {S }}$ | 583 | . | - | . |  |
| Businesses reporting a loss (No.) | 4 | - | . | - |  |
| Total Sales \$ | 3.936 | . | . | . |  |
| Total Expense S | 3.950 | - | - | - |  |
| Net Lass S | . 14 | - | - | . |  |

[^1]See Nates on Symbols Dage

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


| Number of businesses iestimateo) | :9 | -- | $\cdots$ | .. | - |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses in sample | 7 |  |  |  |  |
| Low sates value \$000 s) | (1) | . | -. |  | - |
| High sales ralue i $\$ 000$ s | (1) | -- | -. | -- | - |


| Selected exoense item | Industry Average(2) |  |  |  |  | $\begin{aligned} & \text { ? busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25\% | Lower middle 25:。 | Upper middle $25 \%$ | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |  | Total | Boltom $25 \%$ | Lower middle $25^{\circ}$ | Upper middle | $\begin{array}{r} \text { Top } \\ 25^{\circ} \end{array}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of Sales | 39.1 | -- | -- | .- | -- | 83.5 | 46.8 | -- | .. | -- | -- |
| Occupancy Expenses | 9.8 | -- | -- | - | - | 100.0 | 9.8 | $\cdots$ | -. | -. | -- |
| Mortgage Interest |  | -- | .- | -- | .- |  | 9,8 | -. | .. | .. | .. |
| Depreciation | 18 04 | -- | -- | -- | $\cdots$ | 1000 | 18 | - | - | -- | -- |
| Heat Light \& Telephone | 47 | - | -- | - | - | 318 1000 | 18 <br> 4 | -- | -. | $\cdots$ | -- |
| Business \& Property Tax | 0.6 | -- | .- | -- | .. | 949 | 07 | -- | -. | -- | -- |
| insurance | 0.8 | -- | .. | -. | .. | 949 | 08 | -- | .- | -- | .- |
| Rent | 14 | -- | -- | -- | -. | 493 | 28 | -- | .- | -- | -- |
| Personnel Expenses | 16.1 | - | -- | -- | - | 100.0 | 16.1 | .. | -- | -- | -- |
| Financial Expenses Bank Interest \& Charges | 5.7 18 | -- | -- | -- | -- | 100.0 $: 000$ | 5.7 18 | -- | -- | -- | - |
| Protessional Fees | 39 | -- | -- | - | -- | 1000 |  | .. | .. | -- | -- |
| Other Expenses | 16.1 | -- | - | $\cdots$ | $\cdots$ | 100.0 | 16.1 | - | - | - | -- |
| Profit (loss) | 13.2 | -. | .* | $\cdots$ | - | 100.0 | 13.2 | -- | - | - | - |
| Total | 100.0 | - | .. | - | -. | 100.0 | $\ldots$ | - | - | - | -- |

1) These estimates are based on a sample of businesses reporting sales between $\$ 10$ thousand and $\$ 2$ million
2) Vaiue in each ceil $=$ Total weighted expenditure on a given item $\times 100$ for each quartile
3) Value in each cell $=$ Total weighted exoenditure on a given item $\times 100$ for each quartile

Total weighten sales of businesses reporting this item of expenditure
Since the number of businesses reoorting a specific expense may differ for each cell. The total \{profit (loss) oius expenses) does nut necessarily equal to0: See Notes on Svmbols Page

## Standard Industrial Classification Definition:

SIC 4241 - Plumbing Contractors
Businesses orimarily engaged in the installation and reoair of primary not and cold water picing systems it e exceot space hearingi such as installation of aaste and .ent systems Jrain installation of hot water heaters and olumbing tanks installation of water meters. nstallation of oloing systems. instalitation of dumbing ix:ures installation of primary not ivater installation of roof drainage systems exc eavestroughingi and installation of sanitary ware

## TABLE 2. Balance Sheet Profile for 1985

Northwest Territories. Plumbing Contractors (SIC 4241)

|  | Total ${ }^{\text {! }}$ ? | Bottom 25\% | Lower middle 25 ? | Upper middle $25^{\circ} \%$ | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 19 | -* | .- | .. | ** |
| Businesses in sample | 7 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | - | -- | -- | $\cdots$ |
| High sales value $\$ 000{ }^{\text {a }}$, | (1) | .- | -- | -- | -* |
|  | Average (\$000's ${ }^{\text {s }}$ |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 2 | -- | -- | -- | -- |
| Accounts and Notes Receivable | 99 | -- | -- | "* | -- |
| Inventory | 26 | -- | -- | -- | -- |
| Other Current Assets | 16 | -. | -- | -* | -- |
| Total Current Assets | 143 | -- | -- | -- | $\cdots$ |
| Fixed Assets | 113 | -* | -. | - | - |
| Less Accum Deo on Fixed Assets | 29 | -- | -. | -- | -- |
| Other Assets | 26 | -- | .. | -- | "* |
| Total Assets | 254 | -* | " | -- | * |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 54 | -. | .- | -- | - |
| Other Current Liabilites | 125 | -- | -- | -- | -- |
| Total Current Liabilites | 179 | - | - | -- | -- |
| Morrgages Payable | - | - | .. | -- | - |
| Long Term Debt | 8 | - | - | -* | - |
| Orner Lapilities | 34 | -- | -- | -- | -- |
| Total Liabilities | 221 | -* | $\cdots$ | - | - |
| 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)

|  | Totali ${ }^{\text {a }}$ | Bottom $25^{2}$, | $\begin{array}{r} \text { Lower } \\ \text { middle } 25^{\circ}= \end{array}$ | $\begin{aligned} & \text { Uooe } \\ & \text { midcle } 25^{2}= \end{aligned}$ | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses iestimated | 19 | - | .. | -- | -- |
| Businesses in sample |  |  |  |  |  |
| Lom sates value 15000 s) | (1) | -- | - | -- | - |
| High sales dalue ( $\$ 000$ s) | 111 | -- | - | -- | .- |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Cuprent ralio (times? | 44 | -- | -* | ** | - |
| Leverage Ratios |  |  |  |  |  |
| Deor Equity :atio (imes) | 5.8 | -- | - | - | - |
| interest Coverage ratio itimes) | 618 | -- | .. | - | - |
| Debt ratio (times) | 0.6 | $\sim$ | .- | -- | - |

11These estimates are oased on a sample of businesses reporting sales between 510 thousand and $\$ 2$ milion
See Nores on Symbals Page

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

|  | $\begin{aligned} & \text { Total( } 1 \text { ) } \\ & 25 \% \end{aligned}$ | Bottom 25 \% | Lower middle $25^{3}$ | $\begin{array}{r} \text { Upper } \\ \text { middle } 25= \end{array}$ | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 8 | .. | . | .. | .. |
| Businesses in sample | 1 |  |  |  |  |
| Low sales value ( $\$ 000$ 's | (1) | - | * | -* | -* |
| High sates value ( $\$ 000$ 's) | (1) | -- | .. | .. | -- |
| Average (\$000's) |  |  |  |  |  |
| Source of Funds |  |  |  |  |  |
| From Operations | $x$ | -- | - | -. | .. |
| Sale of Fixec Assets | $x$ | $\square$ | .- | - | -- |
| Increase in Long Term Debt | x | .- | -- | -- | - |
| Advances From Owners and Aftiliates | $x$ | - | - | - | - |
| From Government | $x$ | .. | .- | .. | -- |
| Increase in Share Capital | $x$ | -- | - | -. | -- |
| Sale of investments | $x$ | .. | .- | -- | -- |
| Tax Adiustments | $x$ | -- | .. | .. | . |
| Other Sources | $x$ | -- | - | -- | -- |
| Total | X | -. | -. | - | -- |
| Application ol Funds |  |  |  |  |  |
| Purchase of Fixed Assets | $x$ | - | -- | -- | - |
| Payment of Dividends | X | $\cdots$ | -- | .. | - |
| Repayment of Long Term Debt | $x$ | -- | - | -- | -. |
| Current Portion of Long Term Debt | X | - | - | .. | - |
| Pufchase of investments | $x$ | $\cdots$ | $\cdots$ | .. | - |
| Repayment of Adv. From Owners and Affil | X | -- | -. | -- | - |
| Decrease in Equity | $x$ | -- | -- | - | $\cdots$ |
| Tax Adjustments | X | -- | - | - | $\cdots$ |
| Other Aoplications | X | -. | -. | -- | -- |
| Total | X | - | - | - | $\cdots$ |
| increase (Decrease) in Net Working Capital | $x$ | $\cdots$ | $\infty$ | $\rightarrow$ | $\cdots$ |

(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)

|  |  |  |  | Changes | ousinesses d amplovees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average laoout units! ? | Number of Businesses |  | Average labour units (1) | Newly :eoorting(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 | . |  |
| $100 \cdot 499$ | - | - | - | - |  |
| 500 and over | - | - | - | . |  |

[^2]TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985 Northwest Territories. Plumbing Contractors (SIC 4241)


1. These esfimates are aased on a sample of businessas reoorting 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( ${ }^{\text {a }}$ |  | Bottom $25 \%$ |  |  | Lower middle $25^{*}$ : |  | Upper miadle $25^{\circ}$ |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 80 |  | -- |  |  | -- |  | . |  |  | -- |
| Businesses in samole Low sales value : 5000 s, High sales value isocut s: | $\begin{aligned} & 18 \\ & (1) \\ & 1: 1 \end{aligned}$ |  | -- |  |  | -- |  | -- |  |  | $\cdots$ |
| Selected expense item | Indusiry Average(2) |  |  |  |  | $\begin{aligned} & \text { O. busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | Lawer middle $25 \%$ | Upper middle $25^{\circ} \%$ | $\begin{gathered} \text { Too } \\ 25^{\circ} \% \end{gathered}$ |  | Total | Bottorn 25 。 | Lower middle $25^{\circ}$ 。 | Uoper middle | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Vehicle Expenses | 36.1 | - | $\cdots$ | $\cdots$ | - | 100.0 | 36.1 | - | $\cdots$ | " | - |
| Depreciation | 90 | .. | -. | -- | -- | 777 | 116 | -- | -- | - | -- |
| Repairs \& Maintenance | 9.5 | -- | -- | - | -- | 73.9 | 128 | -- | -. | - | . |
| insurance | 2.9 | .- | .- | -- | .. | 98.8 | 29 | .- | -- | -- | - |
| Fuel Expense | 13.2 | - | $\cdots$ | -- | -- | 98.8 | 133 | -- | -- | -- | - |
| Business Tax | 16 | -- | -- | -- | -- | 100.0 | 16 | -- | -. | -- | - |
| Personnel Expenses | 30.0 | - | $\cdots$ | $\cdots$ | - | 75.2 | 39.8 | - | $\cdots$ | $\cdots$ | - |
| Financial Expenses | 11.9 | - | - | - | $\cdots$ | 100.0 | 11.9 | -- | $\cdots$ | $\cdots$ | - |
| Bank Interest \& Charges | 8.7 | $\cdots$ | - | $\cdots$ | $\cdots$ | 1000 | 87 | - | $\cdots$ | $-$ | - |
| Professional Fees Franchise Fees | 2.9 | -- | - | -- | - | 1000 | 29 | - | - | $\because$ | $\pm$ |
| Franchise Fees | 0.3 | -- | - | - | - | 4.9 | 5.6 | $\cdots$ | .. | - | - |
| Other Expenses | 21.5 | -- | .- | -- | $\cdots$ | 98.8 | 21.7 | s* | - | ** | - |
| Profit (loss) | 0.6 | $\cdots$ | -- | - | - | 100.0 | 0.6 | -* | -= | - | - |
| Total | 100.0 | ** | - | -- | -- | 100.0 | ... | -- | -- | - | $\because$ |

1) These estimates are oased on a sample of businesses reporting sales between $\$ 10$ thousand and $\$ 2$ milion

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

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 156 - Truck Transport Industry
Businesses crimarily engaged in the provision of all types of trucking. transter and related services. Truck "broker-operators" are included in ithis industry

|  | Totais 11 | Bottom $25^{\circ}$. | Lower middle 25 : | Upper midcle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estrmated) | 80 | - | -. | -- | -- |
| Businesses in sample | 18 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | -- | -- | -- | -- |
| High saies 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 | -- | -. | -. | .. |
| -ess 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 | 18 | -- | -- | -- | -- |
| Mortgages Payable | 6 | -- | .. | .. | -. |
| Long Term Debt | 12 | -. | .. | .. | - |
| Ormer Liabilities | 54 | -- | -- | - | -- |
| Total Liabilities | 150 | - | -- | $\cdots$ | -- |
| Total Equity | 32 | $\cdots$ | .. | $\cdots$ | .- |

1) These estimates are cased on a sample of businesses reporting sales between $\$ 10$ thousand and 32 million

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

|  | Totali ${ }^{\text {a }}$ | Bottom $25^{\circ}$, | $\begin{aligned} & \text { Lower } \\ & \text { madule } 25^{\circ} \text { ? } \end{aligned}$ | Upoer midide $25^{\circ}$ ? | $\begin{aligned} & \text { Tap } \\ & 25^{\circ} \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses restimated) | 80 | -- | .. | -- | $\because$ |
| Businesses in sample | 18 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | -. | -- | -- | -- |
| High sales value ( $\$ 000$ s) | 1) | -- | -- | -. | -- |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratio (times) | 35 | .. | .. | -- | -- |
| Leverage Ratios |  |  |  |  |  |
| Debt Equity ratio (times) |  |  |  | -. | - |
| Interest Coverage ratio (tımes) | 2.8 | -- | -. | -- | - |
| Debt ratio (times) | 09 | -- | -- | -- | - |

(1)These estimates are based on a sample of businesses reporing sales between $\$ 10$ thousand and 52 million

[^3]TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only) Northwest Territories. Truck Transport Industry (SIC 456)

|  | $\begin{aligned} & \text { Totali } 1 \text { ) } \\ & 25^{\circ} . \end{aligned}$ | Bothom $25 \%$ | Lower middle 25? | Upoer middile $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 ? \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 13 | . | $\cdots$ | -- | $\cdots$ |
| Businesses in sampie | 2 |  |  |  |  |
| Low sales value ( 5000 's) | (1) | - | -- | - | - |
| High sales value ( $\$ 000 \mathrm{~s}$ ) | (1) | - | -* | -- |  |

Average ( $\$ 000$ s)

| Source of Funds |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| From Operations | $x$ | -- | -- | - | -- |
| Sale of Fixed Assets | $x$ | -- | -- | -- | -- |
| increase in Long Term Debt | $\times$ | .. | -- | -. | -- |
| Advances From Owners and Affiliates | x | - | - | ** | -- |
| From Government | x | .. | .. | .. | -- |
| Increase in Share Capital | $x$ | - | -- | - | - |
| Sale of Investments | $x$ | -. | $\cdots$ | -- | -- |
| Tax Adjustments | $\times$ | .- | - | -- | -- |
| Other Sources | $x$ | .. | .. | .- | -. |
| Total | x | - | $\cdots$ | -- | -- |
| Application of Funds |  |  |  |  |  |
| Purchase of Fixed Assets | $x$ | $\cdots$ | -- | - | - |
| Payment of Dividends | $x$ | -. | .- | - | - |
| Repayment of Long Term Debt | $\times$ | .- | .- | .- | -- |
| Current Portion of Long Term Debt | x | .. | ** | - | - |
| Purchase of investments | X | -- | -- | -- | - |
| Fepayment of Adv. From Owners and Affil. | $x$ | -. | -* | -- | - |
| Decrease in Equity | $\times$ | -- | -- | -- | -- |
| Tax Adjustments | $x$ | -. | -* | - | - |
| Other Applications | $x$ | .. | -- | - | -- |
| Total | $x$ | -. | $\cdots$ | - | - |
| Increase (Decrease) in Net Working Capital | $x$ | - | $\cdots$ | - | - |

(1) These estumates are based on a sample of businesses reporting sates 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 exoressed in average labour unisi 11 |  | Total jayroll $\$ 000 \mathrm{~s}$ | Average labour unitsil) | Changes in number ct rusinesses |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Ne.viy reporting(2) | No longer reporting(3) |
| 1982 |  |  |  |  |  |
| Total | 43 | 5.910 | 215 | 11 | 4 |
| less than 20 | 30 | 2.090 | 78 | 8 | 3 |
| $20 \cdot 99$ | 8 | $25.2$ | 93 | 2 | - |
| 100. 499 | x | Y | 14 | 1 | 1 |
| 500 and over | 3 | X | 30 | . | - |
| 1985 |  |  |  |  |  |
| Total | 43 | 8.266 | 359 | 9 | $\ldots$ |
| less than 20 | 28 | 2.236 | 97 | 6 |  |
| 20.99 | 9 | +. 411 | 195 | 1 |  |
| $100 \cdot 499$ | 5 | $x$ | $5 \%$ | 2 |  |
| 500 and over | $\times$ | Y | 10 | . |  |

[^4]TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985 Northwest Territories. Truck Transport Industry (SIC 456)

| Tatal(1) Bortam | Lawer | Upper | Top |  |
| :---: | ---: | ---: | ---: | ---: |
|  | $25^{\circ} \%$ | middile $25^{\circ} \%$ | middle $25^{\circ} \%$ | $25^{\circ} \%$ |

All \$ values are expressed in thousands

|  | 1982 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| All Businesses (No.) | 58 | 1 | 28 | 14 | 15 |
| Total Sales \$ | 9.830 | 12 | 665 | 1834 | 7.319 |
| Total Expense S | 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 \$ | 4649 | 11 | 161 | 754 | 3.723 |
| Net Profit S | 628 | 1 | 62 | -49 | 416 |
| Businesses reporting loss (No.) | 33 | - | 20 | 7 | 6 |
| Total Sales \$ | 4.553 | - | 4.42 | 931 | 3180 |
| Total Expense \$ | 4.734 | - | 547 | 9.46 | 3.241 |
| Net Loss \$ | -181 | - | . 105 | -15 | -61 |
|  | 1983 |  |  |  |  |
| All Businesses (No.) | 53 | 13 | 13 | 13 | 14 |
| Tatal Sales \$ | 11.102 | 459 | 962 | 1645 | 8.036 |
| Total Expense \$ | 10.174 | 478 | 767 | 1.439 | 7490 |
| Net Profit (lass) \$ | 928 | - 19 | 195 | 206 | 546 |
| Businesses reporting a profit (No.) | 42 | 6 | 12 | 11 | 13 |
| Total Sales \$ | 10.156 | 212 | 884 | 1375 | 7.685 |
| Total Expense 5 | 9.182 | 196 | 688 | 1166 | 7.132 |
| Net Prolit S | 974 | 16 | 196 | 209 | 553 |
| Businesses reporting a loss (No.) | 11 | 7 | 1 | 2 | 1 |
| Total Sates \$ | 946 | 247 | 78 | 270 | 351 |
| Total Expense \$ | 992 | 282 | 79 | 273 | 358 |
| Net Loss S | - 16 | . 35 | -1 | -3 | . 7 |
|  | 1984 |  |  |  |  |
| All Businesses (No.) | 54 | - | - | - | - |
| Total Saies 5 | 8.108 | . | - | . | - |
| Tatal Expense \$ | 7331 | - | - | - | - |
| Net Pronit :lass) \$ | 777 | - | . | . | - |
| Businesses reporing a profit (No.) | 53 | - | - | - | - |
| Total Sales \$ | 7.845 | - | - | . | - |
| Total Expense S | 7046 | - | - | - | - |
| Net Prolits | 799 | - | - | - | - |
| Businesses reporting a loss (No.) | 1 | . | - | - | - |
| Total Sales 5 | 263 | - | - | - | - |
| Total Expense \$ | 285 | . | . | . | - |
| Ner Loss \$ | . 22 | - | - | . | - |
|  | 1985 |  |  |  |  |
| All Businesses (No.) |  | - | - | - | - |
| Total Sales \$ | 16.879 | . | - | . | - |
| Total Expense \$ | 16.439 | . | - | . | - |
| Net Profit (lass) \$ | 140 | . | * | . | - |
| Businesses reporting a profit (No.) | 46 | . | - | . | - |
| Total Sales \$ | 19702 | . | . | . | - |
| Total Expense 5 | 10.808 |  | . | - | . |
| Net Oroft \$ | 894 | . | . | . | . |
| Businesses reporting a loss (No.) | 38 | . | - | . | - |
| Total Sales \$ | 5.177 | . | . | . | . |
| Total Exoense S | 5.631 | . | - | - | - |
| Net Loss \$ | -454 | - | - | - | - |

[^5]TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985 Northwest Territories. Taxicab industry (SIC 4581)

|  | Totak ${ }^{\text {a }}$ |  | Bottom $25 \%$ |  |  | Lower middle 25\% |  | Upoer middle $25 \%$ |  |  | $\begin{array}{r} \text { Top } \\ 25^{\circ}= \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estımated) | 37 |  | .- |  |  | -- |  | -- |  |  | - |
| Businesses in sample <br> Low sales value $1 \$ 000$ s) <br> High sales value ( 3000 's) | $\begin{array}{r} 6 \\ \{1, \\ (11) \end{array}$ |  | -- |  |  | - |  | $\because$ |  |  | $\stackrel{-}{-}$ |
| Selectad expense tem | industry Averagel2 |  |  |  |  | ? 3 businesses reporting | Meporting businesses only (3) |  |  |  |  |
|  | Total | Bottom $25^{3}=$ | Lowe: middle $25 \%$ | Upper middle $25 \%$ | $\begin{gathered} \text { Top } \\ 25^{\rho_{3}} \end{gathered}$ |  | Total | Botiom 25 \% | Lower muddie $25^{\circ}$ 。 | Upper middie | $\begin{array}{r} \text { Top } \\ 25= \end{array}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Vehicle Expenses | 28.1 | * | - | $\because$ | -* | 100.0 | 28.1 | - | -* | ** | $\cdots$ |
| Deoreciation | 12.4 | -- | -- | - | -- | 974 | 127 | .. | -- | .. | - |
| Repairs \& Maintenance | 5.0 | -- | -. | $\cdots$ | -. | 1000 | 5.0 | -- | .. | -- | - |
| Insurance | 30 | -- | .. | .- | .. | 718 | 42 | *- | -* | -- | - |
| Fuel Expense | 7.4 | -- | -- | -- | -- | 335 | 22.1 | .. | -- | $\cdots$ | - |
| Business Tax | 03 | - | .- | .. | - | 974 | 03 | -- | -. | -- | -- |
| Personnel Expenses | 9.5 | $\sim$ | $\cdots$ | ** | $\infty$ | 71.8 | 13.3 | -* | - | -* | -- |
| Financial Expenses | 1.7 | - | - | - | - | 49.9 | 3.4 | - | -• | *- | *- |
| Bank interest \& Charges | 13 | - | $\cdots$ | - | - | 190 | 68 | -- | - | -- | -- |
| Professional Fees Franchise Fees | 0.4 | -- | -- | -- | -- | 499 | 0.8 | -- | $\cdots$ | - | $\cdots$ |
| Other Expenses | 29.5 | - | - | -* | -* | 100.0 | 29.5 | - | -* | -- | - |
| Profit (loss) | 31.1 | $\sim$ | -. | - | $\sim$ | 100.0 | 31.1 | - | -- | -* | $\cdots$ |
| Total | 100.0 | - | - | - | $\cdots$ | 100.0 | ... | -. | ** | -- | - |

(1) These estimates are based on a sample af businesses reporting sales between $\$ 10$ thousand and $\$ 2$ million.
12) Value in each cell $=$ Total weighted expenditure on a given tem $\times 100$ for each quartile

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

Since the number of businesses reporting a specific expense may differ for each cell. the total (proft (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 nor ooerated on regular schedules or between fixed terminals. Taxicab fleet owners and organizations are included regardless of whether drvers are hired. rent their cabs or are othermise comoensated. Also included are those who own and operate the:l own taxicabs. taxi dispatching, road motor vehicle taxi service. and taxicab selvice.

TABLE 2. Balance Sheet Profile for 1985

|  | Total(1) | Bctiom 25 " | Lower middie 25\% | Upoer middle $25 \%$ | $\begin{gathered} \text { Top } \\ 25^{*}= \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 37 | -. | .. | .. | -- |
| Businesses in sample | 6 |  |  |  |  |
| Law sates value ( $\$ 000$ 's) | (1) | -- | -- | .. | .. |
| High sales vatue (\$000's) | (1) | -. | -- | .- | $\cdots$ |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 1 | .. | .. | .. | .- |
| Accounts and Notes Recervable | 47 | .. | .. | .. | .- |
| Inventory | . | -- | .. | .. | .. |
| Other Current Assets | 3 | -. | .. | -. | -- |
| Total Current Assets | 50 | .. | -- | .. | .. |
| Fixed Assels | 360 | -- | - | -. | +- |
| Less Accum Dep on Fixed Assets | 1 ss | $\cdots$ | -* | - | .. |
| Other Assers | 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 biabilities | 6 | -- | - | - | - |
| Total Liabillties | 154 | -- | -- | -- | - |
| Total Equity | 114 | - | - | .. | .. |

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

## TABLE 3. Financial Ratios for 1985

Northwest Territories. Taxicab Industry (SIC 4581)

|  | Total( 1 | Boitom $25^{\circ}$, | Lower middle $25^{\prime \prime}$. | $\begin{aligned} & \text { Uooer } \\ & \text { middle } 25^{\circ}: \end{aligned}$ | $\begin{array}{r} \text { Top } \\ 25^{\circ}= \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number or businesses (estimated) | 37 | - | .. | .. | $\because$ |
| Businesses in sample | 6 |  |  |  |  |
| Low sales value (\$000 s) | (1) | - | -- | -- | -- |
| High sales value ( 5000 s) | (1) | .. | .. | .. | $\cdots$ |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratio (times) | 1) | . | -- | - | -* |
| Leverage Ratios |  |  |  |  |  |
| Debt Equily ratuo (tımes) | -06 | - | $\cdots$ | $\cdots$ | * |
| interest Coverage ratio (times) | 31 | .. | -- | - | $\cdots$ |
| Debt ratio (times) | 07 | -- | -. | - | - |

1) These estimates are based on a sample of businesses reporting sates berween $\$ 10$ ihousand 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)

|  | $\begin{gathered} \text { Totail } 1 \text { ) } \\ 25 \text { : } \end{gathered}$ | Bottom $25^{\circ}$, | Loner middle $25^{\circ}=$ | Upper middle $25^{2}$ : | $\begin{gathered} \text { Top } \\ 25^{\circ} \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 5 | *- | ** | *- | - |
| Businesses in sample | 1 |  |  |  |  |
| Low sales value (\$000's) | (1) | -* | -- | -- | -* |
| High sales value ( $\$ 000$ 's) | (1) | .. | .. | .. | .- |
| Average ( 5000 's ) |  |  |  |  |  |
| Source of Funds |  |  |  |  |  |
| From Operations |  | -* | -- | - | " |
| Sale of Fixed Assets | $x$ | -- | -- | -. | -. |
| Increase in Long Term Dept | $x$ | - | - | -- | $\sim$ |
| 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 | $x$ | -- | .- | -- | -- |
| Appiication of Funds |  |  |  |  |  |
| Purchase of Fixed Assets | $x$ | *- | -- | -- | -- |
| Payment of Dividends | $x$ | -. | $\cdots$ | -- | - |
| Repayment of Long Term Debt | x | -- | .- | -. | .. |
| Current Portion of Long Term Dedt | $x$ | $\cdots$ | -* | -- | - |
| Purchase of Investments | X | -- | $\cdots$ | - | - |
| Repayment of Adv From Owners and Affil. | X | -- | " | -- | - |
| Decrease in Equity | $\times$ | - | -- | .. | -- |
| Tax Adjusiments | $x$ | $\cdots$ | -- | -- | - |
| Ohher Applications | x | -- | * | -- | -- |
| Total | $x$ | -- | -* | -- | - |
| Increase (Decrease) in Net Working Capital | $x$ | -* | * | " | - |

(1) These estimates are oased on a sample of businesses reporting saies between $\$ 10$ thousand and $\$ 2$ milion.

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)

|  |  |  |  | Changes in number of businesses .ith oaid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size exoressed in average abour units(1) | Number of Businesses | $\begin{aligned} & \text { Total } \\ & \text { payroll } \\ & \{\$ 000 \text { s } \end{aligned}$ | Average labour units 1 ) | Newiy reportingi2) | No longer reportingi3) |
| 1982 |  |  |  |  |  |
| Total | 13 | 872 | 85 | 3 | 2 |
| less than 20 | [ 1 | $x$ | 59 | 2 | 2 |
| 20.99 | $\times$ | $x$ | 26 | 1 | - |
| 100-199 | . | . | . | - | - |
| 500 and over | - | - | - | . | - |
| 1985 |  |  |  |  |  |
| Total | 8 | 517 | 29 | 3 |  |
| less than 20 | 8 | 517 | 29 | 3 |  |
| 20.99 | - | . | - | - |  |
| 100-499 | - | - | - | - |  |
| 500 and over | - | - | - | - |  |

11) Average labour units are calculated by dividing toial 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 interoreted as a fullotime emoloyee Note that the business size groups used are determined at the Canada level Thus if a business has at least 500 emplovees in Canada as a whole but less than :hat number in any given province it is snown in the 500 and over group
12) Refers to businesses reporting no payrail deductions in the previous year
13) Relers to businesses reporting no payrall deductions in the following year

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

| Totall9) Bottom | Lower <br> $25 \%$ | Upoer <br> middie $25 \%$ | middle $25 \%$ | Top |
| :---: | ---: | ---: | ---: | ---: |

All \$ values are expressed in thousands

|  | 1982 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| All Businesses (No.) | 10 | - |  |  |
| Total Sales \$ | 283 | . | - | - |
| Total Expense \$ | 254 | - |  | - |
| Net Profit (loss) \$ | 29 | - |  |  |
| Businessee reporting a profit (No.) | 9 | - |  |  |
| Total Sales \$ | 268 | - |  | - |
| Total Expense 5 | 238 | - |  | - |
| Net Profit $\$$ | 30 | - |  | - |
| Businesses reporting loss (No.) | 1 | - |  |  |
| Total Sales \$ | 15 | - |  |  |
| Total Expense \$ | 16 | - |  | - |
| Net Loss S | . ${ }^{1}$ | . | - | - |
|  |  |  |  |  |
| All Businesses (No.) | 11 | - |  | - |
| Total Sales \$ | 438 | - | - | - |
| Total Expense \$ | 372 | - |  |  |
| Net Profit llassi \$ | 66 | - |  |  |
| Businesses reporting a profit (No.) | 10 | - |  | - |
| Total Sales \$ | 423 | - | - |  |
| Total Experise \$ | 356 | - | - | - |
| Net Prohts | 67 | - | - | - |
| Businesses reporting a loss (No.) | 1 | - | - | - |
| Total Sales \$ | 15 | - | - | - |
| Total Expense \$ | : 6 | - | - | - |
| Nel Loss \$ | - 1 | - | - | - |

1984
All Businesses (No.)
19

Total Sales \$
7795
Tota: Expense
7.032

Net Profit (lass) S
i63
Businesses reporting a profit (No.) 19
Total Sales S $\quad 7.795$
Total Expense S 7.032
Net Profit S
Businesses reporting a loss (No.)
Total Sales 5
Totai Expense 5
Net Loss $;$

## All Businesses (No.)

35
$\begin{array}{ll}\text { Total Saies \$ } & 7.229\end{array}$
Total Expense \$ $\quad 6.416$
Net Profit loss) $\$$
Businesses reporting a profit (No.)
35
$\begin{array}{ll}\text { Total Sales } \$ & 7.229\end{array}$
Totai Exoense S 6.416
Net Profit 3
Businesses reporting a loss (No.)
Total Sales \$
Tota Expense S
Net Loss S
11These estimates are based on a sample of ousinesses recorting sales between $\$ 10$ thousand and $\$ 2$ million

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

|  | Totall 1 ) | Bottom 25 \% | $\begin{aligned} & \text { Lower } \\ & \text { mitdle 25? } \end{aligned}$ | Upoer middle 25 \% | $\begin{array}{r} \text { Top } \\ 25^{\circ} \mathrm{O} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 6 | -* | -. | -- | $\cdots$ |
| Businesses in sampie <br> Low sales value ( $\$ 000$ 's) <br> High sales value ( $\$ 000$ s) | $\begin{gathered} 6 \\ 11 \\ 11 \end{gathered}$ | -- | -- | -- | $\cdots$ |


| Selected expense ifem | Industry Average 2 ) |  |  |  |  | $\begin{array}{r} \text { \%o ousi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reoorting businesses only ${ }^{\text {i }}$, |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bot10m $25 \%$ | Lower middle 25 。 | Upper middle $25 \%$ | $\begin{aligned} & \text { TOP } \\ & 25 \% \end{aligned}$ |  | Total | Bottorn $25 \%$ | Lowar middle $25 *$ | Upper middle | Top |
|  | Percent ot sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of Sales | \$2.2 | -* | -* | * | $\cdots$ | 100.0 | 62.2 | - | - | - | - |
| Occupancy Expenses | 7.5 | ** | -. | ** | $\cdots$ | 100.0 | 7.5 | " | $\because$ | $\because$ | -- |
| Mortgaçe Interest |  | . | -. | .. | -. |  |  | .- | -- | $\cdots$ | $\cdots$ |
| Depreciation | 13 | -- | -- | -- | -- | 100.0 | 13 | -. | -- | $\cdots$ | -- |
| Repairs \& Mainienance | 07 | . | - | - | - | 1000 | 0.7 | - | $\cdots$ | * | $\cdots$ |
| Heat, Light \& Telephone | 2.4 | -- | .- | -. | - | 1000 | 2.4 | -. | -- | $\cdots$ | -- |
| Business \& Property Tax | 02 | - | - | * | -- | 1000 | 02 | -- | -* | - | $\cdots$ |
| Insurance | 05 25 | -- | -- | -. | -- | 100.0 824 | 0.5 30 | -- | -- | -- | - |
| Rent | 25 | -- | -* | - | -- | 82.4 | 30 | -- | -* | -- | - |
| Personnel Expenses | 15.8 | - | - | - | $\sim$ | 100.0 | 15.8 | - | ** | - | - |
| Financial Expenses | 3.9 | $\cdots$ | - | -- | -- | 100.0 | 3.9 | - | * | - | - |
| Sank Interest \& Charges | 25 | ** | - | -. | * | 1000 | 25 | -. | - | -. | - |
| Protessional Fees | 14 | - | - | - | $\cdots$ | 824 | 1.7 | - | -- | .. | - |
| Franchise Fees |  | -- | -- | - | -- |  |  | -- | -- | - | - |
| Sales and Admin. Expenses | 3.0 | - | -" | - | ** | 100.0 | 3.0 | -* | " | $\cdots$ | $\cdots$ |
| Advertising | 0.7 | -- | -- | - | - | 100.0 | 0.7 | - | -- | - | - |
| Supplies | 19 | . | -- | -- | - | 82.4 | 2.3 | - | * | -* | -- |
| Delivery | 03 | -. | -. | -- | -- | 881 529 | 03 | -- | $\cdots$ | - | -- |
| Fuel Expense | 01 | -- | . | - | -- | 52.9 | 02 | - | -- | -* | $\cdots$ |
| Other Expenses | 0.8 | -- | ** | *- | - | 100.0 | 0.8 | - | * | - | - |
| Profit (loss) | 6.8 | * | -* | - | -* | 100.0 | 6.8 | -- | - | * | -- |
| Total | 100.0 | .. | - | * | -- | 100.0 |  | -* | -* | $\cdots$ | $\cdots$ |

(1) These estimates are based on a sample of businesses reporting sales bet ween $\$ 10$ thousand and $\$ 2$ milion
2) Vaus in each cell $=$ Total weinted expendlute on a gen item
(2) Value in each cell $=\frac{\text { Total weighted expendilure on a given item }}{\text { Total weighted sales of all businesses in the sample }} \times 1.00 \quad$ lor each quartle
(3) Value in each cell $=$ Total weighted expenditure on a given item $\times 100$ for each quartile.

Total weighted sales of businesses reporting this itern of expenditure
Since the number of businesses reporting a specitic expense may dilier tor each cell, the total profit tossi plus expenses) does not recessartly eouat ion: See Notes on Symbols Page

## Standard Industrial Classification Definition:

## SIC 6031 • Pharmacies

Businesses primarily engaged in refail dealing in drugs. pharmaceuticals and oatent medicines and drug sundries Prescribed medicines must be sold but are not necessarity the source of greatest revenue. They may be secondarly engaged in selling other lines such as cosmetics iolletries. todacco oroducts. contectionery. siationery. giftware and novelty merchandise.

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

|  | Total 11 | Bottom $25 \%$ | Lower middle $25 \%$ | Upper madde 25*: | $\begin{gathered} T 00 \\ 25: \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 6 | -- | $\cdots$ | .- | -- |
| Businesses in samole | 6 |  |  |  |  |
| Low sales value ( $\$ 000$ s) | (9) | .. | - | .- | -- |
| High sales value ( 5000 's) | (11) | .. | .- | .. | .. |
|  | Average ( 5000 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 Liabilites | 68 | .- | .. | .. | .. |
| Total Current Liabillies | 80 | - | -. | .. | -- |
| Morigages Payable | 32 | .- | .. | -. | - |
| Long Term Debt | . | .- | .. | .. | .. |
| Other Liabilities | 82 | -* | *- | * | - |
| Total Liabilities | 194 | .- | .. | -- | -- |
| Total Equity | 220 | .. | - | .. | - |

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

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

|  | Tolal( ${ }^{\text {a }}$ | Botiom 25"。 | $\begin{aligned} & \text { Lower } \\ & \text { middle 25:s } \end{aligned}$ | Upper middle $25^{2}$, | $\begin{array}{r} \text { Top } \\ 25^{\circ}, \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimared) | 6 | .. | .. | .. | $\cdots$ |
| Businesses in sample | 6 |  |  |  |  |
| Low sales dalue ( 5000 s ) | (1) | -- | .. | -. | . |
| High sales value ( $\$ 000 \mathrm{~s}$ ) | (1) | - | . | .. | .. |
|  | Averaqe |  |  |  |  |
| Lıquidity Ratio |  |  |  |  |  |
| Current ratio ktimes) | 39 | - | .- | -. | - |
| Leverage Ratios |  |  |  |  |  |
| Deot Equity ratio (times) | -770 | - | -- | -. | -- |
| interest Coverage ratio (times) | 66.9 | -- | .. | .. | .. |
| Dent ratio stimes) | 06 | -- | -- | -- | -- |

These estimates are based on a samole bi businesses reporting sales between $\$ 10$ thousana and $\$ 2$ million
See Notes on Symbols Page

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

|  | Total( 1 ) $25^{*}$ | Bottam 25* | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | Upper middle $25^{\circ}$. | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses iestumated) | - | . | - | - |  |
| Businesses in sample |  |  |  |  |  |
| Low sales value ( $\$ 000$ s) | (1) | - | - | - |  |
| High sales value $\$ 000$ s) | (1) | - | . | - |  |
|  | Average ( 5000 's) |  |  |  |  |
| Source of Funds |  |  |  |  |  |
| From Operations | - | $\checkmark$ | - | - | - |
| Sale of Fixed Assets | - | - | - | - | - |
| Increase in Long Term Debt | - | - | - | - | - |
| Advances From Owners and Affiliates | - | - | - | - | - |
| From Government | - | - | - | . | - |
| Increase in Share Capital | - | - | - | - | - |
| Sale of investments | . | - | - | - | - |
| Tax Acjustments | - | - | - | - | . |
| Orher Sources | - | - | - | - | - |
| Total | - | - | - | - | - |
| Application of Funds |  |  |  |  |  |
| Purchase of Fixed Assets | - | - | - | . | - |
| Payment of Dividends | - | - | - | - | - |
| Repayment of Long Term Debt | - | . | - | - | - |
| Current Portion of Long Term Debr | - | - | - | - | - |
| 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 estimatos are based on a sample of businesses reporing 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)

| Susiness size expressed in average laoour units ? ? | Number of Businesses | $\begin{aligned} & \text { Total } \\ & \text { payroll } \\ & (\$ 000 \mathrm{~s}) \end{aligned}$ | Average labour units(1) | Changes in number of businesses |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Nesly reporting(2) | No longer reporting\|3) |
| 1982 |  |  |  |  |  |
| Total | 5 | 676 | 55 | - | 1 |
| less than 20 | 5 | 676 | 55 | - | 1 |
| 20-99 | - | . | - | - | - |
| -00-499 | . | - | - | - | - |
| 500 and over | - |  |  | . | - |
| 1985 |  |  |  |  |  |
| Total | 8 | 1.234 | 96 | 2 | $\ldots$ |
| less than 20 | 6 | x | 57 | - |  |
| $20 \cdot 99$ | X | X | 39 | 2 |  |
| $100 \cdot 199$ | . | . | . | . |  |
| 500 and over |  | - | - | - |  |
| 1) Average labour units are calculated by dividing total payroil by the average annual wage and saiary 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 lull-iime employee Note that the business size grouos used are determined at the Canada level. Thus it a ousiness 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. <br> 12) Refers to businesses reporting no payroli deductions in the previous year <br> 13) Refers to businesses reporting no payroll deductions in the tollowing year |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |

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

| Northwest Territories. Pharmacies (SIC 6031) | Cotall 1 ) |
| :--- | :--- |

1983

All Businesses (No.)
Toral Sales \$
Total Expense \$
Net Profit loss) \$
Businesses reporting a profit (No.)
Topal Sales $\mathbf{S}$
Total Expense 3
Net Protit S
Businesses reporting a loss (No.)
Total Sales \$
Total Expense \$
Net Loss s

|  | 1984 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| All Businesses (No.) | 18 | 3 | 5 | 5 | 5 |
| Total Sales S | +7798 | 404 | 5166 | 5.873 | 6.355 |
| Total Expense 5 | 16.000 | 330 | 4.702 | 5.175 | 5.793 |
| Net Protit lossis | 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 Excense | : 6.000 | 330 | 4702 | 5.175 | 5.793 |
| Net Propit \$ | 1.798 | 74 | 464 | 698 | 562 |
| Businesses reporting a loss (No.) | - | - | - | - |  |
| Total Sales \$ | - | - | - | - |  |
| Toral Expense S | - | - | - | . |  |
| Net Loss 5 | - | - | - | - |  |
|  |  |  | 1985 |  |  |
| All Businesses (No.) | 1 | - | - | - |  |
| Totat Sales S | K | . | - | - |  |
| Total ExDense 5 | K | - | - | - |  |
| Net Drotit lossi \$ | $\times$ | - | - | - |  |
| Businesses reporting a protit (No.) | 1 | * | - | - |  |
| Total Sales s | $\chi$ | . | - | - |  |
| Tcial Expense S | Y | - | - | - |  |
| Net P-orlt | x | - | . | - |  |
| Businesses reporting a loss (No.) | . | * | - | - |  |
| Total Sales S | - | - | - | - |  |
| Total Expense \$ | - | - | . | - |  |
| Net Loss \$ | - | . | - | - |  |

[^6][^7]TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985 Northwest Territories. Miscellaneous Clothing Stores (SIC 6141)

|  | Totali ${ }^{\text {( }}$ | Boltam $25^{\circ}$, | Lower middle 25\% | Upper middle $25 \%$ | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 17 | - | -* | -- | - |
| Businesses in sample <br> Low sales value $\$ 000$ s <br> High saies value $1 \$ 000$ si | $\left.\begin{array}{r} 8 \\ 19 \\ 19 \end{array}\right)$ | -. | -- | -- | - |


| Selected expense item | Industry Averagei2 |  |  |  |  | $\begin{array}{r} 3, \text { busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Meporting businesses anly (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom $25 \%$ | Lower middle $25^{3} 3$ | Upper middle $25^{3}=$ | $\begin{aligned} & \text { Top } \\ & 25^{\circ} \end{aligned}$ |  | Total | Bottom $25^{\circ}$ 。 | Lower middle $25^{3}$, | Upper middle | $\begin{aligned} & \text { TOD } \\ & 25 \% \end{aligned}$ |
|  | Percent ol sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of Sales | 57.2 | - | $\cdots$ | -. | -. | 100.0 | 57.2 | -- | -- | -* | - |
| Occupancy Expenses | 12.1 | - | - | * | -. | 100.0 | 12.1 | -- | - | v* | -- |
| Mortgage Interest |  | - | ** | - | $\cdots$ |  |  | -- | $\cdots$ | -- | $\stackrel{-}{-}$ |
| Depreciation Reoairs $\&$ Maintenance | 20 11 | -- | $\cdots$ | -- | -- | 944 | 21 | $\cdots$ | -- | -- | -. |
| Heat. Light \& Telephone | 2.9 | - | .- | .. | -- | 1000 | 29 | .- | .- | - | - |
| Business \& Property Tax | 01 | - | -- | .. | .- | 888 | 0.1 | . | - | -- | - |
| Insurance | 0.6 | -- | -- | .. | -. | 1000 | 06 | -- | -- | - | -- |
| Rent | 55 | - | .. | -- | -- | 1000 | 55 | -- | -- | - | -- |
| Personnel Expenses | 17.3 | - | ** | - | -- | 100.0 | 17.3 | -- | ** | * | - |
| Financial Expenses | 3.3 | -- | $\cdots$ | -* | - | 100.0 | 3.3 | - | $\cdots$ | - | $\square$ |
| Bank Interest \& Charges | 27 |  | -. | $\cdots$ | -- | 1000 | 27 | -- | -- | -- | - |
| Protessional Fees | 0.6 | - | - | - | -- | 1000 | 06 | - | $\cdots$ | -- | - |
| Franchise Fees |  | -- | - |  | $\ldots$ |  |  | - | -- | -- | -- |
| Sales and Admin. Expenses | 5.5 | -- | -- | * | -* | 100.0 | 5.5 | -- | -* | -* | - |
| Advertising | 3.3 | ** | -. | - | .. | 1000 | 33 | $\cdots$ | " | -. | - |
| Supplies | 16 | -- | -- | - | -* | 1000 | 16 | - | $\cdots$ | -- | -- |
| Deilvery | 03 | -- | - | - | $\cdots$ | 793 | 0.4 | $\because$ | -- | - | -- |
| Fuel Expense | 0.2 | -- | - | - | - | 33.6 | 05 | -- | - | -* | -- |
| Other Expenses | 2.1 | -* | - | - | $\sim$ | 100.0 | 2.1 | -- | $\cdots$ | - | - |
| Prolit (loss) | 2.4 | - | -* | - | -* | 100.0 | 2.4 | - | ** | - | - |
| Total | 100.0 | - | - | .- | $\sim$ | 100.0 |  | -* | - | - | -* |

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

| (2) Value in each cell | $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of all businesses in the sample }} \times 100 \times$ for each ouartile |
| ---: | :--- |
| (3) Vatue in each cell | $=\frac{\text { Total weighted expenciture on a given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }} \times 100 \quad$ for each auartile |

Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses) does not necessarly equal $100^{\text {co }}$
See Notes on Symbols Page

## Standard Industrial Classification Definition:

## SIC 6141 - Miscellaneous Clothing Stores

Businesses primasily engaged in retail deaing in a comoination of men s. wamen's and children s clothing and accessories included in this industry are businesses primarily engaged in retailing tur goods Businesses may be described by product line such as retall chidrens and intants clothing. childrens clothing stores. retall children s coats. combination clothing stores imen s , womer's and children s). retall chidren s dresses, blouses and shirts. Pamily clothing stores. retail fur goods, retail children s hosiery, retail infant's and foddler's clothing. retail children s pants and slacks. retail chilidren's skifts. retail children s sleeowear, retail childrens suits. retall children's sweaters and retail children's underwear

## TABLE 2. Balance Sheet Profile for 1985

Northwest Territories. Miscellaneous Clothing Stores (SIC 6141)

|  | Totak 1 | Bottom $25 \%$ | Lower middle $25^{3}=$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25^{\circ}= \end{aligned}$ | $\begin{gathered} \text { Top } \\ 25^{\circ}= \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 17 | -- | -- | .- | - |
| Businesses in sample | 8 |  |  |  |  |
| Low sales value ' $\$ 000$ 's, | (1) | -- | $\cdots$ | - | - |
| High sales value ( $\mathrm{SO00}$ s) | (1) | -- | -- | .- | -- |
|  | Average ( 5000 s ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 2 | -- | -- | -. | -- |
| Accounts and Notes Recervable | 2 | -- | -- | -- | .. |
| inventory | 92 | - | -- | -- | -- |
| Other Cuprent Assets | 1 | -- | - | - | .. |
| Total Current Assets | 97 | $\cdots$ | .. | .. | .. |
| Fixed Assets | 40 | -- | -. | .. | -. |
| Less Accum Ded on Fixed Assets | 19 | -- | -. | -- | -. |
| Other Assers | 29 | - | .. | -. | -- |
| Total Assets | 148 | ** | - | * | $\cdots$ |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 31 | * | -- | - | -- |
| Other Current Liabilties | 68 | - | - | $\cdots$ | .- |
| Total Current Liabilitios | 99 | - | -- | .- | -- |
| Morrgages Payable | - | -. | $\ldots$ | .. | - |
| Long Term Deb: | 3 | - | .- | .. | .. |
| Other Labilities | 23 | -- | * | - | - |
| Total Liabilities | 126 | - | - | -- | ** |
| Total Equity | 22 | - | $\cdots$ | $\cdots$ | - |

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

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

|  | Total(1) | $\begin{aligned} & \text { Bottom } \\ & 25^{\circ} \text {, } \end{aligned}$ | Lawer muddle $25^{*}=$ | Upper midde $25^{\text {: }}$ | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number ot businesses (estimated) | 17 | -- | -- | -. | -. |
|  |  |  |  |  |  |
| Low sales value ( 5000 s) | (1) | -- | - | $\cdots$ | *- |
| High sales value ( SOOO s) | (1i | -. | .. | .. | -. |
|  | A erage |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Curent tatio (times) | 11 | -- | - | - | . |
| Leverage Ratios |  |  |  |  |  |
| Deot Equity ratio llimes) | -22.7 | -- | -- | - | * |
| Interest Coverage ratio tumes) | 28 | -- | -- | -. | -- |
| Deot ratio (times) | 0.9 | -- | -- | -- | -- |

11 These estimates are based on a sample of businesses reporting sales oetween $\$ 10$ thousand and $\$ 2$ million
See Notes on Symbois Page

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

|  | $\begin{aligned} & \text { Total( }: \\ & 25^{\circ} \end{aligned}$ | Bottom $25^{3}$ 。 | Lower middle 25\% | Upper middle $25^{\circ}$. | $\begin{aligned} & \text { Top } \\ & 25^{\circ} \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 9 | . | .. | - | - |
| Businesses in sample | 1 |  |  |  |  |
| Low saies value ( $\$ 000$ \$) | (1) | .- | -. | $\cdots$ | -- |
| High sales value ( $\$ 000 \mathrm{~s}$ ) | (1) | -. | -- | .. | * |
|  | Average ( 5000 s) |  |  |  |  |
| Source of Funds |  |  |  |  |  |
| From Operations | x | ** | -- | -- | * |
| Sale of Fixed Assets | X | - | -- | -- | * |
| Increase in Long Term Debt | - | -- | -- | -- | -- |
| Advances From Owners and Affiliates | X | " | $\cdots$ | -- | - |
| From Government | $x$ | -* | -* | -- | - |
| Increase in Share Capital | x | -- | - | -- | -- |
| Sale of Investments | $x$ | .. | . | -- | - |
| Tax Adjustments | $x$ | .. | .. | -- | -* |
| Oiner Sources | $\stackrel{x}{x}$ | -. | -- | -. | - |
| Total | X | -- | - | ** | - |
| Application of Funds |  |  |  |  |  |
| Purchase of Fixed Assets | $x$ | -* | -* | -- | -. |
| Payment of Dividends | $x$ | -- | .- | -- | -. |
| Repayment of Long Term Debt | $\times$ | -- | -. | -- | -- |
| Current Portion of Long Term Debt | x | -* | -- | -- | - |
| Purchase of Investments | x | .- | .- | -- | -* |
| Reoayment of Adv From Owners and Affil. | $x$ | - | - | -. | -- |
| Decrease in Equity | $x$ | -- | -- | -- | - |
| Tax Adjustments | $x$ | -- | -- | $\cdots$ | - |
| Orner Applications | $\stackrel{x}{x}$ | -* | -- | - | - |
| Total | X | - | -- | - | - |
| Increase (Decrease) in Net Working Capilal | $x$ | -* | ** | - | -- |

(1) These estumates 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 averaçe !adour uniss '', | Number of Businesses | $\begin{array}{r} \text { Total } \\ \text { payroil } \\ (\$ 000 \text { s }) \end{array}$ | Average labour unitsil! | Changes in number of ousinesseswith 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. 199 | . | - | $\cdot$ | - | - |
| 500 and over | - | - | - | - | - |
| 1985 |  |  |  |  |  |
| Total | 8 | 210 | 15 | 2 | ... |
| less than 20 | 8 | 210 | 15 | 2 |  |
| 20.99 | - | - | - | - |  |
| 100. 499 | - | - | - | - |  |
| 500 and ove: | - | - | - | - |  |

[^8]See Notes on Symbols Page

|  | Total( 1 ) | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { midale } 25^{\%} \text { ? } \end{aligned}$ | $\begin{aligned} & \text { Uopep } \\ & \text { middle } 25^{\circ} \text { ? } \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25=0 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |


|  | All S values are expressed in thousands |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | 982 |  |  |
| All Businesses (No.) | 5 | 1 | 1 | 1 | 2 |
| Total Sales \$ | 2.870 | 63 | 145 | 347 | 2.315 |
| Total Expenses | 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 ${ }^{\text {s }}$ | 2.228 | - | - | 347 | 1881 |
| Total Exoense s | 2.076 | - | - | 341 | 1.735 |
| Net Profits | 152 | - | - | 6 | 146 |
| Businesses reporting loss (No.) | 3 | 1 | 1 | - | $\dagger$ |
| Total Sales s | 642 | 63 | 145 | - | 434 |
| Total Exoense ${ }^{\text {s }}$ | 679 | 73 | 146 | - | 460 |
| Net Loss 5 | -37 | $\cdot 10$ | . 1 | . | -26 |
|  |  |  | 83 |  |  |
| All Businesses (No.) | 12 | - | - | - | - |
| Total Sales \$ | 1.173 | . | - | - | . |
| Toral Expense \$ | 1,139 | . | . | . | - |
| Net Proft (lossi \$ | 34 | - | - | . | . |
| Businesses reporting a protit (No.) | 11 | - | - | - | - |
| Total Sales 8 | 1001 | - | - | . | . |
| Total Expense \$ | 955 | . | - | . | - |
| Net Profits | 46 | - | - | - | . |
| Businesses reporting a loss (NO.) | 1 | - | - | - | - |
| Total Sales \$ | 172 | * | - | - | . |
| Total Expense \$ | 184 | . |  | . | - |
| Net Loss 3 | . 12 | . | - | - |  |

All Businesses (No.)
Total Sales §
Total Expense s
Net Profit loss 5
Businesses reporting a prolit (No.)
Total Sales S
Total Expense s
Net Prolits
Businesses reporting a loss (No.)
Total Sales $\$$
Toral Expense 今ै
Net Loss \$

Total Sales s
$+314$
Total Expense \$ $\quad 1.260$
Ne: Protit (loss) $\$$
Businesses reporting a profit (No.)
54
To:ai Sales
Total Exo
Net Prolu \$
111

- 100

Businesses reporting a loss (No.) 9
Total Saies \$ 3.803
Total Expense $\$ \quad 3.849$
Ner Loss \$ $\quad-\downarrow 6$
(1) These estimates are based on a sample of businesses reoorting sales betreen $\$ 10$ thousand and $\$ 2$ million

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 $25^{\circ}=$ |  | Upper middle $25^{\circ}$, |  |  | Top |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 11 |  | -- |  |  | - |  | .. |  |  | -- |
| Businesses in sample Low sales value ( $\$ 000$ 's) High sates value ( $\$ 000$ s) |  | 8 19 8 |  | -- |  |  | -- |  | .. |  | -- |
| Selected exoense item | Industry Average ${ }_{\text {2 }}$ ) |  |  |  |  | $\begin{array}{r} 2, \text { busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | Lower middle $25^{3}=$ | Upper middle $25 \%$ | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |  | Total | Battom $25^{\circ}$ 。 | Lower middle $25^{\circ}$ 。 | Upper middle | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  |  | Percent of sales |  |  |  |
| Cost of Sales | 55.7 | - | -. | -- | -- | 100.0 | 55.7 | - | -- | - | - |
| Occupancy Expenses | 13.9 | - | -- | - | $\cdots$ | 100.0 | 13.9 | $\cdots$ | -- | $\cdots$ | $\cdots$ |
| Mortgage Interest | 45 | - | -- | -- | $\cdots$ |  | 50 | $\cdots$ | -- | -- | -- |
| Deoreciation | 45 | -- | $\cdots$ | -- | $\because$ | 912 | 50 | $\cdots$ | $\stackrel{\square}{\square}$ | $\because$ | $\because$ |
| Repars \& Maintenance | 08 24 | .. | -. | -- | -. | 912 100.0 | 08 2.4 | -- | -- | - | -- |
| Business \& Properiy Tax | 06 | .- | .. | -- | .. | 835 | 07 | -- | -. | - | -- |
| insurance | 08 | -- | "- | -- | -- | 100.0 | 08 | -- | -- | -- | - |
| Rent | 49 | -- | -- | - | $\cdots$ | 835 | 58 | -- | -- | -- | -- |
| Personnel Expenses | 15.0 | ** | ** | - | - | 92.3 | 16.3 | -* | ** | $\cdots$ | -- |
| Financial Expenses | 4.7 | - | $\because$ | = | $\cdots$ | 100.0 | 4.7 | -- | $\cdots$ | ** | $\cdots$ |
| Bank interest \& Charges | 38 | -- | - | -* | - | 1000 | 38 | -* | $\cdots$ | - | - |
| Protessional Fees | 09 | $\cdots$ | -- | -- | .- | 91.2 | 10 | - | - | -- | - |
| Franchise Fees |  | - | - | - | - |  |  | -- | -- | ** | - |
| Sales and Admin. Expenses | 3.7 | - | ** | - | - | 100.0 | 3.7 | - | $\cdots$ | $\cdots$ | $\cdots$ |
| Advertising | 14 | -- | .. | .. | .. | 100.0 | 1.4 | -* | -* | -- | - |
| Supolies | 12 | - | -* | .- | $\sim$ | 100.0 | 12 | -- | -- | -. | - |
| Delisery | 05 | $\cdots$ | $\cdots$ | -* | -- | 91.2 | 05 | -- | $\because$ | -- | -- |
| Fuel Expense | 0.5 | * | -* | - | -- | 51.6 | 10 | -- | -- | -- | -- |
| Other Expenses | 2.6 | - | ** | - | - | 100.0 | 2.6 | - | -. | * | - |
| Profit (loss) | 4.3 | -- | $\cdots$ | - | "* | 100.0 | 4.3 | -- | - | - | -- |
| Total | 100.0 | -- | $\cdots$ | - | - | 100.0 | ... | - | -* | - | -- |

(1) These estimates are based on a samole at businesses reporting saies between $\$ 10$ thousand and $\$ 2$ million
(2) Value in each cell $=$ Total weighied expenditure on a given ttem Total weighted sales of all businesses in the sample
(3) Value in each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total }} \times 100 \quad$ for each quartile

Since the number of businesses reporting a soecific expense may difter for each cell, the total (profit (loss) plus expenses, does not necessarily equal $100^{\circ}$. See Nores on Symbois Page
Standard Industrial Classification Definition:
SIC 622 - Appliance. Television. Radio and Stereo Stores
Businesses urimarily engaged in etail dealing in malor housenold aopliances. small eiec:rical zopliances. tele. sion, tavio and sound ecuinment Reoair shoos tor such aodiances are included in this indusiry grouo.

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

|  | Totalil | Bottom 25\% | Lower <br> middle 25\%, | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number ot businesses (estimated) | 11 | -- | .. | -- | $\cdots$ |
| Businesses in sample | 8 |  |  |  |  |
| Low sales vaiue (\$000's | (1) | -- | - | -. | -- |
| itigh sales value (\$000 s) | (1) | -- | -- | -- | -- |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Casn | 16 | -- | - | -- | -- |
| Accounts and Notes Receivable | 43 | -. | .- | -- | .. |
| inventory | 140 | -- | - | -- | - |
| Other Current Assets | 2 | -- | -- | -- | -- |
| Total Current Assets | 201 | -- | -- | -. | -- |
| Fixed Assers | 252 | -- | -- | -- | - |
| Less Accum Deo on Fixed Assets | 98 | -- | .. | -- | - |
| Other Assels | 108 | -. | .. | -- | - |
| Total Assets | 463 | -- | -- | - | * |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 82 | -- | - | -* | * |
| Other Current Lavilites | 110 | -- | -- | - | -- |
| Total Current Liabilities | 193 | -- | -- | -- | -- |
| Mortgages Payable | 57 | -- | -- | .. | -- |
| Long Term Debt | 13 | -- | -- | -- | -* |
| Cther Liablities | 74 | -- | -. | -- | -- |
| Totai Liabilities | 337 | - | - | -- | -- |
| Total Equity | 125 | -- | -- | -• | $\cdots$ |

(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\| | Bottom 25\% | Lower midde $25^{\prime}$. | Upper midale $25^{\circ}$. | $\begin{array}{r} \text { TOD } \\ 25 \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of ousinesses iestimated) | 11 | -- | -- | -- | - |
| Businesses in sample | 8 |  |  |  |  |
| Low sales ratue (\$000's) | (1) | -- | -- | - | - |
| Hiçh sales value ( 5000 s) | [1: | .- | -- | -- | .. |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratio (times) | 1 ' | - | -* | - | - |
| Leverage Ratios |  |  |  |  |  |
| Deot Equity :ato (times) | -131 | $\bullet$ | -- | -- |  |
| interest Coverage ratio (times) | 62 | -. | - | -- | -- |
| Dest ratic (timest | 08 | - | -- | -- |  |

[^9]See Notes on Symoos Page

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

|  | Totall 1 25 \% | Bottom $25 \%$ | Lower middle $25^{\circ}$. | Unoer midale $25^{\circ}$ 。 | $\begin{aligned} & \text { Top } \\ & 25^{\prime}: \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 5 | $\cdots$ | -- | -- | -- |
| Businesses in sample | ${ }^{1}$ |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | $\cdots$ | - | .. | .. |
| High sales value (\$000 s) | (1) | -- | -. | .. | - |


| Source of Funds |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| From Oparations | x | -- | - | -- | -* |
| Sale of Fixed Assets | $x$ | .. | -. | -. | -- |
| Increase in Long Term Debt | X | -- | -- | -- | -- |
| Advances From Owners and Affilates | x | -- | -- | -- | -- |
| From Government | x | .. | -- | -. | -- |
| Increase in Share Capital | x | -- | - | - | - |
| Sale of Investments | k | -- | - | - | - |
| Tax Adjustments | $x$ | -- | -- | -- | $\cdots$ |
| Other Sources | x | - | - | - | -- |
| Total | $\times$ | - | ** | $\cdots$ | -. |
| Application of Funds |  |  |  |  |  |
| Purchase of Fixed Assets | $x$ | -- | -. | .. | - |
| Payment of Dividends | x | -- | - | - | $\cdots$ |
| Repayment of Long Term Debt | $x$ | -- | - | - | - |
| Current Partion of Long Term Debt | $x$ | -- | - | - | $\cdots$ |
| Purchase of Investments | $x$ | - | -- | -- | -- |
| Repayment of Adv From Owners and Affil. | $x$ | -- | -- | -- | -- |
| Decrease in Equity | $x$ | -. | - | - | -- |
| Tax Adjustments | $\times$ | -- | - | -- | .. |
| Orner Applications | $x$ | -- | -- | -- | -- |
| Total | $x$ | - | ** | " | - |
| Increase (Decrease) in Net Working Capital | $x$ | - | - | - | -- |

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)

| Susiness size expressed in average labour units: 1 ) | Number of Businesses | Total payroll (SOOO s) | Average labour units(1) | Changes in number of businesseswith 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 | 4. | 1 |  |
| 20.99 | - | . | . | , |  |
| 100-499 | - | - | - | - |  |
| 500 and over | - | - | - | . |  |

[^10]See Notes on Symbots Page

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

|  | Torall ${ }^{\text {r }}$ | Botiom $25 \%$ | Lower middie 25 \% | Uoper middle 25* | $\begin{gathered} 100 \\ 25^{\circ} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | All \$ values are expressed in thousands |  |  |  |  |
|  | 1982 |  |  |  |  |
| All Eusinesses (No.) | 2 | - | - | - |  |
| Total Sales \$ | $x$ | - | . | - |  |
| Total Expense \$ | $x$ | - | - | - |  |
| Net Profit (loss) \$ | $\times$ | - | - | - |  |
| Businesses reporting a profit (No.) | 2 | - | - | - |  |
| Total Sates S | $x$ | - | - | - |  |
| Total Expense \$ | $x$ | - | - | - |  |
| Net Proflt $\$$ | $x$ | - | - | - |  |
| Businesses reporting loss (NO.) | - | - | - | - |  |
| Total Sales \$ | - | - | - | . |  |
| Total Expense \$ | - | - | - | - |  |
| Ne: Loss \$ | . | . | - | - |  |
|  | 1983 |  |  |  |  |
| All Businesses (No.) | 16 | - | - | - |  |
| Total Sales 5 | 1404 | - | . | . |  |
| Total Expense \$ | 971 | - | - | - |  |
| Net Profit iloss) \$ | 433 | - | - | - |  |
| Businesses reporting a profit (No.) | 7 | - | - | - |  |
| Total Sales \$ | 1.157 | - | - | - |  |
| Total Expense § | 717 | - | - | - |  |
| Net Protit $\$$ | 440 | - | - | - |  |
| Businesses reporting a loss (No.) | 9 | - | - | - |  |
| - Total Sales 5 | 247 | - | - | - |  |
| Total Exoense 5 | 254 | - | - | - |  |
| Nei Loss \$ | .7 | . | - | - |  |
|  | 1984 |  |  |  |  |
| All Businesses (No.) | - | - | - | - |  |
| Total Sales 5 |  | . | . | . |  |
| Total Expense \$ | . | . | - | . |  |
| Net Prollt lloss) \$ | - | - | - | - |  |
| Businesses reporting a profit (No.) | - | - | - | - |  |
| Total Sales S | . | - | . | . |  |
| Total Expense S | - | - | - | - |  |
| Net Ppofit $\$$ | . | . | . | - |  |
| Businesses reporting a loss (No.) | . | - | - | - |  |
| Total Sales S | . | - | . | . |  |
| Total Expense $\$$ | . | . | - | . |  |
| Net Loss \$ | . | . | - | - |  |
|  | 1985 |  |  |  |  |
| All Businesses (No.) | 8 | - | - | - |  |
| Totar Sales 5 | 5.753 | . | . | - |  |
| Tolal Expense 5 | 5.576 | . | . | . |  |
| Net Profit lloss) 5 | 177 | - | . | . |  |
| Businesses reporting a prolit (No.) | 8 | . | . | . |  |
| Totat Saies 5 | 5753 | . | . | . |  |
| Total Expense \$ | 5576 | . | . | . |  |
| Net Protits | 177 | . | . | . |  |
| Businesses reporting a loss (No.) | . | . | . | - |  |
| Total Sales S | . | . | . | - |  |
| Total Expense $\$$ | . | . | . | . |  |
| Net Loss 5 | - | . | . | - |  |

[^11]See Notes on Symbols Page

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

|  | Total: ${ }^{\text {a }}$ |  | Bottom 25 ? |  |  | Lower <br> middle $25 \%$ |  | Upoer muddle $25^{\circ}$. |  |  | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 110 |  | -- |  |  | - |  | $\cdots$ |  |  | -- |
| Jusinesses in sample <br> Law sales value (\$000's) <br> High sales value ( $\$ 00 \mathrm{c}$ 's) | $\begin{gathered} 7 \\ 13 \\ 13 \end{gathered}$ |  | $\stackrel{-}{\square}$ |  |  | -- |  | -- |  |  | -. |
| Selected expense item | Industry Averager2) |  |  |  |  | $\begin{array}{r} { }^{2} \text { : busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | $\begin{aligned} & \text { Sottom } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | Lioper middie 25\% | $\begin{gathered} \text { Top } \\ 25^{\circ}= \end{gathered}$ |  | Total | Bottom $25^{\circ}$ | Lower middle $25^{\circ}$, | Upper middle | $\begin{array}{r} \text { Yop } \\ 25 \% \end{array}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of Sales | 43.6 | -- | .. | .. | -. | 55.4 | 78.7 | - | - | - | - |
| Occupancy Expenses | 12.4 | -- | -. | .. | -- | 100.0 | 12.4 | - | - | -- | = |
| Mortgage Interes: | 12. | -- |  | .. | -- |  |  | -- | - | -- | -- |
| Depreciat:on | 5 : | -- | $\cdots$ | $\cdots$ | - | :000 | 51 | - | - | - | - |
| Redars \& Maintenance | 08 | -- |  | .- | -- | 1000 | 0.8 | * | - | -- | - |
| Heat Light \& Teiephone | 40 | -* | $\cdots$ | - | - | 1000 | 40 | -- | - | -- | $\because$ |
| Business \& Proderty Tax Insurance | 0.2 | -- | -- | -- | -- | 459 100.0 | 0.4 21 | -- | - | -- | - |
| Rent | 02 | -- | -- | .. | -- | 174 | 13 | -- | -- | -- | - |
| Personnel Expenses | 21.2 | - | - | -- | -- | 100.0 | 21.2 | -- | - | - | - |
| Financial Expenses <br> Bank interest \& Charges | 3.2 1.8 | -* | $\because$ | -. | - | 100.0 1000 | 3.2 18 | - | - | -8 | -- |
| Bank interest \& Charges <br> Protessional Fees | 18 14 | -- | - | .. | -- | 1000 | 18 14 | -- | - | -- | $\stackrel{-}{-}$ |
| Franchise Fees |  | -- | -- | -* | -- |  |  | .. | - | - | - |
| Sales and Admin. Expenses | 8.0 | - | -- | -- | -- | 100.0 | 8.0 | * | -* | - | - |
| Advertising | 01 | - | $\cdots$ | $\cdots$ | -- | 459 | 02 | . | -- | - | -- |
| Supplies | 09 +9 | -- | -- | -- | -- | 1000 905 | 09 29 29 | -. | -- | - | -- |
| Fuel Expense | 52 | -- | .- | .. | -- | 905 |  | -- | -- | $\cdots$ | -. |
| Other Expenses | 2.3 | -- | - | -- | - | 100.0 | 2.3 | ** | $\cdots$ | "- | -- |
| Profit (loss) | 9.3 | - | - | -- | -- | 100.0 | 9.3 | -- | - | -* | -- |
| Total | 100.0 | -- | -- | - | $\cdots$ | 100.0 | . | - | -- | - | -- |

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

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

Since the number of businesses reporting a specific expense may differ for each cell. the total (proft (loss) plus expenses) does not necessarily equal $100 \%$ See Notes on Symbols Page

## standard Industrial Classification Definition:

## SIC 6331 . Gasoline Service Stations

?usinesses ormarily engaged in retail dealing in qasoline. luaricating oils and greases. Included in this industry are businesses primarilv engaged in lubicaing

mo:r venices lubrrdiun ser-ces and sell-sere gasome stations

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

|  | Totalit | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { miodie } 25=? \end{aligned}$ | Uooer middle 25*。 | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 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 |  |  |  |  |  |
| Curtent Loans | $27$ | - | -- | -- | - |
| Other Current Liabilities | 33 | .- | .. | - |  |
| Total Current Liabilites | 60 | -- | - | -- | - |
| Mortgages Payable | 1 | -- | -- | - |  |
| Long Term Debt | . | .. | .. | .. |  |
| Other Liabilites | 22 | -- | $\cdots$ | -- | - |
| Total Liabilities | 84 | -- | -- | - |  |
| Total Equity | 41 | -. | -- | -- |  |

(1) These estimates are oased on a sample of ousinesses reporting sales bet ween $\$ 10$ thousand and $\$ 2$ milion

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

|  | Fotall 1 | Bottom 25\% | Lower <br> midale 25: | $\begin{array}{r} \text { Ucoe } \\ \text { miccle } \mathrm{z5} \end{array}$ | $\begin{array}{r} \text { ToD } \\ 25^{2} \mathrm{a} \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | $: 0$ | -. | .- | -. | -- |
| Businesses in sample | 7 |  |  |  |  |
| Low sales value (\$000's) | (1) | -- | -- | -- | * |
| High sales value ( $\$ 000$ 's) | (1) | .- | -- | -. | - |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratio (times) | 09 | -- | - | -. | - |
| Leverage Ratios |  |  |  |  |  |
| Deot Equily patio (times) | 212 | -- | -- | -- | - |
| Interest Coverage patio (times) | 56 | - | -- | .- |  |
| Debt ralio (times) | 07 | .. | - | -- |  |

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

|  | $\begin{aligned} & \text { Total( } \% \text { ) } \\ & 25 \% \end{aligned}$ | Sottom $25 \%$ | Lower middle 25 * | Upoer <br> midde $25^{7}$. | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) |  | . | - | - | - |
| Businesses in sample |  |  |  |  |  |
| Loir sales value (\$000's) | (1) | - | - | - |  |
| High sales value ( $\$ 000$ s) | (1) |  | . |  | $\cdot$ |
| Average (\$000 \$ ${ }^{\text {¢ }}$ |  |  |  |  |  |
| Source of Funds |  |  |  |  |  |
| From Operations | - | - | - | - | - |
| Sale of Fimed 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 Partion of Long Term Debt | . | - | - | - | - |
| Purchase of investments | - | . | - | . | - |
| Repayment of Adv. From Owners and Affll | - | - | - | - | - |
| Decrease in Equity | . | - | . | - | - |
| Tax Adjustments | - | . | - | - | - |
| Other Applications | . | - | - | - | - |
| Total | - | - | - | - | - |
| Increase (Decrease) in Net Working Capita | - | - | - | - | - |

1) These estimates are based on a sample of businesses reporting sates 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 unitsi 1 ) |  |  |  | Changes in | n number of businesses <br> ath jais emoloyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{array}{r} \text { Total } \\ \text { payroll } \\ (\$ 000 \text { s }) \end{array}$ | Average labour untis(1) | Nenv reportrigiz) | No longer :eporting(3) |
| 1982 |  |  |  |  |  |
| Total | 10 | 362 | 18 | 5 | - |
| $\begin{aligned} & \text { less inan } 20 \\ & 20.99 \end{aligned}$ | 10 | 362 | 18 | 5 | - |
| 100.499 | - | - | - | - | - |
| 500 and over |  | - | . | . | - |
| 1985 |  |  |  |  |  |
| Total | 4 | 260 | 14 | - |  |
| iess than 20 | 4 | 260 | 14 | - |  |
| $20 \cdot 99$ | . | . | . | . |  |
| $100 \cdot 499$ | - | - | . | - |  |
| 500 and over | . | . | . | . |  |

[^12] and Houps. Siatistics Canada. Caralogue No $72-002$ An average laboup unit could be interpreted as a full-ime empiovee Note that the business size groups used are determined at the Canada level Thus it a business has at least 500 employees in Canada as a whole but iess thar that number in any given province t is shown in the 500 and over group
2) Reters to businesses reoorting no payroll deductions in the previous year
3) Reters to businesses reporting no payroll deductions in the following vear

See Notes on Symbols Page

| TABLE 6. | $\begin{array}{l}\text { Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985 } \\ \text { Northwest Territories. Gasoline Service Stations (SIC 6331) }\end{array}$ |
| :--- | :--- |


|  | Totall 1 ! | Bottom 25\% | $\begin{aligned} & \text { Lower } \\ & \text { midde 25\% } \end{aligned}$ | Upper middle 25= | $\begin{gathered} \text { TOD } \\ 25^{\circ} \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | All $\$$ values are expressed in thousands |  |  |  |  |
|  | 1982 |  |  |  |  |
| All Businesses (No.) | 41 | - | - | - |  |
| Total Sales S | 8.817 | - | - | . |  |
| Total Expense \$ | 8.507 | - | - | - |  |
| Net Profit (loss) \$ | 310 | - | - | - |  |
| Businesses reporting a profit (No.) | 24 | - | - | - |  |
| Total Sales \$ | 5745 | - | - | - |  |
| Tatai Expense \$ | 5326 | - | - | - |  |
| Nel Protirs | 419 | . | . | . |  |
| Businesses reporting loss (No.) | 17 | - | - | . |  |
| Total Sales \$ | 3.072 | - | - | . |  |
| Total Expense \$ | 3181 | - | . | . |  |
| Net Loss S | . 109 | . | - | . |  |
|  | 1983 |  |  |  |  |
| All Businesses (MO.) | 27 | 1 | 9 | 10 | 7 |
| Total Saies $\hat{3}$ | 654.4 | 19 | 259 | 387 | 5879 |
| Total Expense \$ | 5.866 | 32 | 116 | 95 | 5.623 |
| Net Profit (loss) 5 | 678 | . 13 | 1.43 | 292 | 256 |
| Businesses reporting a prolit (No.) | 25 | . | 9 | 10 | 6 |
| Total Sales S | 6.080 | - | 259 | 387 | 5.434 |
| Total Expense \$ | 5380 | - | 116 | 95 | 5.169 |
| Ner Profit S | 700 | - | 143 | 292 | 265 |
| Businesses reporting a loss (No.) | 2 | 1 | - | - | 1 |
| Total Sales \$ | 164 | 19 | - | - | 145 |
| Total Exoense S | 486 | 32 | - | - | 45. |
| Ner Loss $\$$ | . 22 | . 13 | - | - | -9 |
|  | 1984 |  |  |  |  |
| All Businesses (No.) | 20 | . | - | - |  |
| Total Sales S | 1372 | - | - | - |  |
| Total Expense \$ | 1.086 | - | - | - |  |
| Net Pratit lloss) $\$$ | 286 | - | - | - | - |
| Businesses reporting a profit (No.) | 20 | - | - | - | - |
| Total Sales S | - 372 | - | - | . | . |
| Toral Expense S | 1.086 | . | - | - |  |
| Net ProfitS | 286 | . | - | - | - |
| Businesses reporting a loss (No.) | . | - | . | - | - |
| Total Sales 5 | - | - | - | - | - |
| Total Expense S | - | - | - | - | - |
| Ner Loss 3 | - | - | - | - | - |
|  | 1985 |  |  |  |  |
| All Businesses (No.) | 7 | - | - | - | - |
| Toral Sales \$ | 3432 | . | . | . |  |
| Tatal Expense \$ | 3.216 | . | . |  |  |
| Net Profit lloss) $\$$ | 216 | . | . | . |  |
| Businesses reporting a profit (No.) | 7 | . | . | . | - |
| Toral Sates | 3.432 | . | . | . | . |
| Total Exoense 5 | 3216 | . | . | . |  |
| - Vel 2 rofit | 216 | . | . | . | - |
| Businesses reporting a loss (No.) | . | . | . | . | - |
| Tata: Sales \$ | . | . | . | . |  |
| Total Expense \$ | . | . | . | . |  |
| Ner Loss 5 | . | - | . | . |  |

1) These estimates are oased on a samble of businesses :eporting sales oetween $\$ 10$ thousano and $\$ 2$ mullion
[^13]TABLE 1．Selected Operating Ratios，in Percent of Sales， 1985
Northwest Territories．Tire．Battery，Parts and Accessories Stores（SIC 6342）

|  | Totak 11 | Bottom $25 \%$ | Lower middle $25 \%$ | Upper middle $25^{\circ}$ ： | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses（estimated） | 6 | － | －－ | ．－ | － |
| Businesses in sample | 3 |  |  |  |  |
| Low sales vaiue $1 \$ 000$ s） | 11） | － | $\because$ | $\because$ | －－ |
| High sales value（ $\$ 000$＇s） | （1） | －－ | －． | ．－ | －－ |


| Seiected expense item | Industry Averaçe（2） |  |  |  |  |  | Reporting businesses only（3） |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Boltom $25^{2}$ 。 | Lower middle $25^{\circ}$ 。 | Upper middle $25 \%$ | $\begin{gathered} \text { Top } \\ 25: \end{gathered}$ | $\begin{array}{r} \text { F Dusi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Total | Bottom 25：。 | Lower middie $25^{\circ}$ ， | Upper middle | $\begin{aligned} & \text { Top } \\ & 25^{\prime} \text { ? } \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of Sales | 68.2 | － | －－ | ＊－ | －－ | 100.0 | 68.2 | －－ | －－ | －＊ | － |
| Occupancy Expenses | 5.7 | － | － | － | $\sim$ | 100.0 | 5.7 | －－ | $\cdots$ | － | － |
| Mortgage Interest |  | － | ．－ | ．． | － |  |  | －－ | －－ | －－ | ．． |
| Depreciation | 1.7 | － | ＊＊ | －＊ | －－ | 1000 | 17 | ＊＊ | － | － | $\cdots$ |
| Repars \＆Maintenance | 06 | － | －－ | －－ | － | 1000 | 0.6 | －－ | － | ．－ | －－ |
| Heat，Light \＆Telephone | 1.9 | －－ | － | ．． | －－ | 1000 | 19 | －－ | － | ．－ | －－ |
| Business \＆Property Tax | 0.7 | －－ | － | －－ | －． | 857 | 0.8 | － | －－ | ．－ | － |
| insurance | 08 | －－ | － | － | $\cdots$ | 1000 | 08 | －＊ | $\cdots$ | － | －－ |
| Rent | 0.1 | － | － | ．． | －． | 14.3 | 04 | －－ | － | －． | － |
| Personnel Expenses | 11.0 | － | －－ | －－ | － | 100.0 | 17.0 | ＊＊ | － | － | $\bullet$ |
| Financial Expenses | 3.8 | － | － | －－ | － | 100.0 | 3.8 | ＊＊ | － | － | － |
| Bank interest \＆Charges | 3.3 | － | ．． | ．－ | －－ | 1000 | 33 | ．－ | － | ．－ | －－ |
| Protessional Fees | 0.5 | － | －－ | －－ | －－ | 1000 | 05 | － | － | － | － |
| Franchise Fees |  | － | －－ | －． | －． |  |  | －． | －－ | ．． | $\cdots$ |
| Sales and Admin．Expenses | 1.9 | － | － | ＊ | $\cdots$ | 100.0 | 1.9 | － | － | － | $\cdots$ |
| Advertising | 0.4 | －－ | －． | －． | － | 1000 | 04 | － | $\cdots$ | －－ | －－ |
| Supplies | 0.5 | － | －－ | －－ | － | 1000 | 05 | － | －－ | －－ | ．． |
| Delivery | 05 | －－ | － | ．． | ．－ | 100.0 | 0.5 | －－ | －． | －－ | －－ |
| Fuel Expense | 0.4 | －． | － | － | － | 22.6 | 19 | －＊ | －－ | $\cdots$ | － |
| Other Expenses | 0.8 | － | ＊ | ＊＊ | $\cdots$ | 100.0 | 0.8 | －＂ | $\cdots$ | －＊ | － |
| Profit（loss） | 8.7 | － | － | － | － | 100.0 | 8.7 | －－ | －＊ | － | － |
| Total | 100.0 | －－ | －－ | －－ | －－ | 100.0 | ．．． | ＊＊ | －－ | －－ | －－ |

（1）These estimates are based on a sample or businesses reporting sales oetween $\$ 10$ thousand and $\$ 2$ million
（2）Value in each cell $=$ Total weighted expenditure on a given item $\times 100$ for each quartile．
（3）Value in each cell $=$ Total weighted expenditure on a given item $\times 100$ for each quaprile．

Since the number of businesses reporting a specific expense may differ tor each celf．the total（profit（loss）plus expenses）does not necessarlly equal $100^{\circ}$ ： See Notes on Symbols Page．

## Standard industrial Classification Definition：

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

Susinesses primarly engaged in retall dealing in new or used thes．rubes batteries and other automobile oarts and accessories separately ar in combination These businesses may be secondarly engaged in the installation and repair as well as in automobile reoair This industry includes the following types of retail operations retall automotive batteries．retail automotive parts and accessones．retail automotive casseties and 8－track tape recorders．retail motor vehicle radios（inc C．日．or GRS），retall mator venicle stereos．retall motor vehicle tape decks and retatl tires and lubes．

|  | Totall 11 | Bottom 25"。 | Lower midde $25^{\circ}$. | Upper <br> midale 25*, | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 6 | . | -- | .. | -- |
| Businesses in sample | 3 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | - | -* | -. | -- |
| High sales value ( $\$ 000$ s) | (1) | - | - | -- | .. |
|  | Average ( 5000 s ) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 17 | -- | -. | - | -. |
| Accounts and Notes Receivable | 25 | .. | -- | .. | .. |
| Inventory | 171 | -- | -- | .. | .- |
| Other Current Assets | 1 | *- | $\cdots$ | -- | -- |
| Total Current Assets | 213 | -* | .. | -. | -- |
| Fixed Assets | 190 | .. | - | -- | - |
| Less Accum Deo on Fiked Assets | 32 | - | -- | .. | -- |
| Other Assets | 2 | -- | -- | .. | $\cdots$ |
| Total Assets | 373 | - | - | - | - |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 44 | -. | -. | -- | -- |
| Other Current Liaborlities | 75 | .. | -. | .. | .. |
| Total Current Liabillies | 119 | .. | .- | -- | -- |
| Martgages Pavable | - | .. | -- | -- | -- |
| Long Term Dedt | 135 | -. | -- | -. | - |
| Other Liabilities | 70 | -- | -- | - | - |
| Total Liabilities | 323 | -* | * | -* | -- |
| Total Equity | 49 | .. | $\because$ | $\cdots$ | -- |

i 1 ; These estimates are based on a sampie of bustnesses reporting sales between $\$ 10$ thousand and $\$ 2$ million

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

|  | Totak 1 | Bottom 25*。 | Lower middle $25^{\circ}$ : | Uoper midele $25^{\circ}$ : | $\begin{array}{r} \text { ToD } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of ousinesses (estimated) | 6 | .- | .. | - | -- |
| Businesses in sample | 3 |  |  |  |  |
| Low sales value (\$000's) | (1) | -- | -- | - | -- |
| High sales vaiue ( $\$ 000$ 's) | (1) | .. | -* | -- | -. |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratio (times) | 22 | .. | .- | .. | -. |
| Leverage Ratios |  |  |  |  |  |
| Debt Equity fatio (tmes) | 151 | -- | -- | -. | -. |
| Interest Coverage ratio (times) | 39 | .- | .. | .- | -- |
| Debt ratio (times) | 09 | -- | -- | -- | -- |

(1)These estimates are based on a sample of businesses reporting sales between $\$ 10$ ihousand and 52 million

See Notes on Symbols Page.

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)

|  | Total(1) $25 \%$ | Bottom 25 \% | Lower <br> middle 25*。 | Upper middle $25^{\circ}$. | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 5 | -- | -- | -- | -- |
| Businesses in sample |  |  |  |  |  |
| Low sales value (\$000's) | (1) | - | - | -- | - |
| High sales value ( $\$ 000$ 's) | (1) | .- | .. | -. | -- |
| Average (\$000's) |  |  |  |  |  |
| Source of Funds |  |  |  |  |  |
|  | $x$ | -- | -. | -- | - |
| Sale of Fixed Assets | $x$ | -. | -- | -- | -. |
| increase in Long Term Debr | $x$ | -- | -- | -- | -* |
| Advances From Owners and Atfiliates | 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 Fined Assets | $x$ | -- | -. | - | $\cdots$ |
| 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 | $x$ | $\cdots$ | -- | *- | $\cdots$ |
| Increase (Decrease) in Net Working Capitar | $x$ | ** | *- | - | - |

(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 unitsit) | $\begin{array}{r} \text { Number } \\ \text { of } \\ \text { Businesses } \end{array}$ |  | Average labour units (") | Changes in number of ousinesseswith paid emotoyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly peoorling (2) | No longer reporting 3 ) |
| 1982 |  |  |  |  |  |
| Total | $x$ | $x$ | 5 | 2 | - |
| $\begin{aligned} & \text { less than } 20 \\ & 20.99 \end{aligned}$ | $\times$ | $\times$ | 5. | 2 | - |
| 100. 499 | - | - | . | - | - |
| 500 and over | - | - | . | - | - |
| 1985 |  |  |  |  |  |
| Total | $x$ | $x$ | 1 | - | ... |
| less than 20 | $x$ | * | 1 | - |  |
| 20-99 | - | - | - | - |  |
| -00-499 | - | - | - | - |  |
| 500 and over | - | - | - | - |  |

[^14]See Notes on Symbols Page.

|  | Total(1) | Bottom $25 \%$ | Lower middle 25*. | Uoper middle $25^{\circ}$ : | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | All \$ values are expressed in thousands |  |  |  |  |
|  | 1982 |  |  |  |  |
| All Businesses (No.) | 9 | - | - | - |  |
| Total Saies S | 2.512 | - | - | - |  |
| Total Expense \$ | 2.448 | - | - | - |  |
| Net Proftr (loss) S | 64 | - | - | - |  |
| Businesses reporting a prolit (No.) | 7 | - | - | - |  |
| Total Sales S | 1817 | - | - | - |  |
| Total Exoense 5 | 1.717 | - | - | - |  |
| Ner Pupit \$ | 100 | - | - | - |  |
| Businesses reporting loss (No.) | 2 | - | - | - |  |
| Total Sales \$ | 695 | - | - | - |  |
| Total Exoense S | 731 | - | - | - |  |
| Net Loss \$ | . 36 | - | - | - |  |
|  | 1983 |  |  |  |  |
| All Businesses (No.) | 3 | - | - | - |  |
| Total Sales S | 1005 | - | - | - |  |
| Total Expense S | 1.005 | - | - | - |  |
| Net Protin fioss: 5 | - | - | $\cdot$ | - |  |
| Businesses reporting a prolit (No.) | 2 | - | - | $\cdot$ |  |
| Total Sales S | 976 | - | - | - |  |
| Total Expense \$ | 971 | - | - | - |  |
| Net Protit $\$$ | 5 | - | - | - |  |
| Businesses reporting a luss (No.) | 1 | - | - | - |  |
| Total Saies S | 29 | - | - | - |  |
| Total Expense 5 | 34 | - | - | - |  |
| Net Loss \$ | -5 | - | - | - |  |
|  | 1984 |  |  |  |  |
| All Businesses (No.) | 3 | - | - | - |  |
| Toral Sales 5 | 438 | - | . | - |  |
| Total Exoense \$ | 308 | - | - | - |  |
| Net Proht (lass) S | 130 | . | - | - |  |
| Businesses reporting a profit (No.) | 3 | - | - | - |  |
| Total Sales S | 138 | - | - | - |  |
| Total Expense \$ | 308 | . | - | - |  |
| Net Drotit \$ | 130 | - | - | . |  |
| Businesses reporting a loss (No.) | - | . | - | . |  |
| Total Saies \$ | - | . | . | . |  |
| Total Expense \$ | - | - | - | - |  |
| Net Loss 3 | . | . | . | - |  |

1985
All Businesses (No.)
Total Sales \$
8

Exaense \$ $\quad 4393$
Net Profit (loss) S
Businesses reporting a profit (NO.)
Total Saies S 4878
Totai Expense s $\$ 393$
Ner =rotit \$
$\downarrow 85$
Businesses reporting a loss (No.)
Total Sales S
Tolal Exoense \$
Net Loss $\$$
11) These estimates are based on a sample ot busimesses reoorting sales belween $\$ 10$ thousand and $\$ 2$ million

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

|  | Tonalis |  | Bottom $25 \%$ |  |  | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ |  | Uoper middle $25^{\circ}$ : |  |  | $\begin{array}{r} \text { Too } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses iestimated) | 19 |  | -- |  |  | - |  | -- |  |  | .- |
| Susinesses in samole Low sales value ' $\$ 000$ s) high sales value ( $\mathbf{\$ 0 0 0}$ 's) |  | $\begin{array}{r} 9 \\ 111 \\ 111 \end{array}$ |  | -- |  |  | -- |  | -- |  | $\cdots$ |
| Selected expense item | Incust:y Averaget2, |  |  |  |  | $\begin{array}{r} \text { בo busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Fevoreng tusinesses unly (3) |  |  |  |  |
|  | Total | Bottom $25^{3}=$ | Lower middle $25^{\circ}$ | Upper middie $25 \%$ | Top |  | Total | Bottom 25*。 | Lower middle $25^{\circ}$ | Upper middle | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
|  | Percent of saies |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of Sales | 34.5 | - | $\cdots$ | - | -* | 100.0 | 34.5 | - | * | - | $\bullet$ |
| Occupancy Expenses | 10.7 | - | .. | $\cdots$ | = | 100.0 | 10.7 | - | *- | = | - |
| Mortgage Interest | 0.1 | .- | .. | - | $\cdots$ | 5.1 | 26 | - | - | -. | - |
| Deoreciation | 13 | .. | .. | -- | .- | 45.6 | 3.0 | -- | -- | .. | -- |
| Aepars \& Maintenance | 14 | $\cdots$ | -- | -- | -. | $\downarrow 56$ | 30 | -. | .- | -- | - |
| Heat. Light \& Teleohone | 39 | -- | -- | -- | -- | 949 | 42 | -- | -- | -. | - |
| Business \& Property Tax | 07 | - | -- | $\cdots$ | - | 949 | 08 | - | * | * | -- |
| Insurance | 0.5 | $\square$ | -- | -- | * | 45.6 | 10 | -- | -- | -- | -- |
| Rent | 27 | -. | -- | .- | .- | 696 | 39 | .- | -- | -- | -- |
| Personnel Expenses | 6.0 | * | -- | - | -- | 100.0 | 6.0 | - | ** | -. | .. |
| Financial Expenses | 3.3 | - | - | - | = | 100.0 | 3.3 | - | -- | -- | - |
| Bank interest \& Charges | 2.6 | .- | -- | - | .- | 1000 | 26 | -- | $\cdots$ | -- | - |
| Protessional Fees | 0.6 | $\cdots$ | -- | $\cdots$ | $\because$ | 100.0 | 06 | - | - | -- | -- |
| Franchise Fees |  | -. | -- | -- | -- |  |  | -- | -- | -- | -- |
| Sales and Admin. Expenses | 2.2 | -- | $\cdots$ | - | -* | 100.0 | 2.2 | - | -- | ** | - |
| Adiertising | 0.4 | . | -* | - -- | - | 348 | 01 | -- | -- | - | -- |
| Delivery | 08 | -- | -- | -- | -- | 798 | 10 | .. | -- | - | -- |
| Fuel Expense | 03 | - | - | * | -* | 25. | 13 | .. | - | - | - |
| Other Expenses | 43.4 | - | - | - | -- | 94.9 | 45.7 | -- | - | - | - |
| Profit (loss) | - | - | " | $\cdots$ | -* | 100.0 | - | -- | $\cdots$ | - | -* |
| Total | 100.0 | * | $\cdots$ | - | ** | 100.0 | $\ldots$ | .. | * | * | ** |

(1) These estimates are based on a sample of businesses reporting sales between \$10 thuusand and \$2 million
(2) Value in each ceil $=\frac{\text { Total seighted expenditure on a given item }}{\text { Total seighted saies of all businesses in the sample }} \times 100$ for each quartile
(3) Value in each cell $=\frac{\text { Total feighted expenditure on a given item }}{\text { Total } w i g h t e d ~} \times 100 \quad$ for each quartile

Since the number of businesses reporfing a specific expense may differ tor each cell. the total (profit (ioss) plus expenses) does not necessarily equal $100^{\circ}=$ See Notes on Symbols Page.

## Standard Industrial Classification Definition:

## SIC 6412 - General Stores

Eusinesses primarily engaged in retail dealing in a general line of merchandise on a non-departmental basis the most important of ahich is pood Other merchanoise sold usually incluces ready-to-tear appare. tolletres. cosmetics. hardware. tarm supalies and housewares Businesses mav 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 $25^{\circ}$ | Lower middle $25^{\circ}$. | Upoer middle 25 , | $\begin{array}{r} \text { Top } \\ 25 ?^{2} \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 19 | $\cdots$ | -- | -- | -- |
| Businesses in sample | 9 |  |  |  |  |
| Low sales value ( $\$ 000 \mathrm{~s}$ ) | (1) | -. | -- | -- | -- |
| High sales value 15000 s : | (1) | .. | -- | -- | -- |
|  | A derage 5000 si |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 28 | -- | -- | -- | .. |
| Accounts and Notes Recelvable | 15 | .. | -- | -- | -. |
| Inventory | 54 | .- | - | -- | -. |
| Other Current Assets | 2 | .. | .- | -. | .. |
| Total Current Assets | 99 | .- | -. | -. | .- |
| F:xed Assets | 271 | -- | -- | -- | .. |
| Less Accum Dep on Fixed Assers |  | $\cdots$ |  | -- | -- |
| 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 Deot | 31 | .-- | .. | .. | .. |
| Other bablities | 64 | " | $\cdots$ | $\cdots$ | .. |
| Total Liabilities | 180 | -- | -- | - | - |
| Total Equity | 95 | $\cdots$ | - | -. | $\because$ |

(1) These estimates are based on a sample of businesses reporting sales between $\$ 10$ thousand and 52 milion

## TABLE 3. Financial Ratios for 1985

Northwest Territories. General Stores (SIC 6412)

|  | Total 11 | Bottom 25: | Lower midale $25^{\text {: }}$ | Upor middle 25\% | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number at businesses (estimateai | 19 | * | .. | -. | - |
| Susinesses in sample | 9 |  |  |  |  |
| Low sales value ( 5000 s) | (1) | -- | - | -. | .. |
| High sales alue $\$ 000$ s) | 11) | .- | -. | .- | .- |
|  | Ave:age |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Curent ratio times) | $+1$ | -- | -. | -. | -. |
| Leverage Ratios |  |  |  |  |  |
| Ceot Equty ratio (trmes) | . 50 | - | .. | .. | - |
| interest Coverage ratio itimes) | 861 | -- | .. | -. | .- |
| Cebt tatio (times) | 07 | -. | -- | -- | . |

11) These estimates are oased 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)
Nonthwest Territories. General Stores (SIC 6412)

|  | $\begin{array}{r} \text { Total( } 1 \text { ) } \\ 25 \% \end{array}$ | Bottom $25 \%$ | Lower middle $25^{\circ}$ : | Unoer middie $25^{\circ}$ | $\begin{aligned} & \text { ToD } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of ousinesses (estimated) | 2 | .. | . | -- | - |
| Businesses in sample | 9 |  |  |  |  |
| Low sales value ( $\$ 000 \mathrm{~s}$ ) | (1) | -. | -- | -- | -- |
| High sales value ( $\$ 000$ s) | (1) | -- | -- | .- | -- |
| Average (\$000's) |  |  |  |  |  |
|  |  |  |  |  |  |
| From Operations | $x$ | -- | - | -- | - |
| Sale of Fixed Assets | $x$ | * | -- | -- | - |
| Increase in Long Term Debt | $x$ | - | - | - | - |
| Advances From Owners and Affilates | $x$ | .. | -- | $\cdots$ | -- |
| From Government | $x$ | -* | - | - | $\cdots$ |
| Increase in Share Capital | $x$ | - | - | - | -* |
| Sale of Investments | $x$ | - | - | - | -- |
| Tax Adjustments | X | . | $\cdots$ | - | - |
| Other Sources | $x$ | .. | - | - | - |
| Total | $\times$ | .- | -- | -* | -. |
| Application of Funds |  |  |  |  |  |
| Purchase of Fixed Assets | $x$ | .. | - | -. | -- |
| Payment of Dividends | $x$ | .. | - | -. | -* |
| Repaument of Long Term Debt | $x$ | -- | -- | -- | $\cdots$ |
| Current Portion of Long Term Debt | $x$ | $\cdots$ | - | -- | - |
| Purchase of investments | $x$ | -- | -- | -- | - |
| Repayment of Ady From Owners and Affil | $x$ | -. | - | -- | -- |
| Decrease in Equity | $x$ | -- | -. | -- | - |
| Tax Adjustments | $x$ | -- | - | -- | -. |
| Ciher Applications | $x$ | -. | .. | -- | -- |
| Total | $x$ | - | $\cdots$ | - | $\cdots$ |
| Increase (Decrease) in Net Working Capital | $x$ | -- | -- | -• | - |

1) These eslimates 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 unitsi 1 ) |  |  | Average labout unis! 1 | Changes in number ot businesses |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newily :eooringi2) | No longer recoting(3) |
| 1982 |  |  |  |  |  |
| Total | 33 | 11.655 | 933 | 3 | 3 |
| less than 20 | 24 | 9.69 ${ }^{\text {9 }}$ | 190 | 2 | 3 |
| 20.99 | 5 | 3.774 | 279 |  | - |
| 100.499 |  |  | . | - | - |
| 500 and over | 4 | 6. 190 | 514 | 1 | $\cdot$ |
| 1985 |  |  |  |  |  |
| Total | 38 | 12.631 | 982 | 5 | ... |
| less than 20 | 32 | 2.863 | 229 | 5 |  |
| $20 \cdot 99$ | x | $\times$ | 94 | . | - |
| $100 \cdot 499$ | $\times$ | $x$ | 57 | - |  |
| 500 and over | 3 | 74.9 | 602 | - |  |

i1) Average labout units are calculated by dividing total payroll by the average annual nage and salary rate as reoorted in the Survey of Emgloyment Payroll and Hours. Statistics Canada. Catalogue No. $\quad \mathbf{2 - 0 0 2}$ An average labour unit coutd oe interpreted as a futl-time emoloyee 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
12) Relers 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 <br> $25 \%$ | Lower | Uoper |
| :---: | :---: | :---: | :---: |

All \$ values are expressed in thousands

|  | 1982 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| All Businesses (No.) | 1 | - | - | - |  |
| Total Sales \$ | X | - | - | - | - |
| Totai Expense \$ | $x$ | - | - |  | . |
| Net Profit (loss) \$ | $x$ | - | - | - | - |
| Businesses reporting a profit (No.) |  | - |  |  |  |
| Tora! Sales S | - | - | - |  | - |
| Totat Expense S | - | - | . |  | . |
| Ne: Protit S | . | * |  |  |  |
| Businesses reporting loss (No.) | 1 | - | - |  |  |
| Total Saies \$ | $x$ | - |  |  | * |
| Toral Expense | $x$ | - |  |  | - |
| Ner Loss \$ | x | - | - | - | - |
|  |  |  |  |  |  |
| All Businesses (No.) | 1 | - | - | - |  |
| Total Sales S | $x$ | - |  |  | - |
| Totat Exoense 5 | $x$ | - |  |  | - |
| Net Protir lloss)\$ | x | - |  |  | - |
| Businesses reporting a prolit (No.) | 1 | - |  | . | - |
| Total Sales \$ | x | - | - | - | . |
| Total Expense $\$$ | $x$ | - | - | - | - |
| Net Protit | X | - | - | - | - |
| Businesses reporting a loss (No.) | - | - | - | - | - |
| Total Sales \$ | - | - |  | - | - |
| Torai Expense 5 | - | - |  | - | - |
| Nel Loss 3 | - | - | - | - | - |


|  | 1984 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| All Businesses (No.) | 42 | 8 | 9 | 9 | 16 |
| Total Sates S | 31214 | 3.931 | 5188 | 5378 | 16.717 |
| Total Expense 3 | 34 428 | 3.996 | 6167 | 7018 | 17.247 |
| Nei Drofll loss) \$ | -3.214 | . 65 | . 979 | -1680 | -530 |
| Businesses reporting a profit (No.) | 3 | - | - | - | 3 |
| Total Saies \$ | $+652$ | - | . | - | 4.652 |
| Total Exoense \$ | \$641 | - | . | - | +649 |
| Net Protil S | 11 | . | - | . | 11 |
| Businesses reporting a loss (No.) | 39 | 8 | 9 | 9 | 13 |
| Total Sales \$ | 26.562 | 3931 | 5188 | 5.378 | 12.065 |
| Toral Exoense \$ | 29.787 | 3.996 | 6167 | 7018 | 12.606 |
| Net Loss \$ | -3225 | -65 | -979 | -1640 | -541 |
|  |  |  | 1985 |  |  |
| All Businesses (No.) | 14 | - | - | - | - |
| Total Saies 5 | 5.338 | - | - | . | - |
| Tolal Expense \$ | 4.582 | - | - | - | - |
| Net Protit lloss) \$ | 756 | - | - | - | - |
| Businesses reporting a prolit (No.) | 3 | - | - | - | - |
| Total Sales \$ | 4887 | - | - | - | - |
| Tolal Excense \$ | 4114 | - | - | - | - |
| Net Protis | 773 | - | . | - | - |
| Businesses reporting a loss (No.) | 11 | - | - | - | - |
| Total Sales \$ | 451 | - | - | - | - |
| Total Expense 5 | 468 | - | - | - | - |
| Net Loss \$ | .17 | $\cdot$ | - | - | - |

11:These estimates are based on a sample of businesses reoorting sales between S:0 thousand ano S2 million

[^15]TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985
Northwest Territories. Sporting Goods Stores (SiC 6541)

|  | Total ${ }^{\text {a }}$ | Bottom $25^{\circ}$ : | Lower midale $25^{\circ}$. | $\begin{aligned} & \text { Upper } \\ & \text { midcle } 25 \% \end{aligned}$ | $\begin{gathered} \text { Top } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 60 | .- | - | -* | * |
| Businesses in samale Low sales value ( 5000 s) tugn sales value 5000 s. | $\begin{aligned} & 5 \\ & 1 \\ & 1 \end{aligned}$ | -. | -- | -- | -- |


| Selected expense item | Industry Averages21 |  |  |  |  | \%. businesses reporting | Reporting ousinesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom $25^{3}=$ | Lower middle 25\% | Upper midale $25 \%$ | $\begin{array}{r} \text { Top } \\ 25^{\circ} \text { : } \end{array}$ |  | Total | Bottom $25^{*}=$ | Lower middle 25* | Upper midole | Top |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of Sales | 78.5 | - | -- | -- | .. | 100.0 | 78.5 | .. | -- | -. | - |
| Occupancy Expenses | 16.1 | - | $\cdots$ | - | $\cdots$ | 100.0 | 16.1 | -- | -- | -- | -- |
| Mortgage interest |  | .. | -. | -- | -- |  |  | - | -- | -- | -- |
| Deoreciation | 16 | -- | -- | -- | .- | 35.5 | 14 | - | -- | -- | - |
| Repars \& Maintenance | 56 | .. | -- | -- | - | 98.4 | 56 | -- | $\cdots$ | - | -- |
| Heat. Light \& Telephone | 86 | -- | - | .. | -- | 100.0 | 86 | -- | $\cdots$ | - | .. |
| Business \& Prooerty Tax | 02 | - | $\because$ | - | -- | 678 | 03 | - | -- | -- | -- |
| insurance <br> Rent |  | -- | -. | -- | -- | 16 3 | 02 | -- | -- | $\because$ | $\cdots$ |
| Rent | 01 | - | -- | -. | $\cdots$ | 33 | 38 | -- | -- | .. | - |
| Personnel Expenses | 5.7 | - | - | - | - | 35.5 | 16.1 | -* | - | - | -- |
| Financial Expenses | 5.1 | - | - | $\cdots$ | $\cdots$ | 100.0 | 5.1 | - | $\cdots$ | -- | -- |
| Bank Interest \& Charges Protessionai Fees | 20 |  | $\cdots$ | .- | -- | 1000 35.5 | 20 87 | -- | -- | -- | -- |
| Franchise Fees |  | .. | -. | .. | -. |  |  | -. | -- | -- | -- |
| Sales and Admin. Expenses | 11.9 | - | -- | -- | $\cdots$ | 100.0 | 11.9 | -- | - | $\cdots$ | - |
| Aovertising Sucolies | 31 63 | -. | -- | -. | .. | 1000 1000 | 31 6.3 | - | -- | -- | -- |
| Sugalies | 63 02 | -- | $\because$ | -- | -- | 1000 66.1 | 6.3 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 | * | $\cdots$ | - | - |
| Total | 100.0 | - | -* | - | - | 100.0 |  | - | -- | -* | - |



Since the number of ousinesses reporting a specific expense may differ for each cell. the total (profit (loss) plus expenses) coes not necessarly equal $100^{\circ}$ : See Notes on Symbols Page.

## Standard Industrial Classification Definition:

## SIC 6541 - Sporting Goods Stores

Businesses primarily engaged in retall dealing in sporting goods. olayground and gymnasium equipment Businesses may be describec by product line such as retail archery equioment retail atnletic ctothing (inc unforms), retail athletic tootwear retal baseball equipment retail bowling eouipment. retail camping equipment (exc. tent trallers), retail sports and tishing tackle retail tootball equioment retail goif equipmert. retail hockey equioment retail hunting equioment. retall piayground equipment. retail sking equipment. retall soccer equipment. retail soltball equioment. sporting goocs stores. retail iennis equipment. and retail track and field equipment.

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

|  | Total( ${ }^{\text {( }}$ ) | Bottom $25^{3}$ | Lower middle $25^{\circ}$. | $\begin{aligned} & \text { Upoer } \\ & \text { middle } 25^{2} \text { ? } \end{aligned}$ | $\begin{array}{r} \text { Top } \\ 25: \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Numioer of businesses (estimated) | 60 | -- | -- | * | . |
| Businesses in sample | 5 |  |  |  |  |
| Low sales value ( 5000 '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 | .- | .. | -- | -. |
| Oiner Assets | . | .. | *- | $\cdots$ | . |
| Total Assets | 54 | ** | - | - | - |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 8 | .. | -- | -- | -- |
| Oiner Curent Liabilities | 9 | -- | . | -- | - |
| Total Current Lisbillies | 17 | -- | .- | -* | -. |
| Mortgages Payable | 1 | .- | .. | -- | -. |
| Long Term Debt | - | -- | -* | -- | - |
| Other Liabilities | 14 | -- | - | ** | -- |
| Total Liabilities | 33 | " | - | - | - |
| Total Equity | 21 | - | .. | -- | - |

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

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

|  | Totalt 1) | Bottom $25^{2}=$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25^{\circ} \text { : } \end{aligned}$ | Upper midde 25*。 | $\begin{gathered} \text { Top } \\ 25= \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Numoer of businesses (estimated) | 60 | - | -- | -- | .- |
| Businesses in samole | 5 |  |  |  |  |
| Lon sales ralue i ${ }^{\text {a }} 0000$ 's | (1) | -- | -- | - | -- |
| High sates value ( 5000 s) | (1) | .. | ** | . | - |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current rat:o (times) | 18 | -. | -- | . | - |
| Leverage Ratios |  |  |  |  |  |
| Deot Equity ratio (times) | 104 | -- | -. | -- | -- |
| Interest Coverage ratio (tmes) | 109 | - | -. | - | . |
| Deot ratio (times) | 06 | .. | -- | -- | - |

11These estimates are oaseo on a sample of bustnesses reporting sales beiveen $\$ 10$ thousana and $\$ 2$ million
See Notes on Symbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)

|  | Totail 1 ) $25^{*}=$ | Boltom 25\% | Lower middle 25\%. | Upper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | . | . | - | - | - |
| Businesses in sample | - |  |  |  |  |
| Low sales value ( $\$ 000$ s) | (1) | . |  | - | - |
| High sales value ( 5000 s) | (1) |  |  | - | - |
|  |  |  | age i 5000 '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 in.estments | - | - | . | - | - |
| 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 Aftil | - | - | - | - | - |
| Decrease in Equity | - | - | - | - | - |
| Tax Adjustments | - | - | - | - | - |
| Ormer Apolications | - | - | - | - | - |
| Total | - | - | - | - | - |
| Increase (Decrease) in Net Working Capital | - | - | - | - | - |

(1) These estimates are oased on a sample of businesses reoorting sales beiween $\$ 10$ 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 8541 )

|  |  |  |  | Changes in number of ousinesses suth oaid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in 3.erage abour unlm ${ }^{\text {a }}$ " | Number of Businesses | Total payroll (\$000 s, | Average labour units(1) | Newly reporting(2) | No longer reporting(3) |

## 1982

Total - - . . . . 2
 500 and over

## 1985

Total

| 5 | 112 | 6 | 2 |
| :---: | :---: | :---: | :---: |
| 5 | 112 | 6 | 2 |
| $\vdots$ | - | - | - |
| . | - | - | - |

$$
\text { less tan } 20
$$

112
20-99
100.199

500 and ove:
il Average labour units are calculated by dividing iotal payroll by the average annual wage and satary rate as reported in the Sur, ey of Empioyment. Payroll and Hours. Statistics Canada. Cataiogue No 72-002. An average labour unit could be interoreted as a lull-ime emotoyee Note that the business size grouos used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a whote out less than that number in any given province it is shown in the 500 and over group
2) Refers to businesses reporting no oayroll deductions in the previous year
3) Relers to ousinesses reoorting no payroll deductions in the following year

See Notes on Symbols Page

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

## All Businesses (No.)

12
Total Sales \$ 601
Total Expense \$ 552
Net Profit lloss) \$ 49

Businesses reporting a profit (No.) 11
Total Sales \$ $\$ 13$
Totai Expense \$ 352
Net Profit $\$ 61$
Businesses reporting a loss (No.) 1
Total Sales S 188

Total Expense \$ 200
Net Loss $\$$-12
1984

All Businesses (No.)
Total Sales \$
Total Expense \$
Net Prafit (loss) $\$$
Businesses reporting a profit (No.)
Total Sales \$
Total Expense $\$$
Net Proth 5
Businesses reporting a loss (No.)
Total Sales S
Total Expense 5
Net Loss 3

|  | 1985 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| All Businesses (No.) | 63 | - | - | . |
| Tral Sales \$ | 3569 | - | . | . |
| Tatal Expense \$ | 3.562 | . | . | . |
| Net Profit ilass) \$ | 7 | - | - | - |
| Businesses reparting a profit (No.) | 42 | - | - | - |
| Total Sales \$ | 3341 | . | . | . |
| Toral Expense 3 | 3.148 | . | . | - |
| Net Profit | :93 | . | . | - |
| Businesses reporting a loss (No.) | 21 | - | - | . |
| Total Sales S | 228 | - | - | . |
| Totai Expense ${ }^{\text {\% }}$ | 114 | - | . | - |
| Net Loss 3 | . 186 | - | - | - |

1 These estimates are based on a sample of businesses reporting sates 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)


| Selected expense item | Industry Averaget2 |  |  |  |  |  | Aeporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom 25* | Lower middle $25{ }^{\circ}$ 。 | Uoper middle $25^{\circ}$ | $\begin{gathered} \text { Top } \\ 25^{\circ}= \end{gathered}$ | $\begin{aligned} & \text { ", busi- } \\ & \text { nesses } \\ & \text { reoorting } \end{aligned}$ | Total | Bottom $25^{2}=$ | Lower midale $25 \%$ | Upper middle | $\begin{array}{r} \text { Top } \\ 25^{\circ} \% \end{array}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy Expenses | 77.5 | $\cdots$ | -- | -* | -- | 100.0 | 77.5 | *- | - | .- |  |
| Mortgage interest | 127 | .. | .. | -- | .. | 202 | 63. | - | .. | - | -- |
| Deoreciation | 26.7 | -- | -. | -- | .- | 978 | 273 | -- | -- | -- | .- |
| Repars \& Maintenance | 8.9 | - | "- | * | -. | 978 | 9.9 | -- | * | - | " |
| Heat. Light \& Telephone | 186 | - | $\cdots$ | -- | -- | 934 | 199 | ** | $\because$ | - | - |
| Business \& Property Tax | 77 | - | - | $\cdots$ | . | 978 | 7.9 | - | -- | $\cdots$ | -- |
| insuiance <br> Rent | 19 +0 | - | -- | -- | -- | 945 33 | 29 299 | -- | - | $\stackrel{-}{-}$ | $\square$ |
| Personnel Expenses | 3.4 | $\sim$ | -- | $\cdots$ | " | 19.8 | 17.2 | -* | - | - | - |
| Financial Expenses | 11.3 | - | - | $\cdots$ | ** | 100.0 | 11.3 | $\cdots$ | - | - |  |
| Sank interest \& Charges | 92 | - | ** | . | .. | 155 | 202 | -. | .. | . |  |
|  | 22 | - | - | - | -- | 820 | 26 | -- | -. | -- | - |
| Other Expenses | 8.3 | - | $\cdots$ | . | -- | 90.1 | 9.2 | $\cdots$ | - | * | - |
| Profit (loss) | -0.6 | -* | $\cdots$ | -- | -- | 98.9 | -0.6 | - | - | - | - |
| Total | 100.0 | $\cdots$ | - | *- | -- | 100.0 | ... | - | - | - | - |



Since the number of businesses reporting a specific expense may differ for each cell the total (profit (ioss) plus expensest does not necessarily eaual $100 \%$
See Notes on Symools Page

## Standard Industrial Classification Definition:

SIC 751 . Operators of Bustdings and Dweilings


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

|  | Totali 1) | Bottom $25 \%$ | Lower middle 25 。 | $\begin{aligned} & \text { Uoper } \\ & \text { middie } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Too } \\ 25^{\circ} \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | $\cdots$ | - | -. | .. |
| Accounts and Nates Receivable | 5 | .. | .- | -. | -- |
| Inventory | - | - | .. | - | - |
| Other Current Assets | 14 | -* | * | -* | .. |
| Total Current Assets | 29 | .- | .- | -. | .. |
| Fixed Assets | 443 | - | -- | -- | -- |
| Less: Accum, Dep on Fixed Assets | 92 | .. | -- | .- | .. |
| Other Assers | 98 | -- | - | ** | -* |
| Total Assets | 479 | -* | - | -- | -- |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 6 | - | -. | -* | .. |
| Other Current Liabrlities | 68 | -- | -. | - | -- |
| Total Current Liabilities | 74 | -- | -- | -- | -- |
| Mcrtgages Payable | 275 | -- | -- | -- | - |
| Long Term Debt | 12 | -- | -- | -- | -- |
| Other Liabilites | 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) | Botrom $25^{\circ}$ 。 | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { middle } 25^{\circ}= \end{aligned}$ | $\begin{gathered} \text { Top } \\ 25= \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Rumber at businesses cestimated) | 90 | -- | .. | - | -. |
| Businesses in samole | 30 |  |  |  |  |
| Low sales vaiue ( 5000 s) | (1) | -- | .. | -- | -- |
| High sales value ( 5000 's) | 111 | .- | .. | .. | .. |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Cur:ent ratio ittmes) | 21 | ** | -- | -- | -- |
| Leverage Ratios |  |  |  |  |  |
| Debt Equity ratio (times) | 476 | -- | -- | -- | -- |
| Interest Coverage ratio : t (imes) | 1. | -- | -- | -- | -- |
| Deot :atio (times) | 08 | -- | -- | .. | -- |

[^16]TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only) Northwest Territories. Operators of Buildings and Dwellings (SIC 751)

|  | Toral: 25\% | Bollom 25 : | Loner middle 25\% | Jpper middle $25^{\circ}$. | $\begin{aligned} & 100 \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number ct businesses (esumated) | 71 | .. | -. | .. | . |
| Businesses in sample | 3 |  |  |  |  |
| Low sales value ( 5000 s) | (1) | * | .. | -. | $\cdots$ |
| High sales value ( $\$ 000$ s) | (1) | -- | -* | .. | $\cdots$ |
|  |  | Average (\$000's) |  |  |  |
| Source of Funds |  |  |  |  |  |
| From Operations | 10 | -- | -- | .. | $\stackrel{ }{-}$ |
| Sale of Fixed Assets | - | - | -. | .. | $\cdots$ |
| Increase in Long Term Debt | 281 | -. | - | - | . |
| Advances From Owners and Affliates | 45 | *- | -- | - | - |
| From Government | . | -- | - | - | - |
| Increase in Share Capital | - | - | - | .. | - |
| Saie of investments | 5 | - | -* | -- | - |
| Tax Adjustments | - | - | .. | $\cdots$ | .. |
| Other Sources | - | -- | -- | - | -- |
| Total | 342 | * | - | - | - |
| Application of Funds |  |  |  |  |  |
| Purchase of Fixed Asseis | 258 | -. | - | -* | - |
| Payment of Dividends | - | .. | .. | -. | - |
| Peoayment of Long Term Debt | 25 | - | -* | -* | - |
| Current Portion of Long Term Debi | 30 | .. | .. | . | -• |
| Purchase of Investments | 41 | -- | -- | -- | -- |
| Repayment of Adv From Owners and Affil | 12 | -- | -- | .. | - |
| Decrease in Equity | . | -- | -- | -- | - |
| Tax Adjustments |  | - | .. | .. | - |
| Other Applications | 365 | -- | - | -- | - |
| 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 $\$ 2$ milion

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 unis(i) | Number of Businesses | $\begin{aligned} & \text { Total } \\ & \text { pavroll } \\ & \$ 000 \text { s } \end{aligned}$ | Average laoour unitsill | Changes in number of ousinesses |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly senorting:21 | No longer reoortingi3l |
| 1982 |  |  |  |  |  |
| Total | 59 | 12.829 | 552 | 4 | 3 |
| less than 20 | 50 | 6.242 | 270 | 3 | 3 |
| 20-99 | 7 | x | 101 | 1 | - |
| 100-199 | X | $x$ | : 81 | . | - |
| 500 arid over | . | - | . | - | . |
| 1985 |  |  |  |  |  |
| Total | 48 | 15.221 | 563 | 5 |  |
| less than 20 | 45 | 7.512 | 279 | 5 |  |
| 20.99 | x | X | 61 | . |  |
| 100-199 | x | x | 223 | . |  |
| 500 and over | . | . | . | . |  |

[^17]See Notes on Svmbols Page.

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


[^18]See Notes on Symools Page

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

|  | Totai 11 | Bottom 25 \% | Lower middle 25 : | Upper middle $25^{\circ}$, | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 4 | - | ** | -. | - |
| Businesses in sample Low sales value ( $\$ 000$ 's) High sales value ( $\$ 000$ 's) | $\begin{gathered} 1 \\ 1 \\ 1 \end{gathered}$ | .- | -- | -- | $\cdots$ |


| Selected exoense tem | Industry Average ${ }^{\text {a }}$ ( |  |  |  |  | - businesses reporting | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | -otat | 3ot:om $25 \%$ | Lower middle $25^{3}$ 。 | Upper middie 25*。 | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Bottom 25\% | Lower midale $25^{\circ}$ : | Upper middle | $\begin{array}{r} \text { Top } \\ 25^{\circ} \% \end{array}$ |
|  | Percent of sales |  |  |  |  |  | Percent at sales |  |  |  |  |
| Occupancy Expenses | 56.4 | - | " | -- | - | 100.0 | 56.4 | -- | -. | - | - |
| Morigage inrerest |  | .- | -- | -- |  |  |  | .. | .. | .. | .. |
| Depreciation | 115 | .- | -. | * | -* | 750 | 153 | $\cdots$ | - | - | - |
| Repars \& Maintenance | 91 | -. | -- | -- | -. | 750 | 122 | - | .- | - | $\cdots$ |
| Heat Light \& Telephone | 155 | -- | -. | -- | -. | 1000 | 155 | -- | -- | .- | -- |
| Business \& Property Tax | 21 | -- | -- | - | -- | 1000 | 21 | -* | -- | -- | $\cdots$ |
| insurance | 28 | -- | -- | -- | -. | 75.0 | 38 | -- | - | .. | - |
| Rent | 154 | -- | -* | -- | -- | 25.0 | 614 | -* | -* | .. | - |
| Personnel Expenses | 15.2 | - | - | - | -- | 75.0 | 20.3 | - | - | - | -- |
| Financial Expenses | 13.7 | -- | -- | - | -- | 100.0 | 13.7 | $\cdots$ | $\because$ | - | - |
| Bank Interest \& Charges Protessional Fees | 103 34 | -- | .. | ** | .- | 100.0 1000 | 103 34 | -- | -. | -- | $\cdots$ |
| Other Expenses | 4.3 | -* | *- | - | -- | 75.0 | 5.7 | -- | $\cdots$ | $\cdots$ | $\cdots$ |
| Profit (loss) | 10.4 | -* | - | $\cdots$ | $\cdots$ | 75.0 | 13.8 | -- | -. | $\cdots$ | - |
| Total | 100.0 | -. | - | - | - | 100.0 | $\ldots$ | - | - | - | * |

(1) These estimates are based un a samole of businesses reporting sales between $\$ 10$ thousand and $\$ 2$ milion
2) Value in each cell = Total weighted expenditure on a given item
Totai werghted sales of all businesses in the sample
(3) Value in each cell
= Total weighted expenditure on a given item $\times 100$ tor each quartile
Total weighted sales of businesses reooring this item of expendifure

Since the number of businesses reporting a specitic expense may differ for each cell, the total (protr (loss) plus expenses) does not necessarily equal $100=$ See Notes on Sumbols Page

## Standard Industrial Classification Definition

SIC 7512 - Operators of Non-Residential Buildings
Jus resses orima:tly engaged in joerating. Or owning and ooerating buildimgs and dwellings such as arena onerating. conference convention centre
 coerning stadum peratirg and theatre Juibing operatiog

## TABLE 2. Balance Sheet Profile for 1985

Northwest Territories. Operators of Non-Residential Buildings (SIC 7512)

|  | Total(1) | Bottom $25^{7}=$ | Lower midale 25*: | Uoper miadle $25^{*}$, | $\begin{array}{r} \text { Too } \\ 25 ? \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses iestimated) | 4 | $\cdots$ | - | -* | -- |
| Businesses in sample | 4 |  |  |  |  |
| Low sales value ( $\$ 000$ s) | (1) | -- | -. | .. | .. |
| High sales value ( $\$ 000$ s) | (1) | -- | .- | -. | -- |
|  | Average (\$000 5) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 6 | -* | -- | -- | .. |
| Accounts and Notes Receivable | 59 | -- | -- | -- | -- |
| Inventory | . | -- | -- | - | -- |
| Other Current Assets | 3 | -- | -- | -- | -- |
| Total Curfent Assets | 69 | -- | -- | .. | -- |
| Fived Assets | \$58 | -- | -- | -- | -- |
| Less. Accum Dep on Fixed Assets | 157 | .. | -. | -- | -- |
| Other Assets | 149 | -- | -* | - | -- |
| Total Assets | 519 | -* | - | -- | -* |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 25 | -- | -- | - | -- |
| Other Current Liabilities | 170 | - | - | - | $\cdots$ |
| Total Curpent Liabilities | 195 | -- | .- | .. | -- |
| Mortgages Payable | . 08 | $\cdots$ | -- | .. | $\infty$ |
| Long Term Debt | . | .- | -- | -- | -- |
| Other Latiolities | 118 | ** | - | $\cdots$ | - |
| Total Liabilities | 420 | -- | - | - | -- |
| Total Equity | 99 | -- | .- | .. | $\square$ |

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

## TABLE 3. Financial Ratios for 1985

Northwest Territories. Operators of Non-Residential Buildings (SIC 7512)

|  | Tolalı | Bottom $25{ }^{\circ}$, | $\begin{aligned} & \text { Lawer } \\ & \text { midde } 25=\% \end{aligned}$ | UoDer middle 25: | $\begin{gathered} \text { TOP } \\ 25= \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Numicer of businesses estimated) | 4 | -- | -- | -- |  |
| Businesses in sample | $\downarrow$ |  |  |  |  |
| Low sales value ( 5000 's) | (1) | - | -- | .. |  |
| High sales value $\$ 000$ s) | (1) | -* | -* | .. |  |
|  |  |  | Average |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratio (times, | 07 | -- | . | -- |  |
| Leverage Ratios |  |  |  |  |  |
| Deot Equity ratio (times) | 556 | .. | .. | -• |  |
| Interest Coverage ratio (times) | 17 | -- | .. | .. |  |
| Deot ratio (:mes) | 0.9 | .. | .- | .- |  |

(9) 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)

|  | $\begin{aligned} & \text { Total } 19 \\ & 25 \% \end{aligned}$ | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle 25\% } \end{aligned}$ | jope: <br> midde $25^{\circ}$ : | $\begin{gathered} \mathrm{Top} \\ 25^{\circ} \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 19 | .. | -- | . | . |
| Businesses in sample Low sales value ( $\$ 000$ s) High sales value ( $\$ 000$ 's) | $\begin{aligned} & 1 \\ & \text { (1) } \\ & (18) \\ & \hline \end{aligned}$ | $\cdots$ | -- | $\cdots$ | $\ddot{-}$ |
| Average (s000 s ) |  |  |  |  |  |
| Source of Funds <br> 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 Adiustments Other Sources Total | $\begin{aligned} & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \\ & x \end{aligned}$ | - <br> - <br> - <br> - <br> - <br> - <br> - <br> - |  |  | $\square$ <br> - <br> - <br> - <br> - <br> - |
| Application of Funds <br> Purchase of Fixed Assers <br> Payment of Dividends <br> Repayment of Long Term Debt <br> Current Portion of Long Term Debt <br> Purchase of Investments <br> Repayment of Adr From Owners and Aftll. Decrease in Equity <br> Tax Adjustments <br> Other Apolications <br> Total | x x x x x x x x x x | $\square$ <br> $\square$ <br> - <br> - <br> - | -* |  | $\square$ <br> $\square$ <br> $\square$ <br> $\square$ <br> - <br> - <br> - |
| Increase (Decrease) in Net Working Capital | x | - | - | - | - |

(1) These estimates are based on a samole businesses reporting sales between $\$ 10$ thousand and $\$ 2$ molion

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)

|  |  |  |  | Changes | businesses d employees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average labour units( 1 ) |  | $\begin{aligned} & \text { Total } \\ & \text { payroll } \\ & (\$ 000 \text { s }) \end{aligned}$ | Average labour units 1 ? | Newly teportirig(2) | No longer reoorting(3) |
| 1982 |  |  |  |  |  |
| Total | 59 | 12.829 | 552 | 1 | 3 |
| less than 20 | 50 | 6.242 | 270 | i | 3 |
| 20-99 | 7 | $x$ | $\bigcirc 01$ | ; | . |
| $100 \cdot 499$ | * | $\times$ | 181 | . | . |
| 500 and over |  |  |  | - | . |
| 1985 |  |  |  |  |  |
| Total | 48 | 15.221 | 563 | 5 | ... |
| less than 20 | 15 | 7512 | 279 | 5 |  |
| 20.99 | $\times$ | $x$ | 61 | . |  |
| 100.499 | x | $\times$ | 223 | - |  |
| 500 and over | . | . | 223 | . |  |

[^19]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)| Totali" | Bottom | Laver | Upper | Top |
| ---: | ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | midale $25 \%$ | $25 \%$ |

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 | 17 | . 178 | . 35 |
| Businesses reporting a profit (No.) | 2 | - | 1 | - | 1 |
| Total Sales S | 435 | - | 73 | - | 362 |
| Total Expense | 351 | - | 9 | - | $3+2$ |
| Ne: Profit ${ }^{\text {S }}$ | 84 | - | 64 | - | 20 |
| Businesses reporting loss (No.) | 9 | 2 | 2 | 3 | 2 |
| Total Sales 5 | 1.472 | 32 | 160 | 600 | 680 |
| Total Expense S | 1.735 | 45 | 177 | 778 | 735 |
| Net Loss S | -263 | -13 | . 17 | -178 | . 55 |
|  |  |  | 83 |  |  |
| All Businesses (No.) | 14 | 3 | 3 | 4 | 4 |
| Total Sales S | 1.804 | 85 | 164 | 363 | 1.192 |
| Total Expense S | 1.944 | 84 | 164 | 361 | 1.335 |
| Net Profit (lass) \$ | -140 | 1 | - | 2 | -143 |
| Businesses reporting a protit (No.) | 6 | 2 | 1 | 1 | 2 |
| Total Sales \$ | 874 | 54 | 15 | 86 | 689 |
| Tctal Expense s | 752 | 51 | 15 | 58 | 528 |
| Net Prollt \$ | 122 | 3 | 30 | 28 | 61 |
| Businesses reporting a loss (No.) | 8 | 1 | 2 | 3 | 2 |
| Total Sales S | 930 | 31 | 119 | 277 | 503 |
| Total Expense S | 1.192 | 33 | 149 | 303 | 707 |
| Net Loss \$ | -262 | -2 | 30 | . 26 | . 204 |


| All Businesses (No.) | 43 |
| :--- | ---: |
| Total Sales \$ | 5.725 |
| Total Expense \$ | 4.362 |
| Net Proti; lloss) \$ | 1.363 |
| Businesses reporting a profit (No.) | 43 |
| Total Sales \$ | 5.725 |
| Total Expense \$ | 4.362 |
| Net Profit \$ | 1363 |
| Businesses reporting a loss (No.) | . |
| Total Sales \$ | . |
| Toral Expense \$ | . |
| Ner Loss \$ | . |


| All Businesses (No.) | 19 |
| :---: | :---: |
| Total Sales 3 | 1899 |
| Total Expense S | 5.616 |
| Net Proft Slossi \$ | -79 |
| Businesses reporting a profit (No.) | . |
| Total Sales 3 |  |
| Total Expense 5 |  |
| Ne: Profit s |  |
| Businesses reporting a loss (NO.) | 19 |
| Total Sales S | 4899 |
| Total Expense S | 5.616 |
| Net Loss 5 | . 717 |

11These estimates are oased on a samole of businesses reporting sales berween $\$ 10$ :housand and $\$ 2$ mition
See Notes on Symbols Page

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

|  | Totall 1 ) | Bottom $25 *$ | Lo:ner middle $25^{\circ}$, | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25^{\circ} \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estumated) | 6 | .. | .. | .. | $\cdots$ |
| Businesses in sample | 6 |  |  |  |  |
| Len sales value ( $\$ 000$ s) Hign sales value ( $\$ 000$ 's) | (1) | - | -- | -- | - |


| Setected expense tem | Industry Averagei2) |  |  |  |  | $\begin{aligned} & \text { o busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Reoorting businesses anly (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom $25 \%$ | Lower middle 25"。 | Upper middle $25^{\circ}=$ | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |  | Total | Botrom $25^{\circ}$ 。 | Lower middle 25* | Upper middle | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
|  | Percent at sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy Expenses | 21.0 | $\cdots$ | -- | .- | - | 100.0 | 21.0 | -- | - | -- | - |
| Mortgage Interest | 0.7 | .. | .- | .. | -- | 167 | 41 | -. | -- | -- | -. |
| Depreciation | 3.1 | .- | -- | .- | -- | 833 | 41 | -. | -- | -- | $\therefore$ |
| Repars \& Maintenance | 11 | -- | .. | -- | - | 833 | 1 3 | .- | -* | .- | -. |
| Heat. Light \& Telephone | 6.6 | .- | -. | -- | -- | 1000 | 66 | -- | - | -- | - |
| Business \& Praperty Tax | 14 | .- | -- | -- | -- | 833 | 16 | - | - | -- | - |
|  | 10 | -* | - | -- | - | 1000 | 10 | - | - | -- | -- |
| Rent | 68 | -- | -- | -- | -- | 1000 |  | -- | -- | -- | -* |
| Personnel Expenses | 51.5 | - | -. | -- | - | 100.0 | 51.5 | - | - | -- | - |
| Financial Expenses | 5.3 | -- | -- | -- | - | 100.0 | 5.3 | -- | - | -- | - |
| Bank interest \& Charges | 36 | -- | . | -. | -- | 1000 | 3.6 | -. | .- | -- | - |
| Protessional Fees | 17 | .. | .. | .. | -- | 1000 | 17 | -- | .- | .. | - |
| Other Expenses | 17.7 | -* | - | - | - | 100.0 | 17.7 | -- | - | - | - |
| Profit (loss) | 4.4 | - | -* | $\cdots$ | -- | 100.0 | 4.4 | $\cdots$ | $\cdots$ | - | - |
| Total | 100.0 | - | * | - | $\square$ | 100.0 | ... | - | $\cdots$ | $\cdots$ | - |

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

| i2) Value in each cell | $=\frac{\text { Total weighted expendirure on a given item }}{\text { Total weighted sates of all businesses in the sample }} \times 100$ 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 quarpile |

Since the number of businesses reporting a specific expense may difter for each cell. the potal (proft (loss) plus expensesi does not necessarily equal $100^{\circ}$,
See Notes on Symbols Page

## Standard Industrial Classification Definition:

SIC 7611 - Insurance and Real Estate Agencies
Gusinesses prmarly engaged in either the seting of insurance and dension products as an independent açent or broker ar dealing in eal asta:e such as



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

|  | Totali 11 | $\begin{array}{r} \text { Bottom } \\ 25 \% \end{array}$ | Lower midde 25 : | Upper middle 25\% | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 6 | -- | .- | -- | -- |
| Businesses in sample | 6 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | - | -- | -- | -- |
| High sales value ( $\$ 000$ 's) | (1) | .. | .. | .. | -- |
|  | Average (5000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 41 | -- | - | -- | -- |
| Accounts and Notes Receivable | 41 | -- | -- | "* | - |
| Inventory | . | -- | -- | -. | .. |
| Other Current Assets | 16 | .- | .- | - | .. |
| Total Current Assets | 97 | .. | .. | .. | - |
| $=\text { ixed Assets }$ | 202 | -- | - | -* | .. |
| Less Accum Deo on Fixed Asseis | 18 | .. | .. | .. | -. |
| Other Assets | 65 | -- | * | .. | -- |
| Total Assets | 316 | - | -* | - | -• |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 33 | - | -- | * | -- |
| Other Current Liabilites | 114 | -- | .- | - | - |
| Total Current Liabilltes | 137 | - | -. | -- | .- |
| 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 ${ }^{1}$ ) | $\begin{gathered} \text { Bottom } \\ 25 * \end{gathered}$ | Lower madie 25: | Upper midale $25^{\circ}$ : | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 6 | .- | -- | .. | -- |
| Businesses in sample | 6 |  |  |  |  |
| Lon sales value (\$000 s) | ${ }^{1}$ | -. | -- | -- | -- |
| High sales ralue ( $\$ 000$ 's) | (1) | -- | -- | -- | .- |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratio (times) | 11 | . | - | -. | - |
| Leverage Ratios |  |  |  |  |  |
| Debt Equity ratio (times) | 51 | -- | -- | - | - |
| Interest Coverage ratio (times) | 76 | -. | .. | ** | -* |
| Debe ratio (times) | 09 | .. | -- | -* | -* |

(1)These estimates are based on a sample of businesses teporting saies between $\$ 10$ thousand ano $\$ 2$ milian

See Notes un Svmbols Page

TABLE 4. Statement of Changes in Financial Position, 1985 (Incorporated Businesses Only)

|  | Totalf! $25 \%$ | $\begin{gathered} \text { Bottom } \\ 25^{\circ}, \end{gathered}$ | Lower middle $25^{\circ}$ : | Upper middle $25^{\circ}$ : | Top $25 \%$ $25 \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) |  |  | - | . |  |
| Businesses in samole |  |  |  |  |  |
| Low sales value ( 5000 's) | (1) |  |  | - |  |
| Migh sales value ( $\$ 000 \mathrm{~s}$ ) | (1) |  | - | . |  |
|  |  |  | age ( 8000 s) |  |  |
| Source of Funds |  |  |  |  |  |
| From Ooerations | $\div$ | " | : | : |  |
| Sale of Fixed Assets | - |  |  | - |  |
| Increase in Long Term Debt | - | . |  | - |  |
| Advances From Owners and Aftilates | : |  |  | - |  |
| From Government increase in Share Cabital | $\because$ | - | : | : |  |
| Sale of investments | - | . | - | - |  |
| Tax Adiustments |  |  |  |  |  |
| Other Sources |  |  |  |  |  |
| Total | . | . | - | - |  |
| Application of Funds |  |  |  |  |  |
| Purchase of Fixed Assets | - |  | - | - |  |
| Payment of Oividends | - | . | . | - |  |
| Repayment of Long Term Debt | - | - |  | - |  |
| Current Pottion of Long Term Debt | - | - |  | - |  |
| Purchase of Investments |  |  |  |  |  |
| Repayment of Adv. From Owners and Affil. | - | - |  | . |  |
| Decrease in Equity |  |  | - |  |  |
| Tax Adjustments | - | . |  | . |  |
| Other Aoplications |  | - | - | : |  |
| Total | - | - | - | - |  |
| Increase (Decrease) in Net Working Capital | - | - | - | . | - |

1) These estimates are based on a sample of businesses reporting saies between $\$ 10$ thousand and $\$ 2$ milion

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 suze expressed in average labour units( 1 ) | Number of Businesses | $\begin{array}{r} \text { Total } \\ \text { paypoll } \\ \text { is000 s) } \end{array}$ | Average labour units(1) | Changes in number of ousinesseswith paid employees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly reporting(2) | No longer reportingi3) |
| 1982 |  |  |  |  |  |
| Total | 13 | 506 | 27 | 4 | 1 |
| less than 20 | 11 | 506 | 27 | $s$ | - |
| 20.99 | . | . | . |  | . |
| $100 \cdot 499$ | . | . | . | . | . |
| 500 and over | . | . | - | . | 1 |
| 1985 |  |  |  |  |  |
| Total | 14 | 1.238 | 60 | 6 | $\cdots$ |
| less than 20 | 13 | x | 53 | 6 |  |
| $20 \cdot 99$ |  | . | 5 | , |  |
| 100-499 |  | - | $\cdot$ | . |  |
| 500 and over | $\times$ | $x$ | 7 | . |  |

[^20]TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985 Northwest Territories. Insurance and Real Estate Agencies (SIC 7611)

|  | Totak ${ }^{\text {a }}$ | Bottom $25^{\circ}$ 。 | $\begin{aligned} & \text { Lawer } \\ & \text { middle } 25^{\circ}= \end{aligned}$ | Joper middle 25 \% | $\begin{aligned} & \text { Top } \\ & 25^{\circ} \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | All S values are expressed in thousands |  |  |  |  |
|  | 1982 |  |  |  |  |
| All Businesses (No.) | 10 | 2 | 2 | 3 | 3 |
| Total Sales S | 1.599 | 21 | 45 | 406 | 1,127 |
| Toral Expense S | 1.331 | 21 | 50 | 317 | 943 |
| Net Profit lossi \$ | 268 | . | -5 | 89 | 184 |
| Businesses reporting a profit (No.) | 9 | 2 | 1 | 3 | 3 |
| To:al Sales $\$$ | 1.575 | 21 | 21 | SO6 | 1.127 |
| Totar Excense 5 | 1302 | 21 | 21 | 317 | 943 |
| Net Drolit 5 | 273 | - | - | 89 | 184 |
| Businesses reporting loss (No.) | 1 | - | 1 | - | - |
| Total Sales \$ | 24 | - | 24 | - | - |
| Total Expense 5 | 29 | - | 29 | . | - |
| Net Loss S | -5 | - | . 5 | - | - |
|  | 1983 |  |  |  |  |
| All Businesses (No.) | 10 | 2 | 2 | 3 | 3 |
| Total Sales \$ | 1.057 | 31 | 91 | 301 | 634 |
| Tctal Exoense ${ }^{\text {\% }}$ | 670 | 23 | 104 | 257 | 285 |
| Net Profit lossis | 387 | 8 | - 13 | 44 | 348 |
| Businesses reporting a profit (NO.) | 7 | 2 | - | 2 | 3 |
| Total Sales 3 | 892 | 31 | - | 227 | 634 |
| Total Expense ${ }^{\text {a }}$ | 191 | 23 | - | 182 | 286 |
| Net Proht S | 201 | 8 | - | 45 | 348 |
| Businesses reporting a loss (No.) | 3 | - | 2 | 1 | - |
| Total Sames 5 | 165 | - | 91 | 74 | - |
| Tctal Expense S | 179 | - | 104 | 75 | - |
| Ne: Loss \$ | -14 | - | -13 | - 1 | - |
|  | 1984 |  |  |  |  |
| All Pusinesses (No.) | - | - | . | - | * |
| Total Sales 5 | . | . | - | . | - |
| Total Expense S | - | . | - | . | - |
| Net Profit ossis | - | - | - | - | - |
| Businesses reporting a profit (No.) | - | - | - | - | - |
| Total Sales 3 | - | - | - | - | - |
| Total Exoense S | - | - | . | . | - |
| Net Prolt S | - | - | - | - | - |
| Businesses reporting a loss (No.) | - | - | - | - | * |
| Total Sales \$ | - | - | - | - | - |
| Total Expense \$ | - | - | - | - | - |
| Net Loss 5 | - | - | . | . | - |
|  | 1985 |  |  |  |  |
| All 8usinesses (No.) | - | - | - | - | - |
| Total Sales 5 | - | - | - | - | - |
| Total Expense | - | . | . | - | - |
| Net Prolit loss) 5 | - | . | - | - | - |
| Businesses reporting a profit (No.) | - | - | - | - | - |
| Toral Sales 5 | . | . | . | . | - |
| Total Expense ${ }^{\text {s }}$ | - | . | - | - | . |
| Ver Pront ; | . | - | - | - | - |
| Businesses reporting a loss (No.) | - | - | - | - | - |
| Total Sales ${ }^{\text {s }}$ | . | . | . | . | . |
| Total Exoense 5 | - | - | . | - | - |
| Ne: Loss S | - | . | - | - | - |

[^21]See Notes on Symools Page

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

|  | Totali: |  | Boltom $25^{3}=$ |  |  | Lower middle $25^{\circ}$. |  | $\begin{aligned} & \text { Upper } \\ & \text { midile 25? } \end{aligned}$ |  |  | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 4 |  | .- |  |  | -* |  | -- |  |  | -- |
| Businesses in sample Low sales value 15000 s Hiçn sales value " 3000 |  | $\stackrel{4}{1}$ |  | .. |  |  | -- |  | $\cdots$ |  | -- |
| Selected expense item | Industry Averagei? |  |  |  |  | 3: businesses reporting | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom 25\% | Lower middle $25^{\circ}=$ | Uoper middle $25 \%$ | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |  | Total | Bottom $25=$ | Lower middle $25^{\circ}$, | Upper middle | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sates |  |  |  |  |
| Occupancy Expenses | 17.3 | -- | -- | -- | -- | 100.0 | 17.3 | -- | . | -- | - |
| Mortgage Interest |  |  | .- |  | .. |  | - | .. | .. | -. | - |
| Deprecration | 48 | -* | -- | -. | $\cdots$ | 750 | 64 | -- | -- | -- | -- |
| Repairs \& Maintenance | 2.4 | -- | -- | -- | -- | 750 | 32 | -- | -- | -- | - |
| Heat. Light \& Telephone | 22 | -- | "• | - | -- | 750 | 30 | - | .- | -- | - |
| Business \& Property Tax | 14 | -- | -- | -- | -- | 500 | 28 | -- | -- | -- | -- |
| Insurance | 09 | .. | .. | . | .. | 750 | $\therefore 2$ | .- | .- | .- | -- |
| Rent | 57 | -- | -- | -. | -- | 500 | 113 | .- | .. | -. | - |
| Personnel Expenses | 49.1 | - | -. | $\cdots$ | - | 100.0 | 49.1 | -- | -- | $\cdots$ | - |
| Financial Expenses | 8.4 | $\cdots$ | $\cdots$ | $\cdots$ | $\square$ | 100.0 | 8.4 | - | -- | -- | -- |
| Banx Interest \& Charges | 69 15 | -- | -. | -- | $\stackrel{-}{-}$ | 1000 750 | 699 | .. | -- | -- | $\cdots$ |
| Professional Fees Franchise Fees | 15 | -- | -. | -- | -- | 750 | 20 | -- | -. | -- | - |
| Sales and Admin. Expenses | 4.5 | -- | -. | -- | -- | 75.0 | 6.0 | -- | - | $\cdots$ | - |
| Advertising | 11 | -- | $\cdots$ | -- | -- | 500 | 23 | -- | $\cdots$ | -- | $\cdots$ |
| Supplies | 19 15 | -- | -- | -- | -. | 750 500 | 25 29 | -. | -. | - | $\stackrel{-}{-}$ |
| Other Expenses | 10.3 | - | -* | -- | -- | 100.0 | 10.3 | -- | - | -- | - |
| Profit (loss) | 10.3 | -- | -. | -- | - | 100.0 | 10.3 | -- | -. | -- | $\cdots$ |
| Total | 100.0 | - | - | - | -* | 100.0 | ... | -. | $\cdots$ | - | - |

i1) These estumates are based on a sample of businesses reoorting sates between 310 thousand and $\$ 2$ milhon
2) Value in each cell $=\frac{\text { Total weighted expenoiture on a given item }}{\text { Total weighted sales of all businesses in the sample }} \times 100$ tor each quartie
(3) Vaive in each cell $=\frac{\text { Total weighted expenoiture on a gien tem }}{\text { Total weighted sates of businesses reporting this item of expenoiture }} \times 100$ for each quartile

Since the number of businesses reporing a specific expense may offer for each cell the total (profit loss) plus expenses) does not necessarily equal $100^{\circ}=$
See Notes on Symbols Page.

## Standard Industrial Classification Definition:

SIC 7771 - Management Consulting Services
Bus nesses cimariv engaged in oroviding business and management consulting serices such as business management consulting seralies tustoms consultants inancial management consutants manacer develooment ;onsultants arganizat:on management sonsultants cersonnel manacement
consultants and :ant and customs consuitants

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

|  | Total 11 | Bottom 25\% | $\begin{aligned} & \text { !ower } \\ & \text { midde } 25 \text { : } \end{aligned}$ | Unaer madde $25^{*}$ : | $\begin{gathered} \text { Top } \\ 25=6 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 4 | -* | .- | - | -- |
| Businesses in sample | 4 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | -- | -- | $\cdots$ | -- |
| 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 | - | - | - | -- |
| Fred Assets | 1.235 | $\cdots$ | -- | -- | -- |
| Less Accum Dep on Fixed Assets | 101 | -- | - | - | -- |
| Other Assets | 332 | -- | $\cdots$ | -* | - |
| Total Assets | 1.514 | $\bullet$ | *- | * | - |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 30 | - | - | -* | - |
| Other Current Liabilities | 102 | -- | -* | -- | - |
| Total Current Labilities | 132 | -- | - | - | - |
| Mortgages Payabie | 70 | - | -- | -- | -- |
| Long Term Debl | . | - | -- | - | $\cdots$ |
| Other Liabilites | 1.029 | - | - | - | -- |
| Total Liabilities | 1.231 | $\cdots$ | -* | * | - |
| Total Equity | 283 | - | -- | .. | -- |

11) These estimates are oased on a sample of businesses reporting sales between $\$ 10$ inousand and $\$ 2$ milion.

TABLE 3. Financial Ratios for 1985

|  |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Northwest Territaries, Management Consulting Services (SIC 7771) |

(1) These estimates are oased on a sample of ousinesses reporting sales between $\$ 10$ thousana and $\$ 2$ mithon

See Notes on Symools Page

TABLE 4. Siatement of Changes in Financial Position, 1985 (Incorporated Businesses Only)


| Number of businesses (estimated) |  |  |  |
| :---: | :---: | :---: | :---: |
| Businesses in sample | - |  |  |
| Low sales vaiue ( $\$ 000 \mathrm{~s}$ ) | (1) | - |  |
| High sales value ( $\$ 000$ s) | (1) |  |  | Average ( $\$ 000$ 's)

Source of Funds
From Operations
Saie of Fixed Assets
Increase in Long Term Debt
Advances From Owners and Aftiliates
From Government
Increase in Share Capital
Sale of Investments
Tax Adjusiments
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
Pepayment of Adv. From Owners and Affil
Decrease in Equity
Tax Adjustments
Other App:ications
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)

|  |  |  |  | Changes | of businesses id employees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average lacour units : : | Number of Businesses | $\begin{array}{r} \text { Total } \\ \text { nayroll } \\ (\$ 000 \mathrm{~s}) \end{array}$ | Average labour units(1) | Newly reporting 2 ) | No longer revorting\|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 |  |  |
| 20.99 | 3 | 429 | 20 | 2 |  |
| 100-499 | - | . | . | . |  |
| 500 and over | - | - | - | - |  |

[^22]TABLE 6. Selected Operating Characteristics of Small Businesses by Sales Quartile, 1982-1985 Northwest Territories. Management Consulting Services (SIC 7771)

|  | Totall 1 | Bottom $25^{\circ}$, | Loyer middle 25 ; | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 Saies \$ | 839 | 49 | 65 | 204 | 521 |
| Total Expense S | 747 | 49 | 48 | 192 | 458 |
| Net Protit $\$$ | 92 | . | 17 | 12 | 63 |
| Businesses reporting loss (No.) | 1 | - | 1 | . | - |
| Total Sales S | 68 | - | 58 | - | - |
| 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 Pront (loss) s | 180 | 2 | . 9 | -24 | 211 |
| Businesses reporting a profit (No.) | 2 | 1 | . | . | 1 |
| Total Sales \$ | 1518 | 31 | - | - | 1.487 |
| Total Expense 3 | 1302 | 29 | - | - | 1.273 |
| Net Protits | 215 | 2 | - | - | 214 |
| Businesses reporting a loss (No.) | 3 | - | 1 | 1 | 1 |
| Total Saies \$ | 639 | - | 51 | 180 | 408 |
| Total Expense \$ | 675 | - | 60 | 204 | 411 |
| Net Loss $\$$ | -36 | - | -9 | -24 | -3 |

All Businesses (No.)
Total Sales 5
Total Exoense S
Net Protit (loss) S
Businesses reporting a protit (No.)
Total Sales s
Total Expense $\$$
Net Dront S
Businesses reporting a loss (No.)
Total Sales \$
Total Expense \$
Net Loss 3
1985

All Businesses (No.)
Total Sales $\$$
Total Expense \$
Net Protit (loss) \$
Businesses reporting a profit (No.)
Total Sales S
Total Excense s
Nel Piotit S

## Businesses reporting a loss (No.)

Toral Sales $\$$
Totar Excense s
Net Loss S
19These estimates are oased on a sample of businesses reporting sales between $\$ 10$ thousand and $\$ 2$ million
See Notes on Symbots Page

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

|  | Total(1) |  | Boltom $25 \%$ |  |  | Lower midale 25*。 |  | Upper midale 25*。 |  |  | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) |  | 37 |  | -- |  |  | -. |  | -- |  |  |
| Businesses in samole Low sales value (\$000's) High sales value i\$000 si |  | $\begin{aligned} & 15 \\ & 111 \\ & 11 \end{aligned}$ |  | -. |  |  | - |  | -- |  | -- |
| Selected expense tem | Indusiry Averagel2) |  |  |  |  | $\begin{gathered} \text { \% busi- } \\ \text { nesses } \\ \text { reporting } \end{gathered}$ | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottom $25 \%$ | Lower middle $25^{\circ}=$ | Upper middle 25\% | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |  | Totai | Botiom $25 \%$ | Lower middle $25^{\circ}$. | Upoer middle | $\begin{gathered} \text { Top } \\ 25^{\prime} \% \end{gathered}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy Expenses | 26.4 | $\cdots$ | -- | -- | .- | 100.0 | 26.4 | .. | $\cdots$ | - | -- |
| Nortoage interes! | . | -- | .. | -. | .- |  |  | .. | -- | .. | -- |
| Deoreciation | 113 | -- | $\cdots$ | -. | -- | 974 | 116 | -- | -- | -- | -- |
| Repairs \& Maintenance | 2.2 | -- | -- | -- | - | 1000 | 22 | - | - | $\cdots$ | - |
| Heat Light \& Teleohone | 9.9 | $\cdots$ | ** | $\cdots$ | $\cdots$ | 1000 | 99 | $\cdots$ | $\cdots$ | $\cdots$ | -- |
| Business \& Property Tax | 10 16 | -- | .. | -- | -- | 68.1 681 | 15 23 | - | -- | .- | -- |
| Pent | 03 | .- | -- | -- | -- | 304 | 11 | . | - | . | $\because$ |
| Personnel Expenses | 22.5 | - | -- | - | -- | 100.0 | 22.5 | - | - | -- | -. |
| Financial Expenses | 6.9 | -* | -* | - | - | 100.0 | 6.9 | - | - | ** | -- |
| Bank interest \& Charges | 54 | -- | .- | -- | -- | 1000 | 51 | . | -- | .- | -. |
| Protessional Fees | 1.5 | -- | -- | -* | .. | 1000 | 15 | .. | -- | -. | - |
| Franchise Fees |  | $\cdots$ | .* | - | -* |  |  | -- | -- | - | -- |
| Sales and Admin. Expenses | 9.5 | $\because$ | -- | - | -- |  |  | -- | - | $\cdots$ | $\cdots$ |
| Advertising Supplies | 0.7 70 | $\because$ | $\stackrel{-}{\square}$ | -- | .- | 1000 974 | 72 | -- | -- | -- | - |
| Delivery | 1.4 | .. | .. | -. | .- | 681 | 21 | -- | -- | -- | - |
| Laundry \& Cleaning Expenses | 0.3 | -. | -- | -- | $\cdots$ | 218 | 15 | -- | - | -- | - |
| Other Expenses | 37.9 | -- | -- | -- | - | 100.0 | 37.9 | .. | * | ** | - |
| Profit (loss) | -3.1 | -* | -- | -- | -- | 100.0 | -3.1 | $\cdots$ | - | " | - |
| Total | 100.0 | - | - | -* | - | 100.0 | $\cdots$ | * | $\cdots$ | $\cdots$ | - |

[1) These estmates are based on a samble of busmesses reborting sales between $\$ 10$ thousand and $\$ 2$ million
12) Value in each cell $=$ Total Neighted exoenditure on a given ttem $\times 100$ for each quartile.

Total weighted sales of all businesses in the sample
(3) Value in each cell
$=$ Total weighted expenditure on a given tem $\qquad$ $\times 100$ for each quartile
Total weighted sales of businesses reporting this item of expenoirure

Since the number of bustnesses reporting a specific expense may differ for each cell the total (prolit tloss; plus expenses) does not necessarily equal $100^{3}$,
See Notes on Symbols Page

## Standard Industrial Classification Definition:

SIC 9111 \& 9112 - Motels. Hoteis and Motor Hotels
Businesses ormariv engaged in oroviding short term accommodation to the oublic ath or whout tood beverage and other serwices those itms iath sar or more hotel or motel hotel-iyoe rooms are classitiea here, egardless of the major source of revenue a hotertype room nas access only fom the anter:or iat :he cuicing and a motel notet-type rom has access from ootm the inter or and exterior.

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

|  | Total( 1 ) | Bottom 25\% | Lower mudde $25^{\prime}$ : | Upper middle 25\%. | Top |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses iestimated) | 37 | -- | - | -- | - |
| Businesses in sample | 15 |  |  |  |  |
| Low sales value (\$000's) | (1) | -- | $\cdots$ | -- | *- |
| Hign sates value ( $\$ 000$ 's) |  | -. | .. | .. | $\cdots$ |
|  | Average (\$000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 25 | * | .. | - | . |
| Accounts and Notes Recewable | 41 | .. | .. | -. | - |
| inventory | 20 | - | - | -. | - |
| Other Current Assers | 11 | -* | -- | -. | -- |
| Total Current Assets | 98 | -- | .. | -. | -- |
| Fixeo Assets | 842 | -- | - | -- | -- |
|  |  | -. | .. | .. | .. |
| Other Assets | $18$ | $\cdots$ | - | $\cdots$ | * |
| Total Assets | 741 | ** | - | -- | - |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 41 | -. | .. | - | - |
| Other Current Labilities | 131 | - | - | -- | - |
| rotal Cuprent Liabilities | 172 | -- | -- | -- | - |
| Mortgages Payable | 52 | -- | -- | -. | - |
| Long Term Debt | 242 | -. | -- | -- | -. |
| Orter Liabilities | 116 | - | * | ** | -- |
| Total Liabilities | 582 | -- | -- | -- | -. |
| Total Equity | 159 | $\because$ | .. | .. | - |

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

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

|  | Total 9 | Bottom 25: | $\begin{aligned} & \text { Lower } \\ & \text { mudle } 25 \text { ? } \end{aligned}$ | Upoer miade $25^{\circ}:$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 37 | .. | . | $\cdots$ | - |
| Businesses in sample | 15 |  |  |  |  |
| Low sales value (\$000 s) | (1) | -- | - | -. | -- |
| High sales value ( $\$ 000 \mathrm{~s}$ ) | (1) | - | - | - | - |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Curent ratoo itimes) | 10 | -. | -- | -- | -. |
| Leverage Ratios |  |  |  |  |  |
| Debt Equity ratio (times) | 131 | - | - | - | -- |
| Interest Coverage ratio (times) | 808 | -* | -- | -- | - |
| Debt ratio (times) | 06 | - | - | - | - |

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

See Notes on Symbols Page

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

|  | $\begin{gathered} \text { Totak } 11 \\ 25= \end{gathered}$ | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { midde } 25 \end{aligned}$ | Upper middle $25^{\%}$ | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses cestimated) | 21 | .- | . | - | -- |
| Susinesses in sampie | 3 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | -. | - | - | -- |
| High sales value ( $\$ 000 \mathrm{~s}$ ) |  | .- | .- | .- | . |
| Average (\$000 s) |  |  |  |  |  |
| Source of Funds |  |  |  |  |  |
| From Operalions | 8 | -. | .. | - | .- |
| Sale of Fixed Assets | 614 | -. | $\cdots$ | -- | - |
| Increase in Long Term Debt | 1.553 | -. | - | -- | - |
| Advances From Owners and Affiliates | 891 | -. | - | -- | -- |
| Fram Government | . | -. | .. | * | .. |
| increase in Share Capital | - | .- | -- | -- | -- |
| Sale of investments | - | .. | .. | - | - |
| Tax Adiustments | - | .- | - | -- | -- |
| Other Sources | 226 | -- | - | -- | - |
| Total | 3.293 | -- | . | -- | -- |
| Application of Funds |  |  |  |  |  |
| Purchase of Fixed Assets | 151 | -- |  | -- | $\cdots$ |
| Payment of Dividenos | - | .. | .. | .- | -- |
| Repayment of Long Term Debt | 1.945 | -- | .. | -- | * |
| Current Portion of Long Term Debr | 37 | .. | - | -. | - |
| Purchase of investments | 910 | .. | .. | -- | -- |
| Mepayment of Adv From Owners and Alfil | 43 | .- | .. | -- | -- |
| Decrease in Equity | , | - | - | -- | - |
| Tax Adjustments | 4 | -- | -- | -- | -- |
| Other Apolications | 119 | -- | -- | -- | *- |
| Total | 3.202 | - | $\cdots$ | - | - |
| Increase (Decrease) in Net Working Capital | 91 | -- | - | -. | -* |

1 These estimates are based on a sambie 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 9911 \& 9112)

\begin{tabular}{|c|c|c|c|c|c|}
\hline \& \& \& \& \multicolumn{2}{|l|}{Changes in number of ousinesses with pard employees} \\
\hline Business size expressed :n average labour unis in \& Number of Businesses \& \[
\begin{array}{r}
\text { Total } \\
\text { payrall } \\
\text { i } \$ 000 \mathrm{~s} \text { ) }
\end{array}
\] \& Average labour units! \& Newly reporting(2) \& No longer reporting \(\{3\). \\
\hline \multicolumn{6}{|l|}{1982} \\
\hline Total \& 40 \& 7.795 \& 535 \& 8 \& 3 \\
\hline \[
\begin{aligned}
\& \text { less inan } 20 \\
\& 20 \cdot 99 \\
\& 100 \cdot 199 \\
\& 500 \text { and over }
\end{aligned}
\] \& 29
10
\(\times\) \& \[
\begin{array}{r}
2.188 \\
x \\
x
\end{array}
\] \& \[
\begin{aligned}
\& 172 \\
\& 254 \\
\& 109
\end{aligned}
\] \& \begin{tabular}{l}
5 \\
3 \\
\hline
\end{tabular} \& 2 \\
\hline \multicolumn{6}{|l|}{1985} \\
\hline Total \& 50 \& 9.583 \& 765 \& 7 \& \\
\hline \[
\begin{aligned}
\& \text { less than } 20 \\
\& 20 \cdot 99 \\
\& 100-499 \\
\& 500 \text { and over }
\end{aligned}
\] \& 35
14

$\times$ \& $$
\begin{array}{r}
2.83 .5 \\
x \\
x
\end{array}
$$ \& 228

520 \& $\begin{array}{r}6 \\ + \\ \hline\end{array}$ \& <br>
\hline
\end{tabular}

11) Average labour unifs are calculated oy dividing total oayrolf by the average annual vage and salary rate as reporied in the Survey of Employment. Payroll and Hours. Statistics Canaoa. Catalogue No 72-002 An average labour unit couid be interpreted as a fultime employee Note that the business size groups used are determined at the Canada level Thus it a business has at least 500 employees in Canada as a whale out less than that number in any gien orovince it is shown in the 500 and over group
12) Refers to businesses reaorting no payroll deductions in the previous year
(3) Refers to businesses reporting no payroll deductions in the rollowing year

See Notes on Symbois Page

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


All $\$$ values are expressed in thousands

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


| All Businesses (No.) | 29 |
| :--- | ---: |
| Total Sales \$ | 23.458 |
| Total Expense \$ | 18.932 |
| Net Proftr (loss) \$ | 4.526 |
| Businesses reporting a profit (No.) | 22 |
| Total Sales \$ | 23.035 |
| Total Expense \$ | 18.273 |
| Net Profit \$ | 4762 |
| Businesses reporting a los\$ (No.) | 7 |
| Total Sales \$ | 423 |
| Total Expense \$ | 659 |
| Net Loss \$ | .236 |

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

See Notes on Symbols Page.

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

|  | Totak! | Bottom $25 \%$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25^{\circ} \text { ? } \end{aligned}$ | Uoper middle $25 \%$ | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 22 | .. | . | .- | - |
| Businesses in samole Lutw sales value 18000 si ingh sales value ! 3000 s: | $\begin{aligned} & 16 \\ & 10 \\ & 10 \end{aligned}$ | -. | .- | -- | $\stackrel{-}{-}$ |


| Selected expense ifem | Industry Averagei2: |  |  |  |  | $\begin{array}{r} \text { \%, busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reporting businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Bottom $25 \%$ | Lowep middle $25^{\circ}$ 。 | Upper middie $25^{\circ} \%$ | $\begin{aligned} & \text { Top } \\ & 25^{\circ} \end{aligned}$ |  | Total | Botrom $25^{\circ}$ | Lawer middle $25^{\circ}$ 。 | Upper middle | $\begin{array}{r} \text { Too } \\ 25: \end{array}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of Sales | 40.9 | .- | -. | - | .- | 100.0 | 40.9 | - | - | -- | - |
| Occupancy Expenses | 18.2 | - | - | -* | $\cdots$ | 100.0 | 18.2 | .. | -- | $\because$ | -* |
| Mortgage interest | 0.2 | -. | -- | - | -- | 4.4 | 41 | - | -- | -- | - |
| Depreciation | 2.7 | .- | -- | -- | $\cdots$ | 926 | 29 | - | - | -- | - |
| Repars \& Maintenance | 1.4 | -- | -. | -- | .. | 100.0 | 14 | - | - | -* | - |
| Heat. Light \& Telephone | 4.2 | ** | -- | -. | $\cdots$ | 1000 | 42 | " | -- | -- | - |
| Business \& Proderty Tax | 0.2 | $\because$ | -- | -- | $\because$ | 438 | 05 | - | -- | -. | $\cdots$ |
| Insurance <br> Rent | 0.5 8.9 | -- | -- | -- | -. | 92.6 912 | 0.6 98 | $\because$ | -- | -- | -- |
| Personnel Expenses | 31.7 | - | - | - | -* | 100.0 | 31.7 | - | - | - | $\cdots$ |
| Financial Expenses Bank interest a Charges |  | -- | -. | -- | .- | 100.0 100.0 | 2.4 1.5 | -. | -- | -- | $\cdots$ |
| Bank Interest \& Charges Protessional Fees | 96 06 | -- | -. | $\cdots$ | -. | 100.0 | 1.6 0.6 | -. | -- | -- | $\because$ |
| Franchise Fees | 02 | - | - | $\cdots$ | -. | 8.8 | 20 | -- | -- | -- | .- |
| Sales and Admin. Expenses | 3.8 | -. | -* | $\cdots$ | - | 100.0 | 3.8 | - | - | -- | - |
| Advertising | 18 | .. | .. | .- | . | 92.3 | 2.0 | . | $\because$ | $\cdots$ | -- |
| Supplies | 14 | - | - | $\because$ | $\because$ | 100.0 | 14 | -- | $\cdots$ | - | - |
| Delivery | 103 0.4 | -. | -- | -. | -- | 46.8 340 | 0.6 11 | -. | -- | -- | -- |
| Other Expenses | 1.1 | -- | -- | -- | - | 92.3 | 1.2 | $\cdots$ | -- | -. | $\cdots$ |
| Protit (loss) | 1.9 | -- | - | -. | - | 95.6 | 2.0 | - | *- | - | - |
| Total | 100.0 | -- | -- | - | - | 100.0 |  | * | $\cdots$ | - | -- |

11. These estimates are based on a sample of ousinesses reporting sales beiween $\$ 10$ thousand and $\$ 2$ million
12) Value in each ceil $=\frac{\text { Total weighted expenditure on a given tem } \quad 100 \quad \text { for each quartile }}{\text { Total veignted sales of all businesses in the sample }} \quad$
13. Value in each cell $=\frac{\text { Total weighted expenditure on a given item }}{\text { Total weighted sales of businesses reporting this item of expenditure }}$. ioo for each ouartile

Since the number af businesses reporting a specific expense may ditter tor each cell :he iotal (protit loss) plus expenses) does not necessaply eaual ioo ${ }^{\circ}$ See Notes an Symbols Page

## Standard Industrial Classification Definition:

SIC 9211 \& 9212 . Licensed and Unlicensed Restaurants
Eusinesses primarily engaged in preparing and serwing meals for consumblion on the premises erther ficensed or unicensea to serve alconolic de: erages

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

|  | Total(1) | Bottom $25^{\circ}=$ | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 22 | .- | .- | -- | -- |
| Businesses in sample | 16 |  |  |  |  |
| Low sales value $\$ 000$ s) | (1) | $\cdots$ | .. | -* | -- |
| High sales value ! \$0Cos si | (1) | . | .. | - | - |
|  | Average ( $\$ 000$ 's |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 27 | - | -- | -- | -- |
| Accounts and Notes Recervable | 10 | .- | -- | -- | -- |
| Inventory | 13 | -- | -- | -- | -- |
| Other Current Assets | 15 | -- | -- | -* | -- |
| Total Current Assets | 95 | .- | -. | -- | -- |
| Fixed Assets | 166 | .- | .. | -- | -- |
| Less Accum Deo on Fixed Assets | 62 | -- | -. | - | -- |
| Oiner Assets | 13 | -- | - | -- | - |
| Total Assets | 212 | $\cdots$ | - | - | - |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 24 | -- | -- | -- | -- |
| Other Current Liabilities | 37 | - | -- | -* | $\cdots$ |
| Total Current Liabilities | 61 | .. | .. | -- | - |
| Mortgages Payable | 11 | .. | - | - | - |
| Long Term Deat | 29 | -- | -- | -* | - |
| Other Liadities | 21 | -- | -- | -- | -* |
| Total Liabilities | 122 | - | -• | - | - |
| Total Equity | 91 | $\cdots$ | - | - | - |

il These estimates are based on a sample of businesses reporling sales berween $\$ 10$ thousand and $\$ 2$ million.

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

|  | Total(1) | Botiom $25^{*}$ 。 | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25^{\circ} \text {. } \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25^{3} \text {. } \end{aligned}$ | $\begin{gathered} \text { Top } \\ 25= \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number or businesses (estrmated) | 22 | -. | -- | -- | -- |
| Susinesses in sample | 16 |  |  |  |  |
| Low sales value $\$ 000$ si | (1) | -* | -* | .. | -- |
| Hrgh sales value s000 s; | (1) | - | -- | -- | . |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Leverage Ratios |  |  |  |  |  |
| Ceot Equry patio ilimes) | 52 | $\cdots$ | -- | * | - |
| interest Coverage ratio (times) | 107 | -. | .. | -. | -- |
| Deot ratio (times) | 08 | -- | -. | -- | -- |

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

See Notes on Symbols Page

|  | $\begin{array}{r} \text { Total! } 1 \text { ! } \\ 25 \% \end{array}$ | Bottom 25 。 | $\begin{aligned} & \text { Lowey } \\ & \text { middle } 25^{\circ} \end{aligned}$ | Upper middie $25^{\circ} \%$ | $\begin{aligned} & \text { Top } \\ & 25 ? \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 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 Assers | $x$ | .. | .. | -. | - |
| 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 Adiustments | x | .. | .- | -. | -. |
|  | $x$ | .. | -. | .- | .- |
| Total | $x$ | -- | - | -- | -- |
| Application of Funds |  |  |  |  |  |
| Purcnase of Fixed Assats | $x$ | -- | - | -. | -- |
| Payment of Dividends | $x$ | .. | .. | -- | - |
| Repayment of Long Term Debt | $x$ | -- | -- | .- | .- |
| Current Portion of Long Term Debr | $x$ | -- | -- | -* | - |
| Purchase of Investments | $x$ | .. | -- | .. | - |
| Repayment of Adv. From Owners and Alfi | $x$ | -. | -- | .. | .- |
| Decrease in Equity | $x$ | .. | .- | .. | -- |
| Tax Adjustments | $x$ | .. | -- | .. | - |
| Other Apolications | $x$ | -- | -- | -. | -- |
| Total | $x$ | - | -- | -- | - |
| Increase (Decrease) in Net Working Capital | $x$ | * | .- | - | - |

(i) 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 exaressed in average :abour units $(1)$ |  | $\begin{aligned} & \text { Total } \\ & \text { oayroll } \\ & 15000 \mathrm{~s}) \end{aligned}$ | Average labour unitsifi | Changes in number of businessesit th jaid amoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Nowly reporting(2) | No longer reportingı3) |
| 1982 |  |  |  |  |  |
| Total | 52 | 6.431 | 365 | 17 | 8 |
| less than 20 | \&1 | 3.046 | 169 | 15 | 8 |
| 20-99 | $x$ | X | - | 1 | . |
| 100-499 | 4 | $\times$ | 39 | 1 | - |
| 500 and over | 5 | 2.649 | 157 | . | - |
| 1985 |  |  |  |  |  |
| Total | 53 | 8.343 | 580 | 12 | ... |
| ess :nar 20 | 39 | 3.384 | 230 | $: 1$ |  |
| 20.99 | 5 | 1. 266 | - 00 | - |  |
| 100.499 | 3 | 543 | 37 | 1 |  |
| 500 and over | 6 | 2.950 | 213 | - |  |

1) Average tabour units are calculated by diyiding total oayroll by the average annual iage and saiary :ate as reoorted in the Survey of Emoloyment. Payroll and Hours. Statistics Canada. Cataloque No $72-002$ An average labour unit could be interpreted as a full-time emplovee Note that the business size groups used are determined at the Canada level Thus it a business has at least 500 employees in Canada as a shole but less than that number in any given province it is shown in the 500 and over group
2) Relers to businesses reporting no payroll deductions in the previous year
(3) Reters to businesses reporting no payroll deductions in the tollowing year

See Notes on Symoots 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) | $\begin{aligned} & \text { Bottom } \\ & 25^{\circ} \end{aligned}$ | Lower <br> middle $25^{\circ}$. | Upper middle $25 \%$ | $\begin{array}{r} \text { ToD } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 ${ }^{\text {s }}$ | 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 S | 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) \$ | 1.43 | 79 | -100 | 104 | 60 |
| Businesses reporting a profit (No.) | 9 | 1 | 1 | 3 | 4 |
| Total Sales \$ | 3.088 | 19 | 107 | 1.039 | 9.923 |
| Total Expense \$ | 2.788 | 85 | 107 | 931 | 1.835 |
| Net Protit \$ | 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 | : 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 Protit \$ | 192 | - | . | - |  |
| Businesses reporting a loss (NO.) | 13 | - | . | - |  |
| Total Sales \$ | 4.904 | . |  | . |  |
| Total Expense \$ | 5.000 | . | . | . |  |
| Net Loss \$ | -96 | $\cdot$ | . | - |  |


| All Businesses (No.) | 12 |
| :--- | ---: |
| Total Sales \$ | 5.859 |
| Total Expense \$ | 5.101 |
| Net Profit (loss) \$ | -292 |
| Businesses reporting a profit (No.) | 3 |
| Total Sales \$ | 668 |
| Total Expense \$ | 599 |
| Net Protit \$ | 69 |
| Businesses reporting a loss (No.) | 9 |
| Total Sales \$ | 5.791 |
| Total Expense \$ | 5.502 |
| Net Loss \$ | .311 |

[^23]See Notes on Symbols Page

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

|  | Totali ${ }^{\text {a }}$ |  | Bottom $25 \%$ |  |  | Lower middle 25\%. |  | Unper middle 25: |  |  | $\begin{gathered} \text { TOP } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses iestimated) | 47 |  | -- |  |  | * |  | -- |  |  | - |
| Businesses in samole Lon sales value $\{\$ 000$ s High sales value $1 \$ 000 \mathrm{~s}$ ) |  | $\begin{gathered} 1 \\ 1 \\ 1 \end{gathered}$ |  | -- |  |  | -- |  | -- |  | -- |
| Selected expense item | Industry Average(2) |  |  |  |  | $\begin{array}{r} \text { ¿ busi- } \\ \text { nesses } \\ \text { reporting } \end{array}$ | Reporting businesses only 13) |  |  |  |  |
|  | Total | Bottom 25 : | Lower middle $25 *$ | Upper middle $25^{\circ}$. | $\begin{aligned} & \text { Top } \\ & 25: \end{aligned}$ |  | Total | Bottom $25^{\circ}$ 。 | Lower middle $25^{3}$ | Upper middie | $\begin{aligned} & \text { TOD } \\ & 25^{\circ}, \end{aligned}$ |
|  | Percent of saies |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy Expenses | 41.6 | $\cdots$ | -- | -- | - | 100.0 | 41.6 | - | ** | $\cdots$ | $\cdots$ |
| Mortgage Interest |  | -- | .. | .- | .. |  | . | - | -- | - | - |
| Deoreciation | 10.4 | -. | .. | -. | -- | 1000 | 104 | -- | -- | -- | $\cdots$ |
| Repairs \& Maintenance | 4.3 | -- | -- | -- | -- | 100.0 | 43 | -- | -- | - | - |
| Heat. Light \& Telephone | 175 | $\cdots$ | -- | -* | - | 1000 | 175 | -- | $\cdots$ | - | - |
| Business \& Properly Tax | 0.1 | - | -- | -- | - | 63 | 2.2 | -- | - | * | - |
| Insurance | 10 | - | - | .- | - | 1000 | 10 | -- | -- | -- | - |
| Rent | 83 | -- | -- | - | -- | 958 | 86 | .. | -- | - | - |
| Personnel Expenses | 47.6 | - | - | - | -* | 100.0 | 47.6 | -- | * | $\cdots$ | - |
| Financial Expenses | 2.2 | $\because$ | - | - | -- | 100.0 | 2.2 | -- | -* | $\cdots$ | - |
| Bank Interest \& Charges | 0.4 | -- | .. | .- | .- | 1000 | 0.4 | -- | -- | -- | - |
| Protessional Fees | 18 | $\cdots$ | - | $\ldots$ | -* | 1000 | 1.8 | .- | -- | -- | - |
| Franchise Fees |  | -- | .- | -- | - |  |  | - | * | $\cdots$ | -- |
| Sales and Admin. Expenses | 7.9 | - | $\cdots$ | - | -- |  |  | $\cdots$ | $\cdots$ | $\cdots$ | - |
| Advertising | 0.1 | $\cdots$ | -- | $\cdots$ | $\cdots$ | 1000 | 01 | -- | - | -- | - |
| Suoplies Delivery | 39 38 | -- | -. | -- | $\cdots$ | 1000 | 39 38 | -- | -- | -- | - |
| Other Expenses | 0.6 | - | -- | -- | -* | 6.3 | 9.4 | .- | - | $=$ | - |
| Profit (loss) | 0.1 | -* | .- | -. | -- | 100.0 | 0.1 | $\cdots$ | $\sim$ | ** | - |
| Total | 100.0 | - | -* | -- | -* | 100.0 |  | -- | -. | - | - |

(1) These estimates are based on a sample of businesses reporing sales betiveen $\$ 10$ thousand and $\$ 2$ milion
(2) Value in each cell $=$ Total vighted expenditure on a given item $\times 100$ for each quartile.

Value in each cell $=\frac{\text { Total vighted expenditure on a given item }}{\text { Toral veighted sales of all businesses in the sample }}$

Since the number of businesses reporting a specific expense may difier tor each cell the totat (protit (loss) plus expenses) does not necessarily equal ioo 0 See Notes on Symools Page

## Standard industrial Classification Definition

SIC 972 - Laundries and Cleaners
Gusinesses orimarily engaged in orovicing laundering. dry cleaning. valet. carpel cleaning anc binen supply services

TABLE 2. Balance Sheet Protile for 1985
Northwest Terpitories. Laundries and Cleaners (SIC 972)

|  | Total(1) | Botrom $25^{\circ}$ | Lcwer midule $25^{\circ}$. | Joper middle $25^{\circ}=$ | $\begin{aligned} & \text { Top } \\ & 255^{\circ} \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of ousinesses (estimated) | 47 | $\cdots$ | .- | $\cdots$ | - |
| Businesses in sample | 4 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | - | -. | - | -- |
| High sales value (\$000's) | (1) | .. | -. | -- | -- |
|  | Avarage (\$000 s) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | 13 | -- | -. | - | - |
| Accounts and Notes Aecervable | 1 | -- | -. | -- | - |
| inventory | 2 | -- | -- | -- | -- |
| Other Current Assets | - | - | - | *- | -" |
| Total Current Assets | 16 | .- | -- | -- | -- |
| Fixed Assets | 59 | -- | - | -. | - |
| Less: Accum Dep on Fixed Assets | 25 | .. | -- | -- | .- |
| Other Assets | , | - | -- | -- | -* |
| Total Assets | 51 | -- | -- | $\cdots$ | - |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 1 | -- | -- | -- | - |
| Other Current Liabslities | 6 | - | -- | -- | - |
| Total Current Liabilities | 7 | - | -- | -- | -- |
| Mortgages Payable | - | -- | -- | -. | - |
| Long Term Debt | 4 | -- | -- | -* | -- |
| Other Liabilties | 41 | -- | -- | -- | - |
|  | 52 | -- | - | - | - |
| Total Equity | . 1 | - | $\cdots$ | .. | - |

(1) These estimates are based on a sample of businesses reporting sales belween $\$ 10$ mousand and 52 million

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

|  | Total 1 1) | Bottom 25 = | $\begin{aligned} & \text { Lower } \\ & \text { midole } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Uoper } \\ & \text { mode } 25: \end{aligned}$ | $\begin{array}{r} \text { TOD } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of ousinesses (estumated) | 47 | -- | .. | .. | -- |
| Businesses in sample | 1 |  |  |  |  |
| Low sales value \$000's) | (1) | -- | -- | - | - |
| High sales value (\$000's) | (1) | -- | - | .. | . |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratio times) | 25 | -- | -- | -- | -- |
| Leverage Ratios |  |  |  |  |  |
| Debt Equity ratio (times) | -63. 4 | -- | - | - | - |
| Interest Coverage ratio (tumes) |  | .- | -- | .- | .- |
| Debt ratio (times) | 10 | -- | -- | -- | - |

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

See Notes on Symbols Page


1) These estinates 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 unitsi 11 | NumberofBusinesses |  | Average labour uniss(1) | Changes in numaer of ousinessesi.th oand emoloyees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | Newly (edor:ngiz) | No longer reportingi3) |
| 1982 |  |  |  |  |  |
| Total | 5 | 335 | 32 | 1 | 3 |
| less than 20 | 5 | 335 | 32 | 1 | 3 |
| 20.99 | - | . | . | - | - |
| $100 \cdot 499$ | - | - | - | - | - |
| 500 and o.er | - | - | - | - | - |
| 1985 |  |  |  |  |  |
| Total | 8 | 452 | 26 | 2 | $\ldots$ |
| less than 20 | 8 | 152 | 26 | 2 |  |
| 20.99 | - | - | - | - |  |
| 100-499 | - | - | - | - |  |
| 500 and over | . | - | - | . |  |

(1) Average labour units are calculated oy dividing total payroll oy the average annual wage and salary rate as reoorted in the Sur:ey of Employment Payroll and Hours. Statistics Canada Catalogue No $72-002$ An average iabour unit could be interpreted as a full-time emplayee Note that the ousiness size groups used are determined at the Canada level. Thus if a business has at least 500 employees in Canada as a inole out less than that fumoer in any given orovince it is shown in the 500 and over group
12) Reters to businesses feporting no payroll deductions in the previous year
13) Refers to businesses reporting no oayroll deductions in the tollowing year

See Notes on Symbois Page

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

| Northwest Territories, Laundries and Cleaners (SIC 972) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Totak! | Bottom | $25^{\circ} \%$ | midie $25 \%$ | midile 25\% |

All $\$$ values are expressed in thousands

|  | 1982 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| All Businesses (No.) | 11 | - | - | - |  |
| Total Sales \$ | 2.301 | - | - | * |  |
| Total Expense \$ | 2.256 | - | - | - |  |
| Net Profit lloss, \$ | 45 | - | - | - |  |
| Businesses reporting a profit (No.) | 5 | - | - | - |  |
| Tota! Sales \$ | 2.002 | - | . | - |  |
| Total Expense \$ | 1.944 | - | - | - | - |
| Net Profit $\$$ | 58 | - | . | - |  |
| Businesses reporting loss (No.) | 6 | - | - | - | - |
| Total Sales \$ | 299 | - | - | - |  |
| Total Expense S | 312 | - | - | - |  |
| Net Loss S | -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 5 | $x$ | - | - | - | - |
| Businesses reporting a loss (No.) | - | - | - | - | - |
| Total Sales \$ | - | . | - | - | - |
| Total Expense \$ | - | - | - | - | - |
| Net Loss S | - | - | - | * | - |
|  | 1984 |  |  |  |  |
| All Businesses (No.) | 20 | - | - | - | - |
| Total Sales \$ | 268 | - | - | - | - |
| Totai Expense S | 259 | - | - | - | - |
| Net Profit \loss) \$ | 9 | - | - | - | . |
| Businesses reporting a profit (No.) | 20 | - | - | - | - |
| Total Sales \$ | 268 | - | - | - | . |
| Total Expense S | 259 |  | - | - | - |
| Niet Proft S | 9 | - | - | - | . |
| Businesses reporting a loss (No.) | . | - | * | - | - |
| Totai Sales \$ | . | - | - | - | . |
| Total Expense s | . | - | - | . | . |
| Net Loss $\$$ | . | - | - | . | . |
|  | 1985 |  |  |  |  |
| All Businesses (No.) | 45 | - | - | - | . |
| Total Sales \$ | 3034 | . | . | - | . |
| Total Expense 5 | 3079 | . | . | - | . |
| Net Profit lloss) \$ | . 45 | . | . | . |  |
| Businesses reporting a profit (No.) |  | . | . | . | . |
| Totai Sales \$ | - | . | . | . | . |
| Total Expense 5 | . | . | . | . | . |
| Ner Protit | - | . | . | . | . |
| Businesses reporting a loss (No.) | 45 | . | - | . | - |
| Total Saies 5 | 3.034 | . | . | . | . |
| Total Expense 3 | 3.079 | . | . | . | . |
| Net Loss 3 | -45 | . | - | - | - |

1)These estmates are based on a sample of businesses reporting sales between $\$ 70$ thousand and $\mathbf{5} 2$ milion

See Notes on Symbols Page

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

|  | Total 1 \% |  | Battom $25^{\circ}$ 。 |  |  | Lower middile 25*, |  | Upper middle $25^{\circ}$. |  |  | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 38 |  | .- |  |  | $\cdots$ |  | -- |  |  | -- |
| Businesses in sample <br> Lon sales value ( $\$ 000$ s) <br> High sales value ( $\$ 000$ 's) |  | 4 1 11 |  | -- |  |  | -. |  | -- |  | -- |
| Selected expense item | industry Averager 2 \% |  |  |  |  | \% justnesses reporting | Reporting businesses only (3) |  |  |  |  |
|  | Total | Bottam 25\% | Lower middle $25 \%$ | Upper middle $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |  | Total | Botsom $25^{*}$ | Lower middie $25^{\circ}$ 。 | Upper middle | Top |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy Expenses | 30.0 | -- | -* | -- | -- | 100.0 | 30.0 | - | -. | .. | - |
| Morfgage Interest |  | .. | -- | -- | -- |  | , | - | -- | " | .- |
| Deoreciation | 127 | -- | -- | -- | -- | 100.0 | 12.7 | - | -- | -- | - |
| Reoairs \& Maintenance | 29 | .- | -- | -- | -- | 974 | 3.0 | -- | -* | -- | -* |
| Heat. Light \& Telephone | 85 | .. | -- | -- | .. | 100.0 | 85 | .- | -- | .. | -- |
| Business \& Property Tax | 20 | .. | -* | -- | .. | 97.4 | 21 | -- | - | -- | -- |
| Insurance | 38 | -- | -- | -- | .. | 100.0 | 38 | * | -- | -- | - |
| Rent | 0.1 | .- | - | *- | -- | 2.6 | 5.3 | -- | -- | -- | - |
| Personnel Expenses | 2.6 | -* | - | $\cdots$ | -* | 7.7 | 33.0 | -- | -* | - | - |
| Financial Expenses | 9.1 | -- | - | $\cdots$ | - | 100.0 | 9.1 | - | * | - | - |
| Bank Interest \& Charges | 6.7 | -- | -- | $\cdots$ | -- | 1000 | 67 | -- | -- | $\cdots$ | -- |
| Protessional Fees Franchise Fees |  | -. | -- | -- | -- |  |  | $\stackrel{-}{-}$ | $\stackrel{-}{-}$ | -- | -* |
| Sales and Admin. Expenses | 10.4 | - | ** | - | -* |  |  | -- | -* | -- | $\cdots$ |
| Advertising | 0.8 | -- | -- | -- | $\cdots$ | 1000 | 08 | -- | -- | -- | $\stackrel{-}{-}$ |
| Supplies <br> Deliverv | 46 50 | -- | -. | $\because$ | -. | 1000 1000 | 46 50 | .. | -- | -. | * |
| Other Expenses | 57.5 | -• | - | ** | - | 100.0 | 57.5 | - | -- | -- | - |
| Protit (loss) | -9.6 | -- | ** | -* | - | 100.0 | -9.6 | -- | -- | - | - |
| Total | 100.0 | - | - | " | - | 100.0 | ... | -- | -- | $\cdots$ | - |



Since the number of businesses reporting a specific expense may differ for each cell, the total (profit (loss) plus expenses\} does not necessarily equal io0. See Notes on Symbols Page

## Standard Industrial Classification Definition:

SIC 9942 - Welding
Business grimarily engaged in reoair work oy welding such as acelylene welding service, olacksmith seraice. brazing welding service electric ielding service iexc construction site). welding repair work and welding shoos

TABLE 2. Balance Sheet Profile for 1985
Northwest Territories. Welding (SIC 99a2)

|  | Totall 1 ) | Bortom 25: | $\begin{aligned} & \text { Lower } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { midde } 25^{\circ} \text {, } \end{aligned}$ | $\begin{gathered} \text { Tog } \\ 25= \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of Dusinesses (estimated) | 38 | -- | -- | .. | - |
| Businesses in samole | 1 |  |  |  |  |
| Low sales value ( $\$ 000$ s) | (1) | -. | -- | .. | .. |
| High sales value ( $\$ 000$ 's) | (1) | .- | .- | .. | .. |
|  | Average (\$000's) |  |  |  |  |
| Assets |  |  |  |  |  |
| Cash | - | $\cdots$ | -* | -- | -- |
| Accounts and Notes Receivable | 28 | .- | .- | $\cdots$ | -. |
| Inventory | 14 | -. | -* | .. | .- |
| Other Current Assers | 2 | -- | -- | - | -- |
| Total Current Assets | 44 | .. | .- | .. | .- |
| Fixed Assets | 226 | -- | .. | -- | -- |
| Less Accum. Dep on Fixed Assets | 130 | -- | -- | -. | .- |
| Other Assets | 1 | -- | -- | .. | - |
| Total Assets | 142 | $\cdots$ | -- | - | -- |
| Liabilities and Equity |  |  |  |  |  |
| Current Loans | 10 | .- | .. | -- | -* |
| Other Current Liabilities | 53 | .. | -- | -- | -- |
| Total Current Liabilties | 64 | -- | -- | -- | -. |
| Mortgages Pavable | . | -- | .- | -- | -- |
| Long Term Deat | 1 | -- | -- | -- | -- |
| Other Liabulities | 98 | -- | -- | -- | * |
| Total Liabilities | 163 | -. | - | -- | -- |
| Total Equity | -21 | $\cdots$ | -- | -- | - |

(1) These estimates are based on a sample at busmesses reporting sales beiween $\$ 10$ thousand and $\$ 2$ million

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

|  | Tu:ak ${ }^{1}$, | Banom $25^{3}=$ | Lozer midole 25: | Upper m:ddie $25^{*}$. | $\begin{aligned} & \text { Too } \\ & 25= \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses iestimatedi | 38 | .. | - | -- | * |
| Susinesses in samole | $\downarrow$ |  |  |  |  |
| Low sales value ( $\$ 000$ s) | i1) | -. | .. | -- | $\cdots$ |
| High sales value 15000 's) | i ${ }^{\text {a }}$ | - | -- | -- | .- |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratio (times) | 06 | ** | -* | .. | - |
| Leverage Ratios |  |  |  |  |  |
| Debt Equity ratio (times) | -12 | -- | -- | -- | - |
| Interest Coverage ratio (times) |  | -. | -- | -- | . |
| Debt ratio times) | 12 | -- | - | .. | -- |

1) These estimates are based on a samole of businesses reporting sales between $\$ 10$ thousand and $\mathbf{\$} 2$ milion

See Notes on Symbols Page

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

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. Weiding (SIC 9942)

|  |  |  |  | Changes | of businesses id empioyees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in a.erage abour uniss! |  | Tatal payroil $\$ 000 \mathrm{~s}$ | Average labour units! ${ }^{1}$ | Newly reporting(2) | No langer reoorting(3) |
| 1982 |  |  |  |  |  |
| Total | 5 | 884 | 29 | - | 3 |
| less than 20 | 5 | 884 | 29 | - | 3 |
| 20.99 | . | - | - | - | - |
| $100 \cdot 299$ | . | - | . | - | - |
| 500 and over | - | - | - | - | - |
| 1985 |  |  |  |  |  |
| Total | 8 | 2.842 | 85 | 1 | ... |
| less than 20 | , | $x$ | 24 | 1 |  |
| 20.99 | $\times$ | x | 61 | . |  |
| 100. 199 | . | . | . | . |  |
| 500 and over | - | - | - | - |  |

ii) Average babour units are calculateo by dividing total payroll oy the average annual wage and saiary rate as reported in ine Survey of Employment. Payroll and Hours Siatistics Canada. Catalogue No 72-002 An average laoour unit could be interoreted as a iull-time emoloyee Nate inat the ousiness size groups used are determined at the Canada level Thus it a business nas at least 500 emplovees in Canada as a whole but less than that number in any given province if is shown in the 500 and over group
2) Refers to businesses reporting no payroll deductions in the previous vear
13) Refers to ousinesses reporting no payroll deductions in the lollowing vear

See Notes on Symcols Page

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

|  | Totalil | Bortam 25*。 | Lower middte $25^{\circ}$. | $\begin{aligned} & \text { Upoer } \\ & \text { midde } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 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 | - | - | - |  |
| Toral Sales $\$$ | 82 | - | - | - |  |
| Total Expense | 63 | - | - | - |  |
| Ne: Peofis $\$$ | 19 | - | - | - |  |
| Businesses reporting loss (No.) | 1 | - | - | - |  |
| Total Sales \$ | 36 | - | , | - |  |
| Totat Expense 3 | 37 | - | - | - |  |
| Net Loss \$ | - 1 | - | - | - |  |
|  | 1983 |  |  |  |  |
| All Eusinesses (No.) | 4 | - | - | - | - |
| Total Sales \$ | 410 | - | - | - | . |
| Total Expense S | 404 | - | - | - | - |
| Net Profit (loss)\$ | 6 | - | - | - | - |
| Businesses reporting a profit (No.) | 3 | - | - | - | - |
| Tutal Sales \$ | 348 | - | - | - | - |
| Total Expense \$ | 341 | - | - | - | - |
| Net Prollts | 7 | - | - | - | - |
| Businesses reporting a loss (NO.) | 1 | - | - | - |  |
| Total Sales \$ | 62 | - | - | - |  |
| Total Expense \$ | 63 | - | - | - |  |
| Net Loss S | . 9 | - | - | - | , |
|  | 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 \$ | 1.772 | - | - | - |  |
| Total Expense \$ | 1117 | - | - | - | - |
| Net Protit 3 | 655 | - | - | - |  |
| Businesses reporting a loss (No.) | . | - | - | - | - |
| Total Sales 5 | - | . | - | - |  |
| Total Expense 5 | - | - | - | - |  |
| Net Loss 9 | . | - | - | - | - |
|  | 1985 |  |  |  |  |
| All Businesses (No.) | 36 | - | - | - | - |
| Toral Saies S | 5.85 | . | . | - |  |
| Total Expense 5 | 7130 | - | . | . |  |
| Net Proht llossi \$ | .645 | . | . | - |  |
| Businesses reporting a profit (NO.) | . | - | . | . | - |
| Total Sales \$ | . | : | . | - |  |
| Total Expense \$ | . | - | . | 4- | - |
| Net Profit \$ | . | - | - | - |  |
| Businesses reporting a loss (No.) | 36 | - | - | - |  |
| Toral Sales \$ | 5.85 | - | - | - |  |
| Total Exoense S | $\therefore 130$ | - | - | . |  |
| Net Loss \$ | -645 | - | - | - |  |

(1) These estimates are based on a samble of cusinesses eoorting sales between $5 \cdot 0$ :hcusand and 32 mullion

See Notes on Symbols Page

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

|  | Total( ${ }^{\text {( }}$ ) | Bottom $25^{\circ} \circ$ | Lower middle 25*, | Upper middle 25*。 | $\begin{gathered} T 00 \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 64 | .- | .. | -- | -- |
| Businesses in samole | 15 |  |  |  |  |
| Low sales value (\$000's) | (1) |  | -- | -- | -- |
| High sales value ( $\$ 000$ 's) | (2) | - | .. | .- | -- |


| Selected expense tem | Industry Average(2) |  |  |  |  |  | Feoorling businesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Total | Boltom $25^{\circ}=$ | Lower middle $25 \%$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } \\ & 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & 25^{\circ} \text { ? } \end{aligned}$ | $\begin{aligned} & \text { \% busi- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Total | Bortom $25^{\circ}$ 。 | Lower middle 25: | Upper miodle | $\begin{array}{r} \text { Too } \\ 250^{\circ} \end{array}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy Expenses | 10.5 | - | -- | -- | - | 100.0 | 10.5 | - | - | -- | -- |
| Mortgage Interest |  | .. | .- | .. | - |  |  |  | .. | .- | .. |
| Deoreciation | 52 | -- | -. | -- | -- | 1000 | 52 | -. | .. | -- | -- |
| Repars \& Maintenance | 03 | .. | -- | - | -- | 162 | 20 | -- | -- | -- | -- |
| Heat. Lignt \& Telephone | 33 | .. | -- | -* | - | 669 | 49 | - | -* | * | - |
| Business \& Property Tax | 02 | -. | -- | .- | -- | 10.9 | 14 | -- | .- | -- | -- |
| Insurance <br> Rent | 05 9 | -- | -- | -- | - | 650 573 | 0.7 98 | -- | -- | - | -- |
| Rent | 10 | -- | -- | - | -- |  | 9 8 | -- | -- | -- | -- |
| Personnel Expenses | 31.6 | -- | -* | - | - | 70.4 | 44.9 | -- | - | -- | - |
| Financial Expenses | 5.5 | -- | -- | -- | -- | 70.4 | 7.8 | - | -- | - | - |
| Bank Interest \& Charges | 47 | -- | -- | -- | -- | 666 | 71 | -- | -- | -- | .. |
| Protessional Fees Franchise Fees | 08 | -- | $\cdots$ | . | * | 704 | 11 | - | .- | - | $\cdots$ |
| Franchise Fees |  | -- | -- | .- | -- |  |  | .. | . | -- | -- |
| Sales and Admin. Expenses | 9.1 | -- | -- | -- | -- | 100.0 | 9.1 | -- | -- | - | -- |
| Advertising Suoolies | 04 | -- | -- | -- | -- | 673 | 06 | - | -- | -- | -- |
| Supplies <br> Delivery | 38 49 | -- | -- | $\cdots$ | -- | 984 1000 | 39 49 | -- | -- | -- | -* |
| Other Expenses | 16.3 | - | $\cdots$ | $\cdots$ | - | 100.0 | 16.3 | -- | -* | - | $\cdots$ |
| Profit (loss) | 27.0 | .- | *- | - | - | 100.0 | 27.0 | $\cdots$ | - | -• | -- |
| Total | 100.0 | - | ** | - | $\cdots$ | 100.0 | $\ldots$ | - | -- | -- | - |

(1) These estimates are based on a samole of businesses reporting sales between $\$ 10$ thousand and $\$ 2$ million
(2) Value in each cell $=$ Total weignted exoenditure on a given item $\times 100$ for each quartile

Total weighted saies of all businesses in the sample
(3) Value in each cell $=$ Total weighted expenditure on a given item $\times 100 \quad$ for each quartie

Total weighted sales of businesses reporting this tem of expenditure
Since the number of businesses reporting a soecilic expense may differ for each cell. the total (profit (loss) plus expenses) does not necessarly equal roo:
See Notes on Symbols Page

## Standard Industrial Classification Definition

SIC 995 Services to Buildings and Dwellings
Businesses orimarily engaged in disintecting and exterminating ancic: cieaning. anitorial and other services to build mgs and dueilings

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

|  | Totak | Bollom $25 \%$ | $\begin{aligned} & \text { Loner } \\ & \text { middle } 25 \% \end{aligned}$ | uoper <br> middle 25*, | $\begin{array}{r} T o p \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 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 | - | -- | - | $\cdots$ |
| Other Current Liabilies | 7 | - | - | - | - |
| Total Current Liabillies | 8 | - | -. | .- | .- |
| Mortgages Payable | 1 | - | - | $\cdots$ | - |
| Long Term Debt | 24 | -- | -- | -- | - |
| Other Liabilities | 42 | -- | -" | - | - |
| Total Liabilities | 74 | ** | - | - | * |
| Total Equity | 11 | -. | ** | - | - |

11. These estimates are based on a sample of businesses reporting sales between $\$ 10$ thousand and $\$ 2$ miltion

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

|  | Totak ${ }^{\text {l }}$ | Botiom $25^{\circ}=$ | Lawer middle 25*? | Upper middle 25: | $\begin{gathered} \text { Top } \\ 25^{\circ}= \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses estumated) | 6.4 | -• | -- | .. | - |
| Businesses in samole | 15 |  |  |  |  |
| Lo.r sales value (\$000 s) | (1) | .. | -- | - | - |
| High sales value ( $\$ 000$ s) | (1) | .- | $\cdots$ | . | - |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratio (times) | 161 | -. | -- | .. | .* |
| Leverage Ratios |  |  |  |  |  |
| Deds Equity fatio (times) | 43.9 | - | -* | -- | -* |
| Interest Coverage ratio (times) |  | - | -- | -- | -- |
| Deot ratio (times) | 1 ' | - | - | - |  |

1'These estumates are based on a sample of businesses reporting saies oetween $\$ 10$ thousand and $\$ 2$ million
See Notes on Symivals Page

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

|  | $\begin{gathered} \text { Total } 411 \\ 25= \end{gathered}$ | Bollom 25 : | Lower middle 25 | Upper middle $25^{\circ}$, | $\begin{array}{r} \text { ToD } \\ 25^{\circ} \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses estumated) | . | - | . | . | - |
| Businesses in samote | ) |  |  |  |  |
| Low sates alue ( $\$ 000$ s) | (1) | . |  | - |  |
| High sales value is000 si | (1) | - |  | - | - |
|  |  |  | age i\$000's: |  |  |
| Source of Funds |  |  |  |  |  |
| From Ooerations | - | - | - |  |  |
| Saie of Fixed Assets | - | - | - | - |  |
| Increase in Long Term Debt | - | - | - | - | - |
| Advances From Owners and Affiliates | - | - | - | - | - |
| From Government | . | . | - | - |  |
| Increase in Share Cadital | - | - | - | - | - |
| 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 Apolications | - | - | - | - | - |
| Total | - | - | * | - | - |
| Increase (Decrease) in Net Working Capital |  | - | - | - | - |

(1) These estimates are based on a sample of businesses reoorting sales beiween $\$ 10$ 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)

|  |  |  |  | Changes in number of businesses with paid emolayees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in a.erage lacour units! 1 ! | Number of Businesses | Total Dayroli $\$ 000 \mathrm{~s}$ | Average iabour units (9) | Newiy reoorting? 2) | No longer reporting(3) |
| 1982 |  |  |  |  |  |
| Total | 32 | 1.608 | 139 | 13 | 5 |
| less than 20 | 29 | 919 | 80 | 12 | 5 |
| 20-99 | $x$ | $\times$ | 48 | 1 | - |
| $100 \cdot 499$ | $x$ | $x$ | 11 | . | - |
| 500 and aver | . |  | - | - | - |
| 9885 |  |  |  |  |  |
| Total | 36 | 2.457 | 224 | 9 | ... |
| less than 20 | 31 | 1,083 | 99 | 7 |  |
| 20.99 | 4 | $x$ | 124 | , |  |
| - $00 \cdot 499$ | x | $x$ | 1 | 1 |  |
| 500 and over | . | . | . | - |  |

[^24]See Notes on Symbols Page

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

| Totalil Bottom | Lower | Uoper | Too |
| ---: | ---: | ---: | ---: |
|  | $25 \%$ | middle $25 \%$ | middle $25 \%$ |

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 | 11. |
| Businesses reporting a profit (No.) | 11 | 2 | 3 | 3 | 3 |
| Total Sates 3 | 629 | 41 | 79 | 113 | 396 |
| Total Erpense 5 | 4.1 | 16 | 59 | 57 | 282 |
| Net Profit 3 | 215 | 25 | 20 | 56 | 1:4 |
| Businesses reporting loss (No.) | . | - | - | . |  |
| Total Sales \$ | - | * | - | - |  |
| Taral Expense \$ | - | - | - | - |  |
| Net Loss $\$$ | - | - | - | - |  |



|  | 1984 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| All Businesses (No.) | 44 | 10 | 11 | 6 | 17 |
| Total Sales \$ | 5.253 | 209 | 392 | 222 | \$ 430 |
| Total Expense \$ | 4.952 | 104 | 307 | 84 | $+457$ |
| Net Prolit tioss, $\$$ | 301 | 105 | 85 | 138 | -27 |
| Businesses reporting a profit (No.) | 36 | 10 | 11 | 6 | 9 |
| Total Sales 5 | 1.67」 | 209 | 392 | 222 | 851 |
| Total Expense 5 | 1.084 | 104 | 307 | 84 | 589 |
| Net Protits | 590 | 105 | 85 | 138 | 262 |
| Businesses reporting a loss (NO.) | 8 | . | - | . | 8 |
| Total Saies \$ | 3.579 | - | - | - | 3.579 |
| To:al Expense ${ }^{\text {s }}$ | 3.868 | - | - | - | 3.868 |
| Ne: Loss $\overline{3}$ | -289 | - | - | - | -289 |
|  |  |  | 85 |  |  |
| All Businesses (No.) | 60 | - | - | - |  |
| Total Sales 5 | 5340 | - | - | - |  |
| Total Expense s | 5.610 | - | - | . |  |
| Net Profit lloss: S | 730 | - | - | . |  |
| Businesses reporting a profit (No.) | 60 | . | - | . |  |
| Total Sales 5 | 6.340 | - | - | - |  |
| Toral Expense 5 | 5.610 | . | - | - |  |
| - Ne Prott 5 | 730 | - | - | - |  |
| Businesses reporting a loss (No.) | - | - | - | - |  |
| Total Sales 3 | - | . | - | . |  |
| Total Erdense 3 | - | - | - | - |  |
| Net Loss S | - | - | $\cdot$ | - |  |

"These estimates are based on a samole of cusinesses reoorting sales between $\$ 10$ thousand and $\$ 2$ million
See Notes on Symbols Page

TABLE 1. Selected Operating Ratios, in Percent of Sales, 1985

|  | Total 1 ) | Bottom 25\% | Lower middle $25 \%$ | Unoer midale 25: |
| :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 64 | -- | -- | - |
| Businesses in sample Low sales value ( $\$ 000$ 's) High saies value i $\$ 000$ 's) | $\begin{aligned} & 15 \\ & 19 \\ & 119 \end{aligned}$ | . | .. | -- | -

sales value (\$000's) (1)

| Selected expense ltert | Industry Averager2) |  |  |  |  |  | Reporting ousinesses only (3) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Tistal | Bottom $25 \%$ | Lower miadle 25; | Upper: middle $25 \%$ | $\begin{gathered} \text { TOD } \\ 25^{\circ}= \end{gathered}$ | $\begin{aligned} & \text { F }_{3} \text { bus!- } \\ & \text { nesses } \\ & \text { reporting } \end{aligned}$ | Totat | $\begin{gathered} \text { Bottom } \\ 25^{\circ} \% \end{gathered}$ | Lower middle $25^{\circ}$ | Uoper miadle | $\begin{aligned} & \text { Top } \\ & 25^{\circ} \text {. } \end{aligned}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Occupancy Expenses | 10.5 | -* | -* | - | ** | 100.0 | 10.5 | $\cdots$ | - | - | $\cdots$ |
| Mortgage Interest | - | *- | -- | -- | $\cdots$ |  | - | -- | - | - | -- |
| Depreciation | 5.2 | -- | -- | -- | -- | 1000 | 52 | - | - | "* | - |
| Repairs \& Maintenance | 03 | -- | - | - | - | 162 | 20 | ** | - | -- | - |
| Heat. Lignt \& Telephone | 33 | - | - | -- | -\% | 669 | 49 | -- | -- | -- | -- |
| Eusiness \% Property Tax | 02 | - | -- | - | - | 10.9 | 14 | -* | - | -- | $\sim$ |
| Insurance | 05 | -* | *- | -- | - | 650 | 07 | -* | $\cdots$ | -* | ** |
| Rent | 10 | -- | -- | -- | -* | 573 | 18 | -. | - | - | -. |
| Personnel Expenses | 31.6 | -- | -* | -* | ** | 70.4 | 44.9 | - | -- | -. | -* |
| Financial Expenses | 5.5 | - | - | -- | -- | 70.4 | 7.8 | ** | - | -- | $\cdots$ |
| Bank Interest \& Charges | 4.7 | ** | ** | -- | * | 666 | 71 | " | - | -" | - |
| Protessional Fees | 08 | - | - | - | -- | 704 | 11 | $\cdots$ | - | -- | - |
| Franchise Fees |  | - | -- | -- | -- | - |  | -- | *- | $\cdots$ | - |
| Sales and Admin. Expenses | 9.1 | ** | -* | -* | -- | 100.0 | 9.1 | - | ** | $\cdots$ | $\cdots$ |
| Advertising | 04 | -- | -- | -. | -* | 673 | 06 | - | -- | -. | -. |
| Supplies | 38 | -* | - | -. | -- | 984 | 39 | -- | -- | -- | -- |
| Delreery | 49 | -- | -* | * | *- | 1000 | 49 | - | $\cdots$ | $\cdots$ | -- |
| Other Expenses | 16.3 | -- | - | -* | -- | 100.0 | 16.3 | -* | - | - | ** |
| Prolit (loss) | 27.0 | *- | -* | -- | -- | 100.0 | 270 | -- | - | -- | -- |
| Total | 100.0 | -- | ** | -* | -. | 100.0 | $\ldots$ | $\cdots$ | ** | ** | "* |

1) These estimates are based on a samole of businesses reporting saies between $\$ 10$ thousand and $\$ 2$ millon.
2) Value in each cell $=$ Total weighted expenditure on a given tem $\times 100$ for each quarfile. Total weighted sales of all businesses in the sample
3) Value in each cell
= Total weighted expenditure on a given item $\qquad$ * 100 for each quartie. Total weighted sales of businesses reporting this item of expenditure
Since the number of businesses reporting a soecific expense may differ for each cell. the total (profit (loss) plus expenses) does not necessarily equal 100 : See Notes on Sumbols Page

## Standard Industrial Classification Definition:

SIC 9953 - Janitorial Services
Businesses opmarily engageo in cleaning and maintenance of builings and dwellings swhin as char service flopp axing ;anilcriai ser aces anitorial maintenance of juiloings and dwellings and otfice cleaning

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

|  | Total\{1\} | Bottom 25\% | Lowe: <br> middle 25*。 | Uoper middle 25\% | $\begin{aligned} & \text { Top } \\ & 25^{\circ} \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 64 | .- | .. | .- | $\cdots$ |
| 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 | $\cdots$ | - | -- | -- |
| 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 Linbilities | 8 | -* | ** | .- | " |
| Mottgages Payable | 1 | ** | - | -* | - |
| Long Term Debt | 24 | - | -. | *- | -- |
| Other Liabilities | 42 | - | - | ** | - |
| Total Liabilities | 74 | - | $\cdots$ | - | - |
| 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 11 | Bottom $25=$ | Lower middle 25: | $\begin{array}{r} \text { Upoer } \\ \text { nicale } 25=\text { = } \end{array}$ | $\begin{aligned} & \text { Top } \\ & 25 ? \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 64 | .. | .. | .. | - |
| Businesses in sample | 15 |  |  |  |  |
|  | (1) |  | -. | - | $\cdots$ |
| High sales value ( $\$ 000$ s) |  | -- | -- | -- | .. |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current ratic times) | 16 : | -- | -- | -- | .. |
| Leverage Ratios |  |  |  |  |  |
| Cebt Equity ratio (times) | 439 | * | - | - | - |
| Interest Coverage ratio (times) |  | .. | .. | .- | - |
| Debe ratio (\%mes) | 1 1 | -. | -. | * | - |

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

Soe Nates on Symbois Page

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

|  | $\begin{gathered} \text { Totall } 1 \text { \} } \\ 25 \% \end{gathered}$ | Bottom $25 \%$ | Lowe: middie 25\% | Upper middle $25^{\circ}$, | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of ousinesses iestimated) | - | - | - | - | - |
| Businesses in samole |  |  |  |  |  |
| Low sales value (\$000's) | (1) | - | - | - | - |
| High sales salue (\$000 s) | 111 |  | - |  | - |
|  |  |  | age (\$000 s) |  |  |
| Source of Funds |  |  |  |  |  |
| From Operations | - | - | - | - | - |
| Saie of Fixed Assels | - | - | - | - | - |
| Increase in Long Term Debt | . | - | - | - | - |
| Advances From Owners and Alfiliates | - | - | - | - | - |
| From Government | - | . | - | - | - |
| Increase in Share Capital | - | - | - | - | - |
| Saie of investments | . | - | - | - | - |
| Tax Adjustments |  | . | - | - | - |
| Other Saurces | - | - | - | - | - |
| Total | - | - | - | - | - |
| Application of Funds |  |  |  |  |  |
| Purchase of Fixed Assets | - | - | - | - | - |
| Payment of Dividends | - | - | - | - | - |
| Reoayment of Long Term Debt | - | - | - | - | - |
| Current Partion ot Long Term Debt | - | - | - | - | - |
| Purchase of Investments | - | - | - | . | - |
| Repayment of Adv From Owners and Affil. | - | - | - | - | - |
| Decrease in Equity | - | - | - | - | - |
| Tax Adiustments | - | - | - | - | - |
| Other Acpilcations | - | - | - | - | - |
| Total | - | - | * | - | - |
| Increase (Decrease) in Net Working Capital | - | - | - | - | - |

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

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)

|  |  |  |  | Changes in number of businesses with pard emplovees |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Business size expressed in average asour unis: 1 | Number at Businesses | $\begin{aligned} & \text { Total } \\ & \text { payroll } \\ & \text { ( } 5000 \text { s }) \end{aligned}$ | Average labour units(1) | Newly reporting(2) | No langer reporting(3) |
| 1982 |  |  |  |  |  |
| Total | 32 | 1,608 | 139 | 13 | 5 |
| less than 20 | 29 | 919 | 80 | 12 | 5 |
| 20-99 | x | $x$ | 18 | 1 | . |
| $100 \cdot 499$ | $\times$ | $\times$ | ; 1 | . | . |
| 500 and over | . |  |  | - | . |
| 1985 |  |  |  |  |  |
| Total | 36 | 2.457 | 224 | 9 | ... |
| less than 20 | 31 | 1.083 | 99 | 7 |  |
| 20.99 | 4 | X | 124 | 1 |  |
| - $00 \cdot 199$ | $x$ | X | 1 | 1 |  |
| 500 and aver | - | - | - | . |  |

[^25]See Noies on Symools Page.

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

|  | Totall 1 , | Bottom $25 \%$ | Lower middle $25^{\circ}$. | Upper middle $25 \%$ | $\begin{gathered} T_{00} \\ 25^{\circ} \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | I Ail \$ values ape 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 5 | 565 | 27 | 79 | 71 | 388 |
| Total Expense S | 376 | 7 | 59 | 47 | 263 |
| Ne: Profit \$ | 189 | 20 | 20 | 24 | 125 |
| Businesses reporting lass (No.) | - | - | - | - |  |
| Tatal Sales S | - | - | - | - |  |
| Total Expense \$ | - | - | - | - |  |
| Net Loss \$ | . | - | - | - | - |
|  | 1983 |  |  |  |  |
| All Businesses ( No .) | 29 | - | - | - | - |
| Totat Sales \$ | 1.063 | - | . | - | - |
| Toral Exaense \$ | 446 | - | - | - | - |
| Net Proflt loss) \$ | 817 | - | - | - | - |
| Businesses reporting a profit (No.) | 29 | - | - | - | - |
| Total Sates S | 1.063 | - | - | - | - |
| Total Expense $\$$ | 446 | . | - | - | - |
| Net Profit \$ | 617 | . | - | - | - |
| Businesses reporting a loss (No.) | . | - | - | - | - |
| Toial Sales S | - | - | - | - | - |
| Total Excense 5 | - | - | - | - | - |
| Net Loss 5 | - | - | - | - | - |
|  | 1984 |  |  |  |  |
| All Businesses (No.) | 44 | 10 | 11 | 6 | 17 |
| Totai Sales 5 | 5.253 | 209 | 392 | 222 | \$430 |
| Total Expense \$ | 4952 | 104 | 307 | 84 | 4.457 |
| Net Profil llossi $\frac{1}{}$ | 301 | 105 | 85 | 138 | -27 |
| Businesses reporting a profit (No.) | 36 | 10 | 11 | 6 | 9 |
| Total Sales 5 | 1674 | 209 | 392 | 222 | 851 |
| Total Expense 5 | - 084 | 104 | 307 | 84 | 589 |
| Nei Protit S | 590 | 105 | 85 | 138 | 262 |
| Businesses reporting a loss (No.) | 8 | . | . | - | 8 |
| Total Sales \$ | 3.579 | - | - | - | 3.579 |
| Total Exdense S | 3868 | - | * | - | 3.868 |
| Net Loss s | . 289 | . | . | . | . 289 |
|  | 1985 |  |  |  |  |
| All Businesses (No.) | 60 | - | - | - |  |
| Tcial Sales | 6340 | . | . | - | - |
| Total Expense 5 | 5.610 | - | - | - |  |
| Net Profit loss) 9 | 730 | . | . | - |  |
| Businesses reporting a profit (No.) | 60 | . | - | - |  |
| Total Sales 5 | 6340 | . | . | - |  |
| Total Exoense 3 | 5.610 | . | . | - |  |
| Net Pratits | 730 | . | . | . |  |
| Businesses reporting a loss ( No .) | . | . | - | . |  |
| Total Sales $\$$ | . | - | . | - |  |
| Total Expense S | . | . | . | . |  |
| Net Loss S | . | - | . | . | - |

[^26]See Notes on Symbols Page

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

|  | Totall | Bortom $25^{\circ}=$ | Lower middie 25 ${ }^{\text {\％}}$ | Upper middle $25^{\circ}$ 。 | $\begin{gathered} T 00 \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses（estimated） | 3 | －＊ | －－ | －． | －－ |
| Businesses in sample <br> Lon sales value $\{5000$ s） <br> High saies value（ $\$ 000$ s） | （\％） | －－ | －． | ．． | － |


| Selected expense itern | industry Averagei2） |  |  |  |  | $\therefore$ busi－ nesses reporting | Reporting businesses only 13$\}$ |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Tota | Botrom $25 \%$ | Lower middle $25^{\circ}$ 。 | Upper middle 25＊ | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |  | Total | Bottom $25^{3}$ 。 | Lawer middle $25^{\circ}=$ | Upper middle | $\begin{gathered} \text { Top } \\ 25^{\prime}= \end{gathered}$ |
|  | Percent of sales |  |  |  |  |  | Percent of sales |  |  |  |  |
| Cost of Sates | 30.6 | －． | ．－ | ．． | －． | 33.3 | 91.9 | $\cdots$ | －－ | － | － |
| Occupancy Expenses | 15.4 | －＊ | －＊ | －． | －＊ | 100.0 | 15.4 | － | $\stackrel{ }{+}$ | $\cdots$ | －－ |
| Mortgage Interest |  | ．． | －． | ．． | －－ |  |  | ．． | －－ | －－ | －－ |
| Depreciation | 36 | ．． | －－ | ．－ | －－ | 667 | 54 | ＊ | ＂－ | －－ | $\cdots$ |
| Repars \＆Maintenance | 05 | － | －． | －－ | －－ | 667 | 08 | － | － | $\cdots$ | － |
| Heat．Light \＆Telephone | 32 | －－ | ．． | － | $\cdots$ | 1000 | 32 | －－ | － | － | $=$ |
| Business \＆Property Tax | 05 | －＊ | － | －－ | $\cdots$ | 1000 | 05 | $\cdots$ | $\cdots$ | $\stackrel{-}{-}$ | － |
| insurance | 02 | －－ | $\cdots$ | － | －－ | 867 | $\bigcirc 3$ | －－ | －． | ＊ | $\cdots$ |
| Rent | 74 | － | － | － | －－ | 1000 | 74 | －－ | －． | － | － |
| Personnel Expenses | 32.9 | － | － | $\cdots$ | － | 100.0 | 32.9 | － | － | －－ | － |
| Financial Expenses | 3.1 | － | $\cdots$ | －® | $\cdots$ | 100.0 | 3.1 | $\cdots$ | $\approx$ | －＊ | $\cdots$ |
| Bank interest \＆Charges | 1.5 | －－ | ＊－ | － | －－ | －000 | ＋ 5 | －－ | －＊ | －＊ | $\cdots$ |
| Protessional Fees | 15 | ＊ | － | － | － | 100.0 | 15 | $\cdots$ | － | － | － |
| Franchise Fees |  | － | － | －－ | －－ |  |  | － | －－ | －－ | $\checkmark$ |
| Sales and Admin．Expenses | 4.3 | － | ＊－ | $\cdots$ | $\cdots$ | 100.0 | 4.3 | －－ | － | －－ | － |
| Advertising | 15 | －． | $\cdots$ | －－ | －－ | 100.0 | 15 | － | －－ | －－ | －－ |
| Supplies | 2.4 | － | ＊＊ | － | －＊ | 1000 | 24 | $\cdots$ | $\cdots$ | －－ | － |
| Qelwery | 0.4 | －－ | －－ | －． | －－ | 667 333 | 06 0 0 | －－ | － | －－ | － |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Other Expenses | 2.8 | － | $\cdots$ | － | －－ | 100.0 | 2.8 | $\stackrel{*}{ }$ | $\cdots$ | － | － |
| Profit（loss） | 10.9 | －－ | －－ | －＊ | －＊ | 100.0 | 10.9 | ＊ | $\cdots$ | －－ | － |
| Total | 100.0 | － | ．－ | $\cdots$ | －＊ | 100.0 |  | －＊ | －－ | －－ | － |

1）These estimates are based on a sample of businesses reporting sales between $\$ 10$ mousand and $\$ 2$ millon．
（2）Value in each cell $=$ Total weightec expendirure on a given ifem $\times 100$ for each quartile．
13）Value in each cell $=$ Total weighted exaenditure on a given item $\times 100$ for each quartile．
Total weighted sales of businesses reporting this item of expenditure
Since the number of businesses reporting a specific expense may differ for each cell，the total（profit（loss）pius expenses）does not necessarily equal $100 \%$ See Notes on Symbais Page

## Standard Industrial Classification Definition：

## SIC 9961 －Ticket and Travel Agencies

Businesses ormarily engaged in furnishing travel intormation，acting as agents in arranging tours accommooalion and ：pansoortation＊ira ellers or ac：ing as tnoependent agencies iof transportation establisnments

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

|  | Total(1) | Bottom $25 \%$ | Lower middle $25^{\circ}$. | $\begin{aligned} & \text { Uoper } \\ & \text { midcle } 25 \% \end{aligned}$ | $\begin{gathered} \text { Top } \\ 25 \% \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 3 | -- | -- | -- |  |
| Businesses in sampie | 3 |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | -- | -- | -- |  |
| High saies value $\$ 000$ s | (1) | -- | -- | . |  |


|  | Average (\$000's) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Assets |  |  |  |  |  |
| Cash | 59 | -- | - | - | - |
| Accounts and Notes Receivable | 115 | $\cdots$ | -- | -. | * |
| Inventory | - | -- | -. | - | - |
| Other Current Assets | 2 | -- | -- | -- | $\cdots$ |
| Total Current Assets | 976 | - | - | -- | - |
| Fixed Assets | 71 | -- | -- | -- | - |
| Less Accum Deo on Fixed Assets | 3 | $\ldots$ | - | - | -- |
| Other Assets | 38 | - | -- | - | -- |
| Total Assets | 282 | - | -- | - | -- |
| Liabilities and Equity |  |  |  |  |  |
| Current Luans | 13 | -- | -- | - | - |
| Other Current Liabilities | 120 | - | -- | -* | - |
| Total Current Liabilities | 134 | -- | -- | -- | $\cdots$ |
| Mortgages Payable | - | - | -- | - | - |
| Long Term Debt | 60 | -. | -- | -- | -- |
| Other Luabilities | $\$ 7$ | - | -- | -- | -- |
| Total Liabilities | 241 | - | -- | - | -- |
| Total Equity | 41 | - | -. | - | - |

i1 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)

|  | Totall 1 ) | Bottom $25^{\circ}$ 。 | Lower middle $25^{\circ}=$ | Uoder <br> midcie $25 \%$ | $\begin{aligned} & \text { Top } \\ & 25 \% \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses (estimated) | 3 | .- | -. | - | -- |
| Businesses in sample | 3 |  |  |  |  |
| Low sales value \$000's) | (1) | .. | -- | -- | - |
| High saies value \$ $\$ 000 \mathrm{si}$ | (1) | -- | -- | - | .- |
|  | Average |  |  |  |  |
| Liquidity Ratio |  |  |  |  |  |
| Current atio itimesi | 14 | - | -* | -- | -- |
| Leverage Ratios |  |  |  |  |  |
| Deot Equity ratio times) | -40 | -- | -. | -- | -- |
| interest Coverage ratio \{times) | 73 | -- | -* | -- | - |
| Debt ratio (times) | 08 | - | .. | - | -- |

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

See Adoles on Symoois Paçe

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

|  | Totall! 25 \% | Bottorn $25 \%$ | $\begin{aligned} & \text { Lawer } \\ & \text { middle } 25^{\circ} \text {. } \end{aligned}$ | Upper middle $25^{\circ} \%$ | $\begin{array}{r} \text { Top } \\ 25 \% \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Number of businesses \estimated) | - | . |  | - | - |
| Businesses in sample |  |  |  |  |  |
| Low sales value ( $\$ 000$ 's) | (1) | - | - | - | - |
| High saies value \$000's | 11) | - |  | - |  |
|  |  |  | age (\$000's) |  |  |
| Source of Funds |  |  |  |  |  |
| From Operations | $\cdot$ | - | * | - | $=$ |
| Sale of Fixed Assets | - | - | - | - | - |
| Increase in Long Term Debt | - | - | $\cdot$ | - |  |
| 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 Arfil. | - | - | - | - | - |
| Decrease in Equity | - | - | - | - | - |
| Tax Adjustments | - | - | - | - | - |
| Other Applications | - | - | . | - | - |
| Total | - | - |  | - | - |
| Increase (Decrease) in Net Working Capital | . | - | - | - | - |

11 These estimates are based on a sampie of businesses reporting sales between $\$ 10$ thousand and $\$ 2$ million

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

|  |  |  |  | Changes | fousinesses d employees |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Susiness size exaressed in average iapour units (1) |  | $\begin{array}{r} \text { Total } \\ \text { payroil } \\ (5000 \mathrm{~s}) \end{array}$ | Average labour units ( 1 ) | Newly reporting\{2; | No longer repartingi3) |
| 1982 |  |  |  |  |  |
| Total | 8 | 631 | 38 | 3 | - |
| less than 20 | 7 | $x$ | 24 | 3 |  |
| 20.99 | x | X | 14 | . | - |
| $\begin{aligned} & 100-499 \\ & 500 \text { and over } \end{aligned}$ | - | - | . | $\stackrel{\square}{ }$ | - |
| 1985 |  |  |  |  |  |
| Total | 6 | 1.152 | 59 | 1 | ... |
| less than 20 | 5 | $x$ | 33 | 1 |  |
| 20.99 | x | $\times$ | 26 | - |  |
| $100 \cdot 199$ | - | . | . | - |  |
| 500 and over |  | . |  | - |  |

(1) Average tabour units are calculated by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Employment. Payrofi anc Hours. Statistics Canada. Catalogue No 72-002 An average labour unit could be interpreted as a fuliotime employee Note that the ousiness size growos used are determined at the Canada level Thus if a business has at least 500 employees in Canada as a whole out less than that number in any gliven province it is shown in the 500 and aver 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 Symbois Page.

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

|  | Totall ${ }^{\text {a }}$ | gottom $25^{\circ}$ 。 | $\begin{aligned} & \text { Loweq } \\ & \text { middie } 25^{\prime} \text { ? } \end{aligned}$ | $\begin{aligned} & \text { Upper } \\ & \text { middle } 25 \% \end{aligned}$ | $\begin{aligned} & \text { Top } \\ & \text { 25? } \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | All \$ values are expressed in thousands |  |  |  |  |
|  | 1982 |  |  |  |  |
| All Businesses (No.) | 3 | - | - | - |  |
| Total Sates \$ | 701 | - | - | - |  |
| Total Exoense \$ | 664 | - | - | - |  |
| Net Profit (loss) \$ | 37 | - | - | - |  |
| Businesses reporting a profit (No.) | 2 | - | - | - |  |
| Total Saies \$ | 460 | - | - | - |  |
| Total Expense S | 415 | - | - | - |  |
| Vet Prorits | 4.5 | - | - | . |  |
| Businesses reporting loss (No.) | 1 | - | - | - |  |
| Totar Saies \$ | 24: | - | - | - |  |
| Total Expense \$ | 249 | - | - | - |  |
| Ne: Loss S | -8 | - | - | - |  |
|  | 1983 |  |  |  |  |
| All Businesses (No.) | 2 | - | - | - | - |
| Total Sales S | $x$ | - | . | - | - |
| Total Exoense \$ | $x$ | - | - | - | - |
| Net Pront (loss) s | $x$ |  |  |  | - |
| Businesses reporting a prolit (No.) | 2 | - | - | - | . |
| Total Sales s | $x$ | - | - | - | - |
| Total Expense 5 | $x$ |  |  |  | - |
| Net Proft \$ | $x$ | - | - | - | - |
| Businesses reporting a loss (No.) | . | - | - | - |  |
| Total Sales \$ | - | - | - | - | - |
| Total Expense \$ | - | - | - | - |  |
| Net Loss $\$$ | - | . | . | . |  |

All Businesses (No.) 35

Toral Saies S 324.3
Total Exoense S $2 \$ 32$
Net Pront (loss: $5 \quad 811$
Businesses reporting a profit (No.) 35
-otal Sales 5 3243
Toral Expense s 2.432
Net Protit 今
Businesses reporting a loss (No.)
Totar Sales \$
Total Exoense 5
Net Loss \$

## All Businesses (No.)

Total Sales 5
Total Expense \$
Net Protit ilossis
Businesses reporting a profit (No.)
Total Sales 5
To:al Expense
Net Prolt: S
Businesses reporting a loss (No.)
Tota: Sales S
.Total Expense $\$$
Net Loss $\$$
11 These estimates are based on a sample of businesses ieporting sales petween $\$ 10$ thousand anc $\$ 2$ milion
See Notes on Symbois Page.

## Appendix A

## Selected Publications Relating to Small Business

## Catalogue

61-231 Small Business in Canada: A Statlstical Protile 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 |
| 61.614 E | (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 |
| $61.614 E$ | (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 |

## Appendix A - concluded

Selected Publications Relating to Small Business

| 61-614E (SIC 9213) | Take-Out Food Services |
| :--- | :--- |
| 61.614E (SIC 4581) | Taxicab Industry |
| 61.614 E (SIC 9961) | Ticket and Travel Agencies |
| 61.614E (SIC 6342) | Tire, Battery, Parts and Accessories Stores |
| $61-614 \mathrm{E}$ (SIC 658) | Toy, Hobby, Novelty and Souvenir Stores |
| 61.614E (SIC 456) | Truck Transport Industry |
| 61.614 E (SIC 9912) | Video Movies and Audio-Visual Equipment Rental |
| $61-614 \mathrm{E}$ (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


[^0]:    The tables in this publication were produced as part of Statistics Canada's Small Business and Special Surveys Program. This program is jointly funded by the Federal and all Provincial and Territorial Governments.

[^1]:    1) These estimates are based on a sample of businesses reporting sales between $\$ 10$ thousand and $\$ 2$ miltion
[^2]:    (1) Average labour units are calculated by dividing total payroll by the average annual aage and salary rate as reported in the Survey of Emoloyment Payroll and Hours. Statistics Canada. Catalogue No 72.002 An average labour unit could be interpreted as a full-time employee Note that the ousiness size groups used are determined at the Canada level Thus if a business has at ieast 500 employees in Canada as a whole out iess than that number in any given province it is shown in the 500 and over group.
    (2) Reters to businesses reporting no oayroll deductions in the previous year
    (3) Reters to businesses reporting no payroll deductions in the following year

[^3]:    See Notes on Symbois Page.

[^4]:    11) Average labour units are calculated by ji.ding cotal payroll by :he average annual wage and salary rate as reoorted in the Suriey of Employment. Payroll and Hours. Statistics Canada Cataiogue No 72-002. An average labour unit could be interpreted as a lull-time emoloyee 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 :nan that number in any gruen province it is shown in the 500 and over group.
    12) Reters to businesses reporting no payroll deductions in the previous year
    13) Reters to businesses reporting no payroll deductions in the tollowing year.

    See Notes on Symbols Page.

[^5]:    (1) These estimates are based on a sampie of businesses reooring sales between $\$ 10$ thousand ana $\$ 2$ million

[^6]:    1These estimares are cased on a sample of businesses reporting sales between 510 thousand and $\$ 2$ million

[^7]:    See Notes on Symools Page.

[^8]:    1!) Average labour units are calculated oy 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 laoour 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 jusiness has at least 500 employees in Canada as a whole bur less than that number in any given province it is shown in the 500 and over group.
    (2) Relers to businesses reoorting no payrolt deductions in the previous year
    (3) Reters 10 businesses reporting no payroll deductions in the following yeap

[^9]:    1, These estimates are oased on a sampie of businesses reporting sales vetween $\$ 10$ thousand and $\$ 2$ milion

[^10]:    (1) Average labour units are caiculated oy dividing total payroll by the average annual wage and salary rate as reporteo in the Survey of Emoloyment. Paypoll and Hours. Statistics Canada, Cataiogue No 72-002. An average labour unit could be interpreted as a full-time employee Note that the ousiness size groups used are determined at the Canada level Thus it a business has at least 500 emoloyees in Canada as a whole but less than that number in any given province it is snown in the 500 and over group
    (2) Refers to businesses reporting no payroll deductions in the provious year
    (3) Peters to businesses reporting no payroll deductions in the following year

[^11]:    (: These estimates are based on a samole of businesses reborting sales betmeen $\$ 10$ ihousand and $\$ 2$ mulion

[^12]:    (1) Average labour units are calculated by dividing total oayroll by the average annuai wage and salary ate as reported in the Survev of Employmene Payroll

[^13]:    See Notes on Symbols Page

[^14]:    (1) Average labour units are calculated by dividing total oayroll by the average annual wage and salapy rate as reparted in the Survey of Employment. Payroll and Hours Statislics Canada Catalogue No $72-002$ An average labour unit could be interpreyed as a full-time employee Note that the business size groups usec are determined at the Canada ievel. 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) Reters to businesses reporting no aayroil deductions in the previous year
    (3) Reters to businesses reporting no payroll deductions in the following year

[^15]:    See Notes on Symbols Page

[^16]:    191 These estimates are based on a samole of businesses reoorting sales jetween $\$ 10$ thousand and $\$ 2$ milion
    See Notes on Sumbals Page

[^17]:    1. Fiverage labour units are calculated by dividing iotal payroll by the average annual wage and salary tate as reoorted in the Sur.ey of Emploument. Payroll and Hours. Statistics Canada. Catalogue No. 72-002 An average laboup unit could be interoreted as a tutletime emplovee Note imat the business size groups used are determined at the Canada tevel. Thus if a ousiness has at least 500 employees in Canada as a ihole but less than that number in any given orovince it is shown in the 500 and over group.
    (2) Qefers to ousinesses reoorting no payroll deductions in the orevious vear
    (3) Refers to ousinesses reporting no bayroll deductions in the following year
[^18]:    1)These estimates are oased on a samole of businesses reoorting sates belieem sio thousand and 22 mulion

[^19]:    1). A.erage labour units are calculated oy dividing total payroll by the average annual wage and salary eate as reported in the Survey of Employment Payroll and Hours. Statistics Canada. Catalogue No $72-002$ An average lacour unit could be interoreted as a tull-time emplovee Note that the business size grouos used are determined at the Canada lovel Thus if a business has at least 500 emolovees in Canada as a whole out less than that number in any given province it is shown in the 500 and over group
    (2) Refers to businesses reporting no oayroll deductions in the previous year
    (3) Refers to businesses reporting no payroll deductions in the following year

[^20]:    (1) Average labour units are calculated by dividing total oayroll by the average annual rage and salary rate as reoorted in the Survev of Emolovment Paypoll and Hours. Statistics Canada. Cataiogue No 72.002 An average labour unit could be interoreted as a tuiltume emolovee Note that the ousiness size groups used are determined at the Canada level Thus it a business has at least 500 emoloyees in Canada as a whole out less than that number in any gi.en province t is shown in the 500 and over group
    (2) Refers to ousinesses reporting no payroll deductions in the previous year
    (3) Reters to businesses reoorting no payroll deductions in the following year

    See Nores on Symbols Page

[^21]:    i3 These estimates are based on a samole of ousinesses reoorling sales cetween $\$ 10$ thousand and $\$ 2$ milion

[^22]:    (1) Average labour units are calculated by dialding total payroll by the average annual wage and salary rate as reported in the Survey or Employment Payroll and Hours. Statistics Canaga. Catatogue No $72-002$ An average labour unit could be interpreted as a fullotime employee Note that the business size groups used ape determined at the Canaca levet Thus if a business has at least 500 emoloyees in Canada as a whole but less than that number in any given province it is shown in the 500 and over groun
    (2) Reters to businesses reporting no payroll deductions in the previous year
    (3) Reters to businesses reporting no payroll deductions in the following year

    See Notes on Symbols Page

[^23]:    (1)These estimates are based on a sample of businesses reporting sales between \$10 thousand and \$2 million

[^24]:    (1) Average labour units are calcuiared by dividing total payroll by the average annual wage and salary rate as reported in the Survey of Empioyment. Payroli and Hours Statistics Canada Catalogue No $72-002$. An average labour unit could be interpreted as a full-time employee Note that the ousiness size groups used are determined at the Canada level Thus it a business has at least 500 emplovees in Canada as a whole but less than that number in any given orovince it is shown in the 500 and over group.
    Refers to businesses reoorting no payroll decuctions in the previous year
    13) Refers to businesses reoorting no payroll deouctions in the following year

[^25]:    1. Average labour units are calculated oy driding fatal oayrali by the average annual wage and salary rate as reported in the Survey ot Employment Payroll and Hours Siaistics Canada. Catalogue No $72-002$ An average labout unit could be interpreted as a full-time employee. Note that the business size groups used are determmed at the Canada level Thus if a ousmess 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) Reters to businesses reoorting no payroll deductions in the previous year
    (3) Reiers to businesses reporting no payrolt deductions in the following vear
[^26]:    11 These estimates are oased on a sample of businesses reporing saies between $\$ 10$ thousand amd $\$ 2$ million

