

# A Nation of Entrepreneurs

## The Changing Face of Canadian Entrepreneurship



Entrepreneurship is making a comeback in Canada: 44,700 Canadians started a business in 2018—the highest number in a decade. Who are these new entrepreneurs? And what skills do they have? BDC conducted two national surveys to help answer these questions. Here's what we found.

### Who is leading the entrepreneurial resurgence?

#### Women

39% of all entrepreneurs are now women. Their number is growing faster than for men.



#### Millennials

42% of millennials are interested in starting a business.



#### Newcomers

2X rate of entrepreneurial activity for newcomers compared to Canadian borns.



### At the heart of success

#### Independence

**70%** started a business for the autonomy and flexibility.

#### Resiliency

**75%** deal with financial insecurity and overwhelming stress.

#### Happiness

**90%** are professionally satisfied.

### What drives their success

We found that business owners with higher managerial and technical skills have higher sales, profits and employment growth.



#### Technical skills

- Financial management
- Sales and marketing
- Human resources management
- Operations management
- Strategic planning



#### Managerial skills

- Organizational management
- Leadership and people management
- Innovation
- Networking

**Get expert coaching to improve your company's performance.**

Bookmark [bdc.ca/consulting](https://www.bdc.ca/consulting) for quick access to the resources you need.

Contact us  
T: 1-888-463-6232  
E: [info@bdc.ca](mailto:info@bdc.ca)