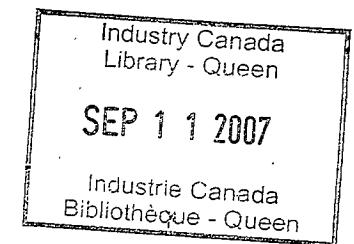


**STATISTICAL SUMMARY  
SMALL BUSINESS PROFILES, 1993  
BY REGION**



Entrepreneurship and Small Business Office  
Industry Canada  
March 1996

## Explanations of the Financial Ratios used in the Small Business Profiles, 1993.

The financial ratios are classified into the following three groups: (1) Liquidity ratios are essential to evaluating a company's ability to meet short- and long- term obligations. These data are very useful to creditors. (2) Efficiency ratios provide an indication of how a company manages its assets. These data are valuable for investment and marketing purposes. (3) Profit ratios indicate how successful is a company in securing a return of investment to its shareholders. In choosing a candidate for mergers and acquisitions, these data are closely monitored.

### **Liquidity Ratios**

- Current ratio is the relationship of current assets to current liabilities. A high ratio indicates that the company maintains a large amount of working capital (current assets - current liabilities). From the creditors' point of view, the larger the current ratio the better. From a manager's perspective, too high a current ratio may suggest that capital is not productively used in the company. These ratios, however, should be interpreted with caution. Because creditors place considerable emphasis on the current ratio as the measure of solvency, some firms may deliberately employ measures to improve this ratio just before the financial statements are prepared for submission to the creditors. This is usually done by postponing purchases, allowing inventories to fall, employing pressure tactics for collecting accounts receivables and using all available cash to reduce liabilities. A ratio of two to one or better is considered satisfactory, subject to many qualifications.
- Debt to Equity ratio shows the amount of assets being financed by creditors for each dollar of assets invested by the owners of a company. Therefore, a high ratio indicates that the industry is significantly leveraged and creditors have more claims than owners. When a firm is in a highly leveraged position, the investors bring up questions about the profitability of the firm and its ability to meet financial obligations. The profitability also dependent on the cost of capital. More debt leads to more interest payment and higher interest rates. As leverage increases, shareholders are taking a decreasing share of the risk and the creditors are likely to demand higher rates of interest as they increase their risks. Furthermore, a highly

leveraged firm faces a high fixed demand on cash. In times of low profits and rising interest rates, the high demand for cash may be very burdensome to the firm.

- Interest coverage ratio (derived as follows: operating net profit + interest costs/interest costs) is a common measure of debt safety which shows a firm's capacity for servicing debt charges. The safety of long-term creditors depends on whether, over the life of the debt, the company has sufficient income to cover its interest payments by a large margin. Having an inadequate fund to cover interest payments may have profound implications on the operation and financial position of the firm.
- Debt ratio (total debt/total assets) indicates the extent to which firms are financed by debt and reveals a firm's financial risk. Creditors are interested in the amount of outstanding debt with respect to the amount of capital contributed by the shareholders. From the creditors' standpoint, the lower the debt ratio the better. Because this means shareholders have contributed the majority of invested capital and therefore the degree of protection to creditors against the reduction of assets is high.
- Current debt to Equity (current liabilities expressed as a percentage of equity). A company's financial statement shows, the smaller the net shareholder's equity and the larger the liabilities, the less secure are the creditors. A high current debt to equity ratio shows that creditors of current (short-term) debt are undertaking a higher risk with the funds invested by the owners.
- Net fixed assets to equity is net fixed assets as a percentage of equity. A high net fixed assets to equity ratio normally shows overinvestment in fixed assets. A high ratio may indicate the business holds a low working capital or maintains a large funded debt to augment working capital. Also, higher depreciation charges are deducted from income-statement for larger fixed assets. Depending on the nature of the operation, this ratio will vary from industry to industry. For example, typically, net fixed assets make up a large proportion of the total assets in sectors such as accommodation services, educational services, transportation industries etc. Generally, fixed assets higher than 75% of equity shows overinvestment in fixed assets.

### **Efficiency Ratios:**

- Revenue to closing inventory ratio (gross operating revenues/ closing inventories) shows the total revenue that have been generated out of inventories at the end of the year. This ratio is an indication of whether goods are sold at a faster rate or a slower rate and its effect on the flow of funds into the business. Though the ideal ratio will vary from industry to industry, but a low ratio is unsatisfactory because it means the existence of high inventories, on the other hand, a high ratio would indicate inadequate merchandise to meet demand and a loss of sales. To figure out how efficient is the inventory control management of a company, the individual data needs to be evaluated in the context of industry norms especially company data that are outside the bottom- and top quartiles.
- Collection period for accounts receivable ( accounts receivable/average daily revenue where average daily revenue= sales/365 days). The ratio displays the average length of time it takes a firm to get its cash after making a sale on credit. If a credit is extended for a specific periods (e.g., 30-day terms, this ratio should be very close to the same number of days. If the figure is too low, the company may not be extending favourable credit terms to customers and may risk losing business, on the other hand, if the figure is too high the company may bear interest charges that would be avoided by better credit control. The efficiency of collection of receivables of a business can be assessed when compared with industry norms, but when comparing one concern with that of another, provision should be made for possible variation in selling terms.

### **Profitability Ratios:**

- Net Profit to Equity. Net profit is the profit from the normal operation of the business. It is derived before income taxes, extraordinary items and other income not related to the normal operations. Where the firm is unincorporated, the owner's and partner's salary would be included. Because interest and dividend paid to creditors are fixed in amounts, a company may earn smaller or larger return on the shareholders's equity than on its total assets.
- Revenue to equity ratio is the ratio of gross operating revenue to equity where gross operating revenue includes revenue from: the sale of products and services, commissions, rent, interest, dividends, premiums,

and other sources of revenue and excludes capital gains or losses and extraordinary gains and losses. The ratio relates sales to the investment financed by the owners.

- Gross margin [{Gross operating revenue - (cost of goods + salaries & wages)}/ Gross operating revenue] shows profits earned per sales dollar and therefore reflects on the efficiency of the operation. The ratio indicates a company's ability to confront adverse situation such as rising costs, falling prices and declining sales.
- Return on total assets. An important test of management's ability to earn a return on funds supplied from all sources is the rate of return on total assets which is the percentage of profits plus interest on borrowing out of total assets and is calculated as follows: [ net profit + { interest expenses\* (1 - tax rate)}/ Assets]. This notion views investment as the amount of funds supplied by both shareholders and creditors. Return is taken to be the return of investment by both owners and creditors. By adding net profit and interest expenses we obtain an income figure before any distributions have been made either to owners or creditors. Interest expenses are derived on an after tax basis because it denotes the net cost to the business of the funds supplied by creditors. Return on total investment shows both the operating and financing activities of a business entity. The ratio will be high if a company uses its assets efficiently, on the other hand, a low ratio will show that the company is poorly managed.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, CANADA , 1993**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate	Business Services	Educational Services	Health & Social Services	Accomodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
No. of Businesses (in sample)	175,935	307	2,705	1,027	9,468	34,563	14,717	2,202	14,197	38,787	3,848	4,489	12,237	943	3,717	10,612	26,568

**Selected Expenses As % Of Gross Operating Revenues**

Cost of Goods Sold	37.8	16.3	19.1	19.3	45.0	30.7	7.6	11.0	66.1	63.3	4.7	1.7	4.3	-	-	34.4	6.9
- Purchases	37.8	14.7	20.2	19.9	46.6	30.1	7.6	11.0	67.5	64.8	-	1.6	4.4	-	-	34.8	7.0
- Closing inventories	9.4	4.3	-	2.9	11.4	11.3	0.1	-	13.5	13.4	-	0.7	0.2	-	-	2.3	1.1
- Opening inventories	-	6.0	-	2.3	9.9	11.9	-	-	12.2	12.0	1.1	0.8	0.1	-	-	1.8	1.0
Wages & Salaries etc.	7.8	37.6	29.6	20.5	29.8	21.7	24.7	26.3	15.1	13.7	17.4	25.4	35.5	37.8	44.3	27.6	27.7
Occupancy Expenses	30.2	20.5	22.3	21.5	8.8	6.9	28.5	13.0	4.9	7.3	2.8	19.1	7.6	13.8	9.9	16.2	17.0
- Depreciation	10.5	9.3	7.4	12.5	3.1	2.6	7.3	4.9	1.4	1.5	1.5	8.0	2.3	-	2.8	3.6	6.6
- Repairs	7.2	5.7	7.8	4.4	1.2	1.3	6.8	2.6	0.5	0.7	0.4	4.1	0.6	-	1.1	2.4	2.0
- Fuel	4.5	3.4	4.5	2.0	0.1	0.6	9.2	1.7	0.2	0.1	-	-	-	-	0.1	0.1	0.3
- Utilities	2.5	0.8	0.7	0.9	1.8	0.9	1.3	1.3	1.1	1.5	0.4	5.0	1.3	2.0	1.5	4.0	2.3
- Rent	2.4	1.2	1.9	1.7	2.5	1.5	3.9	-	1.7	3.6	0.5	2.0	3.3	6.8	4.4	6.1	5.7
Financial Expenses	6.1	4.7	2.8	3.4	2.6	2.6	3.3	3.4	1.8	1.9	19.1	22.0	4.6	-	5.8	3.9	4.1
- Interest & bank charges	6.1	3.3	1.9	2.1	1.7	1.7	2.4	2.4	1.1	1.3	16.2	19.9	1.5	-	2.9	3.0	2.6
- Professional fees	-	1.4	0.8	1.2	0.9	0.9	0.8	1.0	0.7	0.6	2.9	2.1	-	-	2.9	0.9	1.4
General Expenses	2.7	4.2	4.0	3.8	2.7	3.4	7.8	4.2	2.8	2.5	1.0	2.9	3.4	-	2.1	4.2	4.9
- Advertisement	-	-	0.3	0.5	0.9	0.7	0.5	0.7	1.0	1.1	0.4	1.2	1.4	-	0.6	2.4	2.2
- Delivery expenses	-	1.6	2.3	2.6	1.3	1.8	4.5	2.5	1.4	0.8	0.2	0.7	1.3	-	0.8	0.9	1.6
- Insurance	2.7	2.4	1.4	0.7	0.6	0.9	2.9	1.0	0.4	0.6	0.4	1.0	-	-	0.8	0.9	1.1
Other Expenses	10.8	12.5	15.2	25.1	9.6	30.8	21.5	34.6	7.7	9.8	18.1	24.4	28.9	27.4	22.8	13.9	32.3
Total Expenses	92.1	95.8	92.9	93.6	98.5	96.1	93.5	92.6	98.4	98.5	63.3	95.6	84.3	94.2	86.2	100.1	92.8
Net Profit/Loss	7.9	4.2	7.1	6.4	1.5	3.9	6.5	7.4	1.6	1.5	36.7	4.4	15.7	5.8	13.8	-	7.2

- denotes not available or not appropriate or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, CANADA, 1993**  
**BALANCE SHEET OF A TYPICAL SMALL FIRM**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
(thousands of dollars)																	
<b>Total Assets:</b>	793.3	456.9	255.6	1,154.9	563.7	311.8	283.9	1,078.9	447.7	217.8	2,439.6	1,181.8	270.3	237.5	327.4	258.8	382.7
Total current assets	228.9	137.9	94.5	349.5	319.0	187.9	100.6	329.7	325.8	138.3	940.8	174.0	126.9	85.0	115.7	46.0	120.2
-Accounts receivable	33.8	35.5	28.8	154.3	139.5	59.2	44.5	181.9	128.2	23.1	95.9	33.1	53.5	-	35.4	7.7	45.7
-Closing inventories	-	14.9	13.6	16.6	96.6	64.1	5.5	10.7	109.2	79.2	13.7	6.5	2.4	-	3.3	10.3	7.8
-Other current assets	-	87.4	52.1	178.6	82.5	64.6	50.6	137.1	88.4	36.1	831.2	134.3	71.0	51.9	77.0	28.0	66.7
Net fixed assets	-	203.9	134.6	669.4	203.8	70.0	150.0	329.9	73.9	59.2	190.2	852.0	60.5	-	126.8	176.0	195.4
Other assets & adjustments	-	115.1	26.5	135.9	40.9	53.9	33.3	419.3	48.0	20.3	1,308.6	155.9	82.9	-	85.0	36.8	67.1
<b>Total Liabilities</b>	451.0	257.0	171.1	460.6	372.1	231.5	202.6	771.1	315.4	161.0	1,210.9	1,003.2	158.2	171.8	194.1	227.0	249.3
Total current liabilities	142.9	94.6	92.8	251.1	210.5	128.1	109.0	418.8	228.0	88.4	570.5	212.9	96.5	89.6	101.7	80.1	136.4
-Current bank loans	-	9.4	10.6	23.0	44.9	22.0	11.9	27.5	53.5	16.8	27.6	57.7	11.8	8.9	14.5	10.3	24.7
-Other current liabilities	-	85.2	82.2	228.2	165.6	106.1	97.1	391.3	174.5	71.6	542.9	155.2	84.7	80.7	87.1	69.8	111.7
Long term bank loans	-	21.8	-	15.3	25.0	13.4	11.7	-	7.5	6.0	6.9	23.9	2.8	4.7	16.8	14.7	21.4
Other liabilities & adjustments	-	140.6	-	194.1	136.6	90.0	81.9	337.4	79.9	66.6	633.6	766.4	58.9	77.5	75.7	132.2	91.5
<b>Total Equity</b>	344.5	199.9	84.4	694.3	191.7	80.3	81.2	307.8	132.3	56.8	1,228.7	178.6	112.1	65.7	133.3	31.8	133.4

- denotes not available or not appropriate or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, CANADA, 1993**  
**SELECTED FINANCIAL RATIOS**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
Current ratio(times)	1.6	1.5	1.0	1.4	1.5	1.5	0.9	0.8	1.4	1.6	1.6	0.8	1.3	0.9	1.1	0.6	0.9
Lower Half (t)	1.9	1.4	1.0	2.2	1.4	1.3	0.8	1.1	1.5	1.3	2.9	1.1	1.1	1.2	1.7	0.6	1.2
Upper Half (t)	1.6	1.5	1.0	1.3	1.5	1.5	1.0	0.8	1.4	1.6	1.5	0.8	1.4	0.9	1.0	0.6	0.8
Debt/Equity ratio (t)	1.3	1.3	2.0	0.7	1.9	2.9	2.5	2.5	2.4	2.8	1.0	5.6	1.4	2.6	1.5	7.1	1.9
Lower Half (t)	1.2	1.3	2.9	1.3	2.8	2.1	5.8	2.2	1.6	9.1	0.6	2.7	2.4	0.8	0.9	9.4	2.4
Upper Half (t)	1.3	1.3	1.8	0.6	1.8	3.1	2.1	2.5	2.6	2.2	1.1	6.9	1.3	4.5	1.7	6.6	1.8
Interest coverage ratio (t)	1.8	2.2	2.7	3.7	1.6	1.6	2.1	2.4	1.9	1.1	3.3	1.2	6.5	2.6	6.0	0.7	1.7
Lower Half (t)	1.3	(1.3)	(0.3)	4.0	(0.5)	(1.5)	1.0	2.0	0.4	(0.6)	4.8	1.1	2.6	1.6	12.2	(0.3)	0.5
Upper Half (t)	2.0	3.0	3.8	3.6	2.0	2.1	2.3	2.5	2.2	1.7	3.2	1.2	7.6	2.8	5.1	0.9	2.0
Debt ratio (t)	0.6	0.6	0.7	0.4	0.7	0.7	0.7	0.7	0.7	0.7	0.5	0.8	0.6	0.7	0.6	0.9	0.7
Lower Half (t)	0.6	0.6	0.7	0.6	0.7	0.7	0.9	0.7	0.6	0.9	0.4	0.7	0.7	0.4	0.5	0.9	0.7
Upper Half (t)	0.6	0.6	0.6	0.4	0.6	0.8	0.7	0.7	0.7	0.7	0.5	0.9	0.6	0.8	0.6	0.9	0.6
Revenue to Equity ratio(t)	1.2	1.5	5.0	0.7	4.3	5.0	4.9	2.0	5.8	9.0	0.2	1.5	2.4	5.8	3.0	12.5	2.1
Lower Half (t)	0.7	0.9	3.2	0.6	3.6	2.4	6.1	2.6	3.1	16.5	0.1	0.6	2.3	1.2	2.3	12.4	2.1
Upper Half (t)	1.3	1.3	1.8	0.6	1.8	3.1	2.1	2.5	2.6	2.2	1.1	6.9	1.3	4.5	1.7	6.6	1.8
Revenue to closing inventory ratio(t)	2.9	20.1	31.1	27.7	8.5	6.2	72.8	57.6	7.0	6.5	16.9	40.8	115.3	94.9	121.9	38.5	36.6
Lower Half (t)	2.4	39.2	13.7	11.7	8.2	4.4	22.1	-	6.9	5.1	11.1	18.7	66.5	182.1	33.4	23.8	32.5
Upper Half (t)	3.0	18.6	38.0	31.6	8.5	6.6	106.5	53.3	7.0	6.8	17.8	49.1	128.1	89.8	356.1	44.7	37.4
Current debt to Equity (Percent)	40.1	47.3	110.0	36.2	109.8	159.5	134.1	136.1	172.4	155.5	46.4	119.5	86.1	136.4	76.3	252.0	102.2
Lower Half (%)	28.6	45.6	128.6	35.8	142.7	126.7	287.5	71.4	102.0	-	24.7	49.8	130.9	22.7	55.1	292.4	133.7
Upper Half (%)	44.9	47.8	105.5	36.2	103.9	169.8	117.6	140.6	192.6	128.0	50.9	149.8	79.7	254.6	83.9	242.8	97.3
Net Profit to Equity (%)	4.7	5.8	15.2	3.8	4.1	5.5	12.3	7.0	5.8	1.3	7.1	4.8	21.1	16.2	38.2	(11.4)	4.5
Lower Half (%)	1.1	(9.2)	(16.3)	3.7	(13.4)	(12.7)	0.5	16.5	(2.7)	-	3.6	1.0	10.7	2.2	44.3	(50.5)	(3.8)
Upper Half (%)	6.1	10.4	22.9	3.8	7.2	11.2	13.6	6.3	8.3	6.5	7.9	6.5	22.6	30.9	36.0	(2.5)	5.8
Net fixed assets to Equity (%)	150.3	102.0	159.4	96.4	106.3	87.2	184.6	107.2	55.9	104.2	15.5	477.0	54.0	202.4	95.1	553.5	146.5
Lower Half (%)	152.3	105.9	224.7	101.4	148.5	81.6	375.6	178.3	61.6	311.7	8.0	231.6	89.7	146.5	39.2	723.3	126.8
Upper Half (%)	149.4	100.8	143.6	95.9	98.8	88.9	164.0	102.3	54.2	84.7	17.0	585.2	48.8	260.6	115.4	514.8	149.6
Gross margin (%)	43.8	45.5	45.0	59.1	24.0	43.8	60.1	59.0	18.0	20.7	78.7	72.3	53.7	55.0	48.1	35.9	61.3
Lower Half (%)	56.3	49.0	54.9	62.7	29.8	50.2	72.0	65.6	26.5	30.4	72.3	81.2	54.7	58.9	54.4	40.4	64.1
Upper Half (%)	41.1	44.9	43.6	58.8	23.1	42.9	58.8	58.4	16.9	18.9	79.4	71.0	53.6	54.5	47.3	34.8	60.9
Return on total assets (%)	4.5	4.7	8.1	3.1	3.9	3.7	6.8	3.4	3.6	3.3	5.2	5.4	10.3	7.3	18.7	3.0	3.7
Lower Half (%)	2.5	(2.3)	(0.8)	2.1	(1.2)	(2.5)	3.5	10.3	0.8	(2.0)	2.8	3.8	5.1	3.4	25.3	(1.0)	1.1
Upper Half (%)	5.3	6.8	11.1	3.3	5.1	5.1	7.6	3.0	4.1	4.9	5.6	5.7	11.5	8.6	16.9	4.3	4.2
Collection period for accounts receivable (days) ...	25.8	43.3	24.9	122.4	62.2	54.3	40.4	107.5	61.2	16.4	150.5	45.5	71.8	28.1	32.1	7.1	58.7
Lower Half (days)	25.1	50.8	35.3	87.0	83.2	55.3	37.3	30.3	63.3	20.7	188.2	25.3	71.4	19.3	37.4	7.3	63.3
Upper Half (days)	25.9	42.0	23.4	125.7	59.1	54.1	40.9	114.6	60.9	15.6	146.7	48.4	71.8	29.2	30.8	7.0	58.1

Lower Half.Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude)

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, CANADA, 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
No. of Businesses (in Sample)	175,935	307	2,705	1,027	9,468	34,563	14,717	2,202	14,197	38,787	3,848	4,489	12,237	943	3,717	10,612	26,568
<b>PROFITABLE</b>																	
Percentage of businesses	71	62	77	69	64	71	78	88	63	62	85	62	79	74	84	50	75
Average Gross Operating Revenue ...																	
Average Gross Operating Revenue ...	149.0	339.2	255.8	415.2	673.7	232.4	206.4	213.2	650.4	361.8	232.9	241.1	184.4	-	281.5	289.7	153.4
Bottom Quartile	35.0	48.8	39.0	39.6	49.7	35.1	35.9	29.0	54.4	44.3	29.9	41.1	31.9	31.0	36.4	49.8	30.9
Lower Middle Quartile	65.1	100.4	75.3	80.6	153.5	67.2	74.2	42.6	163.9	118.1	54.5	78.7	55.6	52.1	112.1	109.4	51.5
Upper Middle Quartile	117.1	180.9	154.6	210.3	462.0	147.9	128.2	76.7	466.5	274.3	123.2	172.9	104.1	140.0	242.8	230.2	97.6
Top Quartile	340.6	759.5	678.7	1,226.5	1,876.9	735.0	603.2	794.7	1,780.1	974.8	697.5	686.6	564.5	662.1	712.8	699.0	488.0
Average Total expenses	124.8	293.7	226.7	349.0	630.1	206.9	182.4	186.1	613.9	342.5	116.8	199.9	141.3	-	229.7	269.4	129.9
Bottom Quartile	25.8	35.3	25.5	19.9	36.4	21.1	24.8	16.3	40.9	34.3	11.4	27.9	11.7	15.6	21.9	41.6	17.9
Lower Middle Quartile	50.7	84.2	56.0	56.8	132.9	51.2	57.0	25.4	142.3	104.3	24.5	56.1	29.5	36.0	86.0	96.6	35.1
Upper Middle Quartile	95.3	147.5	131.6	157.5	429.2	126.9	104.8	54.4	433.1	256.5	46.7	137.2	59.8	119.8	175.5	211.5	76.5
Top Quartile	293.8	668.5	623.2	1,068.9	1,776.3	680.7	558.0	732.7	1,707.0	940.3	369.9	591.2	479.3	607.2	618.4	660.7	440.5
Average Net profit	24.3	45.5	29.0	66.2	43.6	25.5	24.0	27.1	36.5	19.3	116.2	41.2	43.1	25.9	51.8	20.3	23.5
Bottom Quartile	9.3	13.5	13.5	19.7	13.3	13.9	11.0	12.8	13.5	10.0	18.6	13.2	20.1	15.5	14.5	8.2	13.0
Lower Middle Quartile	14.5	16.2	19.3	23.8	20.6	16.0	17.2	17.1	21.6	13.9	30.0	22.5	26.1	16.1	26.1	12.8	16.4
Upper Middle Quartile	21.8	33.4	23.0	52.8	32.8	21.0	23.3	22.4	33.3	17.8	76.5	35.8	44.3	20.2	67.3	18.7	21.1
Top Quartile	46.8	91.0	55.5	157.6	100.6	54.3	45.1	62.0	73.1	34.5	327.5	95.4	85.2	54.9	94.5	38.3	47.5
<b>NON-PROFITABLE</b>																	
Average Gross Operating Revenue ...	128.5	177.2	216.9	321.3	524.9	289.6	246.2	489.1	510.7	307.3	218.9	249.8	192.9	254.9	337.3	262.6	185.1
Bottom Quartile	34.7	47.4	36.5	39.6	45.2	34.9	36.8	28.8	52.5	43.3	30.6	39.0	33.5	30.3	40.5	46.6	31.1
Lower Middle Quartile	63.9	96.0	68.9	78.3	166.9	71.3	72.6	41.3	166.3	118.9	52.8	80.2	53.9	51.5	103.1	110.6	52.4
Upper Middle Quartile	115.2	208.2	159.1	193.8	450.0	146.3	130.4	88.2	453.3	263.4	111.0	173.2	102.7	145.2	229.0	227.3	98.9
Top Quartile	412.5	632.7	847.1	1,183.1	1,659.7	768.2	680.6	838.4	1,574.4	854.6	843.5	679.9	484.8	628.4	1,074.4	720.8	419.2
Average Total Expenses	149.6	220.4	237.7	389.5	575.7	317.8	266.7	538.2	548.0	325.2	311.3	288.2	215.4	279.1	359.5	283.7	208.0
Bottom Quartile	46.5	66.4	51.7	51.9	58.6	43.1	45.6	32.3	67.6	54.4	69.6	54.1	41.7	60.9	45.4	61.1	42.1
Lower Middle Quartile	79.9	152.1	75.3	114.8	194.8	83.7	85.8	49.2	189.7	132.6	75.4	96.8	65.8	62.5	109.9	122.7	61.8
Upper Middle Quartile	134.9	235.8	187.7	245.9	505.1	162.5	142.8	99.9	500.2	280.2	147.1	205.5	124.6	150.8	246.7	241.1	118.5
Top Quartile	460.0	756.4	890.8	1,389.0	1,777.9	833.5	724.5	920.5	1,644.7	885.5	1,186.7	766.2	524.5	683.1	1,140.3	767.4	459.6
Average Net Loss	(21.1)	(43.2)	(20.8)	(68.0)	(50.7)	(28.1)	(20.5)	(49.2)	(37.4)	(17.9)	(92.4)	(38.4)	(24.2)	(22.2)	(21.1)	(23.0)	
Bottom Quartile	(11.8)	(19.0)	(15.2)	(12.3)	(13.4)	(8.2)	(8.8)	(3.4)	(15.1)	(11.1)	(39.0)	(15.0)	(8.2)	(30.6)	(4.9)	(14.5)	(11.0)
Lower Middle Quartile	(16.1)	(56.1)	(6.5)	(36.5)	(27.9)	(12.4)	(13.3)	(7.8)	(23.4)	(13.7)	(22.6)	(16.7)	(11.9)	(11.0)	(6.9)	(12.2)	(9.4)
Upper Middle Quartile	(19.7)	(27.6)	(28.7)	(52.1)	(55.1)	(16.2)	(12.4)	(11.7)	(46.9)	(16.9)	(36.2)	(32.3)	(21.9)	(5.7)	(17.7)	(13.8)	(19.6)
Top Quartile	(47.6)	(123.7)	(43.7)	(205.9)	(118.2)	(65.3)	(44.0)	(82.0)	(70.2)	(31.0)	(343.1)	(86.3)	(39.7)	(54.7)	(65.8)	(46.6)	(40.4)

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NEWFOUNDLAND, 1993**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
No. of Businesses (in the survey)	-	24	56	7	99	530	350	58	242	1,134	51	75	131	19	65	321	469

Selected Expenses As % Of Gross Operating Revenues

<b>Cost of Goods Sold</b>	-	18.0	9.1	9.1	48.5	25.7	4.5	0.8	66.6	74.8	-	-	-	-	-	39.8	3.0
- Purchases	-	18.8	9.1	9.1	-	25.4	4.9	0.8	67.3	76.4	-	-	-	-	-	39.8	3.1
- Closing inventories	-	3.9	1.2	-	-	2.4	0.5	-	12.1	11.6	-	-	-	-	-	2.3	0.7
- Opening inventories	-	3.1	1.2	-	-	2.8	0.1	-	11.4	10.0	-	-	-	-	-	2.2	0.6
<b>Wages &amp; Salaries etc.</b>	-	38.4	39.9	16.3	24.4	25.0	23.1	25.5	15.4	10.7	43.8	18.3	44.3	40.2	35.1	27.6	36.0
<b>Occupancy Expenses</b>	-	24.2	17.4	35.7	10.7	7.6	25.1	17.5	5.1	4.3	5.4	29.2	-	14.9	10.5	13.7	17.1
- Depreciation	-	9.5	7.0	25.1	4.4	3.5	9.4	6.5	2.3	1.2	4.1	14.8	-	4.9	-	4.5	7.2
- Repairs	-	6.4	2.8	4.5	-	1.0	4.7	4.3	0.5	0.5	0.7	5.4	-	1.4	-	1.6	2.4
- Fuel	-	4.9	2.1	0.2	-	0.6	7.0	2.4	0.1	-	-	0.1	-	-	-	0.1	-
- Utilities	-	0.7	0.3	0.6	2.1	1.1	1.3	2.1	1.2	1.5	0.3	6.9	-	1.6	-	4.6	3.0
- Rent	-	2.7	5.2	5.3	-	1.4	2.7	2.2	1.1	1.1	0.3	1.9	-	7.0	-	2.9	3.9
<b>Financial Expenses</b>	-	4.0	2.2	12.3	4.0	2.9	3.4	2.9	1.8	1.6	11.8	24.3	4.3	4.4	-	3.3	3.7
- Interest & bank charges	-	2.9	1.7	12.1	2.5	2.2	2.7	2.1	1.2	1.2	10.6	22.7	1.6	3.5	-	2.5	2.4
- Professional fees	-	1.1	0.5	0.2	-	0.7	0.7	0.7	0.6	0.3	1.2	1.6	-	0.9	-	0.7	1.3
<b>General Expenses</b>	-	8.1	10.3	0.9	-	3.3	18.8	7.6	3.7	1.8	1.1	3.1	5.1	5.2	-	5.5	5.8
- Advertisement	-	-	-	-	-	0.3	0.3	0.2	0.6	0.6	0.1	0.8	-	3.6	-	3.0	1.3
- Delivery expenses	-	5.1	9.2	0.3	-	1.9	15.1	6.0	2.4	0.8	0.2	1.0	-	1.1	-	1.4	2.9
- Insurance	-	2.9	1.1	0.6	-	1.1	3.5	1.3	0.6	0.4	0.8	1.3	1.0	0.6	-	1.2	1.7
<b>Other Expenses</b>	-	12.0	14.9	5.6	-	34.8	21.0	32.2	-	5.4	11.6	18.7	26.6	28.3	29.7	10.2	28.5
<b>Total Expenses</b>	-	104.6	93.9	79.9	99.1	99.3	96.0	86.5	99.1	98.5	73.8	94.8	96.1	93.2	87.9	100.2	94.3
<b>Net Profit/Loss</b>	-	(4.6)	6.1	20.1	0.9	0.7	4.0	13.5	0.9	1.5	26.2	5.2	3.9	6.8	12.1	-	5.7

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NEW FOUNDLAND , 1993**  
**BALANCE SHEET OF A TYPICAL SMALL FIRM**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accomodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
(thousands of dollars)																	
<b>Total Assets:</b>	-	246.3	180.7	2,369.0	-	192.2	184.2	350.0	-	193.8	929.8	833.9	154.8	1,309.8	-	236.2	163.9
Total current assets	-	108.2	72.3	959.5	-	105.3	66.0	179.1	-	109.5	439.9	145.9	-	214.1	-	31.0	56.9
-Accounts receivable	-	8.1	15.9	818.3	-	45.3	39.7	76.3	-	19.1	35.5	71.3	-	96.6	-	7.6	27.6
-Closing inventories	-	10.5	4.6	-	-	9.3	1.1	0.8	-	70.2	-	0.6	-	1.6	-	7.2	2.9
-Other current assets	-	89.6	51.8	141.3	-	50.6	25.3	102.0	-	20.2	404.4	74.0	-	115.9	-	16.1	26.4
Net fixed assets	-	106.9	93.1	1,390.9	-	68.1	107.3	152.2	-	66.4	71.2	634.8	-	1,072.8	-	190.8	94.4
Other assets & adjustments	-	31.2	15.3	18.6	-	18.9	10.8	18.8	-	17.9	418.8	53.2	-	22.9	-	14.4	12.6
<b>Total Liabilities</b>	-	149.3	99.1	571.0	-	163.5	149.3	194.7	-	138.6	523.0	794.6	-	1,016.0	-	235.2	108.2
Total current liabilities	-	86.8	44.4	384.0	-	80.0	74.0	167.2	-	69.2	317.9	254.9	-	706.7	-	65.8	40.1
-Current bank loans	-	0.1	2.8	1.8	-	15.6	5.1	21.9	20.4	13.8	18.9	5.9	-	0.2	-	11.1	5.5
-Other current liabilities	-	86.7	41.6	382.2	-	64.5	68.9	145.3	-	55.5	299.0	249.0	-	706.5	-	54.6	34.5
Long term bank loans	-	27.8	14.5	-	-	3.2	8.3	11.9	-	12.9	13.5	71.9	-	5.4	-	10.5	20.5
Other liabilities & adjustments	-	34.7	40.1	187.0	-	80.2	67.0	15.6	-	56.5	191.5	467.8	-	303.9	-	159.0	47.7
<b>Total Equity</b>	-	97.1	81.6	1,798.0	-	28.7	34.9	155.4	-	55.2	406.9	39.3	-	293.8	-	1.0	55.7

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NEWFOUNDLAND, 1993**  
**SELECTED FINANCIAL RATIOS**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
<b>Current ratio(times)</b>	-	1.2	1.6	2.5	1.0	1.3	0.9	1.1	1.6	1.6	1.4	0.6	1.1	0.3	0.7	0.5	1.4
Lower Half (t)	-	0.3	2.6	0.8	1.5	0.8	0.7	0.9	3.2	1.5	1.6	1.2	1.1	-	0.6	0.2	1.2
Upper Half (t)	-	1.3	1.4	2.6	1.0	1.4	0.9	1.1	1.4	1.6	1.3	0.6	1.1	0.3	0.7	0.6	1.4
<b>Debt/Equity ratio (t)</b>	-	1.5	1.2	0.3	8.7	5.7	4.3	1.3	1.5	2.5	1.3	20.2	2.9	3.5	61.0	-	1.9
Lower Half (t)	-	(1.6)	0.8	1.5	-	3.5	-	1.9	0.8	2.1	1.1	8.9	1.3	-	-	-	-
Upper Half (t)	-	1.2	1.4	0.3	5.8	6.1	2.6	1.2	2.1	2.7	1.4	22.3	3.8	5.1	10.7	4.1	1.6
<b>Interest coverage ratio (t)</b>	-	(0.9)	4.8	2.7	0.8	1.0	1.2	4.4	1.3	1.4	3.4	1.2	0.1	2.9	2.0	0.9	1.9
Lower Half (t)	-	-	1.4	-	(1.7)	0.3	0.7	7.8	(3.5)	0.8	7.5	0.4	0.5	-	1.0	(1.8)	(0.6)
Upper Half (t)	-	0.2	5.9	2.8	1.0	1.1	1.5	3.8	1.9	1.6	2.9	1.3	0.1	3.2	3.1	2.5	2.3
<b>Debt ratio (t)</b>	-	0.6	0.5	0.2	0.9	0.9	0.8	0.6	0.6	0.7	0.6	1.0	0.7	0.8	1.0	1.0	0.7
Lower Half (t)	-	2.6	0.4	0.6	1.1	0.8	1.1	0.7	0.4	0.7	0.5	0.9	0.6	-	1.1	1.5	1.0
Upper Half (t)	-	0.5	0.6	0.2	0.9	0.9	0.7	0.5	0.7	0.7	0.6	1.0	0.8	0.8	0.9	0.8	0.6
<b>Revenue to Equity ratio(t)</b>	-	2.7	4.2	0.5	12.3	12.3	7.5	2.6	4.2	9.8	0.3	4.8	7.2	5.3	76.6	325.8	3.7
Lower Half (t)	-	-	2.1	1.9	-	9.3	-	3.9	0.9	5.7	0.2	2.8	2.6	-	-	(1.7)	-
Upper Half (t)	-	2.1	5.1	0.4	9.7	12.9	5.8	2.4	6.8	11.1	0.4	5.1	9.8	8.1	21.9	7.4	3.1
<b>Revenue to Closing inventory ratio(t)</b>	-	24.7	74.1	-	9.0	38.0	248.6	489.4	7.6	7.7	-	360.7	-	975.3	826.4	42.9	70.0
Lower Half (t)	-	-	-	3.0	-	450.1	73.4	10.0	5.6	-	-	-	-	-	-	41.4	-
Upper Half (t)	-	22.2	63.1	-	11.3	33.1	234.7	-	7.4	8.2	-	333.6	-	-	632.4	43.2	60.8
<b>Current debt to Equity (Percent)</b>	-	89.4	54.4	21.4	383.5	278.3	212.2	107.6	101.7	125.4	78.1	648.2	237.8	240.6	-	72.0	-
Lower Half (%)	-	-	34.4	-	219.9	-	167.3	25.5	112.2	45.4	69.5	85.3	-	-	-	(65.1)	-
Upper Half (%)	-	78.3	62.8	20.1	295.5	290.2	157.6	101.6	160.6	129.8	89.8	753.6	325.0	342.5	-	130.5	62.8
<b>Net Profit to Equity (%)</b>	-	(14.6)	27.5	9.1	(5.5)	(0.2)	4.4	17.9	1.7	5.5	8.7	22.1	(8.7)	34.7	-	7.8	-
Lower Half (%)	-	70.2	2.2	-	46.0	-	17.9	54.3	(6.1)	(2.3)	9.1	(28.2)	1.4	-	-	25.8	-
Upper Half (%)	-	(5.2)	38.1	9.7	1.2	3.0	6.0	14.2	7.8	8.1	8.5	31.3	(12.9)	57.5	-	22.4	9.8
<b>Net fixed assets to Equity (%)</b>	-	110.1	114.0	77.4	471.1	236.6	307.5	97.9	57.9	120.3	17.5	-	75.5	365.2	-	169.7	-
Lower Half (%)	-	-	86.4	147.3	-	267.2	-	148.1	43.6	90.4	13.5	-	76.5	-	-	-	-
Upper Half (%)	-	91.2	125.6	76.5	318.5	230.4	185.4	92.9	68.9	130.3	18.9	-	75.0	508.7	-	403.7	148.7
<b>Gross margin (%)</b>	-	43.4	49.9	74.7	24.6	47.8	66.0	69.6	16.8	12.9	55.1	80.9	44.7	57.2	58.3	31.4	55.2
Lower Half (%)	-	31.9	49.8	49.5	35.9	37.8	73.9	75.2	27.8	22.8	83.2	92.5	45.5	-	59.9	23.9	58.8
Upper Half (%)	-	44.7	50.0	75.9	23.5	49.3	65.0	68.7	15.7	11.2	50.8	79.7	44.6	57.0	57.8	33.1	54.6
<b>Return on Total assets (%)</b>	-	(2.7)	15.7	11.0	2.9	4.0	4.8	10.3	2.8	5.4	5.4	6.3	0.4	11.8	21.0	3.1	5.6
Lower Half (%)	-	-	4.5	-	(2.2)	1.2	3.7	21.2	(2.7)	2.7	5.0	1.8	0.6	-	10.3	(8.9)	(2.6)
Upper Half (%)	-	0.6	19.1	11.7	4.1	4.4	5.1	8.8	5.1	6.2	5.5	6.6	0.3	13.6	31.4	7.4	6.6
<b>Collection period for accounts receivable (days) ...</b>	-	11.4	16.8	367.5	54.4	46.8	55.4	69.6	66.0	13.0	95.7	139.1	50.3	22.9	19.6	9.0	49.2
Lower Half (days)	-	1.8	6.4	137.3	61.1	20.7	32.2	18.8	-	17.6	231.9	27.6	50.0	-	13.1	1.7	46.6
Upper Half (days)	-	12.4	18.7	379.3	53.7	50.6	58.4	77.8	49.6	12.2	74.5	149.9	50.3	23.5	21.7	10.7	49.7

Lower Half: Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude).  
- denotes either not available or zero

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NEWFOUNDLAND, 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Services	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC No. of Businesses (in Sample)	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
	-	24	56	7	99	530	350	58	242	1,134	51	75	131	19	65	321	469
<b>PROFITABLE</b>																	
Percentage of businesses																	
Average Gross Operating Revenue ...																	
Average Gross Operating Revenue ...	-	372.6	315.6	415.2	-	288.0	164.6	134.2	445.8	342.9	131.4	206.7	158.6	899.3	210.6	293.7	136.0
Bottom Quartile	-	48.8	66.6	39.6	30.6	45.1	31.8	28.7	34.2	46.4	32.7	28.3	28.0	31.6	40.4	43.1	31.3
Lower Middle Quartile	-	69.2	105.0	80.6	56.4	83.5	67.5	39.5	115.9	138.6	48.8	51.3	58.5	-	99.1	89.4	51.1
Upper Middle Quartile	-	98.6	249.6	210.3	142.6	185.8	119.9	63.9	305.0	356.7	95.3	87.2	143.3	-	192.3	190.1	94.1
Top Quartile	-	410.7	924.4	1,226.5	927.9	860.8	424.1	408.2	1,092.9	916.9	327.0	586.7	559.0	1,887.0	403.7	554.1	352.9
Average Total expenses	-	351.8	286.2	349.0	-	268.7	149.1	112.1	425.6	328.6	81.2	181.4	136.2	830.1	172.1	273.4	120.5
Bottom Quartile	-	35.3	60.9	19.9	20.0	34.9	22.5	21.2	21.7	37.2	22.8	24.6	10.2	12.0	24.5	32.2	22.5
Lower Middle Quartile	-	32.5	101.8	56.8	50.3	76.2	57.3	17.0	97.8	130.4	9.1	38.5	30.7	-	74.6	78.6	39.1
Upper Middle Quartile	-	66.3	217.1	157.5	132.3	175.4	104.9	42.7	295.3	342.3	24.0	59.3	133.4	-	179.4	178.4	79.3
Top Quartile	-	391.7	844.3	1068.9	873.2	809.4	397.1	369.5	1,055.3	889.3	250.9	536.0	515.9	1,759.3	327.6	520.8	326.7
Average Net profit	-	20.8	29.4	66.2	17.1	19.3	15.5	22.1	20.2	14.3	50.3	25.3	22.3	69.1	-	20.3	15.6
Bottom Quartile	-	13.5	5.7	19.7	10.6	10.2	9.2	7.5	12.5	9.3	9.9	3.7	17.8	19.7	15.9	10.9	8.8
Lower Middle Quartile	-	36.6	3.2	23.8	6.1	7.3	10.2	22.5	18.1	8.2	39.6	12.9	27.8	-	24.5	10.9	12.0
Upper Middle Quartile	-	32.2	32.5	52.8	10.3	10.4	15.1	21.2	9.7	14.4	71.3	27.9	9.9	-	12.8	11.7	14.8
Top Quartile	-	19.0	80.2	157.6	54.7	51.5	27.0	38.7	37.5	27.6	76.1	50.7	43.1	128.0	76.1	33.2	26.2
<b>NON-PROFITABLE</b>																	
Average Gross Operating Revenue ...																	
Average Gross Operating Revenue ...	-	120.5	318.9	96.0	-	323.7	171.3	196.5	-	367.4	137.3	110.1	-	254.9	-	150.6	117.1
Bottom Quartile	-	42.9	-	-	36.9	51.6	35.4	28.8	39.5	52.9	29.1	29.2	-	30.3	53.3	39.2	31.1
Lower Middle Quartile	-	-	130.0	-	80.6	98.6	70.0	-	115.8	137.0	52.8	43.7	79.1	51.5	101.9	85.8	52.7
Upper Middle Quartile	-	-	-	-	232.8	216.7	110.5	-	237.9	310.1	83.2	99.9	166.5	145.2	-	161.4	91.7
Top Quartile	-	-	656.9	1,183.1	673.8	846.2	451.0	-	1,165.7	805.2	474.0	341.7	563.6	628.4	346.9	502.7	317.9
Average Total Expenses	-	159.8	330.9	113.7	-	350.8	185.4	213.9	-	377.6	197.6	130.1	302.7	279.1	-	166.9	127.8
Bottom Quartile	-	50.2	-	-	46.1	58.1	45.2	32.3	45.3	57.9	79.0	30.9	-	60.9	56.7	51.9	37.1
Lower Middle Quartile	-	-	135.7	-	96.4	109.2	81.5	-	138.2	145.3	75.4	54.6	89.8	62.5	112.0	105.9	63.7
Upper Middle Quartile	-	-	-	-	254.4	243.6	125.0	-	250.5	319.7	149.5	108.8	198.0	150.8	-	177.5	97.4
Top Quartile	-	-	672.9	1,389.0	711.4	903.9	470.9	-	1,202.8	821.1	521.0	403.7	592.2	683.1	351.8	519.3	339.7
Average Net Loss	-	(39.3)	(12.1)	(17.7)	-	(27.0)	(14.1)	(17.4)	-	(10.1)	(60.3)	(20.1)	-	(24.2)	-	(16.3)	(10.7)
Bottom Quartile	-	-	(7.3)	-	(9.1)	(6.5)	(9.9)	(3.4)	(5.8)	(5.0)	(49.9)	(1.6)	-	(30.6)	(3.5)	(12.7)	(6.0)
Lower Middle Quartile	-	-	(5.7)	-	(15.8)	(10.7)	(11.5)	-	(22.5)	(8.3)	(22.6)	(10.9)	(10.7)	(11.0)	(10.2)	(20.1)	(10.9)
Upper Middle Quartile	-	-	-	-	(21.6)	(26.9)	(14.5)	-	(12.5)	(9.6)	(66.3)	(8.9)	(31.5)	(5.7)	-	(16.1)	(5.7)
Top Quartile	-	-	(16.0)	(205.9)	(37.5)	(57.8)	(19.9)	-	(37.0)	(15.9)	(47.7)	(62.0)	(28.6)	(54.7)	(5.0)	(16.6)	(21.8)

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.

- denotes either not available or nil

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NEW BRUNSWICK, 1993**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accomodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
No. of Businesses (in the survey)	-	39	243	31	254	1,315	702	89	445	1,552	68	99	228	28	233	462	846

Selected Expenses As % Of Gross Operating Revenues

<b>Cost of Goods Sold</b>	-	31.4	15.5	-	51.5	25.6	1.6	-	67.4	68.5	-	1.2	8.2	-	0.3	33.8	6.5
- Purchases	-	28.7	15.0	-	53.9	26.4	1.6	-	68.2	69.8	-	-	8.2	-	0.3	34.0	6.3
- Closing inventories	-	20.0	1.5	-	-	3.9	-	-	13.2	11.7	-	-	-	-	-	-	-
- Opening inventories	-	22.7	2.1	-	-	3.1	-	-	12.5	10.4	-	0.4	-	-	-	-	-
<b>Wages &amp; Salaries etc.</b>	-	30.1	29.2	-	-	25.6	16.5	37.5	15.2	12.2	-	28.1	47.3	35.8	42.2	29.1	32.1
<b>Occupancy Expenses</b>	-	13.5	22.1	-	-	9.0	32.9	14.2	5.5	5.0	-	24.8	9.5	-	9.3	19.6	17.5
- Depreciation	-	5.8	8.4	-	-	3.7	9.5	-	1.9	1.4	-	10.6	3.1	-	2.7	3.6	7.9
- Repairs	-	-	5.6	-	-	1.8	7.5	-	0.9	0.6	-	5.3	0.9	-	1.4	1.8	2.5
- Fuel	-	-	4.2	-	-	1.0	12.4	-	0.5	0.1	-	-	0.1	-	0.1	0.2	0.5
- Utilities	-	-	0.6	-	-	1.0	0.9	-	1.2	1.4	-	5.7	2.6	-	2.3	9.0	2.8
- Rent	-	-	3.3	-	-	1.5	2.6	-	1.0	1.5	-	3.1	2.8	-	2.8	5.0	3.8
<b>Financial Expenses</b>	-	-	2.7	-	-	2.5	3.1	3.8	1.5	1.5	-	18.5	4.0	-	3.8	5.3	3.9
- Interest & bank charges	-	-	2.3	-	-	1.8	2.5	2.9	1.2	1.2	-	16.5	1.7	-	2.7	4.4	2.8
- Professional fees	-	-	0.4	-	-	0.7	0.6	0.9	0.4	0.3	-	2.0	2.2	-	1.1	0.9	1.1
<b>General Expenses</b>	-	4.0	5.4	7.4	-	3.8	11.3	-	3.0	2.2	-	4.4	3.4	-	4.0	3.1	5.3
- Advertisement	-	-	0.1	-	-	0.4	0.1	-	0.5	0.8	-	1.0	0.9	-	0.2	1.5	1.8
- Delivery expenses	-	-	3.9	-	-	2.3	7.7	-	1.8	0.9	-	1.9	1.6	-	2.7	0.8	2.3
- Insurance	-	-	2.1	1.4	-	1.1	3.4	1.7	0.6	0.5	-	1.5	1.0	-	1.1	0.8	1.2
<b>Other Expenses</b>	-	-	19.1	-	-	30.8	27.9	-	5.6	8.8	-	22.1	18.6	-	17.2	8.6	27.4
<b>Total Expenses</b>	-	92.7	94.0	-	-	97.3	93.2	83.0	98.2	98.2	-	99.1	91.1	89.6	76.7	99.5	92.7
<b>Net Profit/Loss</b>	-	7.3	6.0	-	-	2.7	6.8	17.0	1.8	1.8	-	0.9	8.9	10.4	23.3	0.5	7.3

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NEW BRUNSWICK, 1993**  
**BALANCE SHEET OF A TYPICAL SMALL FIRM**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
(thousands of dollars)																	
<b>Total Assets:</b>	-	<b>543.3</b>	-	-	-	<b>220.8</b>	<b>234.1</b>	-	<b>342.2</b>	<b>205.2</b>	<b>4,135.1</b>	<b>697.9</b>	<b>912.1</b>	-	<b>453.3</b>	-	<b>310.6</b>
Total current assets	-	305.3	76.9	-	-	132.2	75.3	-	245.4	136.4	1,019.1	76.9	799.9	-	243.8	-	77.9
-Accounts receivable	-	-	17.7	-	-	61.2	31.1	-	96.7	23.4	-	13.1	53.8	-	22.9	-	33.5
-Closing inventories	-	-	-	35.5	-	17.7	0.4	-	93.3	83.5	-	8.3	1.1	-	0.1	-	-
-Other current assets	-	-	52.4	-	-	53.3	43.8	-	55.4	29.5	829.5	55.5	745.0	-	220.8	-	-
Net fixed assets	-	-	-	-	-	70.7	147.0	-	73.3	60.2	156.0	532.3	73.0	-	63.0	166.5	-
Other assets & adjustments	-	-	-	-	-	17.9	11.8	-	23.5	8.6	2,960.0	88.7	39.1	-	146.5	-	-
<b>Total Liabilities</b>	-	<b>323.6</b>	<b>118.5</b>	-	-	<b>154.1</b>	<b>118.2</b>	-	<b>210.2</b>	<b>140.4</b>	<b>1,509.6</b>	<b>603.4</b>	<b>138.1</b>	-	<b>107.2</b>	-	-
Total current liabilities	-	149.0	71.7	160.0	-	103.7	62.1	-	152.1	86.1	-	133.2	87.1	-	55.4	-	57.1
-Current bank loans	-	-	-	-	-	16.6	7.1	-	33.5	17.4	-	45.2	17.7	-	3.6	-	-
-Other current liabilities	-	-	62.6	140.0	-	87.2	55.0	-	118.6	68.8	-	88.0	69.4	-	51.8	-	48.4
Long term bank loans	-	-	-	-	-	3.6	15.0	-	6.0	7.0	-	24.9	8.9	-	1.9	-	6.3
Other liabilities & adjustments	-	-	-	-	-	46.7	41.1	-	52.1	47.2	-	445.3	42.1	-	49.9	-	-
<b>Total Equity</b>	-	<b>219.7</b>	-	-	-	<b>66.7</b>	<b>115.9</b>	-	<b>132.0</b>	<b>64.8</b>	<b>2,625.5</b>	<b>94.5</b>	<b>774.0</b>	-	<b>346.1</b>	-	-

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NEW BRUNSWICK, 1993**  
**SELECTED FINANCIAL RATIOS**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
<b>Current ratio(times)</b>	-	2.0	1.1	1.3	1.3	1.3	1.2	1.2	1.6	1.6	0.8	0.6	9.2	0.8	4.4	0.5	1.4
Lower Half (t)	-	2.2	1.2	2.1	2.0	1.2	1.2	0.6	2.9	1.4	5.0	1.3	0.8	0.7	7.4	0.5	0.8
Upper Half (t)	-	2.0	1.0	1.1	1.3	1.3	1.2	1.3	1.4	1.6	0.7	0.5	10.8	0.8	3.9	0.5	1.5
<b>Debt/Equity ratio (t)</b>	-	1.5	1.2	1.6	6.6	2.3	1.0	1.8	1.6	2.2	0.6	6.4	0.2	2.2	0.3	11.9	2.5
Lower Half (t)	-	1.1	1.7	0.5	1.8	3.1	6.4	1.1	0.5	2.9	0.5	8.9	8.3	(5.5)	0.1	-	5.1
Upper Half (t)	-	1.6	1.1	3.4	7.5	2.2	0.8	2.0	2.4	2.0	0.6	5.7	0.2	2.0	0.5	6.6	2.1
<b>Interest coverage ratio (t)</b>	-	3.7	2.7	2.5	(1.7)	1.4	1.0	1.6	2.0	1.8	2.6	1.0	4.4	4.2	16.7	1.0	2.1
Lower Half (t)	-	(0.6)	0.2	(1.2)	2.0	(1.0)	1.6	6.9	1.3	1.6	13.7	0.4	1.8	1.2	-	(0.9)	0.4
Upper Half (t)	-	5.0	3.5	3.4	(2.2)	1.9	0.9	0.7	2.1	1.8	2.4	1.4	5.0	5.4	12.7	1.3	2.3
<b>Debt ratio (t)</b>	-	0.6	0.5	0.6	0.9	0.7	0.5	0.6	0.6	0.7	0.4	0.9	0.2	0.7	0.2	0.9	0.7
Lower Half (t)	-	0.5	0.6	0.3	0.6	0.8	0.9	0.5	0.4	0.7	0.3	0.9	0.9	1.2	0.1	1.2	0.8
Upper Half (t)	-	0.6	0.5	0.8	0.9	0.7	0.4	0.7	0.7	0.7	0.4	0.9	0.1	0.7	0.3	0.9	0.7
<b>Revenue to Equity ratio(t)</b>	-	2.5	4.2	2.4	4.7	5.8	2.7	4.1	4.7	8.8	0.1	2.5	0.4	8.0	0.9	16.4	2.6
Lower Half (t)	-	1.9	3.9	0.6	3.4	5.2	8.1	3.7	1.4	6.2	0.2	1.8	13.0	-	0.5	-	2.5
Upper Half (t)	-	2.6	4.2	5.2	5.0	5.8	2.5	4.2	7.3	9.5	0.1	2.7	0.3	6.8	1.2	9.5	2.7
<b>Revenue to Closing inventory ratio(t)</b>	-	4.4	61.8	15.5	9.8	21.7	-	-	6.6	6.8	3.2	28.2	-	-	-	49.7	36.1
Lower Half (t)	-	-	18.1	8.8	7.2	5.5	-	-	7.7	3.9	0.3	41.9	-	-	-	37.4	-
Upper Half (t)	-	3.7	113.4	18.1	10.2	35.6	-	-	6.5	7.9	-	26.7	-	-	-	53.0	32.2
<b>Current debt to Equity (Percent)</b>	-	67.8	72.3	71.0	154.8	155.6	53.6	98.6	115.2	132.9	50.2	140.9	11.3	173.9	16.0	328.7	65.1
Lower Half (%)	-	43.1	124.8	23.6	78.1	207.1	-	49.7	32.4	169.9	17.0	97.2	-	-	5.1	-	94.4
Upper Half (%)	-	74.3	61.6	142.1	170.0	147.8	44.2	110.1	182.8	122.6	52.8	152.3	9.4	150.8	24.2	167.1	59.7
<b>Net Profit to Equity (%)</b>	-	18.1	14.4	12.1	-	4.3	0.3	7.1	5.5	8.4	3.5	1.2	2.1	75.0	21.6	0.3	8.7
Lower Half (%)	-	-	-	(5.8)	6.3	-	17.5	54.6	0.7	7.4	4.5	-	34.4	-	15.8	39.8	(4.3)
Upper Half (%)	-	26.2	19.4	39.1	-	9.1	(0.6)	(4.0)	9.4	8.7	3.5	12.9	2.0	71.4	25.9	12.6	11.1
<b>Net fixed assets to Equity (%)</b>	-	94.5	123.5	149.5	-	106.0	126.9	125.1	55.5	92.9	5.9	563.2	9.4	155.3	18.2	-	187.8
Lower Half (%)	-	93.0	123.1	78.6	107.5	113.3	410.9	170.2	47.1	128.3	0.4	827.7	-	-	6.8	-	-
Upper Half (%)	-	94.9	123.6	255.8	-	104.9	113.5	114.6	62.4	83.1	6.4	494.0	8.5	148.1	26.8	467.4	134.6
<b>Gross margin (%)</b>	-	38.2	47.0	51.6	23.7	44.5	76.0	46.8	16.6	18.6	75.0	70.4	40.6	63.5	51.1	32.3	56.5
Lower Half (%)	-	44.8	49.3	40.0	26.8	40.9	77.4	58.0	25.3	27.2	89.6	95.9	45.9	61.3	59.3	22.8	59.3
Upper Half (%)	-	37.0	46.5	53.7	23.3	44.9	75.8	44.4	15.2	17.0	73.5	66.0	40.0	63.8	48.6	34.1	56.0
<b>Return on Total assets (%)</b>	-	10.1	10.5	7.6	(2.3)	4.5	2.9	6.9	4.3	6.2	3.7	5.7	2.3	30.7	17.5	6.3	4.7
Lower Half (%)	-	(2.1)	0.9	(2.1)	4.6	(3.4)	6.6	30.7	1.7	5.2	3.2	3.6	8.2	50.4	14.7	(4.6)	0.6
Upper Half (%)	-	12.8	13.0	12.7	(2.7)	6.0	2.2	3.1	5.2	6.5	3.7	6.5	2.1	29.7	19.1	8.1	6.3
<b>Collection period for accounts receivable (days) ...</b>	-	57.1	15.6	61.9	77.3	58.2	36.0	63.2	57.0	15.0	106.2	20.3	72.0	42.5	27.6	5.6	52.9
Lower Half (days)	-	54.0	14.3	120.3	32.9	32.9	38.2	19.7	94.2	18.3	60.4	34.3	43.2	3.5	54.4	22.4	31.2
Upper Half (days)	-	57.7	15.8	51.1	83.3	61.6	35.7	72.3	51.0	14.4	111.1	17.9	75.4	48.0	19.5	2.5	56.6

Lower Half: Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude).  
- denotes either not available or zero

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NEW BRUNSWICK, 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC No. of Businesses (in Sample)	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
					254	1,315	702	89	445	1,552	68	99	228	28	233	462	846
<b>PROFITABLE</b>																	
Percentage of businesses	-	71	76	67	67	68	81	92	65	63	61	53	77	83	94	41	74
Average Gross Operating Revenue ...		537.0	179.7	542.6	-	242.9	168.8	82.3	495.3	382.2	-	281.7	210.8	-	192.3	305.0	146.2
Bottom Quartile	-	75.2	29.5	48.1	46.2	39.0	42.4	27.7	50.5	42.2	30.4	58.7	35.9	38.4	37.8	39.8	31.6
Lower Middle Quartile	-	202.8	48.7	212.8	112.9	74.3	87.1	42.2	156.5	109.6	47.7	89.9	54.0	74.0	76.3	86.8	54.4
Upper Middle Quartile	-	433.5	104.2	-	318.4	159.0	138.7	65.8	409.2	275.8	158.9	118.5	99.7	187.3	177.8	185.6	105.3
Top Quartile	-	1,074.0	580.7	812.3	1,378.3	720.1	398.3	173.9	1,306.3	1,043.1	1,209.0	495.4	621.6	758.5	436.8	800.7	389.8
Average Total expenses	-	460.9	161.4	481.5	-	223.1	148.6	-	470.9	364.2	-	249.8	182.7	-	142.8	283.3	126.7
Bottom Quartile	-	66.0	22.1	30.7	35.8	27.0	31.6	16.5	40.1	33.9	9.6	45.8	16.6	22.9	28.6	32.1	19.0
Lower Middle Quartile	-	192.8	38.0	185.3	99.0	61.2	70.8	23.7	141.3	96.6	-	79.1	43.5	58.2	53.1	77.2	38.6
Upper Middle Quartile	-	313.1	91.7	-	290.3	142.8	117.4	38.4	383.5	257.9	63.5	84.8	76.4	178.9	129.9	173.5	89.3
Top Quartile	-	932.5	533.8	725.8	1,303.4	681.3	367.0	144.3	1,260.5	1,012.3	676.0	451.1	568.6	674.1	329.1	750.6	356.2
Average Net profit	-	-	18.4	61.2	-	19.8	20.2	21.6	24.3	17.9	-	31.9	28.1	-	49.5	21.6	19.5
Bottom Quartile	-	9.3	7.4	17.4	10.4	12.0	10.7	11.1	10.4	8.3	20.8	12.9	19.3	15.5	9.1	7.7	12.6
Lower Middle Quartile	-	10.0	10.7	27.6	13.8	13.1	16.3	18.4	15.2	13.0	45.6	10.9	10.5	15.8	23.3	9.5	15.8
Upper Middle Quartile	-	120.3	12.5	-	28.0	16.1	21.3	27.3	25.7	17.9	95.4	33.7	23.3	8.3	47.9	12.1	16.1
Top Quartile	-	141.5	46.9	86.5	74.9	38.8	31.3	29.6	45.7	30.9	532.9	44.3	53.0	84.4	107.6	50.1	33.6
<b>NON-PROFITABLE</b>																	
Average Gross Operating Revenue ...	-	466.5	209.1	-	-	271.7	190.5	380.0	424.8	318.3	-	-	-	120.4	246.6	196.6	148.5
Bottom Quartile	-	-	29.6	64.6	40.9	37.3	40.7	-	53.0	39.2	-	58.2	38.4	-	34.9	43.0	31.5
Lower Middle Quartile	-	259.7	46.3	201.0	125.0	76.7	84.2	-	162.2	112.5	79.6	77.9	56.9	-	68.0	101.0	58.6
Upper Middle Quartile	-	327.5	117.6	-	273.8	167.2	135.4	-	412.1	280.8	237.1	127.2	116.2	-	-	190.1	100.7
Top Quartile	-	962.4	488.0	1,051.0	960.2	755.2	520.0	-	1,130.4	925.4	572.6	416.9	587.6	-	1,062.5	471.0	410.1
Average Total Expenses	-	523.6	220.8	-	292.8	214.9	404.4	445.7	331.7	-	-	-	-	125.7	269.2	209.8	162.7
Bottom Quartile	-	-	36.3	76.4	45.9	43.1	46.2	-	65.4	46.7	-	123.9	43.0	-	43.5	56.3	35.6
Lower Middle Quartile	-	303.6	53.1	240.5	136.1	99.8	93.7	-	183.5	125.1	88.2	97.0	59.4	-	71.7	110.6	66.8
Upper Middle Quartile	-	375.8	129.2	-	288.2	179.8	154.5	-	432.3	293.2	318.2	133.1	130.0	-	-	198.7	114.9
Top Quartile	-	1053.6	506.6	1,131.9	1,452.2	794.2	586.8	-	1,159.7	948.0	624.9	458.4	625.4	-	1,150.0	493.9	440.1
Average Net Loss	-	-	(11.7)	-	-	(21.1)	(24.4)	(24.4)	(20.9)	(13.4)	-	-	(13.7)	-	(22.6)	(13.2)	(14.2)
Bottom Quartile	-	-	(6.6)	(11.8)	(5.0)	(5.8)	(5.4)	-	(12.4)	(7.5)	-	(65.7)	(4.6)	-	(8.6)	(13.3)	(4.1)
Lower Middle Quartile	-	(43.9)	(6.8)	(39.6)	(11.1)	(23.1)	(9.5)	-	(21.3)	(12.6)	(8.6)	(19.1)	(2.5)	-	(3.7)	(9.7)	(8.2)
Upper Middle Quartile	-	(48.2)	(11.6)	-	(14.3)	(12.5)	(19.1)	-	(20.3)	(12.4)	(81.1)	(5.9)	(13.7)	-	(8.6)	(14.1)	-
Top Quartile	-	(91.2)	(18.6)	(81.0)	(492.0)	(39.0)	(66.8)	-	(29.3)	(22.6)	(52.3)	(41.5)	(37.9)	-	(87.5)	(23.0)	(30.0)

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.

- denotes either not available or nil

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NOVA SCOTIA, 1993**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accomodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
No. of Businesses (in the survey)	-	42	236	24	332	1,331	595	160	679	1,893	62	102	344	38	180	584	1,004

**Selected Expenses As % Of Gross Operating Revenues**

<b>Cost of Goods Sold</b>	-	<b>21.5</b>	<b>11.1</b>	<b>27.1</b>	<b>58.8</b>	<b>23.5</b>	<b>3.2</b>	-	<b>67.9</b>	<b>69.3</b>	<b>5.2</b>	<b>7.8</b>	<b>4.8</b>	<b>2.0</b>	-	<b>37.4</b>	<b>8.7</b>
- Purchases	-	21.5	11.2	<b>30.0</b>	61.0	23.5	3.2	-	68.2	69.9	-	-	4.7	-	-	37.4	-
- Closing inventories	-	0.7	-	46.8	-	4.0	0.1	-	10.2	9.9	-	-	-	-	-	1.7	-
- Opening inventories	-	0.8	-	43.8	-	4.0	0.1	-	9.9	9.3	-	-	-	-	-	1.6	-
<b>Wages &amp; Salaries etc.</b>	-	<b>44.9</b>	<b>36.9</b>	<b>22.8</b>	-	<b>25.3</b>	<b>23.9</b>	-	<b>14.6</b>	<b>12.3</b>	<b>12.1</b>	<b>25.3</b>	<b>34.5</b>	<b>41.3</b>	<b>47.4</b>	<b>27.1</b>	<b>31.6</b>
<b>Occupancy Expenses</b>	-	<b>18.5</b>	<b>18.0</b>	<b>15.2</b>	-	<b>8.4</b>	<b>28.7</b>	-	<b>4.6</b>	<b>5.1</b>	-	<b>23.2</b>	<b>7.8</b>	<b>15.6</b>	-	<b>17.5</b>	<b>14.6</b>
- Depreciation	-	8.2	6.7	9.3	-	3.6	7.7	-	1.6	1.3	1.3	7.7	2.0	3.6	3.0	3.0	5.4
- Repairs	-	4.9	4.9	2.0	-	1.6	6.4	-	0.5	0.5	-	8.9	0.3	0.8	-	2.3	2.1
- Fuel	-	4.2	4.3	1.9	-	1.4	10.6	-	0.2	0.1	-	-	0.1	0.2	-	-	0.3
- Utilities	-	0.8	0.6	1.1	-	0.9	1.2	-	1.2	1.3	-	5.2	1.9	2.4	-	3.9	2.7
- Rent	-	0.3	1.4	1.0	-	0.9	2.8	-	1.0	2.0	-	1.4	3.5	8.6	-	8.1	-
<b>Financial Expenses</b>	-	<b>4.7</b>	<b>2.5</b>	<b>3.5</b>	<b>2.5</b>	<b>2.5</b>	<b>2.9</b>	-	<b>1.8</b>	<b>1.5</b>	<b>9.9</b>	<b>19.4</b>	<b>5.3</b>	<b>3.4</b>	-	<b>3.4</b>	<b>3.7</b>
- Interest & bank charges	-	4.1	2.1	2.7	-	1.8	2.3	-	1.3	1.2	8.7	17.6	1.7	1.5	-	2.6	2.5
- Professional fees	-	0.6	0.5	0.8	-	0.6	0.6	-	0.5	0.3	1.3	1.8	3.6	1.9	-	0.7	1.2
<b>General Expenses</b>	-	<b>3.5</b>	<b>3.8</b>	<b>1.4</b>	-	<b>4.2</b>	<b>9.3</b>	-	<b>2.8</b>	<b>2.2</b>	<b>2.1</b>	<b>3.3</b>	<b>4.0</b>	<b>5.2</b>	-	<b>4.9</b>	<b>5.6</b>
- Advertisement	-	0.1	-	0.1	-	0.4	0.2	-	0.6	0.9	0.7	0.9	1.2	3.8	-	3.4	1.4
- Delivery expenses	-	1.2	2.4	-	-	2.9	6.7	-	1.8	0.9	-	1.0	1.8	0.9	-	0.6	2.6
- Insurance	-	2.3	1.3	1.2	-	1.0	2.4	-	0.4	0.4	1.3	1.4	1.0	0.6	-	1.0	1.6
<b>Other Expenses</b>	-	<b>8.1</b>	<b>20.5</b>	<b>27.3</b>	-	<b>31.8</b>	<b>22.4</b>	-	<b>6.5</b>	<b>8.3</b>	<b>17.7</b>	<b>21.5</b>	<b>33.7</b>	<b>25.3</b>	-	<b>12.1</b>	<b>29.7</b>
<b>Total Expenses</b>	-	<b>101.2</b>	<b>92.9</b>	<b>97.2</b>	<b>97.6</b>	<b>95.8</b>	<b>90.4</b>	-	<b>98.2</b>	<b>98.8</b>	<b>47.0</b>	<b>100.5</b>	<b>90.0</b>	<b>92.8</b>	<b>92.4</b>	<b>102.3</b>	<b>93.9</b>
<b>Net Profit/Loss</b>	-	-	<b>7.1</b>	<b>2.8</b>	<b>2.4</b>	<b>4.2</b>	<b>9.6</b>	-	<b>1.8</b>	<b>1.2</b>	<b>53.0</b>	-	<b>10.0</b>	<b>7.2</b>	<b>7.6</b>	-	<b>6.1</b>

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY  
SMALL BUSINESS PROFILES, NOVA SCOTIA , 1993  
BALANCE SHEET OF A TYPICAL SMALL FIRM**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
(thousands of dollars)																	
<b>Total Assets:</b>	-	363.1	195.3	990.0	573.1	221.2	275.9	-	322.0	254.1	2,240.8	862.3	140.8	-	-	190.7	358.0
Total current assets	-	91.3	79.0	593.1	305.4	106.0	108.3	-	229.8	166.8	852.1	-	100.9	-	-	-	95.1
-Accounts receivable	-	40.1	19.7	177.7	138.5	42.5	49.9	-	93.6	28.6	-	46.5	44.8	-	-	-	41.7
-Closing inventories	-	3.0	6.5	11.4	106.8	19.8	0.4	-	79.2	83.4	-	-	1.5	-	-	-	6.8
-Other current assets	-	48.2	52.8	404.0	60.1	43.8	58.0	-	57.0	54.8	713.1	-	54.6	-	-	-	-
Net fixed assets	-	204.1	98.9	353.3	223.7	65.7	149.5	-	73.3	68.0	-	488.8	24.5	-	-	127.8	208.2
Other assets & adjustments	-	67.7	17.4	43.7	44.0	49.4	18.1	-	18.9	19.4	-	-	15.3	-	-	-	-
<b>Total Liabilities</b>	-	274.1	108.8	653.2	388.4	168.1	160.0	-	225.6	166.4	1,016.0	670.6	108.3	-	-	54.6	209.1
Total current liabilities	-	83.3	56.9	377.8	221.2	85.7	78.6	-	163.7	101.1	-	157.2	84.4	-	-	-	96.3
-Current bank loans	-	4.4	6.8	19.5	61.6	14.0	8.2	-	35.0	21.7	-	10.4	16.6	-	-	46.0	24.5
-Other current liabilities	-	78.9	50.1	358.3	159.6	71.7	70.4	-	128.7	79.4	-	146.7	67.8	-	-	-	71.8
Long term bank loans	-	8.1	10.2	25.4	26.6	6.8	8.2	-	8.8	15.0	-	-	2.9	-	-	-	20.2
Other liabilities & adjustments	-	182.7	41.7	250.0	140.6	75.6	73.2	-	53.1	50.3	-	-	21.0	-	-	-	92.6
<b>Total Equity</b>	-	88.9	86.6	336.8	184.7	53.1	115.8	-	96.5	87.8	1,224.8	191.7	32.5	-	-	-	148.9

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NOVA SCOTIA , 1993**  
**SELECTED FINANCIAL RATIOS**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manuf- acturing	Const- ruction	Transpor- tation & Storage	Commun- ication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
<b>Current ratio(times)</b>	-	1.1	1.4	1.6	1.4	1.2	1.4	1.1	1.4	1.6	1.6	1.1	1.2	0.8	0.5	0.6	1.0
Lower Half (t)	-	1.1	2.5	1.7	1.6	0.9	2.9	0.5	1.5	2.2	2.1	0.6	1.7	0.5	1.4	0.3	0.8
Upper Half (t)	-	1.1	1.2	1.6	1.4	1.3	1.2	1.3	1.4	1.5	1.6	1.2	1.1	0.8	0.5	0.8	1.0
<b>Debt/Equity ratio (t)</b>	-	3.1	1.3	1.9	2.1	3.2	1.4	1.0	2.3	1.9	0.8	3.5	3.3	(18.3)	8.0	2.6	1.4
Lower Half (t)	-	6.3	1.2	0.5	1.9	-	0.9	4.7	2.4	1.1	1.2	10.2	1.9	(12.3)	0.4	-	(6.7)
Upper Half (t)	-	2.8	1.3	2.4	2.1	2.4	1.5	0.8	2.3	2.5	0.8	3.3	3.9	(18.8)	-	1.7	1.1
<b>Interest coverage ratio (t)</b>	-	0.7	2.6	2.1	2.1	1.1	2.9	11.2	1.9	0.9	7.4	0.9	2.1	5.4	1.6	(0.6)	1.4
Lower Half (t)	-	0.4	-	(5.2)	0.8	(0.9)	5.2	3.5	0.4	0.1	-	1.2	(0.5)	7.2	-	-	1.2
Upper Half (t)	-	0.8	3.0	2.8	2.4	1.7	2.7	12.6	2.4	1.1	6.7	0.9	3.2	5.2	1.4	(0.7)	1.5
<b>Debt ratio (t)</b>	-	0.8	0.6	0.7	0.7	0.8	0.6	0.5	0.7	0.7	0.5	0.8	0.8	1.1	0.9	0.7	0.6
Lower Half (t)	-	0.9	0.5	0.3	0.7	1.0	0.5	0.8	0.7	0.5	0.6	0.9	0.7	1.1	0.3	1.2	1.2
Upper Half (t)	-	0.7	0.6	0.7	0.7	0.7	0.6	0.4	0.7	0.7	0.5	0.8	0.8	1.1	0.9	0.6	0.5
<b>Revenue to Equity ratio(t)</b>	-	3.8	3.8	2.5	5.3	6.9	3.6	2.9	7.7	7.3	0.2	1.3	8.5	(36.5)	11.8	7.3	2.2
Lower Half (t)	-	5.4	3.2	0.8	4.7	-	2.2	7.6	6.3	3.0	10.5	5.7	4.1	(55.5)	1.5	(7.7)	(6.7)
Upper Half (t)	-	3.7	4.0	3.1	5.4	5.9	4.0	2.7	8.0	10.4	0.2	1.1	10.1	(35.0)	25.1	5.7	1.8
<b>Revenue to Closing inventory ratio(t)</b>	-	114.8	50.9	73.6	9.1	18.5	-	476.1	9.3	7.7	-	61.3	176.9	-	-	56.8	63.1
Lower Half (t)	-	29.7	14.6	47.9	10.5	-	-	-	11.3	6.7	-	-	-	-	-	61.0	52.8
Upper Half (t)	-	185.6	87.6	77.3	8.9	15.9	-	429.5	9.0	8.0	-	53.1	157.4	-	-	58.3	65.1
<b>Current debt to Equity (Percent)</b>	-	93.6	65.7	112.2	119.8	181.4	67.8	65.2	169.7	115.2	42.7	82.0	259.7	-	-	102.8	64.6
Lower Half (%)	-	130.4	43.8	20.7	99.4	-	33.9	400.3	166.1	69.9	53.8	187.8	118.3	-	-	-	-
Upper Half (%)	-	90.3	70.2	143.7	124.1	123.7	77.4	52.4	170.5	147.3	42.7	78.8	310.5	-	-	60.1	53.6
<b>Net Profit to Equity (%)</b>	-	(4.8)	11.3	7.1	9.6	1.7	15.5	29.4	9.3	(1.4)	12.5	(1.2)	16.4	(203.4)	32.8	(30.0)	2.2
Lower Half (%)	-	(19.7)	(5.7)	(15.7)	(2.1)	-	10.5	30.8	(6.8)	(4.6)	-	16.7	(22.7)	(205.2)	18.9	22.7	(8.6)
Upper Half (%)	-	(3.5)	14.8	14.9	12.2	7.2	16.9	29.4	13.2	0.8	11.2	(1.7)	30.5	(203.3)	50.7	(24.5)	1.8
<b>Net fixed assets to Equity (%)</b>	-	229.5	114.3	104.9	121.1	123.7	129.1	108.0	76.0	77.4	12.7	255.0	75.4	-	-	240.7	139.8
Lower Half (%)	-	523.5	97.1	114.6	84.7	-	74.7	-	84.1	39.8	26.3	-	53.8	-	98.8	-	-
Upper Half (%)	-	202.8	117.8	101.6	128.9	106.5	144.3	100.3	74.0	104.1	12.6	236.5	83.1	-	-	177.0	118.2
<b>Gross margin (%)</b>	-	33.9	50.1	50.1	18.4	45.0	62.9	63.4	16.6	16.9	86.2	66.4	56.5	54.3	43.0	34.1	54.8
Lower Half (%)	-	37.4	34.7	43.3	23.2	48.5	66.4	59.9	19.4	28.9	99.5	95.2	50.4	54.1	48.9	43.8	58.6
Upper Half (%)	-	33.5	52.7	50.7	17.5	44.4	62.3	63.8	16.1	14.4	85.4	62.0	57.3	54.3	42.5	32.8	54.2
<b>Return on Total assets (%)</b>	-	2.8	8.2	4.7	6.0	3.7	10.0	16.5	5.8	3.0	7.9	4.7	7.1	14.5	9.6	(3.1)	3.4
Lower Half (%)	-	1.6	-	(8.8)	3.3	(3.5)	7.0	7.6	1.4	0.2	-	9.1	(2.5)	21.2	15.2	(0.1)	10.5
Upper Half (%)	-	3.0	9.8	6.7	6.6	5.3	10.6	17.6	6.8	4.3	7.2	4.4	9.2	14.1	9.0	(3.7)	2.6
<b>Collection period for accounts receivable (days) ...</b>	-	42.9	21.6	77.5	51.9	42.4	43.3	43.8	46.2	16.2	180.6	69.8	59.0	72.3	15.9	6.5	46.8
Lower Half (days)	-	20.7	16.4	141.4	46.8	40.2	34.9	23.7	48.4	22.0	-	13.7	74.5	10.5	35.7	4.0	45.7
Upper Half (days)	-	45.8	22.5	71.9	52.8	42.8	44.6	46.0	45.8	15.1	190.8	78.4	56.8	80.2	14.3	6.9	46.9

Lower Half: Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude).

- denotes either not available or zero.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, NOVA SCOTIA, 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Services	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC No. of Businesses (in Sample)	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
			42	236	24	332	1,331	595	160	679	1,893	62	344	38	180	584	1,004
<b>PROFITABLE</b>																	
Percentage of businesses	-	62	69	42	63	73	84	95	58	63	91	61	70	91	80	47	79
(Thousands of dollars)																	
<b>Average Gross</b>																	
Operating Revenue ...	-	414.5	217.5	1,126.6	200.4	165.6	622.3	383.6	263.6	230.2	199.5	214.6	260.3	176.8			
Bottom Quartile	-	77.7	46.3	49.3	38.5	35.0	29.0	50.4	48.0	36.9	45.8	30.9	35.6	33.4	44.7	31.4	
Lower Middle Quartile	-	106.6	73.7	80.6	144.0	69.6	66.1	41.3	203.1	113.4	77.0	54.4	46.0	61.8	94.7	54.6	
Upper Middle Quartile	-	182.9	164.3	519.3	138.7	124.2	67.1	471.9	265.1	78.3	133.7	117.1	75.9	120.9	213.0	115.7	
Top Quartile	-	855.2	545.8	1,843.3	595.5	448.8	386.7	1,680.4	1,022.3	794.4	630.4	619.0	583.7	525.9	850.0	520.0	
Average Total expenses	-	391.0	193.4	1,026.7	181.7	143.7	590.9	366.5	214.4	168.7	190.9	244.8	153.5				
Bottom Quartile	-	68.8	35.1	36.0	27.7	24.9	13.5	39.9	38.0	31.3	27.4	8.4	25.2	18.3	36.7	18.3	
Lower Middle Quartile	-	102.8	50.6	56.8	116.1	56.2	48.3	29.1	183.6	100.4	68.2	26.7	44.7	39.6	85.8	36.8	
Upper Middle Quartile	-	146.5	145.6	476.2	120.1	100.6	47.1	442.1	248.5	17.7	129.9	89.8	67.5	91.9	193.7	95.0	
Top Quartile	-	812.9	504.8	1,750.2	561.7	412.5	327.6	1,616.8	995.2	332.2	586.1	572.2	537.4	497.2	818.7	476.9	
Average Net profit	-	23.5	24.2	99.9	18.7	21.9	31.5	17.1	15.8	30.7				23.7	15.4	23.4	
Bottom Quartile	-	8.8	11.3	13.3	10.7	10.1	15.5	10.5	9.9	5.6	18.4	22.4	10.3	15.1	8.0	13.1	
Lower Middle Quartile	-	3.9	23.1	23.8	27.9	13.4	17.8	12.3	19.5	13.0	8.9	27.7	1.3	22.2	9.0	17.8	
Upper Middle Quartile	-	36.4	18.7	43.1	18.6	23.6	20.0	29.9	16.6	60.6	3.8	27.3	8.5	29.0	19.3	20.7	
Top Quartile	-	42.3	41.0	93.2	33.9	36.3	59.1	63.6	27.1	462.1	44.3	46.8	46.2	28.7	31.3	43.1	
<b>NON-PROFITABLE</b>																	
Average Gross	-	221.5	171.5	419.2	251.8	211.7	475.5	299.5	354.5	240.9	133.1	388.8	295.9	251.5	153.8		
Operating Revenue ...	-	52.3	45.1	66.4	40.2	37.4	38.3	56.1	48.4	41.1	33.6	30.3		43.9	31.2		
Bottom Quartile	-	115.3	61.1	158.7	190.6	78.0	71.1	175.3	96.8		53.8	51.5	64.6		79.5	56.4	
Lower Middle Quartile	-	209.9	183.7	410.4	490.6	160.1	111.9	493.2	277.2	123.9	165.2	84.6			156.7	120.4	
Upper Middle Quartile	-	1,758.2	480.2	2,201.0	557.5	532.2	1,212.5	921.1	835.6	614.5	249.2			1,354.8	620.9	338.1	
Average Total Expenses	-	270.2	178.5	457.6	268.6	224.4	494.9	317.4	418.3	268.4	145.8	403.4	304.0		276.7	191.1	
Bottom Quartile	-	73.5	50.2	99.5	54.4	46.5	44.0	66.4	58.3	53.7	48.1	60.9		52.4	36.3		
Lower Middle Quartile	-	127.1	64.5	207.8	208.7	83.5	77.7	188.3	114.9		62.8	62.5	69.2		88.2	64.5	
Upper Middle Quartile	-	245.6	197.7	437.1	562.2	179.7	122.8	512.0	288.5	173.1	218.6	99.0			174.1	135.6	
Top Quartile	-	2,242.1	491.2	2,282.1	584.3	557.1	1,248.9	951.9	932.0	670.8	263.0			1,384.0	677.3	440.6	
Average Net Loss	-		(38.4)	(43.2)	(16.8)	(12.6)	(19.4)	(17.8)	(63.8)	(27.4)	(12.7)	(14.5)		(25.2)	(37.3)		
Bottom Quartile	-	(21.2)	(5.1)	(33.1)	(14.2)	(9.2)	(5.7)	(10.4)	(9.9)	(12.6)	(14.4)	(30.6)		(8.6)	(5.1)		
Lower Middle Quartile	-	(11.8)	(3.4)	(49.1)	(18.1)	(5.5)	(6.6)	(13.0)	(18.1)		(9.0)	(11.0)	(4.6)		(8.7)	(8.1)	
Upper Middle Quartile	-	(35.6)	(14.0)	(26.7)	(71.6)	19.6	(10.9)	(18.8)	(11.3)	(49.3)	(53.4)	(14.4)		(17.3)	(15.2)		
Top Quartile	-	(483.9)	(11.0)	(81.1)	(26.8)	(24.9)	(36.4)	(30.8)	(96.3)	(56.3)	(13.8)			(29.2)	(56.4)	(102.4)	

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.

- denotes either not available or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, PRINCE EDWARD ISLAND, 1993**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance Agencies	Real Estate Services	Educational Services	Health & Social Services	Accomodation, Food & Beverage Services	Other Services	
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
No. of Businesses (in the survey)	-	8	13	-	59	337	138	23	81	455	59	78	44	10		129	206

Selected Expenses As % Of Gross Operating Revenues

<b>Cost of Goods Sold</b>	-	32.7	16.4	-	38.5	21.1	5.7	3.0	63.5	72.2	2.1	-	3.2	-	-	33.4	4.7
- Purchases	-	30.3	14.9	-	40.1	19.7	5.7	3.0	65.5	74.0	2.1	-	3.1	-	-	33.9	4.9
- Closing inventories	-	19.7	3.9	-	4.3	-	-	-	10.5	11.0	-	-	0.2	-	-	1.8	-
- Opening inventories	-	21.9	5.3	-	5.7	-	-	-	8.6	9.2	-	-	0.3	-	-	1.3	-
<b>Wages &amp; Salaries etc.</b>	-	28.0	39.0	-	25.4	12.2	26.0	10.1	9.4	12.0	22.1	51.8	25.3	-	-	25.8	23.9
<b>Occupancy Expenses</b>	-	16.2	14.4	-	9.2	7.3	33.3	23.3	6.2	5.2	2.7	30.4	8.7	24.1	11.5	19.7	14.4
- Depreciation	-	7.1	8.8	-	-	-	10.5	7.3	2.2	1.3	2.5	13.7	1.7	13.2	-	-	6.2
- Repairs	-	5.6	3.8	-	-	1.3	7.4	7.1	0.9	0.6	0.1	5.4	0.4	2.7	-	-	-
- Fuel	-	1.7	1.0	-	-	0.9	9.0	6.1	0.4	0.2	-	1.1	0.1	-	-	-	-
- Utilities	-	1.4	0.7	-	-	-	1.2	2.0	1.1	1.4	0.1	8.2	1.8	2.7	-	4.4	2.4
- Rent	-	0.4	0.1	-	-	0.9	5.3	0.7	1.6	1.7	0.1	2.1	4.7	5.1	-	-	3.3
<b>Financial Expenses</b>	-	2.9	5.5	-	2.9	2.4	3.0	4.3	2.7	1.6	17.8	28.0	-	11.3	-	-	3.8
- Interest & bank charges	-	2.1	5.0	-	-	1.9	2.3	3.4	-	1.2	16.1	26.2	1.4	10.8	-	-	2.0
- Professional fees	-	0.8	0.5	-	-	0.5	0.8	0.9	-	0.4	1.7	1.8	-	0.4	0.6	1.1	1.8
<b>General Expenses</b>	-	2.3	5.2	-	6.7	3.8	10.8	7.6	2.7	2.0	0.4	3.2	1.5	11.1	1.6	3.9	-
- Advertisement	-	1.2	0.1	-	-	0.4	0.1	0.7	0.7	0.8	-	0.6	0.5	8.5	0.6	-	-
- Delivery expenses	-	0.5	3.7	-	-	2.5	7.9	5.6	1.6	0.7	-	0.8	0.9	-	-	-	1.7
- Insurance	-	0.5	1.4	-	-	0.9	2.8	1.3	0.4	0.4	0.4	1.9	0.2	2.2	0.5	1.1	-
<b>Other Expenses</b>	-	3.2	14.3	-	-	34.7	27.8	18.1	14.0	6.9	8.3	19.0	15.3	35.7	16.1	11.1	34.4
<b>Total Expenses</b>	-	85.1	94.9	-	90.9	94.7	92.9	82.2	99.2	97.1	43.4	103.2	83.7	108.3	90.2	100.6	87.8
<b>Net Profit/Loss</b>	-	14.9	5.1	-	9.1	5.3	7.1	17.8	0.8	2.9	56.6	(3.2)	16.3	-	9.8	-	12.2

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, PRINCE EDWARD ISLAND , 1993**  
**BALANCE SHEET OF A TYPICAL SMALL FIRM**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accomodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
(thousands of dollars)																	
<b>Total Assets:</b>																	
Total current assets																	
-Accounts receivable	-	152.7	69.6	-	-	65.5	52.1	-	-	-	1,269.2	74.6	26.1	13.1	-	-	-
-Closing inventories	-	33.7	28.1	-	-	31.3	21.3	-	-	-	198.8	26.5	10.1	-	-	-	-
-Other current assets	-	77.1	9.1	-	-	10.2	0.3	-	-	-	-	-	0.3	-	-	-	-
Net fixed assets	-	41.8	32.3	-	15.4	24.0	30.5	-	-	-	1,070.4	47.9	15.7	13.0	-	-	-
Other assets & adjustments	-	107.0	118.9	-	-	43.6	67.1	-	-	35.2	203.5	448.5	6.5	272.7	-	-	-
<b>Total Liabilities</b>	-	<b>144.2</b>	<b>196.6</b>	-	-	<b>95.1</b>	<b>78.7</b>	-	<b>268.1</b>	-	<b>1,071.0</b>	<b>506.2</b>	<b>57.2</b>	<b>238.7</b>	-	-	-
Total current liabilities	-	56.7	50.1	-	-	61.5	36.0	-	-	-	711.1	64.4	39.6	27.1	-	40.8	-
-Current bank loans	-	0.2	3.9	-	-	17.5	3.7	-	33.8	-	7.0	1.0	0.4	10.7	-	-	-
-Other current liabilities	-	56.5	46.2	-	-	44.0	32.3	-	-	-	704.1	63.4	39.2	16.5	-	33.0	-
Long term bank loans	-	15.1	6.6	-	-	3.6	2.3	-	-	-	2.7	38.2	-	-	-	-	-
Other liabilities & adjustments	-	72.5	140.0	-	-	30.0	40.3	-	-	-	357.3	403.6	17.6	211.6	-	-	-
<b>Total Equity</b>	-	<b>184.2</b>	-	-	-	<b>27.3</b>	<b>44.7</b>	-	-	-	<b>1,295.0</b>	<b>76.6</b>	-	<b>52.1</b>	-	-	-

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, PRINCE EDWARD ISLAND, 1993**  
**SELECTED FINANCIAL RATIOS**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
<b>Current ratio(times)</b>	-	2.7	1.4	-	1.6	1.1	1.4	-	1.5	1.6	1.8	1.2	0.7	0.5	0.8	0.6	1.6
Lower Half (t)	-	-	-	-	1.3	0.7	2.1	-	1.1	1.4	6.3	1.2	0.9	-	-	0.2	1.7
Upper Half (t)	-	2.4	-	-	1.7	1.2	1.2	-	1.7	1.6	1.6	1.2	0.6	-	0.7	0.8	1.5
<b>Debt/Equity ratio (t)</b>	-	0.8	-	-	2.4	3.5	1.8	-	4.1	3.4	0.8	6.6	1.7	4.6	22.2	25.4	1.0
Lower Half (t)	-	-	-	-	-	6.2	1.1	-	(4.3)	12.9	0.2	1.5	1.5	-	-	(9.0)	0.3
Upper Half (t)	-	1.1	-	-	2.0	3.0	3.4	-	2.5	3.0	0.9	9.7	1.9	-	22.1	5.8	1.3
<b>Interest coverage ratio (t)</b>	-	8.1	1.5	-	3.4	1.8	(1.8)	-	0.2	1.7	4.5	0.9	6.1	(0.1)	1.4	0.5	4.8
Lower Half (t)	-	-	-	-	-	0.3	9.7	-	(5.3)	(0.7)	-	-	1.2	2.6	-	-	0.4
Upper Half (t)	-	7.1	-	-	7.0	2.3	3.7	-	1.6	2.2	4.1	0.9	10.7	-	1.4	0.5	6.0
<b>Debt ratio (t)</b>	-	0.4	1.0	-	0.7	0.8	0.6	-	0.8	0.8	0.5	0.9	0.6	0.8	1.0	1.0	0.5
Lower Half (t)	-	-	-	-	1.0	0.9	0.5	-	1.3	0.9	0.2	0.6	0.6	-	-	1.1	0.2
Upper Half (t)	-	0.5	-	-	0.7	0.7	0.8	-	0.7	0.8	0.5	0.9	0.6	-	1.0	0.9	0.6
<b>Revenue to Equity ratio(t)</b>	-	2.1	-	-	2.3	8.9	3.6	-	7.6	12.2	0.1	2.0	4.2	2.4	14.8	25.8	1.6
Lower Half (t)	-	-	-	-	-	8.7	0.9	-	(3.2)	21.7	0.1	0.6	2.0	-	-	-	0.7
Upper Half (t)	-	3.4	-	-	1.9	8.9	9.9	-	5.6	11.9	0.1	2.8	5.7	-	13.2	8.9	1.9
<b>Revenue to Closing inventory ratio(t)</b>	-	5.1	30.4	-	6.1	23.7	-	-	7.3	7.8	-	-	-	-	123.9	66.2	19.7
Lower Half (t)	-	-	-	-	3.7	8.6	-	-	3.1	5.0	-	-	92.4	-	-	130.5	15.2
Upper Half (t)	-	4.4	-	-	7.0	34.4	-	-	8.5	8.2	-	-	-	-	110.4	58.9	20.5
<b>Current debt to Equity (Percent)</b>	-	30.8	-	-	100.7	225.6	80.7	-	196.9	201.5	54.9	84.1	117.1	52.1	199.6	431.3	63.2
Lower Half (%)	-	-	-	-	-	331.0	35.0	-	-	-	12.1	20.3	77.5	-	-	-	22.6
Upper Half (%)	-	43.7	-	-	85.1	206.4	187.0	-	119.2	187.7	63.0	123.1	145.7	-	188.8	131.7	77.9
<b>Net Profit to Equity (%)</b>	-	31.5	-	-	8.2	13.0	-	-	-	10.3	7.9	(6.3)	29.3	(32.5)	72.8	(81.9)	10.8
Lower Half (%)	-	-	-	-	-	-	-	-	-	-	6.2	1.6	12.3	-	-	21.9	(6.0)
Upper Half (%)	-	44.4	-	-	14.1	19.1	-	-	7.9	15.5	8.2	(11.2)	41.5	-	73.6	(22.8)	16.9
<b>Net fixed assets to Equity (%)</b>	-	58.1	-	-	173.2	160.1	150.2	-	126.9	78.7	15.7	-	19.3	-	-	-	81.6
Lower Half (%)	-	-	-	-	-	414.6	134.0	-	-	-	0.8	-	31.4	-	-	-	91.4
Upper Half (%)	-	46.8	-	-	161.0	113.8	187.8	-	93.3	62.8	18.5	-	10.6	-	-	-	78.0
<b>Gross margin (%)</b>	-	38.9	48.6	-	28.7	48.3	73.6	-	18.0	14.0	86.1	75.6	29.3	71.9	46.7	37.8	68.1
Lower Half (%)	-	-	-	-	30.4	45.1	69.4	-	19.9	33.2	79.7	77.5	32.9	-	-	41.2	71.9
Upper Half (%)	-	34.0	-	-	28.4	48.9	74.5	-	17.8	12.6	86.9	75.4	28.5	-	50.1	37.1	67.6
<b>Return on Total assets (%)</b>	-	20.1	12.8	-	3.4	6.7	-	-	0.8	5.7	5.6	5.9	13.0	(0.7)	11.8	3.1	6.7
Lower Half (%)	-	-	-	-	-	1.2	-	-	-	(3.6)	5.1	4.1	8.1	-	-	1.7	(3.6)
Upper Half (%)	-	25.0	-	-	5.4	8.5	3.8	-	6.0	7.0	5.6	6.1	16.0	-	11.9	4.0	8.8
<b>Collection period for accounts receivable (days) ...</b>	-	31.6	36.9	-	153.9	47.3	48.0	-	53.4	22.5	404.9	64.5	26.3	-	10.3	4.4	66.1
Lower Half (days)	-	-	-	-	15.4	17.8	99.9	-	70.5	17.9	92.6	26.3	31.6	-	-	3.6	28.8
Upper Half (days)	-	6.9	-	-	182.4	52.5	36.4	-	51.7	22.9	439.9	69.7	25.0	-	10.8	4.6	71.0

Lower Half: Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude).  
- denotes either not available or zero

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, PRINCE EDWARD ISLAND , 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Services	Business Services	Educational Services	Health & Social Services	Accomodation, Food & Beverage Services	Other Services	
SIC No. of Businesses (in Sample)	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99	
<b>PROFITABLE</b>																		
Percentage of businesses																		
Average Gross Operating Revenue ...																		
Average Gross Operating Revenue ...	-	363.6	241.0	-	-	181.4	110.5	70.5	447.5	302.4	171.1	121.6	86.5	52.4	265.6	159.0	119.3	
Bottom Quartile	-	-	-	-	36.5	32.1	27.2	27.1	51.1	37.0	34.0	25.8	43.3	-	31.2	34.4	27.9	
Lower Middle Quartile	-	69.2	-	-	58.3	57.0	45.2	39.5	122.2	81.6	43.4	47.7	76.0	-	73.5	60.8	42.3	
Upper Middle Quartile	-	-	-	-	85.6	115.4	105.1	50.7	251.0	183.6	106.6	101.6	111.9	-	151.6	130.6	68.2	
Top Quartile	-	-	-	-	223.8	469.6	254.8	230.1	1,176.0	826.6	471.6	308.5	185.3	-	676.1	537.5	354.4	
Average Total expenses	-	294.4	221.6	-	-	163.3	95.4	53.1	425.1	285.4	58.7	105.4	55.5	38.3	227.7	145.6	97.7	
Bottom Quartile	-	-	-	-	29.2	19.6	17.9	11.7	43.3	29.0	9.4	16.0	24.1	-	13.7	29.5	18.6	
Lower Middle Quartile	-	32.5	-	-	52.2	43.1	32.2	23.9	109.3	71.6	8.8	33.2	66.4	-	59.3	49.8	28.1	
Upper Middle Quartile	-	-	-	-	63.0	99.8	87.0	28.2	232.5	167.4	58.0	87.4	56.0	-	97.5	121.6	51.3	
Top Quartile	-	-	-	-	206.0	440.8	233.8	214.5	1,132.3	795.0	148.4	285.5	100.0	-	611.7	496.4	306.2	
Average Net profit	-	69.2	19.4	-	-	16.0	18.2	15.1	17.4	22.4	17.0	112.5	15.1	30.9	14.1	37.8	13.4	21.6
Bottom Quartile	-	-	-	-	7.3	12.5	9.3	15.4	7.9	8.0	24.6	9.8	19.2	-	17.5	4.9	9.3	
Lower Middle Quartile	-	36.6	-	-	6.0	13.9	13.0	15.6	13.0	10.0	34.6	14.5	9.6	-	14.2	10.9	14.1	
Upper Middle Quartile	-	-	-	-	22.6	15.6	18.0	22.5	18.5	16.2	48.5	14.1	56.0	-	54.1	9.0	16.9	
Top Quartile	-	-	-	-	17.8	28.7	21.0	15.5	43.8	31.6	323.3	23.0	85.3	-	64.4	41.1	48.2	
<b>NON-PROFITABLE</b>																		
Average Gross Operating Revenue ...																		
Average Gross Operating Revenue ...	-	120.5	318.9	-	74.1	120.1	104.9	196.5	-	253.0	243.7	159.9	174.5	254.9	-	-	-	
Bottom Quartile	-	-	42.9	-	39.2	34.9	-	28.8	70.1	38.4	-	-	-	30.3	-	37.1	29.6	
Lower Middle Quartile	-	-	130.0	-	60.9	65.8	51.6	-	119.6	81.9	-	42.4	-	51.5	101.9	74.0	37.7	
Upper Middle Quartile	-	-	-	-	93.3	112.1	80.0	-	209.0	177.0	-	119.2	-	145.2	-	187.9	88.6	
Top Quartile	-	-	656.9	-	-	318.3	325.4	-	1,052.0	926.8	-	407.7	-	628.4	-	322.7	225.7	
Average Total Expenses	-	159.8	330.9	-	86.2	127.7	124.4	213.9	323.3	265.9	256.0	178.5	177.4	279.1	-	-	-	
Bottom Quartile	-	-	50.2	-	50.9	39.2	-	32.3	84.8	45.3	-	-	-	60.9	-	49.3	45.5	
Lower Middle Quartile	-	-	135.7	-	69.5	71.1	90.5	-	187.2	95.4	-	52.2	-	62.5	112.0	94.9	49.9	
Upper Middle Quartile	-	-	-	-	117.1	119.1	84.7	-	227.7	189.7	-	122.9	-	150.8	-	202.4	96.8	
Top Quartile	-	-	672.9	-	-	334.1	330.3	-	1,107.3	946.6	-	457.9	-	683.1	-	339.8	246.2	
Average Net Loss	-	(39.3)	(12.1)	-	(12.2)	(7.6)	(19.5)	(17.4)	-	(12.9)	(12.3)	(18.6)	(3.0)	(24.2)	-	-	-	
Bottom Quartile	-	-	(7.3)	-	(11.7)	(4.4)	-	(3.4)	(14.7)	(6.8)	-	-	-	(30.6)	-	(12.2)	(15.9)	
Lower Middle Quartile	-	-	(5.7)	-	(8.6)	(5.3)	(38.9)	-	(67.6)	(13.5)	-	(9.8)	-	(11.0)	(10.2)	(20.9)	(12.2)	
Upper Middle Quartile	-	-	-	-	(23.8)	(7.1)	(4.7)	-	(18.7)	(12.7)	-	(3.7)	-	(5.7)	-	(14.4)	(8.2)	
Top Quartile	-	-	(16.0)	-	-	(15.8)	(4.9)	-	(55.3)	(19.8)	-	(50.2)	-	(54.7)	-	(17.1)	(20.5)	

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.

- denotes either not available or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, QUEBEC, 1993**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
No. of Businesses (in the survey)		34	308	62	2,360	3,909	1,889	252	2,904	5,035	1,045	570	1,008	122	641	1,198	5,351
Selected Expenses As % Of Gross Operating Revenues																	
<b>Cost of Goods Sold</b>	-	4.8	19.9	20.3	44.7	29.2	5.6	-	69.1	65.9	1.2	1.5	-	4.5	1.3	34.9	7.4
- Purchases	-	-	24.9	20.5	46.7	29.9	5.7	-	70.1	67.4	1.2	0.9	-	4.5	1.3	36.2	7.6
- Closing inventories	-	-	-	7.1	12.3	17.4	0.1	-	13.9	13.5	0.3	-	0.1	0.5	0.1	3.5	1.2
- Opening inventories	-	-	-	6.9	10.4	16.7	0.1	-	12.9	12.0	0.3	-	-	0.5	0.1	2.2	1.0
<b>Wages &amp; Salaries etc.</b>	-	34.0	20.9	31.2	29.5	23.0	28.6	26.1	13.0	12.1	15.1	22.6	33.7	45.4	48.1	29.2	26.3
<b>Occupancy Expenses</b>	-	-	26.9	21.0	9.2	9.4	31.7	-	5.2	6.7	2.8	18.6	8.4	14.3	15.1	16.5	18.7
- Depreciation	-	-	8.9	8.5	3.2	3.2	7.3	-	1.4	1.5	1.2	8.2	2.4	3.0	3.5	3.9	6.7
- Repairs	-	-	11.7	5.8	1.6	2.4	8.7	-	0.8	0.9	0.5	4.1	0.8	1.6	2.2	2.7	2.4
- Fuel	-	5.8	3.8	3.3	0.1	0.9	10.5	-	0.2	-	-	-	-	0.1	0.4	0.1	0.2
- Utilities	-	-	1.5	1.7	2.0	1.1	1.6	-	1.1	1.4	0.4	4.4	1.4	2.3	2.6	4.1	2.6
- Rent	-	1.3	1.0	1.7	2.3	1.8	3.7	-	1.7	2.8	-	1.9	3.6	7.0	6.8	5.6	6.5
<b>Financial Expenses</b>	-	8.9	3.8	3.9	2.6	3.5	3.5	3.4	1.7	1.9	28.0	26.1	-	3.5	7.2	4.3	4.5
- Interest & bank charges	-	5.4	-	2.4	1.7	2.3	2.6	-	1.0	1.3	25.9	23.0	1.2	1.5	4.6	3.4	2.8
- Professional fees	-	3.5	-	1.5	1.0	1.2	0.9	-	0.7	0.6	2.1	3.2	-	2.1	2.6	1.0	1.8
<b>General Expenses</b>	-	4.2	3.7	1.8	2.5	3.0	6.4	2.8	2.3	1.9	0.7	2.5	3.3	6.4	2.1	3.1	4.8
- Advertisement	-	0.1	0.1	0.4	1.0	0.8	0.5	-	1.0	0.9	0.5	1.0	1.9	3.9	0.8	1.9	2.9
- Delivery expenses	-	0.6	1.9	0.2	0.9	1.1	3.0	-	0.8	0.4	-	0.2	0.8	1.4	0.4	0.3	0.7
- Insurance	-	3.5	1.7	1.2	0.7	1.2	2.9	-	0.5	0.6	0.2	1.3	0.6	1.1	0.8	1.0	1.2
<b>Other Expenses</b>	-	-	17.5	21.9	9.5	28.9	18.5	-	6.1	9.6	19.3	23.6	28.7	25.0	19.7	14.2	33.2
<b>Total Expenses</b>	-	95.6	92.7	100.1	98.0	97.1	94.3	94.6	97.4	98.1	67.2	94.9	84.8	99.1	93.5	102.3	94.9
<b>Net Profit/Loss</b>	-	4.4	7.3	-	2.0	2.9	5.7	5.4	2.6	1.9	32.8	5.1	15.2	0.9	6.5	(2.3)	5.1

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, QUEBEC, 1993**  
**BALANCE SHEET OF A TYPICAL SMALL FIRM**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
(thousands of dollars)																	
<b>Total Assets:</b>	-	465.1	315.7	1,065.7	542.0	289.6	270.3	-	381.4	200.1	3,308.9	953.1	256.1	208.5	253.2	228.0	303.2
Total current assets	-	120.5	-	267.1	299.7	187.1	103.5	-	288.1	128.0	1,463.9	152.6	124.1	84.5	106.0	39.6	131.7
-Accounts receivable	-	16.7	-	132.6	130.9	57.8	45.5	133.6	122.4	21.1	-	35.1	49.7	21.3	-	8.0	38.2
-Closing inventories	-	12.2	-	44.8	98.7	74.4	6.7	-	114.6	75.8	-	11.1	3.9	1.3	-	13.9	7.1
-Other current assets	-	91.6	-	89.6	70.1	54.9	51.3	-	51.0	31.1	1,348.3	106.4	70.5	61.9	-	17.7	86.4
Net fixed assets	-	277.9	173.3	604.7	202.5	80.0	139.2	-	69.1	53.4	242.7	653.1	47.0	111.2	103.4	157.6	125.2
Other assets & adjustments	-	66.8	-	194.0	39.9	22.5	27.2	-	24.3	18.7	1,602.3	147.3	85.0	12.7	43.9	30.8	46.3
<b>Total Liabilities</b>	-	339.4	196.2	421.1	325.7	192.9	182.0	-	246.8	135.7	1,888.2	756.3	127.6	113.3	183.7	182.9	201.1
Total current liabilities	-	115.8	73.3	244.0	189.1	104.3	101.9	-	177.7	78.1	788.1	122.9	-	56.1	64.1	58.4	104.0
-Current bank loans	-	2.6	7.2	51.1	47.4	16.6	10.8	-	42.1	17.5	19.7	19.3	7.2	6.5	13.2	9.3	13.2
-Other current liabilities	-	113.2	66.1	192.9	141.7	87.7	91.1	-	135.6	60.6	768.4	103.7	-	49.6	50.9	49.1	90.8
Long term bank loans	-	5.6	-	8.2	15.0	3.3	6.0	-	3.6	3.6	7.6	20.7	-	2.6	13.4	6.8	4.8
Other liabilities & adjustments	-	218.0	-	168.9	121.6	85.3	74.1	-	65.5	54.0	1,092.5	612.7	49.2	54.6	106.2	117.7	92.3
<b>Total Equity</b>	-	125.7	119.5	644.6	216.3	96.7	88.3	-	134.7	64.5	1,420.7	196.8	128.5	95.1	69.5	45.1	102.1

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, QUEBEC, 1993**  
**SELECTED FINANCIAL RATIOS**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
<b>Current ratio(times)</b>	-	1.0	1.6	1.1	1.6	1.8	1.0	1.2	1.6	1.6	1.9	1.2	1.6	1.5	1.7	0.7	1.3
Lower Half (t)	-	3.0	8.0	0.4	1.6	2.2	0.7	3.9	1.4	1.5	2.9	2.1	2.1	2.5	3.7	0.4	1.7
Upper Half (t)	-	0.8	1.4	1.4	1.6	1.7	1.1	1.1	1.7	1.7	1.8	1.1	1.5	1.4	1.3	0.8	1.1
<b>Debt/Equity ratio (t)</b>	-	2.7	1.6	0.7	1.5	2.0	2.1	1.3	1.8	2.1	1.3	3.8	1.0	1.2	2.6	4.1	2.0
Lower Half (t)	-	0.4	0.1	0.4	2.9	1.3	4.8	0.8	2.3	3.7	0.3	2.7	1.5	0.8	0.9	4.6	1.3
Upper Half (t)	-	12.6	2.1	0.8	1.3	2.2	1.8	1.4	1.7	1.8	1.6	4.2	0.9	1.2	5.0	4.0	2.4
<b>Interest coverage ratio (t)</b>	-	1.8	3.2	0.9	1.8	1.6	2.5	2.2	3.2	1.5	2.3	1.2	10.7	2.3	2.8	0.1	0.9
Lower Half (t)	-	7.7	15.7	(9.5)	(1.6)	(1.6)	1.7	1.2	0.6	-	4.6	1.2	4.2	4.6	3.7	(0.6)	(0.6)
Upper Half (t)	-	1.4	3.0	1.9	2.5	1.9	2.7	2.3	3.8	2.2	2.2	1.2	12.4	2.0	2.7	0.3	1.3
<b>Debt ratio (t)</b>	-	0.7	0.6	0.4	0.6	0.7	0.7	0.6	0.6	0.7	0.6	0.8	0.5	0.5	0.7	0.8	0.7
Lower Half (t)	-	0.3	0.1	0.3	0.7	0.6	0.8	0.5	0.7	0.8	0.2	0.7	0.6	0.5	0.5	0.8	0.6
Upper Half (t)	-	0.9	0.7	0.4	0.6	0.7	0.6	0.6	0.6	0.6	0.6	0.8	0.5	0.6	0.8	0.8	0.7
<b>Revenue to Equity ratio(t)</b>	-	2.0	2.9	0.9	3.5	3.5	4.5	2.4	5.7	7.7	0.2	1.2	2.2	3.8	5.0	7.4	2.4
Lower Half (t)	-	0.5	0.8	0.3	4.5	2.2	6.9	1.6	4.2	8.2	0.1	0.7	1.9	2.0	1.4	8.7	0.9
Upper Half (t)	-	8.1	3.6	1.3	3.4	3.9	4.3	2.5	6.0	7.6	0.3	1.3	2.2	4.0	9.7	7.2	3.2
<b>Revenue to Closing inventory ratio(t)</b>	-	20.3	8.6	13.1	7.7	4.6	59.6	61.1	6.7	6.5	139.9	20.9	72.5	283.6	246.1	24.0	34.2
Lower Half (t)	-	-	-	19.2	8.0	3.7	296.2	530.0	6.6	4.7	226.5	-	5.1	86.7	-	169.6	30.0
Upper Half (t)	-	15.9	8.1	12.6	7.7	4.8	53.7	57.6	6.7	7.1	136.4	45.3	70.8	261.8	269.1	23.0	31.8
<b>Current debt to Equity (Percent)</b>	-	92.1	61.3	37.8	87.4	107.9	115.4	96.6	131.9	121.1	55.5	62.5	60.5	59.0	92.2	129.7	101.9
Lower Half (%)	-	10.9	5.3	31.1	133.1	68.6	253.5	22.2	143.9	187.7	17.5	34.3	58.2	39.7	23.2	204.1	82.2
Upper Half (%)	-	444.1	78.9	42.0	82.2	117.3	103.4	105.2	129.7	108.8	63.9	71.7	60.9	62.2	183.8	116.5	113.1
<b>Net Profit to Equity (%)</b>	-	8.9	16.6	(0.2)	5.0	4.7	17.1	5.7	12.7	5.2	7.4	5.8	27.5	7.1	23.6	(21.0)	(0.5)
Lower Half (%)	-	6.0	8.5	(5.4)	(22.9)	(9.6)	19.7	0.5	(2.6)	(19.1)	3.8	3.3	13.1	18.0	10.8	(42.7)	(5.7)
Upper Half (%)	-	21.8	19.1	3.0	8.2	8.2	16.9	6.3	15.9	9.7	8.1	6.6	30.0	5.2	40.5	(17.1)	2.5
<b>Net fixed assets to Equity (%)</b>	-	221.1	145.1	93.8	93.6	82.8	157.6	62.9	51.3	82.8	17.1	331.8	36.6	116.9	148.7	349.9	122.6
Lower Half (%)	-	60.0	67.4	79.7	163.1	67.5	350.3	25.0	90.8	140.9	3.1	250.3	55.6	80.2	63.1	388.7	54.0
Upper Half (%)	-	918.7	169.4	102.5	85.7	86.4	140.8	67.1	43.9	72.0	20.2	358.7	33.3	123.0	262.1	342.9	161.9
<b>Gross margin (%)</b>	-	60.0	56.9	48.3	24.8	44.6	62.6	60.6	17.6	21.2	84.4	75.4	56.3	50.4	43.4	35.0	63.3
Lower Half (%)	-	62.3	93.1	55.0	29.2	53.8	79.1	55.1	27.4	28.2	88.1	85.4	60.0	71.1	51.3	40.9	65.3
Upper Half (%)	-	59.4	54.5	47.5	24.2	43.4	60.3	61.0	16.3	19.8	84.2	73.7	55.7	48.6	41.9	33.8	63.0
<b>Return on Total assets (%)</b>	-	5.3	9.1	1.2	4.4	4.4	9.3	4.5	6.7	4.8	5.6	6.7	15.2	5.7	10.0	0.7	2.3
Lower Half (%)	-	4.9	8.1	(3.6)	(3.6)	(1.5)	8.1	1.7	1.3	0.2	3.8	6.0	7.0	12.5	7.9	(2.8)	(1.0)
Upper Half (%)	-	5.5	9.2	3.4	5.9	5.4	9.5	4.7	7.9	6.2	5.8	6.9	17.1	4.7	10.9	1.4	3.5
<b>Collection period for accounts receivable (days) ...</b>	-	24.8	25.0	82.4	62.5	61.5	41.7	104.6	58.0	15.6	133.1	55.1	64.5	21.7	25.4	8.7	57.2
Lower Half (days)	-	12.0	10.2	71.7	59.4	58.5	35.5	54.0	68.1	15.0	189.6	24.0	63.2	56.5	15.4	7.4	123.4
Upper Half (days)	-	28.4	26.0	83.7	62.9	61.9	42.6	108.0	56.6	15.7	129.3	60.6	64.7	18.8	27.4	9.0	46.9

Lower Half. Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude).

- denotes either not available or zero

**STATISTICAL SUMMARY  
SMALL BUSINESS PROFILES, QUEBEC , 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services	
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91- 92	96- 99	
No. of Businesses (in Sample)	-	34	308	62	2,360	3,909	1,889	252	2,904	5,035	1,045	570	1,008	122	641	1,198	5,351	
<b><u>PROFITABLE</u></b>																		
Percentage of businesses	-	59	83	61	67	66	77	84	69	65	89	66	81	51	72	45	75	
<b>Average Gross</b>																		
Operating Revenue ...	-	240.4	187.3	709.6	664.1	256.2	278.4	-	677.3	365.8	292.1	206.9	213.1	271.3	213.8	276.0	137.3	
Bottom Quartile	-	44.7	36.1	41.1	52.2	37.8	37.4	31.5	58.0	52.7	29.0	50.9	34.6	38.9	31.8	47.1	29.7	
Lower Middle Quartile	-	85.5	56.9	194.5	156.1	75.2	79.2	50.6	167.3	136.4	48.7	77.8	70.7	66.7	68.5	97.4	49.5	
Upper Middle Quartile	-	280.8	98.2	391.2	490.9	172.0	152.6	83.1	494.1	308.8	126.1	161.7	126.4	145.7	159.4	196.8	91.8	
Top Quartile	-	458.3	532.7	1,557.8	1,718.3	748.3	804.5	607.2	1,735.2	961.7	947.7	596.1	656.7	800.9	608.7	646.6	423.1	
Average Total expenses	-	206.2	166.4	655.5	620.5	232.8	252.4	-	639.5	346.9	167.9	172.0	166.8	244.5	188.1	260.1	116.5	
Bottom Quartile	-	29.8	25.1	26.1	39.4	26.7	25.9	18.6	44.2	42.9	12.8	34.9	16.0	31.8	21.0	39.3	17.9	
Lower Middle Quartile	-	66.2	45.5	165.4	140.7	62.2	62.4	36.1	145.2	121.4	14.5	64.8	46.9	50.4	56.4	86.6	34.1	
Upper Middle Quartile	-	258.1	83.3	343.5	457.1	153.1	129.2	61.3	462.5	291.0	37.1	139.3	90.0	122.4	125.8	181.5	74.2	
Top Quartile	-	383.4	487.6	1,470.8	1,619.1	696.8	753.7	567.2	1,660.3	928.9	594.7	498.6	544.9	741.9	557.6	620.6	381.5	
Average Net profit	-	-	20.8	54.1	43.5	23.5	26.0	22.7	37.8	18.9	124.1	34.9	-	26.8	25.6	15.9	20.8	
Bottom Quartile	-	14.9	11.0	14.9	12.8	11.1	11.5	12.9	13.9	9.9	16.2	16.0	18.6	-	7.1	10.8	7.7	11.9
Lower Middle Quartile	-	19.3	11.5	29.1	15.4	13.0	16.8	14.5	22.1	15.0	34.2	13.0	23.9	16.3	12.1	10.8	15.4	
Upper Middle Quartile	-	22.7	14.4	47.6	33.8	18.8	23.4	21.8	31.6	17.9	89.0	22.3	36.4	23.3	33.6	15.3	17.6	
Top Quartile	-	74.9	45.0	87.1	99.2	51.4	50.8	39.9	74.9	32.7	353.0	97.5	111.8	58.9	51.0	26.0	41.6	
<b><u>NON-PROFITABLE</u></b>																		
<b>Average Gross</b>																		
Operating Revenue ...	-	-	212.3	334.7	444.9	259.7	227.3	-	488.1	334.0	447.6	257.3	240.9	270.2	244.4	206.1	176.7	
Bottom Quartile	-	38.8	31.3	70.2	46.0	37.4	41.4	28.7	52.6	51.9	28.0	48.0	34.7	40.3	33.8	39.7	30.5	
Lower Middle Quartile	-	100.6	58.6	138.6	163.1	81.3	78.2	42.5	161.4	136.4	49.7	79.3	62.8	63.6	66.2	107.3	49.0	
Upper Middle Quartile	-	219.0	101.7	292.3	441.0	177.5	151.1	87.5	481.0	286.1	105.6	158.0	115.7	181.4	158.5	191.8	92.0	
Top Quartile	-	387.1	785.4	1,786.4	1,546.1	718.0	755.5	1,354.3	1,849.4	772.7	1,596.7	609.0	602.1	753.4	637.3	552.8	405.9	
Average Total Expenses	-	204.6	232.2	420.2	499.2	284.2	248.8	-	520.5	349.4	534.3	291.8	262.8	292.8	259.3	229.1	208.8	
Bottom Quartile	-	39.9	37.3	141.4	64.0	46.6	53.6	34.3	72.8	63.6	33.0	64.7	49.9	90.6	38.5	60.1	39.6	
Lower Middle Quartile	-	129.8	64.6	187.0	178.8	94.8	92.6	52.1	181.8	152.0	73.8	100.4	84.7	66.6	73.4	116.7	59.6	
Upper Middle Quartile	-	238.5	105.3	426.8	522.2	197.3	161.8	101.7	509.7	302.8	144.9	170.4	129.6	184.6	166.3	206.6	120.2	
Top Quartile	-	453.5	851.8	1,936.3	1,686.1	771.6	813.5	1,418.3	1,930.9	790.2	1,860.7	683.2	637.2	797.2	675.6	605.0	468.0	
Average Net Loss	-	-	(19.8)	(85.5)	(54.3)	(24.5)	(21.5)	(30.0)	(32.4)	(15.4)	(86.6)	(34.4)	(21.8)	-	(14.9)	(23.0)		
Bottom Quartile	-	(1.1)	(6.0)	(71.2)	(18.0)	(9.2)	(12.2)	(5.7)	(20.2)	(11.7)	(5.0)	(16.7)	(15.2)	(50.3)	(4.7)	(20.4)	(9.1)	
Lower Middle Quartile	-	(29.2)	(5.9)	(48.4)	(15.8)	(13.5)	(14.4)	(9.6)	(20.4)	(15.6)	(24.0)	(21.1)	(21.9)	(3.1)	(7.2)	(9.3)	(10.6)	
Upper Middle Quartile	-	(19.4)	(3.6)	(134.5)	(81.2)	(19.8)	(10.7)	(14.2)	(28.7)	(16.7)	(39.3)	(12.4)	(13.9)	(3.3)	(7.8)	(14.8)	(28.3)	
Top Quartile	-	(66.4)	(66.4)	(150.0)	(140.0)	(53.6)	(58.0)	(63.9)	(81.5)	(17.5)	(263.9)	(74.3)	(35.2)	(43.8)	(38.2)	(52.2)	(62.1)	

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.

- denotes either not available or nil

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, ONTARIO , 1993**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
No. of Businesses (In the survey)	-	49	469	103	3,193	10,514	3,764	445	4,760	13,414	1,229	1,771	4,365	302	1,020	3,702	7,925

**Selected Expenses As % Of Gross Operating Revenues**

<b>Cost of Goods Sold</b>	-	7.3	19.7	20.8	44.6	30.3	9.1	10.1	64.9	60.7	-	1.7	3.5	-	1.7	36.4	5.8
- Purchases	-	7.2	19.7	21.3	45.9	25.5	8.9	-	66.5	62.1	-	1.8	3.6	-	1.7	36.6	5.9
- Closing inventories	-	2.3	-	5.6	11.5	5.6	0.2	-	13.5	14.0	0.7	0.3	-	-	-	1.9	1.1
- Opening inventories	-	2.4	-	5.1	10.2	10.3	0.4	-	12.0	12.7	1.5	0.3	-	-	-	1.7	0.9
<b>Wages &amp; Salaries etc.</b>	-	51.0	18.1	24.0	30.6	22.5	24.1	28.0	16.1	14.1	18.0	26.1	32.6	34.2	42.8	26.2	28.2
<b>Occupancy Expenses</b>	-	16.6	24.0	22.7	8.5	5.8	25.9	10.6	4.6	8.2	2.3	18.1	6.9	-	10.4	16.2	16.2
- Depreciation	-	6.2	8.1	10.1	3.0	2.4	6.9	4.4	1.3	1.6	1.3	7.4	2.1	-	3.1	3.6	6.5
- Repairs	-	4.3	7.9	6.4	1.0	0.8	4.9	1.8	0.3	0.6	-	3.2	0.4	-	1.3	2.1	1.8
- Fuel	-	4.4	4.2	2.7	0.2	0.4	8.4	1.3	-	0.1	-	-	0.1	-	-	0.1	0.2
- Utilities	-	0.9	0.9	1.0	1.7	0.9	1.3	1.1	1.1	1.5	0.2	5.6	1.3	-	1.6	3.9	2.2
- Rent	-	0.8	3.0	2.5	2.6	1.4	4.4	1.9	1.7	4.5	0.3	1.8	2.9	6.8	-	6.6	5.6
<b>Financial Expenses</b>	-	3.1	2.6	3.7	2.5	2.6	3.0	3.8	1.8	2.1	14.8	22.4	4.7	-	6.4	3.8	3.9
- Interest & bank charges	-	1.8	2.0	2.5	1.6	1.7	2.3	2.8	1.1	1.4	11.8	20.7	1.6	-	4.0	3.0	2.5
- Professional fees	-	1.3	0.6	1.2	0.8	0.9	0.7	1.0	0.7	0.7	3.0	1.7	3.1	-	2.5	0.8	1.4
<b>General Expenses</b>	-	3.8	4.4	8.2	2.8	3.9	8.6	3.8	3.1	3.0	0.9	2.9	3.4	-	1.8	4.7	4.9
- Advertisement	-	0.3	0.1	0.2	0.8	0.7	0.5	0.9	1.1	1.2	0.2	1.2	1.4	-	0.5	2.6	2.0
- Delivery expenses	-	1.9	2.5	6.7	1.4	2.3	5.5	2.1	1.6	1.2	0.2	0.7	1.5	-	0.8	1.3	1.8
- Insurance	-	1.6	1.8	1.3	0.6	0.9	2.7	0.8	0.4	0.6	0.5	1.0	0.4	-	0.5	0.9	1.1
<b>Other Expenses</b>	-	9.1	22.1	18.8	9.7	33.0	23.4	38.4	9.0	10.9	15.8	24.4	30.6	28.0	28.9	13.4	33.1
<b>Total Expenses</b>	-	90.9	90.7	98.1	98.7	98.0	94.1	94.7	99.5	99.0	60.1	95.6	81.6	91.1	92.0	100.9	92.1
<b>Net Profit/Loss</b>	-	9.1	9.3	1.9	1.3	2.0	5.9	5.3	0.5	1.0	39.9	4.4	18.4	8.9	8.0	(0.9)	7.9

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, ONTARIO , 1993**  
**BALANCE SHEET OF A TYPICAL SMALL FIRM**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	01-02	03	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC		01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99	
(thousands of dollars)																			
<b>Total Assets:</b>	-	616.9	247.7	1,446.7	600.1	306.6	374.6	675.4	588.0	228.1	2,579.3	1,405.8	303.0	-	-	279.8	530.2		
Total current assets	-	145.4	89.8	479.9	362.8	148.6	121.7	215.2	430.2	143.3	949.5	199.4	144.5	105.6	-	53.3	143.9		
-Accounts receivable	-	32.5	-	167.5	152.0	59.8	56.0	158.3	168.6	24.0	94.1	-	64.3	-	-	9.0	68.6		
-Closing inventories	-	10.6	-	38.1	113.3	31.6	3.2	8.7	122.1	83.5	22.7	-	2.6	-	-	9.5	8.5		
-Other current assets	-	102.3	-	274.3	97.5	57.2	62.5	48.2	139.5	35.8	832.7	160.6	77.6	62.0	-	34.9	66.7		
Net fixed assets	-	153.0	118.7	879.1	191.7	75.8	192.1	361.8	79.1	62.4	198.4	1,032.5	70.9	-	-	173.2	284.4		
Other assets & adjustments	-	318.5	39.2	87.7	45.7	82.2	60.7	98.4	78.7	22.4	1,431.5	173.9	87.6	-	-	53.3	101.9		
<b>Total Liabilities</b>	-	164.3	158.2	469.3	401.3	246.5	271.1	579.8	439.4	182.1	1,251.4	1,238.1	198.7	180.4	-	265.6	325.6		
Total current liabilities	-	72.1	95.1	292.8	249.5	116.3	152.0	265.0	323.7	100.9	620.4	257.7	128.3	126.8	-	121.4	203.7		
-Current bank loans	-	16.7	8.0	16.7	50.7	17.6	18.4	20.0	75.7	17.7	21.6	79.5	16.1	-	-	17.0	33.6		
Other current liabilities	-	55.4	87.1	276.1	198.8	98.7	133.6	245.1	248.0	83.2	598.8	178.2	112.2	-	-	104.4	170.1		
Long term bank loans	-	12.9	10.7	9.9	19.9	14.7	12.3	20.3	10.7	5.7	9.5	18.7	2.8	-	-	13.7	39.0		
Other liabilities & adjustments	-	79.3	52.4	166.6	131.9	115.5	106.8	294.4	105.0	75.4	621.5	961.8	67.6	-	-	130.5	82.9		
<b>Total Equity</b>	-	452.6	89.5	977.5	198.9	60.1	103.5	95.6	148.6	46.0	1,327.9	167.6	104.3	-	-	14.2	204.7		

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, ONTARIO, 1993**  
**SELECTED FINANCIAL RATIOS**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
<b>Current ratio(times)</b>	-	2.0	0.9	1.6	1.5	1.3	0.8	0.8	1.3	1.4	1.5	0.8	1.1	0.8	0.5	0.4	0.7
Lower Half (t)	-	1.5	3.1	1.5	1.2	1.4	0.7	1.0	1.1	1.0	2.9	1.3	0.9	0.2	0.7	0.6	1.1
Upper Half (t)	-	2.3	0.8	1.7	1.5	1.3	0.8	0.8	1.4	1.6	1.4	0.7	1.2	1.0	0.4	0.4	0.7
<b>Debt/Equity ratio (t)</b>	-	0.4	1.8	0.5	2.0	4.1	2.6	6.1	3.0	4.0	0.9	7.4	1.9	1.6	4.9	18.7	1.6
Lower Half (t)	-	0.7	0.9	0.3	3.4	1.6	7.5	6.0	1.9	(18.1)	0.8	2.5	2.7	0.4	(6.8)	18.9	2.9
Upper Half (t)	-	0.3	2.0	0.5	1.8	5.4	2.2	6.1	3.3	2.7	1.0	10.8	1.8	3.4	4.3	18.7	1.5
<b>Interest coverage ratio (t)</b>	-	5.9	3.3	2.5	1.5	0.7	1.8	2.2	0.9	0.6	4.4	1.1	6.8	10.6	2.0	0.4	2.3
Lower Half (t)	-	1.8	2.9	(8.6)	(0.2)	(2.0)	2.3	2.3	(4.6)	(1.6)	6.9	0.9	3.0	11.6	8.7	(0.7)	1.1
Upper Half (t)	-	7.9	3.4	3.8	2.0	1.0	1.7	2.0	2.0	1.1	4.3	1.2	7.8	10.5	1.8	0.6	2.5
<b>Debt ratio (t)</b>	-	0.3	0.6	0.3	0.7	0.8	0.7	0.9	0.7	0.8	0.5	0.9	0.7	0.6	0.8	0.9	0.6
Lower Half (t)	-	0.4	0.5	0.2	0.8	0.6	0.9	0.9	0.7	1.1	0.5	0.7	0.7	0.3	1.2	0.9	0.7
Upper Half (t)	-	0.2	0.7	0.3	0.6	0.8	0.7	0.9	0.8	0.7	0.5	0.9	0.6	0.8	0.8	0.9	0.6
<b>Revenue to Equity ratio(t)</b>	-	1.0	4.7	0.6	4.8	6.9	5.1	9.6	5.8	11.2	0.2	1.8	3.0	3.8	6.6	32.3	1.6
Lower Half (t)	-	1.6	2.9	0.2	5.3	2.3	7.0	3.8	3.3	(27.1)	0.1	0.5	2.3	0.7	(17.4)	26.2	3.5
Upper Half (t)	-	0.3	2.0	0.7	4.8	9.2	4.9	12.4	6.6	9.0	0.2	2.7	3.1	8.8	5.5	34.3	1.5
<b>Revenue to Closing inventory ratio(t)</b>	-	41.2	107.3	16.0	8.5	13.1	166.3	105.6	7.1	6.2	9.5	55.4	124.3	56.6	606.0	48.5	39.2
Lower Half (t)	-	95.9	-	40.5	8.8	10.7	229.6	-	6.5	5.1	29.3	125.8	36.8	-	571.7	35.8	18.4
Upper Half (t)	-	34.3	92.8	15.4	8.4	13.5	161.2	92.0	7.2	6.4	8.9	51.7	172.0	50.8	611.2	53.1	45.9
<b>Current debt to Equity (Percent)</b>	-	15.9	106.3	30.0	125.5	193.5	146.9	277.0	217.9	219.2	46.7	153.7	123.1	109.2	247.7	855.5	99.6
Lower Half (%)	-	38.8	26.2	22.6	208.5	98.7	-	112.0	141.3	-	30.6	40.4	191.8	38.6	-	674.1	150.7
Upper Half (%)	-	11.7	130.1	31.4	114.8	240.7	120.4	356.4	239.1	150.7	50.2	232.9	112.3	219.8	208.2	914.2	96.7
<b>Net Profit to Equity (%)</b>	-	8.0	17.7	2.2	4.2	(4.4)	8.5	32.2	(0.5)	(6.2)	6.8	5.7	31.0	21.7	28.3	(53.6)	5.8
Lower Half (%)	-	2.8	5.5	(9.2)	-	(12.2)	31.9	56.6	(26.7)	129.2	3.3	(1.0)	16.3	2.1	-	(94.1)	0.5
Upper Half (%)	-	8.9	21.3	4.4	7.1	(0.5)	6.6	20.4	6.8	1.6	7.6	10.4	33.3	52.4	20.7	(40.5)	6.1
<b>Net fixed assets to Equity (%)</b>	-	33.8	132.6	89.9	96.4	126.0	185.7	378.1	53.2	135.5	14.9	615.9	68.0	147.7	374.5	-	139.0
Lower Half (%)	-	86.6	95.9	78.7	146.3	72.4	395.8	549.3	31.9	-	12.2	215.1	102.4	131.5	-	-	141.3
Upper Half (%)	-	24.2	143.6	92.1	90.0	152.7	168.5	295.4	59.2	94.1	15.5	-	62.6	173.1	353.6	-	138.8
<b>Gross margin (%)</b>	-	38.5	50.5	53.1	23.7	44.8	57.9	58.8	18.2	22.0	74.9	72.0	57.0	57.3	43.9	34.5	61.7
Lower Half (%)	-	34.1	61.7	47.0	31.4	51.8	73.4	70.8	24.4	34.1	68.0	84.5	53.3	48.7	57.3	37.1	69.5
Upper Half (%)	-	40.0	48.7	53.5	22.6	43.9	56.1	57.0	17.4	19.9	75.7	70.4	57.5	58.3	42.0	33.9	60.7
<b>Return on Total assets (%)</b>	-	7.0	9.1	2.5	4.0	1.6	5.4	8.5	1.5	1.7	4.5	5.2	12.5	9.4	9.8	1.9	3.9
Lower Half (%)	-	3.7	4.3	(6.3)	(0.7)	(3.2)	6.7	14.3	(7.6)	4.6	2.1	3.1	6.6	1.7	27.5	(1.9)	2.6
Upper Half (%)	-	7.8	10.0	3.9	5.0	2.6	5.1	5.7	3.2	3.4	5.0	5.7	13.7	13.2	8.9	3.1	4.0
<b>Collection period for accounts receivable (days) ...</b>	-	27.1	24.6	100.6	57.8	52.7	39.0	62.9	70.9	17.1	159.0	41.1	74.6	29.5	19.6	7.1	74.8
Lower Half (days)	-	17.1	47.8	55.8	54.1	58.9	40.3	66.8	58.9	26.0	277.6	24.5	110.5	2.7	16.8	5.5	27.2
Upper Half (days)	-	30.6	20.8	103.4	58.4	51.9	38.8	62.3	72.5	15.5	145.9	43.2	70.4	32.6	20.0	7.5	80.9

Lower Half:Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude).

- denotes either not available or zero.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, ONTARIO, 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services			
SIC No. of Businesses (in Sample)	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99			
					49	469	103	3,193	10,514	3,764	445	4,760	13,414	1,229	1,771	4,365	302	1,020	3,702	7,925
<b>PROFITABLE</b>																				
Percentage of businesses																				
Average Gross Operating Revenue ...																				
Average Total expenses	-	318.6	202.1	785.7	797.4	203.1	199.4	320.7	725.9	364.0	216.4	262.5	186.5	-	297.2	276.4	173.9			
Bottom Quartile	-	-	34.7	29.0	53.1	33.7	35.0	28.7	57.3	42.7	29.3	36.8	31.6	29.8	34.7	49.9	31.1			
Lower Middle Quartile	-	84.2	72.0	57.0	184.2	63.0	70.6	44.0	173.0	114.6	56.1	77.4	53.2	48.3	90.8	112.2	50.9			
Upper Middle Quartile	-	286.7	128.9	150.1	524.7	134.5	116.7	133.4	546.8	250.6	127.8	188.3	102.6	143.3	199.1	260.5	99.2			
Top Quartile	-	688.1	497.2	1,735.2	2,270.0	711.8	654.9	1,301.5	2,093.8	950.6	646.1	786.4	600.7	607.6	893.1	762.1	562.1			
Average Net profit	-	275.9	177.2	663.1	750.4	180.0	176.3	284.8	687.0	345.0	88.3	214.4	139.9	-	258.3	260.1	148.1			
Bottom Quartile	-	-	22.1	16.5	39.7	20.7	25.3	14.9	44.4	32.4	11.9	25.1	11.0	13.1	21.2	42.3	17.6			
Lower Middle Quartile	-	66.6	52.0	43.8	161.0	48.8	55.5	26.0	151.2	100.7	23.8	51.5	29.7	36.4	59.0	98.4	34.3			
Upper Middle Quartile	-	231.1	110.9	121.9	484.7	113.3	92.6	107.9	512.3	235.2	44.7	144.3	44.7	119.3	157.7	243.7	76.2			
Top Quartile	-	614.0	453.5	1,471.1	2,164.4	659.8	607.2	1,199.8	2,008.3	917.0	270.3	669.9	511.4	556.4	822.3	733.8	508.9			
Average Gross Operating Revenue ...	-	42.7	24.9	122.7	46.9	23.1	23.1	35.9	38.9	18.9	128.1	48.1	46.6	26.5	38.9	16.2	25.7			
Bottom Quartile	-	-	12.6	12.5	13.4	13.0	9.7	13.8	12.9	10.4	17.4	11.8	20.6	16.7	13.4	7.6	13.5			
Lower Middle Quartile	-	17.7	20.0	13.2	23.2	14.2	15.1	18.0	21.8	14.0	32.3	25.9	23.5	11.9	31.8	13.8	16.6			
Upper Middle Quartile	-	55.6	18.0	28.2	39.9	21.2	24.1	25.5	34.5	15.4	83.2	44.0	57.8	24.0	41.4	16.8	23.1			
Top Quartile	-	74.1	43.7	264.2	105.6	51.9	47.7	101.7	85.5	33.5	375.8	116.4	89.3	51.2	70.8	28.3	53.2			
<b>NON-PROFITABLE</b>																				
Average Gross Operating Revenue ...	-	176.4	116.4	210.6	636.7	346.7	339.1	612.1	588.3	289.6	207.8	271.0	223.5	360.5	522.7	305.8	191.2			
Bottom Quartile	-	-	35.1	37.9	52.2	33.7	36.8	29.2	55.8	41.1	30.8	38.1	32.8	28.4	38.4	47.5	31.5			
Lower Middle Quartile	-	-	61.6	44.0	187.9	64.9	70.6	40.4	195.7	117.5	54.1	81.5	52.5	45.4	90.2	109.7	51.1			
Upper Middle Quartile	-	-	121.1	96.9	518.1	138.6	115.1	177.1	491.5	241.9	125.2	188.9	101.0	147.8	193.4	231.3	103.1			
Top Quartile	-	-	464.1	707.6	1,976.3	790.8	757.1	1,023.9	1,638.0	892.0	634.6	718.7	527.2	1,335.1	1,377.3	734.4	459.0			
Average Total Expenses	-	198.1	128.7	249.2	687.4	387.0	363.5	697.5	639.5	310.9	361.2	316.2	243.1	386.3	562.9	327.0	212.1			
Bottom Quartile	-	-	45.7	54.6	65.4	40.2	43.8	32.8	80.8	52.3	84.4	55.7	37.4	31.9	45.5	60.3	46.4			
Lower Middle Quartile	-	-	66.3	51.2	230.8	80.3	80.6	45.7	224.7	131.9	86.6	112.0	60.8	51.7	98.8	125.2	63.4			
Upper Middle Quartile	-	-	145.1	160.2	565.7	153.5	128.7	181.3	560.3	259.4	182.1	234.3	107.9	164.2	207.9	245.1	119.3			
Top Quartile	-	-	485.9	789.2	2,079.6	880.1	804.1	1,178.6	1,717.2	939.7	1,123.7	800.0	571.5	1,411.1	1,480.2	772.6	493.0			
Average Net Loss	-	(21.7)	(12.3)	(38.6)	(50.7)	(40.3)	(24.4)	(85.5)	(51.2)	(21.3)	(153.4)	(45.2)	(19.7)	(25.8)	(40.3)	(21.2)	(20.9)			
Bottom Quartile	-	-	(10.6)	(16.7)	(13.1)	(6.5)	(7.0)	(3.5)	(25.0)	(11.3)	(53.6)	(17.7)	(4.5)	(3.5)	(7.1)	(12.9)	(14.9)			
Lower Middle Quartile	-	-	(4.7)	(7.1)	(42.9)	(15.4)	(10.0)	(5.3)	(29.0)	(14.4)	(32.6)	(30.5)	(8.3)	(6.2)	(8.5)	(15.5)	(12.3)			
Upper Middle Quartile	-	-	(23.9)	(63.3)	(47.7)	(14.9)	(13.6)	(4.2)	(68.7)	(17.5)	(56.9)	(45.5)	(6.9)	(16.4)	(14.5)	(13.8)	(16.2)			
Top Quartile	-	-	(21.8)	(81.7)	(103.3)	(89.3)	(47.1)	(154.6)	(78.7)	(47.6)	(489.1)	(81.2)	(44.4)	(76.0)	(102.9)	(38.2)	(34.1)			

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.

- denotes either not available or nil

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, MANITOBA , 1993**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
No. of Businesses (in the survey)	-	7	118	56	413	2,215	1,181	144	974	2,973	229	215	767	72	197	634	1,599

**Selected Expenses As % Of Gross Operating Revenues**

<b>Cost of Goods Sold</b>	-	-	13.9	20.1	46.0	21.5	6.0	10.7	65.4	64.6	0.1	-	-	3.4	0.7	32.7	8.1
- Purchases	-	-	15.6	20.0	47.3	21.4	6.0	10.7	66.6	65.4	0.1	-	-	3.4	0.7	33.6	8.3
- Closing inventories	-	-	2.8	-	10.7	2.5	-	-	14.1	11.2	-	-	-	0.2	-	-	1.0
- Opening inventories	-	-	1.1	-	9.4	2.7	-	-	12.9	10.3	-	-	-	0.2	-	-	0.8
<b>Wages &amp; Salaries etc.</b>	-	30.4	31.2	22.0	28.1	21.1	24.9	21.5	16.2	12.2	25.6	28.8	30.5	41.5	51.5	25.1	29.5
<b>Occupancy Expenses</b>	-	18.6	22.4	32.1	7.5	8.5	26.7	16.4	5.0	6.0	2.2	19.1	-	13.0	9.7	14.6	18.2
- Depreciation	-	9.6	7.2	9.7	-	2.8	7.1	4.5	1.4	1.5	1.4	9.0	2.3	4.1	2.9	3.4	7.8
- Repairs	-	-	-	-	1.6	5.0	2.9	0.5	0.7	0.1	3.6	0.8	-	2.7	1.0	1.9	1.6
- Fuel	-	-	6.8	6.6	-	1.4	9.1	3.9	0.2	-	-	-	0.1	0.2	0.3	0.2	0.4
- Utilities	-	3.6	0.8	-	1.8	1.0	1.4	1.5	1.3	1.5	0.3	4.3	1.4	1.8	1.9	3.7	2.9
- Rent	-	-	2.4	4.8	1.8	1.7	4.1	3.5	1.5	2.3	-	2.1	-	4.2	3.6	5.3	5.5
<b>Financial Expenses</b>	-	4.8	2.5	2.6	1.9	1.8	2.6	2.4	1.8	1.7	22.5	20.1	1.8	7.7	4.5	4.3	3.5
- Interest & bank charges	-	3.4	-	1.9	1.2	1.1	1.8	1.7	1.0	1.2	19.4	18.6	0.9	-	3.1	3.2	2.5
- Professional fees	-	1.4	-	0.8	0.7	0.6	0.9	0.7	0.7	0.5	3.2	1.5	0.8	-	1.5	1.2	1.0
<b>General Expenses</b>	-	-	2.8	3.8	2.7	3.6	8.4	7.7	2.7	2.4	1.2	2.8	3.1	4.5	1.8	4.1	5.3
- Advertisement	-	-	0.1	-	0.8	0.7	0.3	0.6	0.8	1.1	0.4	1.0	1.5	2.4	0.8	2.3	2.5
- Delivery expenses	-	-	1.8	-	1.4	2.1	5.6	5.9	1.4	0.9	0.2	-	1.0	1.6	0.3	1.1	2.0
- Insurance	-	-	0.9	-	0.5	0.8	2.5	1.3	0.4	0.4	0.5	1.0	0.6	0.5	0.7	0.7	0.9
<b>Other Expenses</b>	-	-	21.0	18.3	9.3	36.5	22.6	28.9	6.4	9.8	16.0	20.1	32.8	34.4	19.5	16.1	27.3
<b>Total Expenses</b>	-	95.3	93.8	98.9	95.5	92.9	91.3	87.6	97.4	96.8	67.7	91.7	82.4	104.5	87.6	97.0	91.9
<b>Net Profit/Loss</b>	-	4.7	6.2	1.1	4.5	7.1	8.7	12.4	2.6	3.2	32.3	8.3	17.6	(4.5)	12.4	3.0	8.1

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, MANITOBA , 1993**  
**BALANCE SHEET OF A TYPICAL SMALL FIRM**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accomodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91- 92	96-99
(thousands of dollars)																	
<b>Total Assets:</b>																	
Total current assets.																	
-Accounts receivable	-	-	-	260.2	371.7	131.6	100.0	126.0	312.7	135.5	834.7	221.3	148.6	57.3	53.8	56.8	126.7
-Closing inventories	-	-	-	54.6	120.3	52.4	52.5	63.7	93.7	24.1	131.0	64.8	59.1	-	23.4	7.6	-
-Other current assets	-	-	-	15.3	89.8	12.3	3.1	-	116.4	74.2	0.1	2.5	2.4	-	-	-	-
Net fixed assets	-	-	-	190.3	161.6	66.9	44.4	62.2	102.6	37.2	703.6	154.0	87.1	35.3	30.2	38.1	76.6
Other assets & adjustments	-	-	-	214.2	159.0	77.0	151.9	143.3	70.8	-	96.8	592.4	113.0	-	202.4	152.0	195.3
<b>Total Liabilities</b>																	
Total current liabilities	-	-	-	-	295.7	184.3	194.1	151.3	254.1	162.9	1,153.9	846.7	198.9	400.8	196.6	259.3	227.2
-Current bank loans	-	-	-	-	173.6	106.4	119.2	110.8	198.1	80.1	649.1	219.1	119.7	40.9	59.1	69.6	-
-Other current liabilities	-	-	-	-	-	16.7	17.8	20.5	42.6	18.0	19.1	35.0	15.8	3.2	-	8.4	-
Long term bank loans	-	-	-	202.9	-	89.7	101.4	90.3	155.5	62.2	630.0	184.1	103.9	37.7	-	61.2	-
Other liabilities & adjustments	-	-	-	-	6.4	3.8	20.4	17.5	4.4	3.7	3.7	26.8	3.5	4.6	22.0	5.7	-
<b>Total Equity</b>																	
-	-	-	-	-	274.7	89.6	82.6	131.7	176.6	80.2	1,015.1	71.1	206.3	(147.4)	82.7	(3.9)	168.8

- denotes either not available (or not appropriate) or nil.

**SMALL BUSINESS PROFILES, MANITOBA , 1993**  
**SELECTED FINANCIAL RATIOS**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
<b>Current ratio(times)</b>	-	-	1.0	1.2	2.1	1.2	0.8	1.1	1.6	1.7	1.3	1.0	1.2	1.4	0.9	0.8	1.5
Lower Half (t)	-	-	1.1	1.2	7.9	1.0	0.7	2.0	1.5	1.8	2.8	1.2	0.8	0.7	1.3	0.7	1.0
Upper Half (t)	-	-	1.0	1.2	1.7	1.3	0.9	1.0	1.6	1.7	1.2	1.0	1.3	1.5	0.9	0.9	1.9
<b>Debt/Equity ratio (t)</b>	-	-	2.9	1.4	1.1	2.1	2.3	1.1	1.4	2.0	1.1	11.9	1.0	(2.7)	2.4	(67.1)	1.3
Lower Half (t)	-	-	-	1.4	0.2	2.1	1.7	0.3	1.9	3.2	0.3	-	3.3	(4.7)	0.8	4.6	4.9
Upper Half (t)	-	-	2.5	1.4	1.6	2.0	2.7	2.0	1.4	1.8	1.3	7.8	0.8	(1.9)	2.6	(11.1)	1.0
<b>Interest coverage ratio (t)</b>	-	-	2.0	1.1	4.2	2.5	3.0	2.0	2.5	2.5	2.6	1.3	11.2	(0.4)	2.5	1.6	2.3
Lower Half (t)	-	-	2.2	10.5	16.9	(0.5)	2.2	1.8	0.2	1.8	10.1	0.8	4.6	-	(4.4)	0.5	1.6
Upper Half (t)	-	-	2.0	0.1	3.2	3.5	3.2	2.1	3.0	2.6	2.5	1.4	15.0	(2.0)	2.6	2.1	2.6
<b>Debt ratio (t)</b>	-	-	0.7	0.6	0.5	0.7	0.7	0.5	0.6	0.7	0.5	0.9	0.5	1.6	0.7	1.0	0.6
Lower Half (t)	-	-	1.1	0.6	0.2	0.7	0.6	0.2	0.7	0.8	0.2	1.1	0.8	1.3	0.5	0.8	0.8
Upper Half (t)	-	-	0.7	0.6	0.6	0.7	0.7	0.7	0.6	0.6	0.6	0.9	0.5	2.1	0.7	1.1	0.5
<b>Revenue to Equity ratio(t)</b>	-	-	8.7	1.9	3.0	4.3	5.5	4.3	4.4	7.0	0.2	2.8	1.5	(1.7)	3.8	(97.7)	1.6
Lower Half (t)	-	-	-	0.8	0.9	1.2	2.2	0.9	3.2	5.9	0.1	(1.1)	3.1	(0.3)	4.8	4.5	2.7
Upper Half (t)	-	-	8.1	2.4	4.2	6.7	7.6	7.6	4.6	7.2	0.2	2.0	1.5	(2.3)	3.7	(17.9)	1.5
<b>Revenue to Closing inventory ratio(t)</b>	-	-	25.7	34.0	9.1	31.2	148.6	-	6.7	7.6	-	78.4	134.0	-	-	34.2	60.2
Lower Half (t)	-	-	-	26.6	15.9	28.1	60.5	-	6.1	6.5	-	84.0	167.1	-	-	132.2	177.1
Upper Half (t)	-	-	24.5	35.4	8.6	31.7	200.6	-	6.8	7.7	-	77.8	130.6	-	-	29.8	53.7
<b>Current debt to Equity (Percent)</b>	-	-	150.3	82.3	63.2	118.8	144.2	84.2	112.2	99.9	63.9	-	58.0	(27.8)	71.4	-	49.2
Lower Half (%)	-	-	-	126.6	12.5	86.8	123.4	21.0	131.7	138.5	17.2	-	189.4	(10.5)	82.5	121.6	-
Upper Half (%)	-	-	133.5	64.6	93.0	143.9	156.9	146.9	108.8	92.1	74.3	-	49.9	(34.7)	70.1	-	32.5
<b>Net Profit to Equity (%)</b>	-	-	17.5	0.2	11.4	6.9	17.0	7.9	6.9	12.3	7.2	16.5	15.1	14.3	19.3	(201.8)	5.2
Lower Half (%)	-	-	-	11.4	11.6	(4.2)	6.1	3.2	(4.6)	8.0	4.3	5.8	33.7	26.7	(5.3)	(12.0)	7.8
Upper Half (%)	-	-	15.4	(4.3)	11.3	15.6	23.6	12.6	8.9	13.1	7.8	14.3	13.9	9.3	22.2	(53.5)	4.9
<b>Net fixed assets to Equity (%)</b>	-	-	175.7	79.0	57.9	86.0	183.8	108.8	40.1	93.6	9.5	-	54.7	-	244.7	-	115.7
Lower Half (%)	-	-	-	57.1	18.7	76.4	171.0	84.7	74.4	111.5	5.2	-	51.8	-	28.4	-	-
Upper Half (%)	-	-	161.8	87.7	80.9	93.5	191.6	132.8	34.1	90.0	10.5	-	54.9	-	270.2	-	95.1
<b>Gross margin (%)</b>	-	-	48.2	57.3	24.8	51.6	57.6	60.4	16.4	18.9	74.2	68.4	58.8	51.9	39.5	40.0	58.2
Lower Half (%)	-	-	54.0	54.7	37.5	46.9	59.6	65.2	27.1	34.2	49.4	62.1	48.5	97.1	29.6	46.0	60.1
Upper Half (%)	-	-	47.0	57.7	23.1	52.2	57.3	59.8	15.1	16.4	77.0	69.1	60.2	49.5	40.9	38.9	57.9
<b>Return on Total assets (%)</b>	-	-	9.0	1.6	7.2	3.8	7.6	7.2	4.7	6.8	5.4	5.5	8.4	(2.4)	9.5	7.8	3.9
Lower Half (%)	-	-	12.4	5.2	10.1	(0.5)	4.1	5.5	0.4	4.3	3.6	2.7	10.1	0.3	(2.3)	2.6	3.7
Upper Half (%)	-	-	8.8	0.1	6.4	7.2	9.2	8.0	5.7	7.5	5.6	6.0	8.2	(6.7)	10.2	10.1	4.0
<b>Collection period for accounts receivable (days) ...</b>	-	-	22.7	38.2	53.6	49.7	41.9	41.3	44.0	15.7	211.5	118.0	67.6	31.6	26.9	7.4	62.0
Lower Half (days)	-	-	7.0	39.4	52.0	76.9	55.2	79.6	73.3	27.8	88.2	47.5	21.9	26.0	31.9	4.2	112.7
Upper Half (days)	-	-	23.5	38.0	53.8	45.9	39.5	36.8	40.4	13.7	225.5	125.9	73.7	31.9	26.2	8.0	52.8

Lower Half: Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude).

- denotes either not available or zero

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, MANITOBA , 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC No. of Businesses (in Sample)	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
	-	-	118	56	413	2,215	1,181	144	974	2,973	229	215	767	72	197	634	1,599
<b>PROFITABLE</b>																	
Percentage of businesses																	
Average Gross Operating Revenue ...	-	-	208.4	-	632.8	180.0	183.1	83.8	572.0	374.9	236.4	311.8	179.1	185.2	221.6	309.3	128.4
Bottom Quartile	-	-	36.6	43.7	51.9	32.6	34.4	25.6	43.5	40.7	35.0	31.0	31.6	25.8	32.4	42.3	32.2
Lower Middle Quartile	-	-	99.1	137.2	155.7	56.0	71.4	29.1	126.8	101.5	57.8	56.9	50.6	29.9	65.2	96.7	53.6
Upper Middle Quartile	-	-	207.8	363.4	398.7	116.9	128.4	36.9	382.4	260.2	127.8	140.0	107.2	53.6	150.1	208.1	101.3
Top Quartile	-	-	339.0	754.4	1,766.0	584.0	512.5	263.5	1,764.6	993.5	611.5	466.1	587.1	629.9	587.9	639.1	421.7
Average Total expenses	-	-	192.6	-	579.1	158.2	161.6	69.4	538.8	355.2	142.4	248.3	137.1	158.5	181.1	290.0	103.0
Bottom Quartile	-	-	24.2	30.3	38.3	18.7	23.1	16.5	30.8	32.6	15.0	15.1	10.7	10.9	18.4	33.1	18.6
Lower Middle Quartile	-	-	77.3	104.5	137.4	40.0	54.7	17.8	105.0	85.8	31.6	22.6	26.1	18.0	42.0	84.4	37.6
Upper Middle Quartile	-	-	188.1	339.6	309.4	96.4	106.3	24.9	345.6	239.7	53.5	107.8	68.8	29.9	104.0	190.3	86.2
Top Quartile	-	-	324.6	722.9	1,677.0	543.5	476.8	237.3	1,701.7	961.7	393.5	380.4	494.3	575.0	514.3	609.0	350.4
Average Net profit	-	-	15.8	27.0	-	21.8	21.4	14.4	33.2	19.7	94.0	63.5	42.0	26.7	40.5	19.3	25.4
Bottom Quartile	-	-	12.4	13.4	13.5	13.9	11.3	9.1	12.6	8.1	19.9	15.9	20.9	14.8	14.0	9.2	13.6
Lower Middle Quartile	-	-	21.8	32.8	18.3	16.0	16.7	11.3	21.8	15.7	26.3	34.3	24.5	11.9	23.2	12.3	16.0
Upper Middle Quartile	-	-	19.8	23.8	89.3	20.4	22.1	12.0	36.8	20.5	74.3	32.2	38.4	23.7	46.1	17.8	15.0
Top Quartile	-	-	14.4	31.5	89.0	40.5	35.7	26.2	62.9	31.8	218.0	85.7	92.8	54.9	73.5	30.1	71.3
<b>NON-PROFITABLE</b>																	
Average Gross Operating Revenue ...	-	-	-	793.3	570.7	251.4	240.9	257.6	492.3	263.9	151.5	112.5	240.0	-	195.6	183.7	221.3
Bottom Quartile	-	-	37.0	59.9	51.1	34.8	35.3	-	41.6	41.4	30.3	26.8	33.8	-	41.9	48.9	31.2
Lower Middle Quartile	-	-	94.7	-	168.9	61.3	68.0	40.4	136.4	100.7	58.8	61.7	53.4	26.5	61.8	97.4	58.5
Upper Middle Quartile	-	-	-	369.0	367.7	116.2	125.5	44.8	387.5	250.5	112.3	123.9	94.2	70.7	160.4	202.5	108.6
Top Quartile	-	-	1,108.0	2,481.5	1,958.3	536.1	586.7	494.7	1,353.9	862.9	1,114.1	619.1	477.6	589.7	611.6	541.9	401.2
Average Total Expenses	-	-	-	859.6	603.4	269.8	258.2	265.1	514.2	273.4	181.2	130.3	266.2	213.9	203.1	191.9	247.2
Bottom Quartile	-	-	49.3	67.0	67.0	47.3	42.0	-	55.9	47.7	31.5	30.4	41.6	-	48.6	54.6	37.3
Lower Middle Quartile	-	-	101.1	-	182.6	67.6	77.4	45.7	149.9	109.4	70.5	67.4	65.1	51.8	67.8	102.5	69.0
Upper Middle Quartile	-	-	-	413.7	377.5	134.6	147.3	48.0	405.8	257.9	171.8	136.7	99.5	82.6	168.9	216.1	116.8
Top Quartile	-	-	1,146.3	2,680.3	2,068.5	562.6	617.8	507.1	1,394.9	881.2	1,225.7	754.1	523.9	669.3	622.8	550.3	448.4
Average Net Loss	-	-	-	(66.3)	(32.8)	(18.4)	(17.3)	-	(21.9)	(9.5)	(29.8)	(17.8)	(22.2)	(36.1)	(7.5)	(25.9)	
Bottom Quartile	-	-	(12.4)	(7.1)	(15.8)	(12.4)	(6.8)	-	(14.2)	(6.4)	(1.2)	(3.6)	(7.7)	-	(6.8)	(5.7)	(6.1)
Lower Middle Quartile	-	-	(6.4)	-	(13.6)	(6.2)	(9.4)	(5.3)	(13.5)	(8.7)	(11.7)	(5.8)	(11.7)	(25.3)	(5.9)	(5.0)	(10.5)
Upper Middle Quartile	-	-	-	(44.7)	(9.8)	(18.5)	(21.8)	(3.2)	(18.3)	(7.3)	(59.5)	(12.9)	(5.3)	(11.9)	(8.6)	(13.6)	(8.1)
Top Quartile	-	-	(38.3)	(198.8)	(110.2)	(26.5)	(31.0)	(12.3)	(41.0)	(18.3)	(111.6)	(135.0)	(46.3)	(79.6)	(11.3)	(8.4)	(47.2)

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.

- denotes either not available or nil

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, SASKATCHEWAN, 1993**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
No. of Businesses (in the survey)	-	-	112	140	309	1,757	821	173	564	2,505	144	191	444	61	208	743	1,499
Selected Expenses As % Of Gross Operating Revenues																	
<b>Cost of Goods Sold</b>	-	-	16.3	13.8	46.6	19.0	5.9	1.6	63.1	61.4	0.7	3.8	3.3	4.5	0.8	36.8	8.1
- Purchases	-	-	16.2	13.7	49.0	19.3	6.0	1.6	65.7	63.0	0.7	-	3.0	4.7	0.8	36.5	8.1
- Closing inventories	-	-	0.3	0.2	11.6	1.9	-	-	13.5	12.3	-	-	0.7	-	-	1.9	1.8
- Opening inventories	-	-	0.4	0.4	9.2	1.6	-	-	10.9	10.7	-	-	0.9	-	-	2.2	1.8
<b>Wages &amp; Salaries etc.</b>	-	-	29.0	22.4	22.8	25.0	18.3	30.0	13.8	13.4	20.2	21.9	44.6	31.8	35.8	24.0	28.7
<b>Occupancy Expenses</b>	-	-	21.4	25.8	9.5	10.0	31.6	16.6	5.8	6.6	2.9	21.3	7.9	15.2	12.8	12.7	17.6
- Depreciation	-	-	6.9	12.0	2.7	3.6	9.0	6.2	-	1.6	1.4	8.2	2.8	4.6	3.8	2.7	6.9
- Repairs	-	-	7.1	6.2	0.9	1.9	6.2	3.5	0.8	0.5	0.7	4.6	0.3	1.1	1.7	2.0	2.2
- Fuel	-	-	5.2	3.3	0.3	1.6	12.3	3.5	0.3	0.1	-	-	0.1	0.6	0.9	-	0.5
- Utilities	-	-	0.6	2.2	1.8	1.4	1.3	1.9	-	1.8	0.6	5.5	1.6	2.1	2.6	4.2	2.9
- Rent	-	-	1.5	2.1	3.8	1.5	2.8	1.5	1.2	2.6	0.2	-	3.0	6.7	3.8	3.8	5.2
<b>Financial Expenses</b>	-	-	2.3	3.9	3.1	2.3	3.6	2.8	1.8	1.7	20.4	16.0	5.6	4.6	5.6	3.0	3.8
- Interest & bank charges	-	-	1.6	2.9	1.6	1.4	2.8	2.1	1.3	1.2	17.8	14.4	1.7	1.3	2.1	2.2	2.7
- Professional fees	-	-	0.7	1.0	1.5	0.9	0.8	0.7	0.5	0.5	2.6	1.5	4.0	3.3	3.5	0.8	1.1
<b>General Expenses</b>	-	-	5.5	2.3	2.7	4.1	8.8	8.0	3.1	2.5	1.4	3.0	3.4	5.8	2.5	3.3	4.7
- Advertisement	-	-	0.2	0.3	1.0	0.6	0.3	0.6	1.0	1.1	0.2	1.1	1.1	2.3	1.3	2.0	1.9
- Delivery expenses	-	-	4.2	1.3	1.1	2.8	6.4	6.3	1.6	1.0	0.3	-	1.4	2.7	0.7	0.5	1.9
- Insurance	-	-	1.1	0.6	0.6	0.8	2.1	1.1	0.4	0.5	0.9	1.2	0.9	0.8	0.5	0.8	0.9
<b>Other Expenses</b>	-	-	17.7	22.4	12.8	34.8	20.8	28.5	8.5	11.1	22.0	22.1	21.6	22.2	25.3	16.4	26.7
<b>Total Expenses</b>	-	-	92.2	90.6	97.5	95.2	89.1	87.5	96.1	96.9	67.5	88.1	86.4	84.1	82.8	96.2	89.7
<b>Net Profit/Loss</b>	-	-	7.8	9.4	2.5	4.8	10.9	12.5	3.9	3.1	32.5	11.9	13.6	15.9	17.2	3.8	10.3

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, SASKATCHEWAN, 1993**  
**BALANCE SHEET OF A TYPICAL SMALL FIRM**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services	
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91- 92	96-99	
(thousands of dollars)																		
<b>Total Assets:</b>	-	-	135.8	321.9	410.7	184.2	164.2	-	322.4	174.6	1,481.8	588.5	-	130.1	347.7	177.9	228.2	
Total current assets	-	-	55.9	109.1	276.9	103.2	47.7	-	207.0	106.8	991.5	150.2	-	48.5	131.2	27.3	62.0	
-Accounts receivable	-	-	23.1	39.1	166.4	54.2	21.0	-	-	18.1	30.1	28.7	-	11.3	22.6	1.2	16.9	
-Closing inventories	-	-	0.8	57.9	8.5	-	-	-	-	56.5	-	-	-	1.9	0.1	6.5	9.1	
-Other current assets	-	-	32.4	69.2	52.6	40.5	25.8	-	-	32.2	961.4	121.0	-	35.3	108.5	19.7	36.0	
Net fixed assets	-	-	66.9	171.8	118.2	65.5	101.2	997.2	-	73.8	57.8	49.6	377.7	-	75.0	180.1	137.2	143.0
Other assets & adjustments	-	-	13.0	41.0	15.6	15.5	15.2	-	-	10.0	440.7	-	-	6.6	36.4	13.4	23.1	
<b>Total Liabilities</b>	-	-	103.2	185.8	254.9	129.4	130.5	-	224.7	122.1	893.1	415.7	-	80.6	125.0	156.9	135.9	
Total current liabilities	-	-	59.4	78.6	169.8	87.7	62.1	-	-	70.9	641.1	109.8	-	49.2	53.5	37.0	72.5	
-Current bank loans	-	-	3.5	10.7	19.5	15.2	6.0	-	-	15.9	15.7	11.8	-	1.9	4.2	2.6	4.7	
-Other current liabilities	-	-	56.0	67.9	150.2	72.5	56.0	-	-	55.0	625.4	98.0	-	47.3	49.3	34.4	67.8	
Long term bank loans	-	-	10.1	38.6	6.2	5.3	8.4	40.3	-	9.1	0.3	14.2	-	0.7	32.6	2.2	13.3	
Other liabilities & adjustments	-	-	33.7	68.5	78.9	36.4	60.0	-	-	42.1	251.7	291.7	-	30.7	38.9	117.7	50.1	
<b>Total Equity</b>	-	-	32.6	136.1	155.8	54.8	33.6	-	97.7	52.5	588.7	172.8	-	49.4	222.7	21.0	92.3	

- denotes either not available (or not appropriate) or nil.

**SMALL BUSINESS PROFILES, SASKATCHEWAN, 1993**  
**SELECTED FINANCIAL RATIOS**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services		
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99		
<b>Current ratio(times)</b>	-	-	0.9	1.4	1.6	1.2	0.8	0.5	1.3	1.5	1.5	1.4	1.4	1.0	2.5	0.7	0.9		
Lower Half (t)	-	-	0.7	3.4	0.9	1.0	0.8	0.9	1.2	1.3	3.0	2.2	3.2	-	1.1	0.8	1.6		
Upper Half (t)	-	-	1.1	1.1	1.8	1.2	0.8	0.5	1.4	1.6	1.5	1.3	1.2	1.2	2.8	0.7	0.7		
<b>Debt/Equity ratio (t)</b>	-	-	3.2	1.4	1.6	2.4	3.9	1.9	2.3	2.3	1.5	2.4	1.8	1.6	0.6	7.5	1.5		
Lower Half (t)	-	-	-	0.9	-	5.8	6.3	0.9	5.1	5.6	0.8	0.9	0.6	-	1.1	-	0.7		
Upper Half (t)	-	-	2.1	1.5	1.4	2.0	3.5	1.9	1.9	1.7	1.6	3.1	2.1	1.4	0.5	5.1	1.9		
<b>Interest coverage ratio (t)</b>	-	-	3.2	3.5	1.8	0.8	2.1	1.3	2.7	1.9	2.8	1.6	4.3	7.1	8.0	2.2	2.0		
Lower Half (t)	-	-	1.8	2.5	-	-	1.1	1.0	(2.3)	(0.5)	7.1	0.9	-	-	5.7	1.7	2.2		
Upper Half (t)	-	-	3.9	3.6	3.5	3.0	2.5	1.3	4.6	3.3	2.6	1.7	3.4	11.7	8.5	2.6	1.9		
<b>Debt ratio (t)</b>	-	-	0.8	0.6	0.6	0.7	0.8	0.7	0.7	0.7	0.6	0.7	0.6	0.6	0.4	0.9	0.6		
Lower Half (t)	-	-	1.0	0.5	0.9	0.9	0.9	0.5	0.8	0.8	0.4	0.5	0.4	-	0.5	1.0	0.4		
Upper Half (t)	-	-	0.7	0.6	0.6	0.7	0.8	0.7	0.6	0.6	0.6	0.8	0.7	0.6	0.3	0.8	0.7		
<b>Revenue to Equity ratio(t)</b>	-	-	8.7	2.3	3.1	5.8	7.1	0.1	4.7	7.2	0.2	1.1	3.5	4.6	1.7	17.0	2.2		
Lower Half (t)	-	-	-	1.1	-	9.5	10.7	2.1	4.3	10.1	0.2	0.3	2.2	-	3.2	61.9	1.1		
Upper Half (t)	-	-	7.1	2.7	2.7	5.4	6.6	0.1	4.8	6.7	0.2	1.4	4.0	3.7	1.5	14.7	2.8		
<b>Revenue to Closing inventory ratio(t)</b>	-	703.4	410.2	8.4	37.2	256.8	229.0	6.6	6.7	-	343.4	99.6	116.7	-	55.2	22.6			
Lower Half (t)	-	-	80.4	7.5	92.5	-	67.5	5.5	5.6	-	107.5	-	-	-	55.7	39.4			
Upper Half (t)	-	-	552.2	-	8.6	33.5	222.6	381.5	6.8	7.1	-	463.6	83.8	95.0	-	55.1	20.7		
<b>Current debt to Equity (Percent)</b>	-	182.3	57.8	109.0	160.1	184.6	114.3	158.7	134.9	108.9	63.5	115.2	99.4	24.0	176.1	78.6			
Lower Half (%)	-	-	24.1	-	-	-	67.9	-	241.4	33.8	21.8	39.0	-	48.4	-	35.9			
Upper Half (%)	-	-	108.2	69.5	92.3	135.0	161.9	114.4	134.0	115.4	120.0	83.9	141.1	71.4	21.3	146.3	101.8		
<b>Net Profit to Equity (%)</b>	-	33.8	16.7	4.1	(1.3)	22.3	-	10.6	7.9	7.9	9.8	20.8	24.5	21.1	44.0	7.0			
Lower Half (%)	-	-	127.4	4.9	-	-	3.0	(0.2)	-	-	10.8	(0.5)	26.6	-	28.2	-	4.5		
Upper Half (%)	-	-	30.7	20.9	10.8	12.3	25.2	-	19.1	15.4	7.5	14.8	18.8	37.6	20.3	36.3	8.3		
<b>Net fixed assets to Equity (%)</b>	-	-	205.2	126.2	75.8	119.5	300.9	18.7	75.6	110.0	8.4	218.5	53.5	151.7	80.9	652.8	155.0		
Lower Half (%)	-	-	-	104.8	-	-	409.4	-	145.1	308.7	15.0	128.2	14.7	-	131.9	-	102.8		
Upper Half (%)	-	-	169.5	133.7	63.7	108.0	284.9	18.4	64.5	73.5	7.5	262.7	66.7	140.5	75.1	439.6	183.3		
<b>Gross margin (%)</b>	-	48.5	62.5	28.3	49.1	61.3	60.8	20.1	20.7	79.4	73.2	44.5	52.3	54.1	35.3	56.4			
Lower Half (%)	-	-	51.6	44.9	31.7	51.1	71.8	61.3	25.0	24.7	74.0	82.6	47.9	-	45.9	40.5	63.0		
Upper Half (%)	-	-	47.7	65.0	27.6	48.8	58.8	60.7	19.4	19.6	80.2	72.1	43.9	53.6	56.1	34.5	54.9		
<b>Return on Total assets (%)</b>	-	-	11.8	9.9	3.4	2.0	8.6	0.1	5.1	5.1	4.9	7.6	9.8	10.9	15.5	9.4	5.7		
Lower Half (%)	-	-	-	7.8	4.2	-	-	5.5	2.1	(4.9)	(1.7)	6.9	1.9	17.1	-	16.6	8.9	5.0	
Upper Half (%)	-	-	13.5	11.5	6.4	6.2	9.4	0.1	8.6	8.1	4.7	8.9	8.5	17.5	15.3	9.6	6.0		
<b>Collection period for accounts receivable (days) ...</b>	-	-	29.7	45.1	124.3	62.5	32.1	-	64.2	17.4	76.4	57.4	71.8	18.0	21.7	1.2	30.0		
Lower Half (days)	-	-	70.7	36.5	61.5	94.1	35.9	39.7	143.6	21.9	217.1	185.7	46.4	-	34.8	1.5	30.1		
Upper Half (days)	-	-	18.4	46.3	135.7	56.7	31.2	-	52.7	16.1	56.9	42.3	76.6	12.0	18.6	1.2	30.0		

Lower Half. Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude).

- denotes either not available or zero

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, SASKATCHEWAN, 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services	
SIC No. of Businesses (in Sample)	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
	-	-	112	140	309	1,757	821	173	564	2,505	144	191	444	61	208	743	1,499
<b>PROFITABLE</b>																	
Percentage of businesses	-	-	78	82	71	75	79	86	70	64	81	74	87	82	91	72	78
Average Gross Operating Revenue ...			189.7	283.7	382.0	164.0	135.6	95.5	384.9	284.3	152.8	169.8	123.0	91.0	157.2	217.2	118.2
Bottom Quartile	-	-	43.4	46.9	48.6	34.8	34.5	31.3	42.6	42.8	31.9	31.0	31.1	27.6	27.6	49.2	30.5
Lower Middle Quartile	-	-	71.4	78.8	132.2	62.1	71.4	42.7	119.5	100.1	45.0	48.1	58.7	36.1	38.9	117.1	52.0
Upper Middle Quartile	-	-	160.1	162.8	225.0	120.8	121.9	56.3	282.2	232.3	74.3	113.0	99.0	59.1	104.0	193.6	93.3
Top Quartile	-	-	472.0	543.8	1,108.2	482.3	314.1	337.3	953.0	621.7	399.4	441.6	344.6	285.5	442.1	559.5	337.9
Average Total expenses	-	-	167.9	245.4	347.2	144.5	114.2	72.3	355.7	265.9	89.5	137.2	97.6	68.5	126.0	201.1	97.9
Bottom Quartile	-	-	31.0	23.0	37.3	21.4	20.7	16.5	24.4	34.1	8.8	24.5	15.0	10.8	16.8	41.5	17.2
Lower Middle Quartile	-	-	53.2	58.8	118.5	46.5	55.0	22.7	103.7	86.9	10.7	37.1	35.9	18.7	24.8	108.4	37.7
Upper Middle Quartile	-	-	140.6	134.6	212.3	102.1	99.4	33.2	253.2	212.8	27.1	63.3	75.9	37.9	78.8	178.5	70.6
Top Quartile	-	-	435.4	485.6	1,006.2	450.1	281.5	295.8	904.0	593.3	270.2	386.0	302.2	246.9	369.5	523.3	303.8
Average Net profit	-	-	21.9	38.3	34.7	19.5	21.4	23.2	29.1	18.4	63.3	32.6	22.5	31.3	16.1	20.4	
Bottom Quartile	-	-	12.4	23.9	11.3	13.4	13.8	14.8	18.2	8.7	23.1	6.5	16.1	16.8	10.8	7.7	13.3
Lower Middle Quartile	-	-	18.2	20.0	13.7	15.6	16.4	20.0	15.8	13.2	34.3	11.0	22.8	17.4	14.1	8.7	14.3
Upper Middle Quartile	-	-	19.5	28.2	12.7	18.7	22.5	23.1	29.0	19.5	47.1	49.7	23.1	21.3	25.2	15.2	22.6
Top Quartile	-	-	36.7	58.3	102.0	32.2	32.6	41.5	49.0	28.4	129.2	55.6	42.5	38.6	72.6	36.2	34.1
<b>NON-PROFITABLE</b>																	
Average Gross Operating Revenue ...	-	-	147.6	187.7	249.1	216.9	143.8	252.9	-	210.4	101.4	152.6	263.6	137.2	202.7	270.1	148.3
Bottom Quartile	-	-	41.7	35.5	50.4	33.9	43.1	-	42.6	42.3	27.9	32.0	31.9	-	28.7	43.3	31.3
Lower Middle Quartile	-	-	73.7	92.9	110.5	58.2	69.4	-	142.5	100.2	-	46.4	57.1	-	44.6	98.6	53.6
Upper Middle Quartile	-	-	157.4	-	261.1	115.0	124.9	-	241.3	231.5	127.1	142.6	120.0	-	-	245.5	96.3
Top Quartile	-	-	348.8	1,141.8	562.5	518.3	325.4	290.1	734.0	767.0	624.6	419.1	417.5	-	458.2	507.4	289.4
Average Total Expenses	-	-	160.8	223.0	303.5	241.4	153.0	291.0	-	220.4	126.8	169.4	285.6	151.0	211.8	280.8	164.7
Bottom Quartile	-	-	54.6	50.3	128.4	39.1	49.5	-	52.3	50.4	34.9	44.4	38.6	-	30.5	53.7	37.0
Lower Middle Quartile	-	-	86.5	112.2	125.0	64.0	77.8	-	202.6	110.2	-	47.4	71.7	-	53.2	112.2	60.1
Upper Middle Quartile	-	-	168.2	-	270.1	160.4	132.5	-	251.4	239.5	135.9	161.5	140.7	-	-	252.6	105.5
Top Quartile	-	-	363.6	1,323.8	652.2	542.5	340.0	334.6	757.0	786.2	826.2	461.2	444.7	-	471.3	519.8	313.3
Average Net Loss	-	-	(13.1)	(35.3)	-	(24.5)	(9.2)	(38.2)	(22.9)	(10.0)	(25.4)	-	(22.0)	(13.8)	(9.0)	(10.7)	(13.5)
Bottom Quartile	-	-	(12.9)	(14.7)	(78.0)	(5.2)	(6.4)	-	(9.7)	(8.0)	(7.0)	(12.4)	(6.7)	-	(1.9)	(10.4)	(5.7)
Lower Middle Quartile	-	-	(12.8)	(19.4)	(14.6)	(5.8)	(8.4)	-	(60.2)	(10.1)	-	(1.0)	(14.6)	-	(8.7)	(13.6)	(6.5)
Upper Middle Quartile	-	-	(10.8)	-	(9.0)	(45.4)	(7.6)	-	(10.2)	(7.9)	(8.8)	(18.9)	(20.7)	-	-	(7.1)	(9.2)
Top Quartile	-	-	(14.8)	(182.0)	(89.7)	(24.3)	(14.6)	(44.4)	(23.0)	(19.2)	(201.6)	(42.1)	(27.3)	-	(13.1)	(12.4)	(23.8)

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.  
Denotes either not available or nil

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, ALBERTA, 1993**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
No. of Businesses (in the survey)	-	-	188	401	859	4,442	2,226	285	1,464	3,574	368	510	1,884	107	361	777	2,830
Selected Expenses As % Of Gross Operating Revenues																	
<b>Cost of Goods Sold</b>	-	-	17.3	19.1	45.0	30.5	9.7	19.9	64.5	62.4	3.0	3.2	4.5	3.9	-	33.3	9.2
- Purchases	-	-	17.3	19.4	47.3	31.6	9.7	19.8	66.5	65.2	2.9	-	4.5	4.1	-	33.7	9.4
- Closing inventories	-	-	0.5	0.7	10.5	9.7	0.1	1.4	14.0	15.2	0.6	-	-	0.8	-	2.4	1.3
- Opening inventories	-	-	0.4	0.5	8.2	8.6	0.1	1.5	12.1	12.3	0.7	-	0.1	0.7	-	2.0	1.1
<b>Wages &amp; Salaries etc.</b>	-	-	22.3	18.4	29.2	19.5	21.5	22.5	15.3	15.6	17.6	27.6	39.9	33.6	45.2	26.4	28.0
<b>Occupancy Expenses</b>	-	-	28.9	20.9	8.8	7.7	30.8	11.4	5.3	7.3	4.2	20.5	9.1	20.8	7.5	17.1	17.4
- Depreciation	-	-	12.1	13.9	3.3	2.7	8.0	5.5	1.4	1.4	2.8	6.4	3.0	4.9	2.2	3.9	7.2
- Repairs	-	-	8.4	3.5	1.1	1.4	7.3	1.9	0.6	0.6	0.4	4.5	0.7	1.9	0.4	2.0	1.9
- Fuel	-	-	4.5	1.4	0.3	1.0	9.5	1.2	0.2	0.1	-	-	-	1.6	-	-	0.5
- Utilities	-	-	0.7	0.7	1.6	1.2	1.4	1.1	1.3	1.5	0.3	5.0	1.2	2.2	0.9	4.0	2.2
Rent	-	-	3.1	1.4	2.5	1.4	4.6	1.8	1.8	3.6	0.6	4.6	-	10.2	4.0	7.2	5.7
<b>Financial Expenses</b>	-	-	3.0	2.8	2.3	2.1	3.3	2.7	2.1	1.9	11.7	14.9	4.1	4.6	-	3.5	4.1
- Interest & bank charges	-	-	2.3	1.9	1.6	1.3	2.4	2.1	1.0	1.2	8.5	13.1	1.4	1.7	1.3	2.5	3.0
- Professional fees	-	-	0.6	1.0	0.7	0.7	0.8	0.6	1.1	0.7	3.2	1.8	2.7	2.9	-	1.0	1.1
<b>General Expenses</b>	-	-	3.9	3.2	2.7	3.5	7.5	4.5	2.7	2.7	1.7	3.5	4.6	6.5	2.6	4.4	4.7
- Advertisement	-	-	0.2	0.6	0.8	0.9	0.6	0.7	1.0	1.3	0.3	1.5	1.2	3.3	0.8	2.7	1.9
- Delivery expenses	-	-	2.7	2.0	1.3	1.8	3.4	2.6	1.3	0.9	0.3	0.8	1.6	2.0	0.8	0.9	1.8
- Insurance	-	-	1.0	0.5	0.6	0.8	3.6	1.2	0.5	0.5	1.1	1.2	1.8	1.2	1.1	0.8	0.9
<b>Other Expenses</b>	-	-	11.9	27.0	8.4	31.3	20.0	29.8	7.6	9.4	21.8	24.6	25.1	23.8	20.4	12.6	28.9
<b>Total Expenses</b>	-	-	87.1	91.4	96.4	94.6	92.7	90.9	97.6	99.3	60.0	94.3	87.3	93.3	83.7	97.4	92.4
<b>Net Profit/Loss</b>	-	-	12.9	8.6	3.6	5.4	7.3	9.1	2.4	0.7	40.0	5.7	12.7	6.7	16.3	2.6	7.6

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, ALBERTA, 1993**  
**BALANCE SHEET OF A TYPICAL SMALL FIRM**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
(thousands of dollars)																	
<b>Total Assets:</b>	-	-	417.5	1,272.8	461.6	256.1	238.6	1,685.1	323.5	234.0	-	769.2	238.5	118.3	253.9	266.0	257.5
Total current assets	-	-	118.1	362.7	255.5	159.2	90.6	630.4	235.5	157.2	-	132.0	86.3	37.1	102.5	43.4	91.9
-Accounts receivable	-	-	52.4	172.5	105.4	46.0	39.2	417.5	84.0	23.6	-	30.9	40.2	12.4	27.7	5.2	26.1
-Closing inventories	-	-	3.1	10.0	79.4	42.6	13.0	41.8	97.1	82.4	-	8.3	1.4	3.1	8.2	10.7	6.8
-Other current assets	-	-	62.6	180.2	70.6	70.6	38.4	171.1	54.4	51.2	-	92.8	44.7	21.6	66.6	27.5	59.1
Net fixed assets	-	-	249.6	755.3	168.3	62.1	130.0	902.8	62.3	58.7	-	506.2	65.3	42.2	60.4	184.3	131.1
Other assets & adjustments	-	-	49.9	154.7	37.8	34.9	18.0	151.9	25.8	18.0	-	131.0	86.9	39.0	91.0	38.3	34.5
<b>Total Liabilities</b>	-	-	288.7	516.1	290.6	190.6	179.1	1,417.9	212.8	178.0	-	578.7	107.5	120.5	115.0	231.9	197.4
Total current liabilities	-	-	168.0	278.4	167.6	108.9	95.0	570.0	152.8	85.1	-	118.2	58.1	42.6	70.9	66.6	106.2
-Current bank loans	-	-	30.5	23.5	39.2	11.6	9.5	104.3	37.2	13.1	-	14.8	7.3	2.9	10.6	7.8	45.9
-Other current liabilities	-	-	137.5	255.0	128.4	97.3	85.5	465.7	115.7	72.1	-	103.4	50.8	39.7	60.2	58.8	60.4
Long term bank loans	-	-	15.5	14.6	16.9	8.8	18.1	2.9	6.9	9.2	-	15.1	-	7.5	7.8	18.3	15.2
Other liabilities & adjustments	-	-	105.2	223.0	106.1	72.9	66.0	845.0	53.1	83.7	-	445.4	-	70.4	36.3	147.0	76.0
<b>Total Equity</b>	-	-	128.8	756.7	171.0	65.5	59.5	267.2	110.7	55.9	-	190.5	131.1	(2.2)	138.9	34.1	60.1

- denotes either not available (or not appropriate) or nil.

**SMALL BUSINESS PROFILES, ALBERTA, 1993**  
**SELECTED FINANCIAL RATIOS**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
<b>Current ratio(times)</b>	-	-	0.7	1.3	1.5	1.5	1.0	1.1	1.5	1.8	2.2	1.1	1.5	0.9	1.4	0.7	0.9
Lower Half (t)	-	-	1.9	2.8	1.0	1.7	1.5	0.5	1.3	2.0	2.8	1.5	1.6	1.1	2.0	0.6	0.7
Upper Half (t)	-	-	0.6	1.2	1.7	1.4	0.9	1.1	1.6	1.8	2.1	1.1	1.5	0.8	1.3	0.7	0.9
<b>Debt/Equity ratio (t)</b>	-	-	2.2	0.7	1.7	2.9	3.0	5.3	1.9	3.2	0.5	3.0	0.8	-	0.8	6.8	3.3
Lower Half (t)	-	-	2.0	4.4	2.8	1.4	15.6	9.9	2.0	6.9	0.5	1.6	1.7	1.8	1.2	(4.0)	6.1
Upper Half (t)	-	-	2.3	0.6	1.5	3.8	2.3	5.3	1.9	2.8	0.5	3.8	0.7	-	0.7	2.7	2.9
<b>Interest coverage ratio (t)</b>	-	-	6.0	5.1	2.9	2.5	2.0	2.5	2.7	0.5	5.5	1.3	2.7	1.9	12.9	1.9	1.6
Lower Half (t)	-	-	7.0	17.9	0.9	-	(0.6)	10.6	4.1	(2.7)	2.7	1.2	1.4	(1.3)	10.8	0.2	1.5
Upper Half (t)	-	-	5.8	4.6	3.3	3.1	3.3	2.0	2.5	1.1	6.0	1.4	3.2	2.1	13.8	2.5	1.6
<b>Debt ratio (t)</b>	-	-	0.7	0.4	0.6	0.7	0.8	0.8	0.7	0.8	0.3	0.8	0.5	1.0	0.5	0.9	0.8
Lower Half (t)	-	-	0.7	0.8	0.7	0.6	0.9	0.9	0.7	0.9	0.3	0.6	0.6	0.6	0.5	1.3	0.9
Upper Half (t)	-	-	0.7	0.4	0.6	0.8	0.7	0.8	0.7	0.7	0.3	0.8	0.4	1.1	0.4	0.7	0.7
<b>Revenue to Equity ratio(t)</b>	-	-	4.3	0.6	4.3	5.5	5.3	2.0	5.9	8.7	0.2	1.1	1.3	-	2.5	11.8	4.0
Lower Half (t)	-	-	2.6	1.5	4.3	1.6	12.0	-	4.4	12.0	0.2	0.4	2.2	8.1	2.9	(3.5)	4.7
Upper Half (t)	-	-	4.7	0.6	4.3	7.9	4.9	1.9	6.3	8.3	0.2	1.5	1.2	-	2.4	6.0	3.9
<b>Revenue to Closing inventory ratio(t)</b>	-	-	176.2	43.8	9.3	8.5	24.1	12.5	6.8	5.9	55.6	26.3	119.7	83.1	42.7	37.9	35.6
Lower Half (t)	-	-	91.4	8.5	6.8	33.3	3.3	38.2	7.7	6.0	-	21.4	262.5	24.8	11.4	21.8	43.1
Upper Half (t)	-	-	199.0	67.1	9.8	7.8	-	12.2	6.7	5.9	51.6	27.2	107.9	149.0	-	45.4	34.6
<b>Current debt to Equity (Percent)</b>	-	-	130.4	36.8	98.0	166.1	159.6	213.3	138.1	152.3	18.5	62.0	44.3	-	51.0	195.3	176.9
Lower Half (%)	-	-	59.2	75.4	175.5	71.4	477.3	-	141.9	248.0	27.2	22.2	68.6	129.3	62.5	-	-
Upper Half (%)	-	-	146.3	35.6	86.8	222.6	141.7	211.8	137.3	141.8	17.6	83.9	41.6	-	47.9	92.6	145.9
<b>Net Profit to Equity (%)</b>	-	-	49.0	4.5	13.3	11.2	12.1	6.8	10.6	(4.8)	6.5	5.3	3.4	-	38.0	26.3	8.3
Lower Half (%)	-	-	50.1	-	(0.6)	(4.0)	-	-	15.7	-	4.2	0.9	2.1	(10.5)	46.7	11.5	10.7
Upper Half (%)	-	-	48.8	3.9	15.3	20.2	19.6	4.3	9.5	1.1	6.7	7.7	3.5	(53.1)	35.6	20.7	7.9
<b>Net fixed assets to Equity (%)</b>	-	-	193.7	99.8	98.4	94.7	218.5	337.9	56.2	105.0	21.1	265.7	49.8	-	43.5	-	218.2
Lower Half (%)	-	-	119.4	-	172.1	96.2	-	72.6	-	4.9	143.4	65.5	103.3	43.4	-	251.3	
Upper Half (%)	-	-	210.4	96.3	87.8	93.8	178.8	337.0	52.9	96.2	22.7	332.8	48.1	-	43.5	247.2	213.6
<b>Gross margin (%)</b>	-	-	57.3	62.0	24.8	45.6	61.0	52.4	19.3	18.8	79.2	68.2	47.9	56.4	51.4	39.7	57.9
Lower Half (%)	-	-	72.4	67.7	30.0	54.0	73.9	73.9	30.7	29.3	65.8	69.0	52.8	65.1	45.7	41.2	61.4
Upper Half (%)	-	-	55.5	61.5	24.1	44.6	59.3	51.5	17.6	17.2	80.5	68.1	46.9	54.8	53.3	39.4	57.3
<b>Return on Total assets (%)</b>	-	-	18.2	3.3	7.5	4.7	6.0	1.8	5.7	1.4	5.4	5.1	3.0	6.0	22.5	7.3	5.1
Lower Half (%)	-	-	19.5	4.9	2.4	(0.1)	(2.8)	-	6.9	(5.4)	4.5	2.5	2.9	(2.1)	23.3	0.9	4.8
Upper Half (%)	-	-	17.9	3.2	8.6	6.2	8.5	1.4	5.5	2.9	5.5	5.9	3.0	7.1	22.3	9.2	5.2
<b>Collection period for accounts receivable (days) ...</b>	-	-	34.5	142.4	52.1	46.2	45.5	291.0	46.6	17.8	186.1	51.8	82.9	17.3	29.0	4.7	39.6
Lower Half (days)	-	-	36.6	98.8	38.5	75.3	38.6	-	50.5	17.2	45.0	26.8	64.0	3.0	27.3	13.1	79.0
Upper Half (days)	-	-	34.2	146.1	54.0	42.7	46.5	302.8	46.0	17.9	199.6	55.9	86.7	19.9	29.5	2.8	33.0

Lower Half: Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude).

- denotes either not available or zero

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, ALBERTA, 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Real Estate	Business Services	Educational Services	Health & Social Services	Accomodation, Food & Beverage Services	Other Services	
SIC No. of Businesses (in Sample)	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
<b>PROFITABLE</b>																	
Percentage of businesses																	
Average Gross Operating Revenue ...																	
Bottom Quartile																	
Lower Middle Quartile																	
Upper Middle Quartile																	
Top Quartile																	
Average Total expenses																	
Bottom Quartile																	
Lower Middle Quartile																	
Upper Middle Quartile																	
Top Quartile																	
Average Net profit																	
Bottom Quartile																	
Lower Middle Quartile																	
Upper Middle Quartile																	
Top Quartile																	
<b>NON-PROFITABLE</b>																	
Average Gross Operating Revenue ...																	
Bottom Quartile																	
Lower Middle Quartile																	
Upper Middle Quartile																	
Top Quartile																	
Average Total Expenses																	
Bottom Quartile																	
Lower Middle Quartile																	
Upper Middle Quartile																	
Top Quartile																	
Average Net Loss																	
Bottom Quartile																	
Lower Middle Quartile																	
Upper Middle Quartile																	
Top Quartile																	

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.

denotes either not available or not applicable

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, BRITISH COLUMBIA, 1993**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
No. of Businesses (in the survey)	-	94	954	140	1,567	7,890	2,913	543	2,012	6,019	502	751	2,845	176		1,920	4,587

Selected Expenses As % Of Gross Operating Revenues

<b>Cost of Goods Sold</b>	-	<b>10.4</b>	<b>20.7</b>	<b>22.1</b>	<b>44.8</b>	<b>35.8</b>	-	<b>11.0</b>	<b>64.4</b>	<b>60.9</b>	<b>7.7</b>	<b>0.3</b>	<b>5.2</b>	-	<b>0.2</b>	<b>29.1</b>	-
- Purchases	-	7.2	20.9	-	45.4	39.2	-	-	65.9	62.0	-	0.3	-	-	2.0	29.2	-
- Closing inventories	-	1.0	-	-	9.6	19.4	-	-	12.9	12.8	-	0.6	-	-	-	1.6	1.0
- Opening Inventories	-	4.2	-	3.2	9.0	16.0	-	-	11.4	11.7	-	0.6	-	-	-	1.5	0.9
<b>Wages &amp; Salaries etc.</b>	-	<b>34.8</b>	<b>35.7</b>	<b>19.7</b>	<b>30.3</b>	<b>19.4</b>	<b>25.2</b>	<b>22.2</b>	<b>16.3</b>	<b>16.0</b>	<b>18.8</b>	<b>25.4</b>	<b>40.3</b>	-	<b>42.7</b>	<b>30.4</b>	<b>26.3</b>
<b>Occupancy Expenses</b>	-	<b>23.1</b>	<b>19.7</b>	<b>19.4</b>	<b>9.1</b>	<b>5.5</b>	<b>26.4</b>	<b>14.9</b>	<b>5.4</b>	<b>7.8</b>	<b>3.8</b>	<b>19.6</b>	<b>6.9</b>	-	<b>7.9</b>	<b>15.4</b>	<b>16.3</b>
- Depreciation	-	11.2	5.9	10.5	3.1	2.0	6.7	5.9	1.4	1.4	1.7	9.7	2.1	-	2.5	3.2	6.6
- Repairs	-	7.0	6.9	4.2	1.1	1.0	7.9	3.3	0.5	0.6	0.5	5.2	0.4	-	0.8	3.1	1.8
- Fuel	-	2.9	4.9	2.3	0.1	0.5	7.4	-	0.2	-	-	-	-	-	-	0.2	0.3
- Utilities	-	0.7	0.5	0.6	1.6	0.7	1.1	1.6	1.2	1.4	0.9	3.8	1.1	1.6	1.0	3.4	2.1
- Rent	-	1.3	1.6	1.9	3.2	1.3	3.3	-	2.2	4.4	0.6	0.9	-	-	3.6	5.5	5.6
<b>Financial Expenses</b>	-	<b>4.7</b>	<b>2.5</b>	<b>5.9</b>	<b>3.5</b>	<b>2.3</b>	-	<b>3.3</b>	<b>1.8</b>	<b>1.9</b>	<b>16.2</b>	<b>22.1</b>	<b>4.0</b>	-	<b>4.7</b>	<b>3.8</b>	<b>4.1</b>
- Interest & bank charges	-	2.8	1.5	2.3	2.4	1.4	2.7	2.2	1.0	1.2	11.6	19.9	1.5	-	1.9	2.8	2.7
- Professional fees	-	1.9	0.9	3.6	1.2	0.9	-	1.0	0.8	0.7	4.6	2.2	-	-	2.8	1.0	1.4
<b>General Expenses</b>	-	<b>4.0</b>	<b>3.6</b>	<b>2.8</b>	<b>3.1</b>	<b>2.5</b>	<b>6.8</b>	<b>6.0</b>	<b>2.9</b>	<b>2.8</b>	<b>1.3</b>	<b>2.8</b>	<b>2.9</b>	<b>5.3</b>	<b>2.0</b>	<b>4.3</b>	<b>5.0</b>
- Advertisement	-	-	0.5	-	1.0	0.5	0.5	0.7	0.9	1.4	0.7	1.3	1.0	3.0	0.3	2.9	2.0
- Delivery expenses	-	1.4	1.9	1.8	1.4	1.5	3.4	4.1	1.5	0.9	0.4	0.7	1.3	-	0.9	0.7	2.1
- Insurance	-	2.3	1.3	0.7	0.7	0.5	2.9	1.2	0.4	0.5	0.2	0.8	0.5	-	0.8	0.7	0.8
<b>Other Expenses</b>	-	<b>15.8</b>	<b>12.0</b>	<b>28.9</b>	<b>9.8</b>	<b>27.7</b>	<b>22.4</b>	<b>29.2</b>	<b>6.7</b>	<b>8.5</b>	<b>20.7</b>	<b>26.9</b>	<b>27.8</b>	-	<b>20.6</b>	<b>15.2</b>	<b>33.6</b>
<b>Total Expenses</b>	-	<b>92.9</b>	<b>94.1</b>	<b>98.8</b>	<b>100.8</b>	<b>93.2</b>	<b>92.9</b>	<b>86.6</b>	<b>97.5</b>	<b>97.9</b>	<b>68.5</b>	<b>97.2</b>	<b>87.1</b>	<b>93.8</b>	<b>78.2</b>	<b>98.1</b>	<b>92.5</b>
<b>Net Profit/Loss</b>	-	<b>7.1</b>	<b>5.9</b>	<b>1.2</b>	<b>(0.8)</b>	<b>6.8</b>	<b>7.1</b>	<b>13.4</b>	<b>2.5</b>	<b>2.1</b>	<b>31.5</b>	<b>2.8</b>	<b>12.9</b>	<b>6.2</b>	<b>21.8</b>	<b>1.9</b>	<b>7.5</b>

- denotes either not available (or not appropriate) or nil.

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, BRITISH COLUMBIA , 1993**  
**BALANCE SHEET OF A TYPICAL SMALL FIRM**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accomodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91- 92	96-99
(thousands of dollars)																	
<b>Total Assets:</b>		<b>510.5</b>	<b>224.7</b>	-	<b>552.6</b>	<b>445.1</b>	<b>253.4</b>	-	<b>312.4</b>	<b>219.1</b>	<b>1,171.7</b>	<b>1,577.9</b>	<b>229.4</b>	-	<b>364.1</b>	<b>297.8</b>	<b>329.8</b>
Total current assets	-	139.2	88.2	-	270.2	320.1	87.0	-	206.3	138.4	402.0	181.6	105.8	76.5	152.7	52.7	86.0
-Accounts receivable	-	33.4	32.3	-	148.2	74.5	33.9	-	76.0	24.6	49.9	22.9	52.6	-	62.3	8.7	28.6
-Closing inventories	-	3.3	3.0	-	59.0	152.2	2.4	-	82.7	78.6	17.8	4.5	1.6	-	1.5	7.8	9.2
-Other current assets	-	102.5	52.9	-	63.1	93.4	50.7	-	47.6	35.2	334.3	154.2	51.6	-	88.9	36.2	48.2
Net fixed assets	-	212.3	112.1	-	249.7	53.7	138.4	-	78.5	58.6	74.4	1,211.3	48.6	-	97.5	230.0	183.5
Other assets & adjustments	-	159.0	-	-	32.7	71.4	28.0	-	27.5	22.0	695.4	184.9	75.0	-	113.9	15.1	60.4
<b>Total Liabilities</b>		<b>251.3</b>	<b>164.8</b>	-	<b>429.4</b>	<b>328.2</b>	<b>196.3</b>	-	<b>214.3</b>	<b>161.8</b>	<b>592.7</b>	<b>1,352.5</b>	<b>173.4</b>	-	<b>168.9</b>	<b>242.1</b>	<b>241.4</b>
Total current liabilities	-	91.0	106.2	-	174.0	213.3	89.0	-	137.9	88.4	277.2	336.8	97.5	-	112.8	64.0	101.3
-Current bank loans	-	10.1	12.2	-	29.0	47.7	7.7	-	33.1	15.2	52.1	118.0	12.1	-	24.3	2.8	14.0
-Other current liabilities	-	80.9	94.0	-	145.3	165.6	81.2	-	104.8	73.2	225.1	218.8	85.4	-	88.5	61.2	87.4
Long term bank loans	-	28.3	-	-	77.7	32.6	14.8	-	6.3	7.0	1.8	41.2	-	-	14.9	35.0	16.9
Other liabilities & adjustments	-	132.0	-	-	177.4	82.3	92.6	-	70.1	66.4	313.7	974.5	-	-	41.2	143.1	123.2
<b>Total Equity</b>	-	<b>259.1</b>	<b>59.9</b>	-	<b>123.2</b>	<b>116.9</b>	<b>57.1</b>	-	<b>98.1</b>	<b>57.3</b>	<b>579.1</b>	<b>225.3</b>	<b>56.0</b>	-	<b>195.3</b>	<b>55.7</b>	<b>88.4</b>

- denotes either not available (or not appropriate) or nil.

**SMALL BUSINESS PROFILES, BRITISH COLUMBIA, 1993**  
**SELECTED FINANCIAL RATIOS**

(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate Agencies	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96 - 99
<b>Current ratio(times)</b>	-	1.5	0.8	2.3	1.5	1.5	1.0	0.8	1.5	1.6	1.4	0.5	1.1	0.9	1.4	0.8	0.8
Lower Half (t)	-	0.9	0.7	5.1	1.8	1.0	0.8	0.6	1.7	1.2	2.4	0.4	1.1	2.1	2.0	0.7	0.7
Upper Half (t)	-	1.8	0.9	2.0	1.4	1.7	1.0	0.8	1.5	1.7	1.3	0.6	1.1	0.8	1.1	0.9	0.9
<b>Debt/Equity ratio (t)</b>	-	1.0	2.7	0.5	3.5	2.8	3.4	1.9	2.2	2.8	1.0	6.0	3.1	19.4	0.9	4.3	2.7
Lower Half (t)	-	1.4	8.1	0.2	2.6	4.4	3.5	1.2	1.2	7.7	0.9	3.7	13.8	(11.4)	0.4	1.6	4.4
Upper Half (t)	-	0.9	2.1	0.7	4.5	2.5	3.4	1.9	2.7	2.3	1.1	6.7	2.5	14.2	1.2	7.5	2.4
<b>Interest coverage ratio (t)</b>	-	3.4	1.2	0.2	0.1	3.1	1.7	3.6	2.6	1.5	3.7	1.0	4.8	0.5	12.6	1.1	1.4
Lower Half (t)	-	(3.4)	(4.8)	2.8	(1.0)	(3.4)	(0.9)	6.5	(0.5)	(1.5)	2.0	1.6	0.6	(3.7)	28.2	(0.3)	(1.1)
Upper Half (t)	-	7.0	3.5	(0.5)	0.3	4.1	2.0	3.4	3.1	2.4	3.9	1.0	6.3	0.6	9.2	1.6	2.0
<b>Debt ratio (t)</b>	-	0.5	0.7	0.4	0.8	0.7	0.8	0.7	0.7	0.7	0.5	0.9	0.8	1.0	0.5	0.8	0.7
Lower Half (t)	-	0.6	0.9	0.2	0.7	0.8	0.8	0.6	0.5	0.9	0.5	0.8	0.9	1.1	0.3	0.6	0.8
Upper Half (t)	-	0.5	0.7	0.4	0.8	0.7	0.8	0.7	0.7	0.7	0.5	0.9	0.7	0.9	0.5	0.9	0.7
<b>Revenue to Equity ratio(t)</b>	-	1.0	7.9	0.7	4.8	4.2	6.1	3.5	6.1	9.6	0.3	1.4	5.1	36.3	2.3	7.6	3.4
Lower Half (t)	-	0.7	8.6	0.3	1.3	3.2	3.5	3.8	1.9	15.4	0.2	0.8	9.8	(27.8)	1.4	2.6	2.8
Upper Half (t)	-	1.0	7.8	0.9	8.8	4.3	6.9	3.5	8.4	8.9	0.3	1.6	4.8	25.4	2.8	13.4	3.5
<b>Revenue to Closing inventory ratio(t)</b>	-	75.1	158.8	10.7	10.0	3.2	145.5	290.1	7.3	7.0	9.5	70.3	179.9	97.2	286.0	54.2	32.5
Lower Half (t)	-	24.5	214.5	8.0	8.4	1.7	40.9	-	10.2	6.1	7.3	57.0	204.4	231.5	381.7	46.9	47.7
Upper Half (t)	-	122.2	153.4	11.1	10.4	3.6	254.6	268.6	7.0	7.2	10.0	73.0	177.4	87.8	263.3	56.1	30.9
<b>Current debt to Equity (Percent)</b>	-	35.1	177.2	28.3	141.5	182.4	155.8	121.0	140.6	154.2	47.9	149.5	174.1	-	57.8	115.0	114.6
Lower Half (%)	-	60.8	-	9.0	98.0	310.2	140.7	94.5	54.3	417.0	25.9	131.7	-	-	36.0	55.1	175.5
Upper Half (%)	-	28.6	141.8	35.6	191.8	160.0	160.8	123.0	186.5	123.7	55.4	154.8	159.1	-	72.5	183.8	102.0
<b>Net Profit to Equity (%)</b>	-	6.2	2.4	(1.5)	(10.4)	13.1	10.8	21.6	10.4	5.5	9.4	0.6	30.1	(71.5)	49.5	2.8	3.5
Lower Half (%)	-	(19.8)	-	2.5	(5.5)	(25.6)	(14.3)	48.3	(4.0)	(66.0)	1.8	7.4	(14.9)	59.5	51.6	(11.3)	(25.6)
Upper Half (%)	-	12.9	23.2	(3.0)	(16.0)	19.9	19.0	19.6	18.1	13.8	12.0	(1.4)	32.6	(49.2)	48.1	19.1	9.6
<b>Net fixed assets to Equity (%)</b>	-	81.9	187.1	69.5	202.6	45.9	242.4	145.9	80.0	102.3	12.8	537.5	86.8	995.7	50.0	413.0	207.5
Lower Half (%)	-	116.5	434.1	36.6	167.0	81.2	255.2	158.2	90.1	245.8	6.8	267.7	-	-	15.8	204.4	278.9
Upper Half (%)	-	73.1	156.5	82.0	243.8	39.7	238.2	145.0	74.7	85.7	14.9	618.1	59.5	774.5	73.0	653.2	192.8
<b>Gross margin (%)</b>	-	54.0	36.1	54.7	22.4	39.0	56.1	61.0	17.8	20.4	74.7	72.8	48.0	55.6	53.0	36.9	62.1
Lower Half (%)	-	49.0	39.0	66.2	24.3	42.3	57.1	51.3	26.0	28.8	67.6	74.4	55.8	65.6	65.0	35.6	51.3
Upper Half (%)	-	54.9	35.7	53.5	22.0	38.6	55.9	61.8	16.8	18.8	75.8	72.5	47.2	53.8	48.9	37.2	63.9
<b>Return on Total assets (%)</b>	-	4.5	3.7	0.2	0.3	5.1	6.0	10.4	5.3	4.5	6.4	4.3	9.3	4.0	28.8	4.2	3.6
Lower Half (%)	-	(6.4)	(15.1)	3.2	(0.8)	(3.7)	(1.5)	25.5	(0.6)	(4.5)	1.9	4.2	1.6	(4.5)	37.9	(1.0)	(2.5)
Upper Half (%)	-	8.1	10.5	(0.6)	1.0	7.5	8.5	9.6	7.1	7.3	7.8	4.3	11.1	5.0	24.8	6.0	5.6
<b>Collection period for accounts receivable (days) ...</b>	-	49.1	24.9	112.1	91.7	55.9	35.6	43.2	46.1	16.3	107.9	26.5	67.8	33.6	51.6	7.5	35.1
Lower Half (days)	-	78.1	47.1	126.8	-	42.1	36.3	20.8	67.2	16.4	89.7	17.7	38.7	28.8	70.9	7.1	54.7
Upper Half (days)	-	43.7	21.9	110.6	48.9	57.7	35.5	45.0	43.5	16.3	110.7	27.8	71.1	34.5	45.0	7.6	31.9

Lower Half: Firms whose Gross operating revenues were below the median (which is the middle value or the arithmetic mean of the two middle values of a set of number arranged in order of magnitude).

- denotes either not available or zero

**STATISTICAL SUMMARY**  
**SMALL BUSINESS PROFILES, BRITISH COLUMBIA, 1993**  
**PROFITABLE vs NON-PROFITABLE BUSINESSES**  
(Firms with revenues between \$25K-\$5M)

Industry	Agricultural & Related Services Ind.	Fishing & Trapping	Logging & Forestry Services	Mining & Oil Wells	Manufacturing	Construction	Transportation & Storage	Communication & Utilities	Wholesale Trade	Retail Trade	Finance & Insurance	Real Estate	Business Services	Educational Services	Health & Social Services	Accommodation, Food & Beverage Services	Other Services
SIC No. of Businesses (in Sample)	01-02	03	04 - 05	06 - 09	10 - 39	40 - 44	45 - 47	48 - 49	50 - 59	60 - 69	70 - 74	75 - 76	77	85	86	91 - 92	96-99
	-	94	954	140	1,567	7,890	2,913	543	2,012	6,019	502	751	2,845	176	700	1,920	4,587
<b>PROFITABLE</b>																	
Percentage of businesses	-	62	72	73	57	73	75	92	60	62	85	64	77	73	94	54	72
Average Gross Operating Revenue ...	-	290.8	335.9	-	408.0	285.8	186.2	154.7	551.0	372.4	171.8	259.2	193.6	134.5	317.1	343.3	147.1
Bottom Quartile	-	49.1	45.3	33.9	38.3	36.4	39.1	29.2	46.6	44.7	34.9	43.9	31.7	31.1	37.4	52.1	32.1
Lower Middle Quartile	-	87.4	98.7	63.0	103.8	72.7	80.3	39.5	137.8	123.6	54.1	93.8	51.7	43.3	171.4	120.3	54.2
Upper Middle Quartile	-	148.3	237.8	182.5	331.9	172.9	136.9	57.8	363.7	291.1	103.2	198.7	101.7	86.2	303.5	261.3	98.3
Top Quartile	-	698.3	805.1	1,098.5	1,237.0	830.2	505.9	562.6	1,384.0	1,036.1	378.4	823.7	608.0	614.2	730.8	652.6	465.7
Average Total expenses	-	236.4	299.9	-	375.2	252.1	161.6	128.9	516.2	349.5	98.7	217.5	-	109.7	238.3	314.2	122.7
Bottom Quartile	-	33.9	25.3	18.7	24.7	19.5	26.6	16.8	33.7	33.4	19.2	29.8	11.8	14.5	18.8	41.9	17.2
Lower Middle Quartile	-	73.2	68.7	34.9	84.1	51.0	60.5	22.0	113.9	107.7	34.4	59.6	21.6	24.1	109.3	104.2	36.8
Upper Middle Quartile	-	110.8	200.7	150.6	309.4	147.2	110.0	31.7	325.8	269.1	64.1	167.7	67.8	66.0	190.4	220.5	76.6
Top Quartile	-	579.7	752.9	958.3	1,159.5	761.7	465.6	511.4	1,328.1	993.6	212.7	719.4	533.2	553.2	618.1	611.4	417.1
Average Net profit	-	54.4	35.9	-	32.8	33.7	24.7	25.8	34.8	22.9	-	41.6	38.9	24.8	78.8	29.1	24.4
Bottom Quartile	-	15.2	20.0	15.3	13.7	17.0	12.4	12.4	12.9	11.3	15.7	14.2	20.0	16.6	18.6	10.1	14.9
Lower Middle Quartile	-	14.2	30.0	28.1	19.7	21.7	19.7	17.5	23.9	15.9	19.7	34.2	30.1	19.2	61.8	16.2	17.4
Upper Middle Quartile	-	37.4	37.1	31.9	22.5	25.7	26.9	26.2	37.9	21.9	39.1	30.9	33.8	20.3	113.0	40.8	21.8
Top Quartile	-	118.6	52.2	140.2	78.2	68.5	40.4	51.2	55.9	42.4	165.7	104.4	74.8	61.0	112.7	41.3	48.5
<b>NON-PROFITABLE</b>																	
Average Gross Operating Revenue ...	-	139.7	250.7	457.2	412.4	261.4	223.7	294.3	374.0	339.5	147.6	329.7	180.3	265.6	563.3	279.9	203.1
Bottom Quartile	-	46.0	44.1	34.2	36.2	34.7	37.8	30.1	48.3	44.1	39.1	51.9	32.8	35.7	34.0	56.7	31.7
Lower Middle Quartile	-	89.0	83.4	74.9	122.9	74.0	79.3	37.4	148.0	122.0	61.2	91.8	49.6	40.2	168.0	119.1	56.3
Upper Middle Quartile	-	151.6	193.0	191.1	322.6	155.9	142.5	-	357.6	286.4	115.9	189.9	94.3	132.8	318.4	236.8	104.0
Top Quartile	-	384.4	1,262.4	833.7	1,043.8	875.8	561.1	432.7	1,327.0	875.4	775.8	702.8	429.7	416.4	1,754.3	997.3	459.1
Average Total Expenses	-	186.1	278.4	572.6	463.0	283.5	242.5	312.5	397.1	356.7	207.1	382.2	204.5	293.5	597.0	301.3	222.1
Bottom Quartile	-	71.9	90.5	102.2	42.5	45.0	47.8	39.8	57.8	60.3	72.7	66.3	44.0	47.1	39.8	69.0	39.8
Lower Middle Quartile	-	144.2	94.9	128.9	140.9	82.7	89.3	45.6	161.1	139.8	83.9	107.3	67.3	42.2	176.8	134.6	63.7
Upper Middle Quartile	-	196.9	233.4	320.0	351.3	175.0	162.3	-	390.2	303.6	151.9	220.8	105.2	135.1	326.3	245.3	124.4
Top Quartile	-	444.8	1,289.1	951.5	1,179.4	929.7	593.3	456.4	1,378.3	892.9	1,037.6	812.0	475.2	466.1	1,867.4	1,062.9	486.5
Average Net Loss	-	(46.4)	(27.7)	(115.3)	(50.6)	(22.0)	(18.8)	-	(23.0)	(17.2)	(59.6)	(52.5)	(24.2)	-	(21.4)	(19.0)	-
Bottom Quartile	-	(25.9)	(46.4)	(68.0)	(6.3)	(10.2)	(10.0)	(9.7)	(9.6)	(16.2)	(33.6)	(14.4)	(11.2)	(11.4)	(5.7)	(12.4)	(8.1)
Lower Middle Quartile	-	(54.8)	(11.6)	(54.0)	(18.0)	(8.7)	(10.0)	(8.1)	(13.1)	(17.8)	(22.7)	(15.5)	(17.7)	(2.1)	8.8	(15.5)	(7.5)
Upper Middle Quartile	-	(45.2)	(40.4)	(129.0)	(28.6)	(19.2)	(19.8)	-	(32.6)	(17.2)	(36.1)	(30.9)	(10.9)	(2.3)	(8.0)	(8.5)	(20.3)
Top Quartile	-	(60.4)	(36.7)	(117.7)	(135.7)	(53.9)	(32.2)	(23.7)	(51.3)	(17.5)	(261.8)	(109.2)	(45.6)	(49.8)	(113.1)	(65.6)	(27.4)

The quartiles are constructed by ranking all sampled firms according to their revenue value and then breaking these up into four groups with equal number of businesses.

- denotes either not available or nil.

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