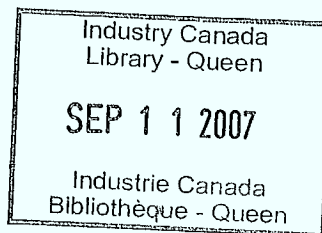


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Reference Handbook on Small Business Statistics

Entrepreneurship and Small Business Office
Industry Canada
August 1994

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PURPOSE

The Reference Handbook on Small Business Statistics is produced to provide readers of **Small Business in Canada, a Statistical Overview - 1994** with more detailed statistical information on Canadian small businesses. The primary source for the statistics presented in this report is the **Small Business Data Base (SBDB)**. The SBDB is a joint initiative of the Federal government and all ten provincial and territorial governments. The Federal participants are: Industry Canada, Statistics Canada, Human Resource Development Canada, Atlantic Canada Opportunities Agency (ACOA), the Federal Office for Regional Development - Quebec (FORD-Q) and The Federal Business Development Bank (FBDB). The data are based primarily on administrative (tax) sources provided to Statistics Canada by Revenue Canada. A discussion of SBDB methodology and definitions is available in Statistics Canada publication #18-501, Building a Longitudinal Database of Firms in the Canadian Economy. For further information on other SBDB products, or on methodologies used in this Reference Handbook, contact the Entrepreneurship and Small Business Office (John Skelton: (613) 954-3601 or Andrew Kormylo (613) 954-5485) or fax (613) 954-5492.

HIGHLIGHTS

- There were 920,729 private sector businesses (with employees) in 1992. Although this is down from 922,253 in 1991, this still represents an increase of almost thirty percent since 1982. Of these businesses, ninety-seven percent had fewer than 50 employees and ninety-nine percent had fewer than 100 employees.
- British Columbia had the largest proportional increase (1.3%) in the number of small businesses between 1982 and 1992, Quebec had the largest proportional decrease (-1.3%) in this period.
- The largest net increase in private sector businesses between 1991 and 1992 was in Business Services and Health and Social Services. The greatest decrease was in Retail Trade and Manufacturing.
- Between 1991 and 1992, there was a net increase of some 1,200 businesses, most of which were small. In that period there was a net decrease of 210,600 private sector jobs. Firms with less than 50 employees created 21,700 net new jobs, thus reducing the larger firms' job deficit from 232,100 to 210,400.
- The share of employment of businesses with less than 50 employees has increased six percent between 1982 and 1992.
- Businesses with less than 50 employees have the highest proportion of total private sector payroll in Fishing and Trapping and Agriculture and Related Service, and the lowest in Educational Service and Communication and Other Utilities.
- The largest net decrease in the number of private sector employment between 1991 and 1992 was in Manufacturing (a decrease of 137,700 jobs), while Transportation and Communication lead the way with a modest increase of some 18,100 jobs.
- Although small exporting businesses represent some eighty-eight percent of all exporters in 1992, they account for only 2.2 percent of the total value of exports.
- In 1993, more than fifteen percent of the workforce was self-employed. Saskatchewan has the greatest proportion of self-employed at twenty-four percent. New Brunswick has the fewest with only twelve percent of their total workforce being self-employed.

- In 1993, women represented approximately forty-six percent of the workforce yet they represented thirty-one percent of all self-employed at the national level. British Columbia has the highest proportion of self-employed women at thirty-four percent, while Newfoundland has the lowest at twenty-one percent.
- Wages, salaries and benefits represented the highest proportion of gross operating revenues in Health and Social Services (43.2%) and the lowest proportion in Agriculture and Related Services (6.7%) (1991 data).
- Almost eighty-two percent of all small Communication and Other Utility businesses were profitable in 1991, while only fifty-four percent of small Fishing and Trapping and Accommodation, Food and Beverage Service businesses were profitable.
- The gross margin was highest for small businesses in the Finance and Insurance area at eight-one percent, and lowest for those in the Wholesale Trade sector (1991 data).

Sectoral Distribution of Businesses* by Province, 1992

INDUSTRY	CANADA	NFLD	PEI	NS	NB	QUE	ONT	MAN	SASK	ALTA	BC	YUK	NWT
Agricultural and Related Service	57,079	407	957	1,442	1,249	11,419	12,724	4,451	11,443	8,259	5,061	10	48
Fishing and Trapping	5,846	491	865	1,639	1,522	347	184	96	12	17	705	2	18
Logging and Forestry	9,134	248	56	595	774	1,993	1,121	105	191	466	3,691	6	6
Mining, Quarrying and Oil Well	4,992	65	10	79	96	412	724	142	547	2,669	805	99	53
Manufacturing Industries	53,445	878	367	1,842	1,454	16,490	22,059	2,141	1,571	4,839	8,225	39	96
Construction Industries	108,427	2,507	735	3,881	3,228	25,245	36,470	3,460	3,398	12,365	18,874	222	335
Transportation and Storage	31,877	917	257	1,181	1,377	8,743	7,662	1,352	1,399	4,384	5,911	74	152
Communication and Other Utility	4,558	140	42	215	152	1,343	1,536	148	170	495	647	20	35
Wholesale Trade	54,324	1,093	320	2,001	1,492	15,772	20,627	2,741	2,361	6,483	8,904	67	119
Retail Trade	143,899	3,666	932	5,025	4,200	42,806	46,449	4,964	5,503	13,510	19,321	203	332
Finance and Insurance	24,881	293	167	625	484	5,176	9,007	1,529	1,147	3,395	4,952	48	55
Real Estate Operator and Insurance Agent	36,137	463	169	918	729	7,592	13,833	1,398	1,264	4,196	6,365	34	112
Business Service	81,109	968	285	1,949	1,401	19,718	30,112	2,414	2,016	12,211	13,400	142	200
Educational Service	7,167	135	96	284	235	1,714	2,082	429	408	977	1,165	20	55
Health and Social Service	64,096	1,479	347	2,102	1,681	14,783	22,709	2,390	2,219	7,399	9,740	96	146
Accommodation, Food and Beverage Service	62,597	1,318	453	1,924	1,723	17,874	20,538	2,351	2,487	5,916	9,030	172	208
Other Service Industries	144,806	6,639	1,160	5,507	4,493	30,510	51,624	4,901	4,999	16,181	21,421	236	429
Unclassified	26,355	658	150	653	563	5,369	10,487	704	718	3,221	4,049	51	76
Total - All Industries**	920,729	22,365	7,368	31,862	26,853	227,306	309,948	35,716	41,853	106,983	142,266	1,541	2,475

* Private sector businesses with employees

** Excludes the Public Sector

Note: Provinces do not sum to Canada total as some companies are counted in more than one province but only once in Canada.

Source: Entrepreneurship and Small Business Office (ESBO), Industry Canada

Number of Businesses by Province, 1982 - 1992 **Private Sector, All Sizes**

	CANADA	NFLD	PEI	NS	NB	QUE	ONT	MAN	SASK	ALTA	BC	YUK	NWT
1982	710,515	12,529	5,162	22,620	19,678	175,406	241,856	30,514	37,974	86,977	102,001	1,002	1,328
1983	753,518	14,250	5,618	24,127	21,399	189,767	253,865	32,020	40,780	88,815	105,810	1,031	1,455
1984	774,594	15,258	5,787	25,397	22,186	193,286	262,516	33,002	41,951	90,239	108,458	1,079	1,651
1985	816,405	16,728	5,983	26,870	23,176	205,075	276,312	33,785	43,759	94,395	112,836	1,116	1,552
1986	846,049	17,752	6,332	28,503	24,194	213,669	289,117	35,076	44,966	97,523	117,553	1,220	1,676
1987	880,147	18,332	6,708	29,806	25,152	222,671	302,266	35,737	44,987	99,876	122,654	1,332	1,668
1988	906,684	19,481	6,939	30,799	26,244	229,345	314,310	36,171	44,281	102,228	127,460	1,415	1,747
1989	932,396	21,075	6,984	31,451	27,209	234,695	322,214	36,331	44,049	104,439	133,373	1,429	1,792
1990	934,631	21,578	7,238	31,608	26,900	233,174	322,119	36,111	43,081	105,843	137,106	1,442	1,911
1991	922,253	21,947	7,536	31,754	26,747	229,412	314,415	36,134	42,469	106,321	138,825	1,473	2,263
1992	920,729	22,365	7,368	31,862	26,853	227,306	309,948	35,716	41,853	106,983	142,266	1,541	2,475
Growth													
1982-92	29.6%	78.5%	42.7%	40.9%	36.5%	29.6%	28.2%	17.0%	10.2%	23.0%	39.5%	53.8%	86.4%
A.A.G.R.													
1982-92	2.6%	6.0%	3.6%	3.5%	3.2%	2.6%	2.5%	1.6%	1.0%	2.1%	3.4%	4.4%	6.4%

Note: Provinces do not sum to Canada total as some companies are counted in more than one province but only once in Canada.

A.A.G.R.: Average Annual Growth Rate

Source: ESBO, Industry Canada

Number of Businesses by Size, Canada and the Provinces* 1992

	Total	Employment Size Group						% Business by Province
		<5	5-19	20-49	50-99	100-499	500+	
Canada	920,729	690,061	166,846	39,855	12,982	8,955	2,030	100.0%
Newfoundland	22,365	17,929	2,629	635	278	459	435	2.4%
Prince Edward Island	7,368	5,532	1,007	269	123	187	250	0.8%
Nova Scotia	31,862	22,658	5,178	1,496	776	1,076	678	3.5%
New Brunswick	26,853	19,453	4,458	1,101	503	763	575	2.9%
Quebec	227,306	167,684	40,367	10,821	3,960	3,331	1,143	24.7%
Ontario	309,948	222,861	59,334	15,657	5,937	4,797	1,362	33.7%
Manitoba	35,716	24,169	6,684	2,007	844	1,282	730	3.9%
Saskatchewan	41,853	31,568	6,155	1,753	738	1,008	631	4.5%
Alberta	106,983	76,842	19,660	5,305	1,996	2,272	908	11.6%
British Columbia	142,266	103,118	26,476	6,716	2,592	2,426	938	15.5%
Yukon	1,541	959	324	94	33	64	67	0.2%
Northwest Territories	2,475	1,373	610	176	74	118	124	0.3%

Note: Provinces do not sum to Canada total as some companies are counted in more than one province but only once in Canada.

** Excludes the Public Sector*

Source: ESBO, Industry Canada

Regional Distribution of Canadian Small Businesses, 1982 and 1992

	1982	1992
Newfoundland	1.7%	2.3%
Prince Edward Island	0.7%	0.8%
New Brunswick	2.6%	2.8%
Nova Scotia	3.2%	3.3%
Quebec	25.2%	23.9%
Ontario	32.1%	32.4%
Manitoba	4.1%	3.7%
Saskatchewan	5.0%	4.4%
Alberta	11.6%	11.2%
British Columbia	13.5%	14.8%
Yukon	0.1%	0.2%
Northwest Territories	0.2%	0.2%

Note: Total may not add to 100% due to rounding

Source: ESBO, Industry Canada

Sectoral Distribution of Businesses* by Size, 1992 Canada

INDUSTRY	All Sizes		<50 Employees		<100 Employees	
	Number of Businesses	Payroll (\$M)	Number of Businesses	Payroll in %	Number of Businesses	Payroll in %
Agricultural and Related Service	57,079	2,419	99.8%	87.9%	99.9%	94.3%
Fishing and Trapping	5,846	190	99.8%	92.1%	99.9%	96.3%
Logging and Forestry	9,134	1,475	99.2%	69.9%	99.7%	69.9%
Mining, Quarrying and Oil Well	4,992	7,129	94.0%	13.3%	96.3%	17.7%
Manufacturing Industries	53,445	63,755	90.0%	16.5%	95.2%	25.1%
Construction Industries	108,427	16,909	98.9%	66.9%	99.6%	76.8%
Transportation and Storage	31,877	13,408	97.3%	24.0%	98.8%	30.6%
Communication and Other Utility	4,558	15,008	94.0%	4.4%	96.3%	6.0%
Wholesale Trade	54,324	19,113	96.3%	46.2%	98.6%	59.0%
Retail Trade	143,899	26,612	98.0%	45.8%	99.2%	55.0%
Finance and Insurance	24,881	24,211	96.9%	12.1%	98.5%	15.3%
Real Estate Operator and Insurance Agent	36,137	6,410	98.0%	53.4%	99.2%	63.2%
Business Service	81,109	20,057	97.8%	44.5%	99.0%	53.8%
Educational Service	7,167	31,140	83.5%	2.9%	88.0%	5.1%
Health and Social Service	64,096	28,222	95.9%	20.3%	97.7%	26.8%
Accommodation, Food and Beverage Service	62,597	8,917	96.4%	51.0%	98.7%	62.1%
Other Service Industries	144,806	14,199	98.9%	54.1%	99.5%	62.2%
Unclassified	26,355	1,484	99.6%	72.3%	99.9%	72.3%
Total - All Industries**	920,729	300,657	97.4%	28.7%	98.8%	35.9%

* Private Sector Businesses with employees

** Excludes the Public Sector

Source: ESBO, Industry Canada

Business Start-ups and Exits, 1981-1992

	Start-ups	Exits	Net Increase
1981-82	119,126	106,653	12,473
1982-83	145,154	102,251	42,903
1983-84	138,547	117,371	21,176
1984-85	152,213	110,520	41,693
1985-86	152,472	122,828	29,644
1986-87	161,285	127,085	34,200
1987-88	161,931	135,394	26,537
1988-89	165,980	140,054	25,926
1989-90	162,347	154,680	7,667
1990-91	148,073	158,269	(10,196)
1991-92	140,711	139,429	1,282

** All sizes of business - excludes public administration*

Source: ESBO, Industry Canada

Business Start-ups by Sector, 1991-92

INDUSTRY	Start-ups	Exits	Net
Agricultural and Related Service	7,632	8,494	(862)
Fishing and Trapping	881	864	17
Logging and Forestry	1,672	1,684	(12)
Mining, Quarrying and Oil Well	555	750	(195)
Manufacturing Industries	5,660	6,540	(880)
Construction Industries	16,897	17,710	(813)
Transportation and Storage	4,835	4,983	(148)
Communication and Other Utility	733	680	53
Wholesale Trade	6,557	6,528	29
Retail Trade	19,479	20,460	(981)
Finance and Insurance	3,431	3,851	(420)
Real Estate Operator and Insurance Agent	4,415	4,439	(24)
Business Service	12,973	11,398	1,575
Educational Service	877	752	125
Health and Social Service	5,836	4,320	1,516
Accommodation, Food and Beverage Service	10,956	10,484	472
Other Service Industries	24,721	23,965	756
Unclassified	12,601	11,527	1,074
Total - All Industries*	140,711	139,429	1,282

** All sizes of businesses - excludes the Public Sector*

Source: ESBO, Industry Canada

Payroll by Sector* and Province, 1992
(\$000,000)

INDUSTRY	CANADA	NFLD	PEI	NS	NB	QUE	ONT	MAN	SASK	ALTA	BC	YUK	NWT
Agricultural and Related Service	2,419	13	35	68	58	406	853	130	183	312	358	1	1
Fishing and Trapping	190	17	10	35	41	16	22	1	0	1	47	0	1
Logging and Forestry	1,475	29	3	42	60	241	293	6	20	58	665	0	1
Mining, Quarrying and Oil Well	7,129	160	1	79	179	1,035	1,246	169	333	3,371	725	48	100
Manufacturing Industries	63,755	487	101	1,247	1,115	15,504	31,962	1,551	827	3,796	6,845	6	34
Construction Industries	16,909	219	62	436	401	3,338	6,520	425	457	2,218	2,742	30	52
Transportation and Storage	13,408	113	46	280	215	3,892	4,590	979	408	1,537	2,405	28	57
Communication and Other Utility	15,008	238	41	337	361	4,939	7,508	356	365	834	1,295	34	49
Wholesale Trade	19,113	193	47	393	313	4,358	8,061	1,385	604	1,983	2,568	15	21
Retail Trade	26,612	401	102	800	606	5,599	10,557	802	732	2,356	3,965	35	54
Finance and Insurance	24,211	121	36	375	251	3,990	14,890	718	382	1,313	2,128	10	17
Real Estate Operator and Insurance Agent	6,410	47	16	133	86	1,044	2,955	196	138	630	1,191	4	40
Business Service	20,057	166	28	312	254	4,410	9,309	473	303	1,978	2,448	19	50
Educational Service	31,140	188	122	882	167	7,386	13,195	1,153	1,014	3,872	3,130	11	22
Health and Social Service	28,222	629	81	641	695	7,402	10,751	1,064	755	2,520	3,485	11	73
Accommodation, Food and Beverage Service	8,917	103	41	232	166	1,930	3,381	288	258	925	1,517	28	28
Other Service Industries	14,199	204	46	296	238	3,036	5,971	425	339	1,390	1,815	15	342
Unclassified	1,484	15	3	21	19	282	720	26	42	144	204	3	7
Total - All Industries**	300,657	3,344	821	6,610	5,226	68,808	132,782	10,149	7,159	29,236	37,532	296	949

* Private sector businesses with employees

** Excludes the Public Sector

Source: ESBO, Industry Canada

Employment by Sector and Province, 1992
(000's)

INDUSTRY	CANADA	NFLD	PEI	NS	NB	QUE	ONT	MAN	SASK	ALTA	BC	YUK	NWT
Agricultural and Related Service	108.9	0.7	1.9	3.5	3.0	19.4	34.7	7.1	9.9	13.5	15.1	0.0	0.0
Fishing and Trapping	9.1	0.9	0.5	1.8	2.1	0.8	0.9	0.1	0.0	0.0	1.9	0.0	0.0
Logging and Forestry	41.2	1.0	0.1	1.9	2.4	8.1	7.0	0.2	0.7	1.6	16.9	0.0	0.1
Mining, Quarrying and Oil Well	144.1	2.6	0.0	2.2	4.3	21.6	24.5	4.0	7.9	63.9	14.2	1.0	1.6
Manufacturing Industries	1,830.5	17.2	4.7	42.7	35.6	477.5	853.8	56.7	26.3	113.2	189.9	0.2	0.8
Construction Industries	503.1	7.2	2.5	14.9	13.8	100.1	182.6	14.0	15.5	66.4	83.3	0.8	1.5
Transportation and Storage	396.0	4.5	1.6	9.6	7.2	109.8	137.4	27.2	13.1	43.5	64.1	0.8	1.5
Communication and Other Utility	365.3	6.8	1.3	9.7	9.4	110.8	196.5	10.2	10.4	21.6	32.3	0.8	0.9
Wholesale Trade	622.7	7.8	2.1	14.8	12.4	148.5	246.6	45.6	23.7	66.0	80.8	0.5	0.7
Retail Trade	1,553.3	27.1	7.2	55.3	39.9	337.3	611.7	54.4	47.2	147.0	206.2	1.6	2.6
Finance and Insurance	687.2	4.3	1.3	13.0	8.9	122.4	385.8	24.5	14.2	42.0	71.0	0.3	0.5
Real Estate Operator and Insurance Agent	231.1	2.0	0.7	5.3	3.7	40.0	104.3	11.0	5.8	23.8	37.1	0.1	1.0
Business Service	660.8	6.5	1.2	13.7	11.9	153.3	291.7	19.8	12.9	63.3	81.1	0.6	1.3
Educational Service	888.5	5.3	4.0	28.2	5.5	218.6	348.5	36.7	32.7	122.3	85.9	0.3	0.7
Health and Social Service	1,106.1	24.2	3.8	28.9	30.5	296.0	397.6	47.3	36.6	100.9	131.6	0.4	2.0
Accommodation, Food and Beverage Service	806.1	9.2	4.6	22.7	16.6	171.2	303.5	32.5	27.5	87.8	129.4	1.8	1.5
Other Service Industries	721.9	11.3	2.9	19.2	13.8	158.3	287.4	25.0	20.6	79.7	96.5	0.7	6.8
Unclassified	60.9	0.8	0.2	1.1	1.0	12.4	27.5	1.3	1.8	6.0	8.6	0.1	0.2
Total - All Industries*	10,736.7	139.2	40.6	288.5	221.8	2,506.2	4,442.0	417.4	306.6	1,062.7	1,346.1	10.0	23.9

* Excludes the Public Sector

Note: ALU is the Average Labour Units employed per firm. It can be taken as equivalent to number of employees per firm.

Source: ESBO, Industry Canada

Employment by Size of Business **Canada, 1992**

INDUSTRY	Total	Employment in Thousands					
		Employer Size Group					
		<5	5-19	20-49	50-99	100-499	500+
Agricultural and Related Service	108.9	56.6	31.5	10.4	5.9	4.5	0.0
Fishing and Trapping	9.1	4.8	2.4	1.3	0.3	0.3	0.0
Logging and Forestry	41.2	9.2	12.3	8.9	0.0	3.2	0.0
Mining, Quarrying and Oil Well	144.1	5.0	8.6	10.4	7.1	23.2	89.9
Manufacturing Industries	1,830.5	55.0	154.0	186.2	184.6	402.9	847.8
Construction Industries	503.1	126.8	154.9	92.6	41.8	61.7	25.2
Transportation and Storage	396.0	35.4	47.7	43.2	31.6	65.1	172.9
Communication and Other Utility	365.3	5.2	9.8	9.7	7.0	22.5	311.0
Wholesale Trade	622.7	65.8	142.0	113.5	78.4	119.8	103.1
Retail Trade	1,553.3	194.0	328.9	192.0	118.8	156.1	563.5
Finance and Insurance	687.2	27.9	36.3	33.0	23.1	51.1	515.9
Real Estate Operator and Insurance Agent	231.1	42.2	56.7	29.4	25.6	38.4	38.9
Business Service	660.8	101.4	118.4	78.4	55.4	125.3	181.9
Educational Service	888.5	7.4	15.1	19.5	24.1	120.3	702.2
Health and Social Service	1,106.1	91.8	118.1	65.7	79.6	235.7	515.2
Accommodation, Food and Beverage Service	806.1	80.3	190.6	170.3	91.9	118.5	154.5
Other Service Industries	721.9	155.4	165.4	92.1	58.2	106.5	144.3
Unclassified	60.9	23.5	14.9	9.0	0.0	4.5	0.0
Total - All Industries*	10,736.7	1,087.7	1,607.8	1,165.6	839.8	1,659.4	4,376.4

* Excludes the Public Sector

Source: ESBO, Industry Canada

Change in Employment by Size of Business
Canada, 1991 - 1992

INDUSTRY	Total	Employment in Thousands					
		Employer Size Group					
		<5	5-19	20-49	50-99	100-499	500+
Agricultural and Related Service	2.1	2.3	-0.2	0.0	0.0	0.0	0.0
Fishing and Trapping	-0.1	0.3	-0.1	0.0	-0.2	-0.1	0.0
Logging and Forestry	-2.0	0.5	-0.8	-0.8	0.0	-0.7	0.0
Mining, Quarrying and Oil Well	-17.7	0.1	-1.4	-2.5	-1.3	-4.8	-7.7
Manufacturing Industries	-137.7	6.9	0.2	-14.5	-10.3	-21.3	-98.6
Construction Industries	-53.6	4.0	-14.2	-10.9	-8.4	-13.6	-10.6
Transportation and Storage	-11.1	3.0	-0.1	-2.1	-0.1	-4.1	-8.0
Communication and Other Utility	29.3	0.7	0.3	-0.4	-0.4	0.2	28.7
Wholesale Trade	-23.7	8.1	-2.8	-9.1	-8.0	-11.3	-0.7
Retail Trade	11.8	15.8	1.7	7.7	-5.1	-7.7	-0.7
Finance and Insurance	25.5	1.5	-2.6	-2.4	-6.0	-4.5	39.6
Real Estate Operator and Insurance Agent	-23.0	0.9	-5.9	-5.0	-6.2	-3.1	-3.6
Business Service	-33.1	10.6	-3.7	-4.1	-9.6	-17.1	-9.0
Educational Service	12.1	1.4	1.9	1.4	0.4	-0.8	7.9
Health and Social Service	3.8	9.9	0.8	0.4	-0.6	-1.0	-5.5
Accommodation, Food and Beverage Service	-7.4	12.9	-2.4	-10.3	-8.7	-7.3	8.5
Other Service Industries	9.0	13.8	1.9	5.3	-0.8	-8.2	-3.0
Unclassified	5.4	2.8	-0.2	0.6	0.0	0.1	0.0
Total - All Industries*	-210.4	95.6	-27.3	-46.6	-65.6	-105.7	-60.6

* Excludes the Public Sector

Source: ESBO, Industry Canada

Employment Share by Industry - Canada 1992

INDUSTRY	TOTAL*	%<5	%5-19	%20-49	%<50	%50-99	%<100	%100-499	%<500	%500+
Agricultural and Related Service	108.9	52.0%	28.9%	9.6%	90.4%	5.4%	95.9%	4.1%	100.0%	0.0%
Fishing and Trapping	9.1	52.7%	26.4%	14.3%	93.4%	3.3%	96.7%	3.3%	100.0%	0.0%
Logging and Forestry	41.2	22.3%	29.9%	21.6%	73.8%	0.0%	73.8%	7.8%	81.6%	0.0%
Mining, Quarrying and Oil Well	144.1	3.5%	6.0%	7.2%	16.7%	4.9%	21.6%	16.1%	37.7%	62.4%
Manufacturing Industries	1830.5	3.0%	8.4%	10.2%	21.6%	10.1%	31.7%	22.0%	53.7%	46.3%
Construction Industries	503.1	25.2%	30.8%	18.4%	74.4%	8.3%	82.7%	12.3%	95.0%	5.0%
Transportation and Storage	396.0	8.9%	12.0%	10.9%	31.9%	8.0%	39.9%	16.4%	56.3%	43.7%
Communication and Other Utility	365.3	1.4%	2.7%	2.7%	6.8%	1.9%	8.7%	6.2%	14.8%	85.1%
Wholesale Trade	622.7	10.6%	22.8%	18.2%	51.6%	12.6%	64.2%	19.2%	83.4%	16.6%
Retail Trade	1553.3	12.5%	21.2%	12.4%	46.0%	7.6%	53.7%	10.0%	63.7%	36.3%
Finance and Insurance	687.2	4.1%	5.3%	4.8%	14.1%	3.4%	17.5%	7.4%	24.9%	75.1%
Real Estate Operator and Insurance Agent	231.1	18.3%	24.5%	12.7%	55.5%	11.1%	66.6%	16.6%	83.2%	16.8%
Business Service	660.8	15.3%	17.9%	11.9%	45.1%	8.4%	53.5%	19.0%	72.5%	27.5%
Educational Service	888.5	0.8%	1.7%	2.2%	4.7%	2.7%	7.4%	13.5%	21.0%	79.0%
Health and Social Service	1106.1	8.3%	10.7%	5.9%	24.9%	7.2%	32.1%	21.3%	53.4%	46.6%
Accommodation, Food and Beverage Service	806.1	10.0%	23.6%	21.1%	54.7%	11.4%	66.1%	14.7%	80.8%	19.2%
Other Service Industries	721.9	21.5%	22.9%	12.8%	57.2%	8.1%	65.3%	14.8%	80.0%	20.0%
Unclassified	60.9	38.6%	24.5%	14.8%	77.8%	0.0%	77.8%	7.4%	85.2%	0.0%
Total - All Industries**	10736.7	10.1%	15.0%	10.9%	36.0%	7.8%	43.8%	15.5%	59.2%	40.8%

* In Thousands of ALU's

** Excludes the Public Sector

Source: ESBO, Industry Canada

Number of Net New Jobs Created by Sector - Canada

INDUSTRY	1986-87	1987-88	1988-89	1989-90	1990-91	1991-92
Primary	10.3	8.2	(1.8)	1.3	(7.8)	0.0
Mining	1.5	9.2	(5.9)	(3.8)	(25.4)	(17.7)
Manufacturing	40.3	83.5	3.0	(129.6)	(143.6)	(137.7)
Construction	45.2	62.8	39.9	(16.0)	(87.0)	(53.6)
Transportation & Communication	1.4	39.7	39.5	7.6	(31.9)	18.2
Wholesale Trade	38.2	67.9	30.6	2.4	(72.4)	(23.7)
Retail Trade	71.8	70.5	53.6	36.7	(44.3)	11.8
Finance, Insurance & Real Estate	35.4	45.2	31.7	(29.2)	(12.8)	2.5
Community Services	35.2	98.5	75.4	88.8	56.7	15.9
Business & Personal Services	119.7	136.5	89.0	96.9	(74.7)	(31.5)
To be classified*	14.4	68.4	63.4	(11.7)	(18.3)	5.4
Total - All Industries**	413.4	690.4	418.4	43.4	(461.5)	(210.4)

* Includes firms whose classification has not yet been determined

** Excludes Public Administration

Source: ESBO, Industry Canada

**Small Business Share of Employment
1982 and 1992**

	<50 Employees	<100 Employees
1982	39.2%	45.3%
1992	45.2%	51.9%

**Trends in Small Business^{*} Share of Total
Business Sales, Profits and Assets**

	1986	1987	1988	1989	1990	1991
Sales	25.6%	27.9%	27.8%	26.0%	26.9%	27.3%
Profits	25.1%	27.1%	27.1%	50.9%	32.3%	N/A
Assets^{**}	22.8%	19.4%	18.6%	14.2%	18.2%	18.3%

** Businesses with less than \$5 million in annual revenues*

*** Excludes unincorporated businesses*

Source: ESBO, Industry Canada

Value of Exports and Number of Exporters, by Size - Canada 1990-92

		1990	1991	1992
Small (<\$500K of Exports)	Value of Exports	3,228,395,320	3,098,699,303	3,390,210,864
	% of Total Value of Exports	2.31%	2.28%	2.23%
	Number of Exporters	59,953	59,481	67,020
	% of Total Number of Exporters	87.64%	87.73%	88.08%
Medium (\$500K-\$5M of Exports)	Value of Exports	10,281,039,016	10,094,201,614	10,784,851,522
	% of Total Value of Exports	7.35%	7.44%	7.09%
	Number of Exporters	6,402	6,325	6,792
	% of Total Number of Exporters	9.36%	9.33%	8.93%
Large (>\$5M of Exports)	Value of Exports	126,403,395,734	121,743,313,233	137,321,928,014
	% of Total Value of Exports	90.34%	89.74%	90.24%
	Number of Exporters	2,056	1,996	2,281
	% of Total Number of Exporters	3.01%	2.94%	3.00%
Confidential	Value of Exports		727,821,192	671,717,406
	Number of Exporters		0	0
Total	Value of Exports	139,912,830,070	135,664,035,342	152,168,707,806
	Number of Exporters	68,411	67,802	76,093

Source: ESBO, Industry Canada

Sectoral Distribution of Exports by Size - Canada 1992

SIC	INDUSTRY	SMALL (<\$500K of Exports)				MEDIUM (\$500K-\$5M of Exports)				LARGE (>\$5M of Exports)				CONFIDENTIAL		TOTAL	
		\$	%\$	#	%#	\$	%\$	#	%#	\$	%\$	#	%#	\$	#	\$	#
00	Unclassified	544,436,959	37.11%	17685	97.79%	467,278,257	31.85%	377	2.08%	455,406,380	31.04%	30	0.17%			1,467,121,596	18092
01	Agriculture	176,650,140	26.89%	4062	95.87%	203,261,103	30.94%	157	3.71%	277,080,188	42.17%	18	0.42%			656,991,431	4237
02	Services incidental to Agriculture	0	0.00%	118	84.89%	22,611,108	45.02%	20	14.39%	0	0.00%	1	0.72%	27,616,560	0	50,227,668	139
03	Fishing & Trapping	26,646,217	12.26%	288	82.05%	79,327,138	36.49%	52	14.81%	111,395,135	51.25%	11	3.13%			217,368,490	351
04	Logging	7,539,604	1.46%	208	82.87%	42,001,376	8.16%	27	10.76%	466,375,536	90.38%	16	6.37%			514,916,516	251
05	Forestry Services	0	0.00%	11	91.67%	0	0.00%	0	0.00%	0	0.00%	1	8.33%	18,602,503	0	18,602,503	12
06	Mining	12,477,619	0.22%	146	56.81%	101,940,242	1.81%	44	17.12%	5,530,577,679	97.97%	67	26.07%			5,644,995,540	257
07	Crude Petroleum & Natural Gas	3,362,044	0.27%	42	51.85%	27,202,242	2.18%	15	18.52%	1,215,162,525	97.55%	24	29.63%			1,245,726,811	81
08	Quarry & Sand Pit	0	0.00%	41	66.13%	29,109,319	73.85%	20	32.26%	0	0.00%	1	1.61%	10,309,932	0	39,419,251	62
09	Services incidental to Mineral Extraction	10,768,730	4.21%	134	86.45%	23,573,654	9.22%	15	9.68%	221,315,008	86.57%	6	3.87%			255,657,392	155
10	Food	121,444,406	2.99%	1270	68.76%	706,328,643	17.41%	416	22.52%	3,229,169,773	79.60%	161	8.72%			4,056,942,822	1847
11	Beverages	7,293,944	1.45%	114	76.51%	24,608,386	4.91%	15	10.07%	469,496,027	93.64%	20	13.42%			501,398,357	149
12	Tobacco Products	2,865,274	1.54%	22	62.86%	14,970,389	8.07%	7	20.00%	167,777,318	90.39%	6	17.14%			185,612,981	35
15	Rubber Products	14,675,919	0.84%	164	72.25%	61,515,455	3.54%	33	14.54%	1,661,464,474	95.62%	30	13.22%			1,737,655,848	227
16	Plastic Products	81,906,214	7.24%	981	76.22%	409,015,516	36.14%	257	19.97%	640,824,427	56.62%	49	3.81%			1,131,746,157	1287
17	Leather & Allied Products	10,461,515	7.65%	176	81.48%	46,168,578	33.77%	34	15.74%	80,104,442	58.58%	6	2.78%			136,734,535	216
18	Primary Textiles	7,748,008	0.85%	185	76.13%	64,769,547	7.11%	38	15.64%	837,898,159	92.03%	20	8.23%			910,415,714	243
19	Textile Products	24,466,697	5.53%	496	87.63%	88,687,052	20.04%	50	8.83%	329,297,052	74.43%	20	3.53%			442,450,801	566
24	Clothing	69,431,688	14.38%	1125	88.44%	185,347,082	38.38%	129	10.14%	228,128,426	47.24%	18	1.42%			482,907,196	1272
25	Wood	117,670,805	2.43%	1662	79.41%	593,428,195	12.27%	313	14.95%	4,126,881,695	85.30%	118	5.64%			4,837,980,695	2093
26	Furniture & Fixtures	49,965,051	5.78%	805	82.06%	236,558,648	27.39%	144	14.68%	577,277,796	66.83%	32	3.26%			863,801,495	981
27	Paper & Allied Products	48,040,096	0.34%	546	66.50%	228,886,569	1.62%	143	17.42%	13,893,194,399	98.05%	132	16.08%			14,170,121,064	821
28	Printing, Publishing & Allied Industries	67,662,879	13.44%	1769	93.95%	134,312,488	26.68%	91	4.83%	301,460,625	59.88%	23	1.22%			503,435,992	1883
29	Primary Metals	26,192,836	0.46%	331	63.65%	209,614,694	3.70%	120	23.08%	5,433,715,508	95.84%	69	13.27%			5,669,523,038	520
30	Fabricated Metal Products (Except Machinery & Transportation Equip.)	164,685,606	7.11%	2358	81.01%	739,508,239	31.93%	464	15.87%	1,411,846,619	60.96%	91	3.11%			2,316,040,464	2923
31	Machinery (Except Electrical Machinery)	166,627,256	5.29%	1985	76.23%	815,029,353	25.85%	503	19.32%	2,171,109,940	68.86%	116	4.45%			3,152,766,549	2604
32	Transportation Equipment	99,523,980	0.25%	1469	74.46%	497,656,863	1.24%	284	14.39%	39,676,887,464	98.52%	220	11.15%			40,274,068,317	1973
33	Electrical & Electronic Products	144,071,986	1.94%	2606	83.58%	602,901,765	8.13%	368	11.80%	6,664,669,462	89.92%	144	4.62%			7,411,643,213	3118
35	Non-Metallic Mineral Products	27,351,428	4.72%	423	78.77%	129,436,856	22.34%	85	16.83%	422,591,848	72.94%	29	5.40%			579,380,132	537
36	Refined Petroleum & Coal Products	3,619,716	0.18%	72	68.57%	27,296,954	1.38%	17	16.19%	1,946,772,687	98.44%	16	15.24%			1,977,689,357	105
37	Chemical & Chemical Products	73,709,952	1.59%	905	72.05%	401,786,795	8.65%	230	18.31%	4,168,205,200	89.76%	121	9.63%			4,643,701,947	1256
39	Other Manufacturing	105,422,806	3.20%	1886	86.91%	349,754,049	10.62%	209	9.63%	2,839,150,448	86.18%	75	3.48%			3,294,327,303	2170
40	Building, Developing & General Contracting	6,741,746	40.50%	125	94.70%	9,903,921	59.50%	7	5.30%	0	0.00%	0	0.00%			16,645,667	132
41	Industrial & Heavy (Engineering) Construction	0	0.00%	150	87.72%	20,841,993	47.05%	20	11.70%	0	0.00%	1	0.58%	23,456,463	0	44,298,456	171
42	Trade Contracting	26,936,171	18.08%	562	94.30%	44,262,956	29.71%	29	4.87%	77,763,172	62.20%	5	0.84%			148,962,299	596
44	Services incidental to Construction	1,358,342	12.89%	24	80.00%	9,181,227	87.11%	6	20.00%	0	0.00%	0	0.00%			10,539,569	30
45	Transportation	58,233,276	4.81%	838	86.66%	146,089,964	12.06%	97	10.03%	1,006,599,129	83.13%	32	3.31%			1,210,922,369	967
46	Pipeline Transport	1,815,842	0.05%	13	27.66%	26,350,378	0.77%	16	34.04%	3,383,294,897	99.17%	18	38.30%			3,411,461,117	47
47	Storage & Warehousing	4,490,931	1.27%	59	71.95%	23,633,325	6.70%	15	18.29%	324,848,014	92.03%	8	9.78%			352,872,270	82
48	Communication	3,025,998	3.47%	91	83.49%	26,782,731	29.57%	15	13.76%	58,396,731	66.96%	3	2.75%			87,205,460	109
49	Other Utilities	3,416,182	0.47%	98	90.74%	8,764,878	1.21%	5	4.63%	712,334,338	98.32%	5	4.63%			724,515,398	108
50	Farm Products, Wholesale	39,066,971	1.90%	330	61.57%	233,068,639	11.34%	134	25.00%	1,782,815,082	86.76%	72	13.43%			2,054,950,692	536
51	Petroleum Products, Wholesale	9,453,411	0.52%	110	53.14%	115,291,064	6.39%	59	28.50%	1,679,403,702	93.09%	38	18.36%			1,804,148,177	207
52	Food, Beverage, Drug & Tobacco, Wholesale	88,701,644	9.34%	1215	81.76%	379,320,856	39.95%	226	15.21%	481,525,996	50.71%	45	3.03%			949,548,496	1486
53	Apparel & Dry Goods, Wholesale	25,054,591	20.86%	704	95.26%	42,338,445	35.24%	30	4.06%	52,736,757	43.90%	5	0.68%			120,128,793	739
54	Household Goods, Wholesale	26,532,667	14.27%	508	92.53%	51,774,648	27.85%	33	6.01%	107,586,207	57.88%	8	1.46%			185,893,522	549
55	Motor Vehicle, Parts & Accessories, Wholesale	43,452,210	2.04%	740	90.91%	86,354,542	4.05%	59	7.25%	2,000,376,819	93.91%	15	1.84%			2,130,183,571	814
56	Metals, Hardware, Plumbing, Heating & Building Materials, Wholesale	76,569,405	1.93%	1278	84.75%	285,556,228	7.19%	163	10.81%	3,607,835,683	90.88%	67	4.44%			3,969,960,316	1508
57	Machinery, Equipment & Supplies, Wholesale	274,838,511	4.51%	5275	92.20%	583,764,633	9.58%	402	7.03%	5,232,883,514	85.90%	44	0.77%			6,091,486,658	5721
59	Other Products, Wholesale	143,592,420	6.91%	2369	87.22%	446,195,537	21.48%	287	10.57%	1,487,870,394	71.61%	60	2.21%			2,077,658,351	2716
60	Food, Beverage & Drugs, Retail	8,893,074	6.21%	180	88.24%	33,186,143	23.19%	21	10.29%	101,015,721	70.59%	3	1.47%			143,094,938	204
61	Shoe, Apparel, Fabric & Yarn, Retail	6,583,687	34.81%	325	95.87%	12,331,225	66.19%	14	4.13%	0	0.00%	0	0.00%			18,914,912	339
62	Household Furniture, Appliances & Furnishings, Retail	9,093,116	41.28%	332	97.65%	6,124,474	27.80%	7	2.06%	6,812,282	30.92%	1	0.29%			22,029,872	340
63	Automotive Vehicles, Parts & Accessories, Sales & Service	29,895,630	9.37%	526	95.46%	21,456,857	6.72%	15	2.72%	267,715,782	83.91%	10	1.81%			319,068,269	551
64	General Retail Merchandising	2,356,255	6.94%	43	87.76%	7,258,580	21.38%	4	8.16%	24,339,552	71.68%	2	4.08%			33,954,387	49
65	Other Retail Stores	39,007,356	69.21%	1589	99.25%	0	0.00%	11	0.69%	0	0.00%	1	0.06%	17,356,594	0	56,363,950	1601
69	Non-Store Retail	5,572,475	16.11%	41	93.10%	0	0.00%	5	5.75%	0	0.00%	1	1.15%	29,008,291	0	34,580,766	87
70	Deposit Accepting Intermediaries	2,404,635	1.87%	85	83.33%	6,771,587	5.25%	5	9.26%	119,712,434	92.88%	4	7.41%			128,894,656	54
71	Consumer & Business Financing Intermediaries	0	0.00%	39	92.68%	0	0.00%	2	4.76%	0	0.00%	1	2.38%	123,587,336	0	123,587,336	42
72	Investment Intermediaries	35,007,235	1.71%	447	75.51%	144,336,383	7.05%	95	16.05%	1,866,727,260	91.23%	50	8.45%			2,046,070,878	592
73	Insurance	1,203,463	100.00%	32	100.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%			1,203,463	32
74	Other Financial Intermediaries	1,309,038	6.18%	24	85.71%	0	0.00%	3	10.71%	0	0.00%	1	3.57%	19,879,449	0	21,188,487	28
75	Real Estate Operators (Except Developers)	0	0.00%	84	93.33%	0	0.00%	2	2.22%	106,314,388	92.32%	4	4.44%	8,840,247	0	115,154,635	90
76	Insurance & Real Estate Agents	0	0.00%	18	94.74%	0	0.00%	0	0.00%	0	0.00%	1	5.26%	6,574,694	0	6,574,694	19
77	Business Service Industries	114,664,712	13.24%	2585	92.03%	290,574,709	33.54%	193	6.87%	461,055,252	53.22%	31	1.10%			866,294,673	2809
81	Federal Government Services	5,612,050	0.05%	108	72.48%	28,169,746	0.26%	15	10.07%	10,916,159,341	99.69%	26	17.45%			10,949,941,137	149
82	Provincial & Territorial Government Services	3,003,475	0.22%	63	82.89%	5,090,807	0.38%	4	5.26%	1,334,808,337	99.40%	9					

Employment by Class of Worker, by Sex, Canada and Provinces

Average 1993 (in thousands)							
	All Workers	Paid Workers					Self-employed (Unincorporated)
		Total	Private Sector			Government	
			Total	Employees	Self-employed (Incorporated)		
CANADA	12,383	11,040	8,944	8,301	640	2,095	1,272
Males	6,753	5,924	4,898	4,392	511	1,021	811
Females	5,630	5,115	4,041	3,910	129	1,074	461
NFLD	186	166	120	113	7	46	20
Males	104	90	65	59	6	25	14
Females	83	77	55	54	...	21	6
PEI	53	46	33	31	...	13	7
Males	28	23	17	15	...	6	5
Females	25	23	16	16	...	7	...
NS	357	316	237	227	10	79	41
Males	192	167	125	117	9	42	25
Females	165	149	112	110	...	37	16
NB	291	264	200	190	10	64	25
Males	158	143	111	103	9	32	15
Females	133	121	89	87	...	32	11
QUE	2,960	2,697	2,215	2,048	167	482	248
Males	1,632	1,466	1,215	1,076	140	251	163
Females	1,328	1,231	1,000	973	27	231	86
ONT	4,808	4,315	3,556	3,336	220	760	454
Males	2,589	2,293	1,927	1,754	174	366	289
Females	2,204	2,022	1,628	1,582	47	394	165
MAN	490	421	324	305	18	98	65
Males	265	222	173	159	14	49	42
Females	225	199	150	147	2	49	23
SASK	440	345	253	235	18	92	87
Males	241	176	134	120	14	42	62
Females	199	169	119	115	3	50	24
ALTA	1,252	1,090	888	805	83	201	150
Males	686	591	502	438	64	89	93
Females	565	499	386	367	19	113	57
BC	1,560	1,380	1,118	1,013	105	262	175
Males	858	753	632	551	81	121	103
Females	703	627	486	462	24	141	71

Source: Labour Force Survey, Statistics Canada; ESBO, Industry Canada

Profile of the Self Employed by Sex, Canada and Provinces

Average 1993 (in thousands)					
	Total All Workers	Self-employed (Incorporated)	Self-employed (Unincorporated)	All Self-employed	% Self-employed
CANADA	12,383	640	1,272	1,912	15.4%
Males	6,753	511	811	1,322	19.6%
Females	5,630	129	461	590	10.5%
% Female	45.5%	20.1%	36.2%	30.8%	
NFLD	186	7	20	27	14.5%
Males	104	6	14	20	19.2%
Females	83	...	6	6	6.9%
% Female	44.3%	...	28.3%	20.9%	
PEI	53	...	7	7	13.9%
Males	28	...	5	5	18.2%
Females	25
% Female	47.0%	
NS	357	10	41	51	14.3%
Males	192	9	25	33	17.4%
Females	165	...	16	16	9.8%
% Female	46.3%	...	39.8%	31.8%	
NB	291	10	25	35	12.2%
Males	158	9	15	24	14.9%
Females	133	...	11	11	7.9%
% Female	45.6%	...	42.0%	29.6%	
QUE	2,960	167	248	415	14.0%
Males	1,632	140	163	303	18.5%
Females	1,328	27	86	113	8.5%
% Female	44.9%	16.2%	34.5%	27.1%	
ONT	4,808	220	454	675	14.0%
Males	2,589	174	289	463	17.9%
Females	2,204	47	165	211	9.6%
% Female	45.8%	21.1%	36.3%	31.3%	
MAN	490	18	65	83	16.9%
Males	265	14	42	56	21.0%
Females	225	2	23	26	11.5%
% Female	46.0%	13.6%	36.1%	31.2%	
SASK	440	18	87	104	23.7%
Males	241	14	62	76	31.6%
Females	199	3	24	27	13.7%
% Female	45.3%	18.8%	27.6%	26.1%	
ALTA	1,252	83	150	232	18.5%
Males	686	64	93	156	22.8%
Females	565	19	57	76	13.4%
% Female	45.2%	22.6%	38.2%	32.6%	
BC	1,560	105	175	279	17.9%
Males	858	81	103	184	21.5%
Females	703	24	71	95	13.5%
% Female	45.0%	22.5%	40.7%	33.9%	

Source: Labour Force Survey, Statistics Canada; ESBO, Industry Canada

Regional Distribution of Businesses and Self-employed, 1992

	Total Number of Businesses + Self-employed	Total Number of Businesses* With Employees	Self-employed Businesses	<5	5-19	20-49	%<50	50-99	%<100	100-499	%<500	500+
Canada	2,106,429	920,729	1,185,700	690,061	166,846	39,855	98.9%	12,982	99.5%	8,955	99.9%	2,030
Newfoundland	40,765	22,365	18,400	17,929	2,629	635	97.1%	278	97.8%	459	98.9%	435
Prince Edward Island	14,668	7,368	7,300	5,532	1,007	269	96.2%	123	97.0%	187	98.3%	250
Nova Scotia	66,762	31,862	34,900	22,658	5,178	1,496	96.2%	776	97.4%	1,076	99.0%	678
New Brunswick	50,553	26,853	23,700	19,453	4,458	1,101	96.4%	503	97.4%	763	98.9%	575
Quebec	462,506	227,306	235,200	167,684	40,367	10,821	98.2%	3,960	99.0%	3,331	99.8%	1,143
Ontario	722,948	309,948	413,000	222,861	59,334	15,657	98.3%	5,937	99.1%	4,797	99.8%	1,362
Manitoba	99,016	35,716	63,300	24,169	6,684	2,007	97.1%	844	98.0%	1,282	99.3%	730
Saskatchewan	126,753	41,853	84,900	31,568	6,155	1,753	98.1%	738	98.7%	1,008	99.5%	631
Alberta	250,983	106,983	144,000	76,842	19,660	5,305	97.9%	1,996	98.7%	2,272	99.6%	908
British Columbia	303,066	142,266	160,800	103,118	26,476	6,716	98.0%	2,592	98.9%	2,426	99.7%	938

Regional Distribution of Businesses and Self-employed, 1982

	Total Number of Businesses + Self-employed	Total Number of Businesses* With Employees	Self-employed Businesses	<5	5-19	20-49	%<50	50-99	%<100	100-499	%<500	500+
Canada	1,375,715	710,615	665,100	541,105	121,896	28,664	98.6%	9,556	99.3%	7,428	99.9%	1,966
Newfoundland	26,829	12,529	14,300	9,279	1,878	424	96.5%	220	97.3%	340	98.6%	388
Prince Edward Island	10,662	5,162	5,500	3,939	681	161	96.4%	85	97.2%	125	98.4%	171
Nova Scotia	44,720	22,620	22,100	15,995	3,725	1,000	95.8%	481	96.8%	777	98.6%	642
New Brunswick	36,478	19,678	16,800	14,471	2,950	710	95.8%	379	96.8%	606	98.5%	562
Quebec	318,506	175,406	143,100	130,813	29,626	7,783	97.7%	2,967	98.7%	2,997	99.6%	1,220
Ontario	454,156	241,856	212,300	177,476	43,686	11,326	97.9%	4,172	98.9%	3,819	99.7%	1,377
Manitoba	69,814	30,514	39,300	21,657	4,949	1,371	96.4%	706	97.4%	1,055	98.9%	776
Saskatchewan	106,174	37,974	68,200	29,411	5,210	1,312	98.1%	551	98.6%	853	99.4%	637
Alberta	164,277	86,977	77,300	62,373	15,629	4,195	97.1%	1,770	98.2%	2,024	99.4%	986
British Columbia	168,901	102,001	66,900	76,231	17,065	4,217	97.3%	1,654	98.3%	1,879	99.4%	955

* Excludes Public Administration

Source: ESBO, Industry Canada

Small Business Profiles*, Aggregations by Industry
Canada - 1991
Costs of Doing Business (in percent of Gross Operating Revenue)

	Agriculture and Related Services	Fishing and Trapping	Logging and Forestry	Mining, Quarrying and Oil Wells	Manufac- turing Industries	Cons- truction Industries	Comm- unication and Other Utility	Trans- portation and Storage	Wholesale Trade	Retail Trade	Finance and Insurance	Real Estate Operator and Insurance Agent	Business Service	Educational Service	Health and Social Service	Accommodation, Food and Beverage Service	Other Service Industries	Total All Industries
Estimated Population Size	167504.2	47996.3	8354.8	4674.1	29998.4	117025.6	7715.7	53565.3	40857.2	132980.6	46691.4	51655.9	76264.1	76264.1	19274.6	47996.3	77341.9	887030.5
G.O.R.: Low value (\$000's)	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0
G.O.R.: High value (\$000's)	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0
Cost of goods sold (% of G.O.R.)	35.3	36.5	19.3	18.2	45.7	44.1	13.6	7.7	66.7	66.5	2.8	6.0	10.2	10.2	3.2	36.5	17.0	32.9
Purchases and materials (% of G.O.R.)	35.3	36.3	19.1	18.6	46.0	43.6	13.5	7.6	67.1	63.5	2.8	3.6	10.2	10.2	3.1	36.3	16.5	32.2
Closing inventory (% of G.O.R.)	0.1	1.6	0.7	2.1	11.3	8.0	0.3	0.2	12.0	8.8	0.7	2.0	0.8	0.8	0.2	1.6	1.7	3.8
Opening inventory (% of G.O.R.)	0.1	1.8	0.9	1.7	11.0	8.5	0.6	0.3	11.6	11.9	0.8	4.4	0.7	0.7	0.1	1.8	2.2	4.5
Wages, salaries and benefits (% of G.O.R.)	6.7	25.6	25.5	23.6	28.1	21.8	25.5	20.0	14.2	14.2	16.1	22.3	31.6	31.6	43.2	25.6	27.8	19.5
Direct (% of G.O.R.)	0.0	3.9	1.9	4.1	15.0	7.4	0.6	0.5	1.7	2.3	0.0	0.0	0.8	0.8	0.4	3.9	3.1	2.6
Indirect (% of G.O.R.)	0.5	21.7	23.7	19.5	13.1	14.4	24.9	19.4	12.5	11.9	16.0	22.3	30.8	30.8	42.8	21.7	24.7	15.7
Occupancy expenses (% of G.O.R.)	29.6	16.2	27.0	27.3	8.9	7.2	13.7	30.6	5.3	8.1	3.3	19.5	7.6	7.6	10.8	16.2	16.0	15.2
Depreciation (% of G.O.R.)	11.8	4.2	9.2	17.2	3.3	2.7	4.3	8.3	1.5	1.8	1.8	7.6	2.6	2.6	2.8	4.2	5.1	5.3
Repairs and maintenance (% of G.O.R.)	7.6	2.5	8.6	4.0	1.1	1.3	2.5	7.1	0.6	0.8	0.3	4.2	0.6	0.6	1.3	2.5	1.9	3.0
Fuel and oil (% of G.O.R.)	5.4	0.2	5.6	2.7	0.1	0.7	2.4	9.9	0.2	0.1	0.0	0.2	0.1	0.1	0.0	0.2	0.3	1.9
Utilities (% of G.O.R.)	2.3	3.7	0.5	1.1	1.6	0.9	1.3	1.3	1.2	1.6	0.4	4.6	1.4	1.4	1.6	3.7	2.6	1.9
Rent (% of G.O.R.)	2.6	5.7	3.1	2.3	2.7	1.6	3.3	4.2	1.8	3.8	0.7	3.0	2.9	2.9	4.9	5.7	6.2	3.2
Financial expenses (% of G.O.R.)	8.4	5.3	4.1	6.0	3.4	2.9	3.6	4.5	2.5	2.5	13.6	24.9	5.3	5.3	5.8	5.3	4.2	6.4
Interest and bank charges (% of G.O.R.)	8.4	4.4	3.5	4.5	2.4	2.0	2.6	3.8	1.6	1.9	11.2	22.8	2.5	2.5	3.7	4.4	2.9	5.3
Professional fees (% of G.O.R.)	0.0	0.9	0.7	1.4	1.0	0.9	1.0	0.8	0.9	0.7	2.4	2.1	2.9	2.9	2.1	0.9	1.3	1.1
General expenses (% of G.O.R.)	3.4	4.0	4.7	3.0	2.9	3.5	7.1	9.3	3.0	3.1	0.9	2.8	3.1	3.1	2.4	4.0	5.1	3.7
Advertising (% of G.O.R.)	0.0	2.1	0.2	0.5	1.0	0.7	0.6	0.4	1.1	1.4	0.4	1.3	1.3	1.3	0.7	2.1	2.2	1.0
Delivery expenses (% of G.O.R.)	0.0	1.0	3.3	1.9	1.4	2.1	5.3	6.3	1.6	1.1	0.3	0.6	1.4	1.4	0.9	1.0	2.0	1.5
Insurance (% of G.O.R.)	3.3	0.8	1.4	0.5	0.6	0.8	1.1	2.6	0.4	0.6	0.3	0.9	0.4	0.4	0.8	0.8	0.9	1.3
Other expenses (% of G.O.R.)	9.5	12.3	12.0	25.0	9.4	13.4	23.5	19.4	6.6	2.5	18.3	22.1	22.3	22.3	21.7	12.3	19.6	13.3
Total expenses (% of G.O.R.)	93.0	100.1	92.7	103.1	98.3	93.0	87.0	91.4	98.4	96.9	55.0	97.8	80.0	80.0	87.0	100.1	89.7	91.0
Net profit/loss (% of G.O.R.)	7.0	-0.1	7.3	-3.1	1.7	7.0	13.0	8.6	1.6	3.1	45.0	2.2	20.0	20.0	13.0	-0.1	10.3	9.0

* Businesses from \$25,000 to \$5,000,000 G.O.R.

Source: ESBO, Industry Canada

G.O.R.: Gross Operating Revenue

Small Business Profiles*, Aggregations by Industry
Canada - 1991
Profitable and Non-Profitable Businesses, Selected Characteristics

	Agriculture and Related Services	Fishing and Trapping	Logging and Forestry	Mining, Quarrying and Oil Wells	Manufac- turing Industries	Cons- truction Industries	Comm- unication and Other Utility	Trans- portation and Storage	Wholesale Trade	Retail Trade	Finance and Insurance	Real Estate Operator and Insurance Agent	Business Service	Educational Service	Health and Social Service	Accommodation, Food and Beverage Service	Other Service Industries	Total All Industries
Percent of Profitable Businesses	68.9	54.2	70.1	66.5	62.4	67.7	81.5	72.0	65.8	66.9	79.7	58.0	74.5	74.5	78.4	54.2	70.6	68.3
G.O.R. of Profitable Businesses (\$000's)	139.1	292.9	208.7	451.2	665.3	247.6	163.0	157.2	606.4	350.2	230.6	260.0	163.8	163.8	262.2	292.9	148.1	249.9
Total Expenses of Profitable Businesses (\$000's)	116.3	271.7	182.6	384.1	616.7	218.6	138.3	136.1	573.1	328.6	88.4	210.8	135.1	135.1	211.2	271.7	124.5	215.1
Net Profit of Profitable Businesses (\$000's)	22.8	22.6	26.1	67.0	48.6	29.8	24.7	21.3	35.6	21.6	144.1	50.2	43.0	43.0	51.6	22.6	24.4	36.7
G.O.R. of Non-Profitable Businesses (\$000's)	122.3	298.7	197.3	396.7	596.5	294.8	411.7	197.7	518.7	310.4	210.2	241.5	204.7	204.7	273.1	298.7	185.5	261.1
Total Expenses of Non-Profitable Businesses (\$000's)	143.3	326.6	215.2	561.9	656.2	322.0	463.2	214.7	557.1	329.4	295.9	295.5	235.8	235.8	300.1	326.6	206.9	291.9
Net Loss of Non-Profitable Businesses (\$000's)	-21.0	-28.8	-18.4	-166.2	-61.1	-28.4	-51.9	-18.0	-40.1	-19.5	-96.1	-56.7	-33.1	-33.1	-28.5	-28.8	-22.2	-32.1

* Businesses from \$25,000 to \$5,000,000 G.O.R.

Source: ESBO, Industry Canada

G.O.R.: Gross Operating Revenue

Small Business Profiles*, Aggregations by Industry
Canada - 1991
Assets, Liabilities and Operating Ratios

	Agriculture and Related Services	Fishing and Trapping	Logging and Forestry	Mining, Quarrying and Oil Wells	Manufac- turing Industries	Cons- truction Industries	Comm- unication and Other Utility	Trans- portation and Storage	Wholesale Trade	Retail Trade	Finance and Insurance	Real Estate Operator and Insurance Agent	Business Service	Educational Service	Health and Social Service	Accommodation, Food and Beverage Service	Other Service Industries	Total All Industries
G.O.R.: Low value (\$000's)	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0
G.O.R.: High value (\$000's)	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0	5000.0
Total assets (\$000's)	680.0	320.4	249.7	1294.1	694.9	419.8	623.8	291.7	420.8	235.7	9780.3	1644.5	315.9	315.9	300.2	320.4	298.5	1634.0
Total current assets (\$000's)	194.5	55.1	91.0	355.4	410.1	275.6	173.9	92.0	318.8	154.1	3109.8	175.2	139.3	139.3	124.9	55.1	105.8	533.4
Accounts receivable (\$000's)	29.4	6.2	20.1	102.3	159.0	103.0	102.5	41.5	122.1	27.0	419.1	35.7	51.9	51.9	32.5	6.2	34.7	101.6
Closing inventory (\$000's)	154.5	9.3	4.3	15.4	109.1	69.7	4.5	1.8	102.9	82.7	1.7	7.5	2.6	2.6	0.8	9.3	8.0	43.0
Other current assets (\$000's)	58.7	39.5	66.5	237.6	141.9	102.8	66.8	48.6	93.6	44.3	2688.9	131.9	84.8	84.8	91.5	39.5	63.0	390.9
Net fixed assets (\$000's)	457.6	219.9	144.2	592.7	251.5	85.6	373.2	165.7	83.5	68.9	145.0	997.2	63.5	63.5	106.5	219.9	147.6	242.0
Other assets and adjustments (\$000's)	50.1	45.3	14.4	345.9	33.2	58.6	76.5	33.9	18.4	12.7	6525.5	471.9	113.1	113.1	68.7	45.3	45.1	859.6
Total liabilities (\$000's)	395.2	284.1	168.5	529.5	459.6	330.2	502.3	220.5	307.8	176.7	3509.6	1351.9	208.3	208.3	169.9	284.1	212.1	776.0
Total current liabilities (\$000's)	127.1	77.2	82.3	235.1	267.7	193.3	186.6	98.4	217.4	102.6	1776.6	274.1	118.9	118.9	74.2	77.2	96.6	348.8
Current bank loans (\$000's)	1.5	10.8	10.6	39.1	60.3	27.9	24.1	13.4	47.1	20.2	1244.4	114.9	18.1	18.1	8.6	10.8	14.3	177.1
Other current liabilities (\$000's)	6.5	66.3	71.7	195.9	207.3	165.4	162.4	85.0	170.3	82.4	532.2	159.2	100.8	100.8	65.5	66.3	82.3	166.2
Long-term bank loans (\$000's)	191.0	30.1	21.5	41.8	21.0	16.1	50.5	19.8	9.9	8.8	15.6	31.8	5.1	5.1	10.4	30.1	13.9	24.8
Other liabilities and adjustments (\$000's)	202.3	176.7	64.6	252.6	170.8	120.7	265.1	102.3	80.3	65.2	1717.2	1045.9	84.2	84.2	85.2	176.7	101.4	408.1
Total equity (\$000's)	285.2	36.2	81.2	764.5	235.3	89.6	121.4	71.1	113.0	58.9	6270.8	292.5	107.7	107.7	130.3	36.2	86.4	858.0
Current ratio (times)	1.6	0.6	1.0	1.5	1.7	1.4	1.1	0.9	1.5	1.5	1.9	0.7	1.2	1.2	1.7	0.6	1.1	1.3
Debt to equity ratio (times)	1.5	10.6	2.1	1.0	3.9	3.2	5.4	2.5	3.3	5.6	0.7	4.3	3.5	3.5	1.9	10.6	9.0	4.1
Interest coverage ratio (times)	1.4	0.6	1.9	0.8	1.7	2.4	2.2	1.4	1.5	1.5	5.4	1.3	3.8	3.8	9.9	0.6	2.1	2.5
Debt ratio (times)	0.5	0.9	0.6	0.4	0.6	0.7	0.7	0.7	0.7	0.7	0.3	0.8	0.6	0.6	0.5	0.9	0.7	0.6
Revenue to equity ratio (times)	1.5	23.3	4.8	1.4	7.7	6.9	9.6	5.6	9.5	16.6	0.2	1.4	6.3	6.3	3.9	23.3	25.2	8.8
Revenue to closing inventories ratio (times)	5.8	49.9	97.8	586.2	11.8	32.8	325.1	1015.9	9.5	11.1	152.1	215.8	551.9	551.9	1484.8	49.9	1593.0	319.2
Current debt to equity (percent)	50.2	348.1	102.9	54.4	257.2	196.2	272.6	136.5	232.7	313.2	30.5	109.0	220.3	220.3	79.6	348.1	422.1	201.1
Operating profit on equity (percent)	4.3	0.2	16.3	4.6	14.9	14.6	17.8	9.4	12.4	11.2	6.2	4.0	29.8	29.8	33.3	0.2	22.5	12.9
Net fixed assets to equity (percent)	163.0	727.7	180.6	95.5	154.5	97.2	316.7	192.1	82.3	247.7	9.3	295.9	124.2	124.2	124.0	727.7	493.2	211.9
Gross margin (percent)	61.3	36.2	48.7	58.5	25.2	28.3	55.9	60.3	19.0	21.9	81.0	76.3	50.4	50.4	52.3	36.2	52.9	47.1
Return on total assets (percent)	4.8	3.6	10.1	2.7	5.0	7.1	8.4	7.2	4.4	5.9	4.6	4.7	9.3	9.3	19.4	3.6	6.8	6.3
Collection period for accounts receivable (days)	24.2	4.7	18.5	70.8	68.0	94.3	61.3	38.9	57.8	18.3	739.0	44.1	62.5	62.5	34.6	4.7	38.3	128.8

* Businesses from \$25,000 to \$5,000,000 G.O.R.

Source: ESBO, Industry Canada

G.O.R.: Gross Operating Revenue

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