

2019

Small Business Profile



Ministry of
Jobs, Trade
and Technology

BCStats

SMALL BUSINESS PROFILE 2019

A profile of small business in British Columbia

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Small Business Profile 2019 is produced by the Ministry of Jobs, Trade and Technology of B.C. The report was prepared by BC Stats in partnership with the Small Business Branch of the ministry.

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EXECUTIVE SUMMARY

B.C. has a strong, diversified and growing economy. Small business continues to play a vital role, with the vast majority of businesses in the province – over half a million – having fewer than 50 employees. These small businesses support communities and jobs across the province and in all industries.

This report profiles the impact and current state of the small business sector in the B.C. economy. It presents year over year changes and multi-year trends, as well as comparisons with Canadian provinces. This profile is designed to support informed policy and decision making related to small business. The data that is presented helps support government and industry in understanding the current state of small business in B.C., and the potential that the sector has to drive continued prosperity.

The small business sector in B.C. is a vital part of the economy, more so than in most other provinces. In 2018, B.C. ranked second among provinces in number of small businesses per capita (101.9 per 1,000 people), marginally behind Alberta. B.C. led all provinces in growth in the number of small businesses between 2014 and 2018, as well as in small business job growth between 2013 and 2018.

Small Businesses are distributed across the province and provide many of the goods and services that support larger resource companies. Most regions of the province recorded increases in the number of small businesses between 2014 and 2018. The North Coast and Nechako region saw the

strongest growth, with the small business count climbing 31.9 per cent. It is likely that these new small business are being created in the North to support the activities surrounding the \$40 billion investment by LNG Canada.

Self-employed people in B.C. tend to be older and male, with 61 per cent aged 45 or older, and 62 per cent male. However, self employment among women is growing in B.C., and is on pace with the rest of Canada. For many reasons it is harder for youth to start businesses, and they are more frequently employees than self-employed.

B.C.'s economy is growing steadily, and job growth in B.C. is on pace with the rest of the country. The small business sector is a key instrument of job creation and economic growth, and B.C. leads other provinces in gross domestic product (GDP) generated by small business, at 34 per cent of overall provincial GDP. B.C. is also first among provinces in small business job growth at 7.7 per cent over the last five years. Small business represents nearly 1.1 million workers, or 53 per cent of private sector employment, and almost one third of the provincial payroll.

B.C. has an open, diversified economy with trading partners across the globe. B.C. is the province with the highest percentage of international exports that leave North America, at 51 per cent. Of international exporters in B.C., 85 per cent are small businesses, responsible for \$15.8 billion in exports, or 32 per cent of total provincial exports.



Between 2013 and 2018 the construction sector saw small business employment grow **26.6%**



In 2018, **6,089** small businesses exported goods to destinations outside of Canada



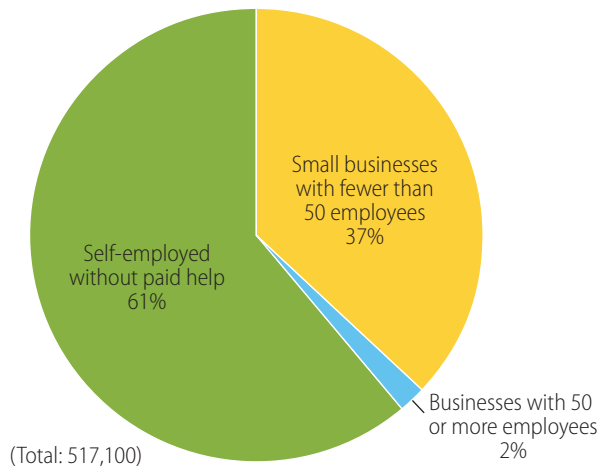
Nearly **1.1 million** British Columbians worked in small businesses in 2018



Small business payrolls in B.C. accounted for **32%** of all wages paid to workers in 2018

HIGHLIGHT FIGURE 1

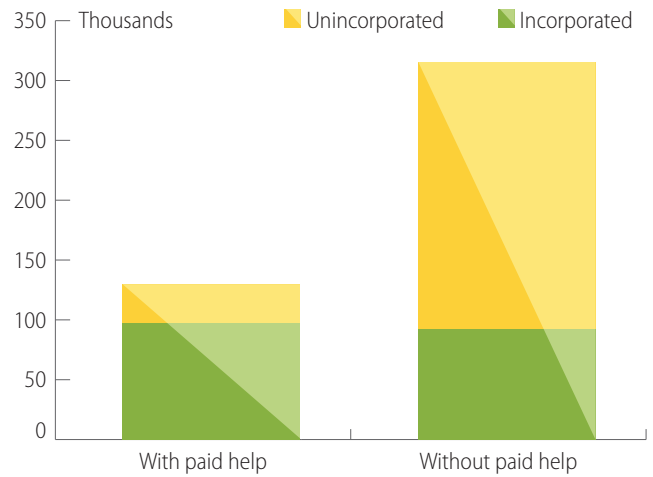
Breakdown of Businesses in British Columbia, 2018



Source: BC Stats using data supplied by Statistics Canada

HIGHLIGHT FIGURE 2

Number of Self-Employed Business Owners in British Columbia, 2018



Source: Statistics Canada / Prepared by BC Stats

HIGHLIGHT FIGURE 3

Breakdown of Businesses in British Columbia, 2018*

	Number of businesses	Per cent of total	Growth 2014-2018 (#)	Growth rate 2014-2018**
Total businesses with 0 to 4 employees	428,400	83%	43,700	11.4%
Self-employed without paid help	315,200	61%	39,900	14.5%
Businesses with 1 to 4 employees	113,200	22%	3,800	3.5%
Businesses with 5 to 9 employees	39,100	8%	2,800	7.7%
Businesses with 10 to 19 employees	25,800	5%	3,100	13.8%
Businesses with 20 to 29 employees	8,500	2%	200	2.4%
Businesses with 30 to 49 employees	6,900	1%	800	13.7%
Total small businesses	508,700	98%	50,700	11.1%
Total large businesses (50+ employees)	8,400	2%	800	10.2%
Total all businesses	517,100	100%	51,400	11.0%

* Figures do not add due to rounding

** Due to a data break in 2014, growth rates can only be calculated from 2014-2018

Source: BC Stats using data supplied by Statistics Canada

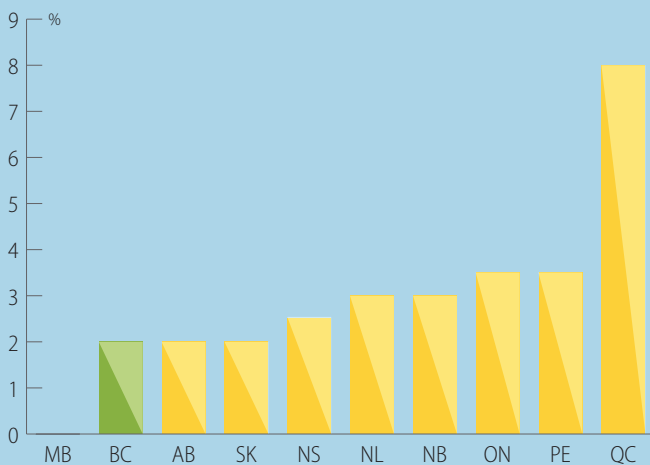
Spotlight on British Columbia's business landscape:

Some key indicators

A positive business climate can be advantageous to a province, helping to stimulate business formation and growth. Small business owners will often seek an ideal location to establish their operations, particularly given that much of the input to their production is derived from human capital. Lower levels of taxation have the potential to attract investment and encourage a skilled labour pool – both essential to small business growth. B.C. compares favourably with other parts of the country in several key business stimulus indicators, a few of which are highlighted below.

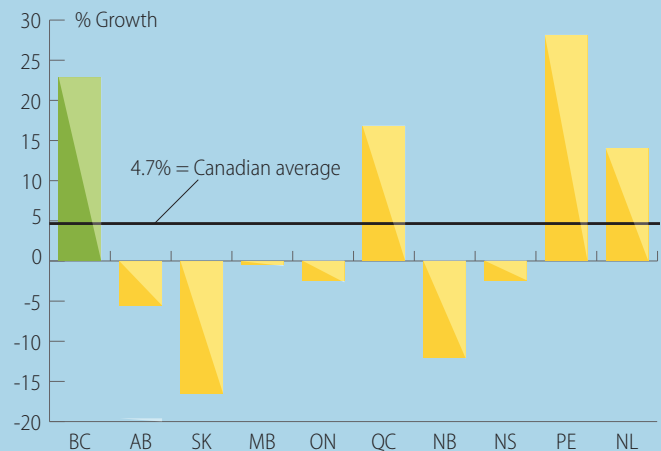
The small business tax rate in B.C. (2.0 per cent in 2019) remains among the lowest in Canada. B.C.'s rate sits just above that of Manitoba, which has eliminated the small business tax altogether, and is on par with Alberta and Saskatchewan (each 2.0 per cent). At 8.0 per cent, Quebec's tax rate is by far the highest in the country.

Small Businesses Tax Rates by Province, 2019



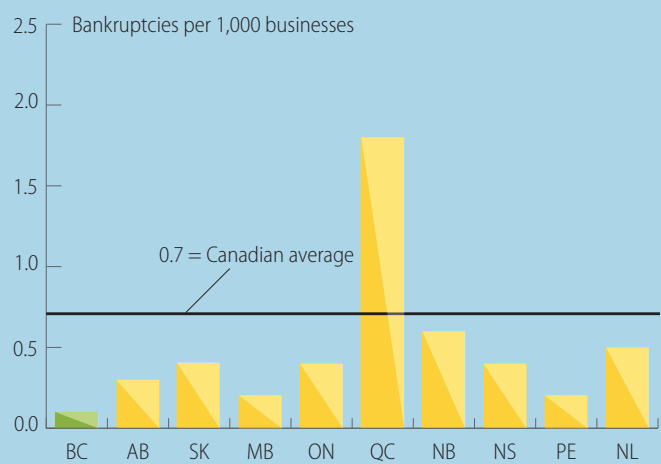
Another measure of the overall health of an economy and business environment is strong building activity. B.C. continues to record growth in planned building activity. The value of building permits issued in the province amounted to more than \$19 billion in 2018, a 22.9 per cent jump over 2017. Nationally, planned spending also grew in 2018 (4.7 per cent to nearly \$100 billion), though at a much slower pace than B.C.

Value of Building Permits Issued by Province, Growth 2017-2018



B.C. boasts the lowest business bankruptcy rate in the country, another indicator of a favourable business environment. In 2018, the province recorded a rate of just 0.1 bankruptcies per 1,000 businesses, down slightly from 0.2 in 2017. Quebec had the highest business bankruptcy rate, at 1.8 per 1,000 businesses. The Canadian business bankruptcy rate was 0.7 in 2018, unchanged from 2017.

Business Bankruptcy Rates by Province, 2018





1 SMALL BUSINESS GROWTH

It is useful to look at indicators of the overall business environment in B.C. to measure its suitability as a place where small businesses have potential to flourish; however, it is also important to monitor the performance of the small business sector itself. On one hand, small business tax rates and measures of planned investment in buildings (building permits) give some indication of the health of the overall provincial business environment. On the other hand, measures such as business counts, employment, gross domestic product (GDP) and revenues are indicators that offer an objective view of the size and health of the small business sector and its overall importance for the provincial economy.

What is a small business?

A business can be classified as small, medium or large through a number of different methods, including production levels and revenues. However, the most commonly used definition focuses on the number of individuals employed. In B.C., a **small business** is defined as one with either fewer than 50 employees, or a business operated by a person who is self-employed without paid help.

Small Business Spotlight:

Kory Wood | Founder and President Kikinaw Energy Services, Est. 2013

Life Story

Kory Wood was born and raised in Chetwynd, B.C. and is a member of the Saulteau First Nations. He credits the Saulteau First Nations and the Tansi Friendship Centre with providing him the support and resources necessary to be active in team sports at a young age. Participating in sports helped him develop the social and leadership skills that he uses in his business everyday.

Kory further developed his leadership skills as a youth coordinator with Blueberry River First Nations. After receiving his Red Seal Electrician Certification, Kory knew that he wanted to give back to the communities and social programs that had made such a big impact on him.

Kory founded the company that would become Kikinaw Energy Services, a Saulteau First Nations member-owned electrical and wind energy operation, maintenance and construction company.

What was the motivation behind starting your own business?

At the end of the day, I was trying to create a better life for myself.

Who is your mentor?

There are times in business when you feel like it's you against the world, so you always need good people on your team. I have a few business partners and staff who give me invaluable advice and support.

How has your business grown and evolved over the years?

In 2014, Kikinaw corporate headquarters consisted of a desk in a spare room with a computer and a printer, and our revenue was just under \$1 million in that first year. Now, we have a 3000 sq. ft building with operations across Canada. Our annual revenue is \$4 – \$5 million and we're making a real impact, investing almost \$10,000 a year into local communities.

What do you see as your greatest accomplishment to date?

I'm halfway through an MBA program at Athabasca University. Since I don't have any prior university education, to be accepted into the program I had to make a case for myself and explain how I learned to run a business from the ground up. This is a big accomplishment for me because I didn't grow up in a home that had post-secondary education.



What challenges did you encounter while growing your business?

Everything was challenging at the beginning, from understanding payroll, to managing conflict in the workplace. I did my research and looked to my mentors.

What challenges do Indigenous entrepreneurs face when starting or growing their small business?

Indigenous joint ventures between Indigenous and non-Indigenous businesses should ideally be mutually beneficial for both parties and lead to economic and social development opportunities for the Indigenous community. However, I have often seen that profits aren't invested into the local community and the community retains little influence. In these cases, there is room for a more balanced relationship between partners.

What advice would you give to other aspiring Indigenous entrepreneurs from your experience?

Don't walk alone – surround yourself with good people who genuinely want what's best for you. You need a vision and purpose that will motivate you and give you direction.

What has been your greatest reward as a small business in your industry?

One of the greatest rewards is developing relationships with people from across the country – from different communities and cultures – and coming together as a team.

Where is your favourite B.C. destination?

I love Salmon Arm and the Shuswap because there are so many outdoor activities to do year-round.

Bottom Line

- Kikinaw Energy Services employs between 30 and 40 employees.
- Winners of the BC Aboriginal Business Awards Outstanding Business Achievers 2018.
- They have plans to open an office in Washington and enter the U.S. wind energy market.

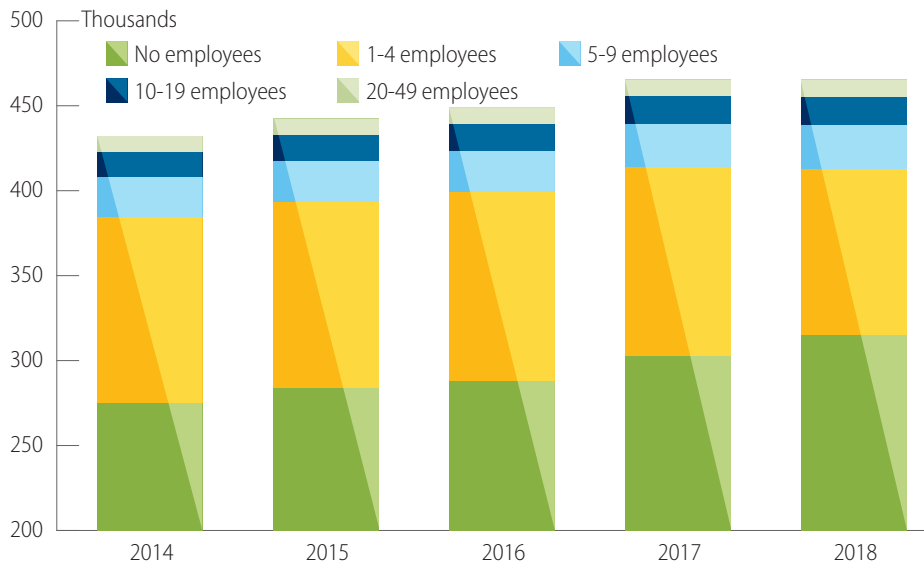
How many businesses operate in British Columbia and is that number growing?

In 2018, there were a total of 517,100 businesses operating in B.C. Of these, 508,700 (98 per cent) were small businesses with fewer than 50 employees. Businesses operated by self-employed persons with no paid employees comprised 61 per cent of all businesses in the province, slightly below the national average (62 per cent). Ontario, at 63 per cent, had the highest share of businesses run by self-employed individuals with no paid help, while Newfoundland and Labrador had the smallest share, at just 38 per cent.

The number of small businesses in B.C. was up 3.2 per cent in 2018 over 2017, a net increase of approximately 15,600 businesses. The count of businesses operated by self-employed individuals without paid help climbed at a more rapid pace (4.1 per cent) and was the fastest-growing group in the small business sector. The province saw an increase of 1.6 per cent among small businesses with employees, with those employing between 10 and 19 individuals showing the most growth (2.9 per cent). The number of large businesses also rose in 2018, expanding by 2.4 per cent.

FIGURE 1.1

Growth of Small Businesses in British Columbia



Note: Due to a data break in 2014, comparisons can only be made back to 2014

Source: BC Stats using data supplied by Statistics Canada

What is the size distribution of small businesses?

Most of the small businesses operating in B.C. employ fewer than five employees. In 2018, 428,400 businesses, or 83 per cent of all businesses, fit this description. Within this group, self-employed persons without paid help made up 61 per cent of B.C. businesses, while the remaining 22 per cent employed one to four individuals.

FIGURE 1.2

Breakdown of Small Businesses in British Columbia, 2018¹

	Number of businesses	Per cent of total ¹	Growth 2014-2018(#)	Growth rate 2014-2018 ²
Total businesses with 0 to 4 employees	428,400	83%	43,700	11.4%
Self-employed without paid help	315,200	61%	39,900	14.5%
Businesses with 1 to 4 employees	113,200	22%	3,800	3.5%
Businesses with 5 to 9 employees	39,100	8%	2,800	7.7%
Businesses with 10 to 19 employees	25,800	5%	3,100	13.8%
Businesses with 20 to 29 employees	8,500	2%	200	2.4%
Businesses with 30 to 49 employees	6,900	1%	800	13.7%
Total Small businesses	508,700	98%	50,700	11.1%
Businesses with 50 to 99 employees	5,100	1%	400	9.4%
Businesses with 100 to 149 employees	1,400	0%	200	13.4%
Businesses with 150 to 199 employees	600	0%	100	11.3%
Businesses with 200 to 249 employees	400	0%	100	27.6%
Businesses with 250 to 299 employees	200	0%	100	26.5%
Businesses with 300 or more employees	700	0%	*	-3.3%
Total large businesses	8,400	2%	800	10.2%
Total all businesses	517,100	100%	51,400	11.0%

* Number is between 0 and 50

¹ Figures do not add due to rounding

² Due to a data break in 2014, growth rates can only be calculated from 2014-2018

Source: BC Stats using data supplied by Statistics Canada

In which sectors are small businesses concentrated?

Small businesses in B.C. engage in diverse activities, such as small industrial operations, family-owned and operated restaurants, and self-employed care-givers. However, a large proportion (79 per cent) of small businesses in the province are in service sector industries, about the same as the share of large businesses in the service sector.

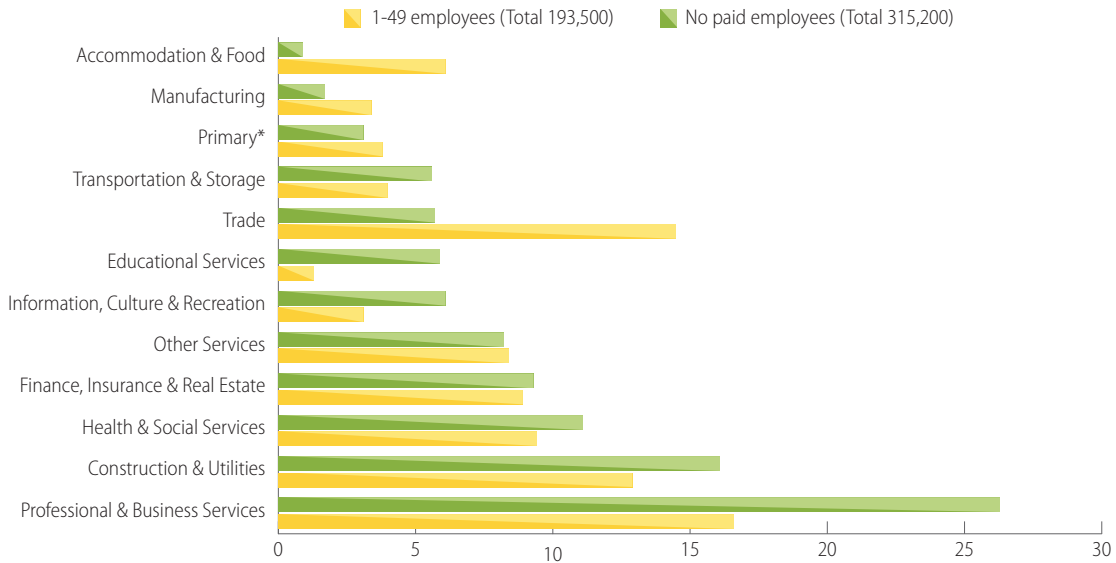
Among the service industries, the bulk of small business activity was in professional and business services, accounting for nearly a quarter (23 per cent) of small businesses in 2018. Included in this sector are a variety of professions, such as legal services, tax preparation services, marketing, research and public opinion polling, and industrial design services. In the goods industries, construction and utilities comprised the largest share of small businesses in the province (15 per cent).¹

¹ Note that utilities comprise only a small portion of this industry aggregation.

Figure 1.3a shows the industry breakdown for small businesses with employees compared to that for businesses operated by a self-employed person with no staff. Figure 1.3b provides the same dissection for small business overall.

FIGURE 1.3a

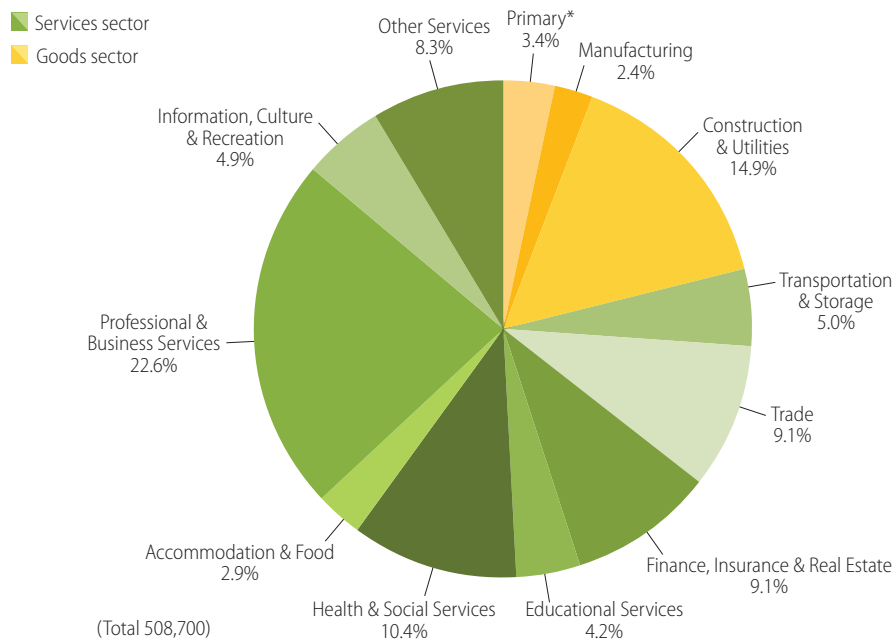
Small Businesses, With and Without Employees, by Industry, 2018



*"Primary" is comprised of the agriculture, forestry, fishing, mining, oil and gas industries.
 Note: The industries with employees do not sum to 100 per cent as some businesses could not be classified by industry
 Source: BC Stats using data supplied by Statistics Canada

FIGURE 1.3b

Total Small Businesses With 0-49 Employees, 2018

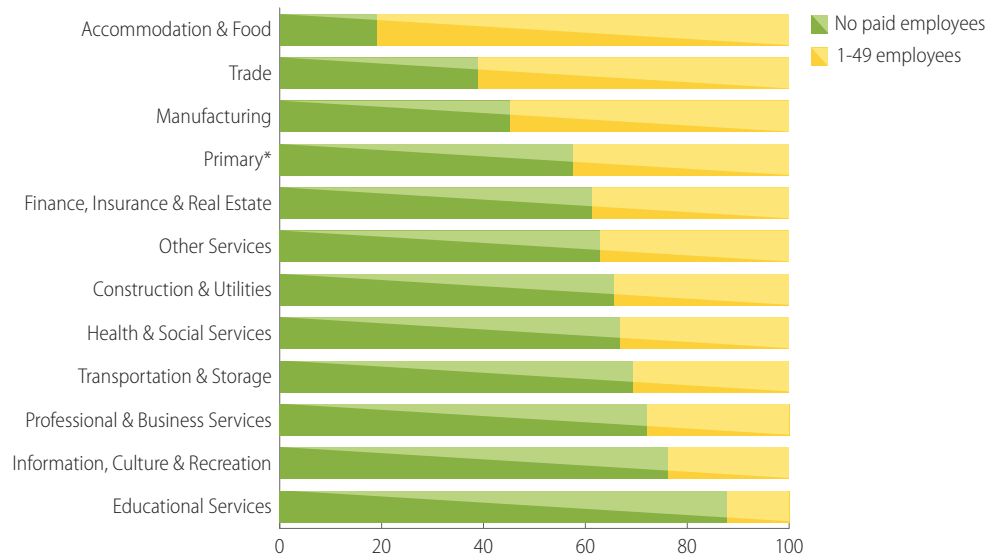


*"Primary" is comprised of the agriculture, forestry, fishing, mining, oil and gas industries.
 Note: The total does not sum to 100 per cent as some businesses could not be classified by industry.
 Source: BC Stats using data supplied by Statistics Canada

Certain industry groups are dominated by businesses without employees, while the opposite is true for others. For example, 88 per cent of small businesses providing educational services consist of self-employed individuals without paid help, while only 19 per cent of accommodation and food services businesses have no paid employees.

FIGURE 1.4

Small Businesses by Industry, Proportions With and Without Employees, 2018



*"Primary" is comprised of the agriculture, forestry, fishing, mining, oil and gas industries.

Source: BC Stats using data supplied by Statistics Canada

Non-Standard Industries

This report contains information on non-standard industries that are not defined under the **North American Industry Classification System (NAICS)** used by Statistics Canada. The **tourism, high technology** and **secondary manufacturing sectors** are called "non-standard industries" in this report and are in fact composites of smaller parts of traditionally-defined industries under NAICS. Tourism, for example, includes data from parts of the transportation industry, accommodation and food services, and information, culture and recreation services, among others. High technology includes both manufacturing and services components.

Historically, B.C.'s economy has been defined by resource extraction, particularly the forestry and mining industries. Those industries are still important, but sectors such as tourism and high technology are continuing to grow and as a result are becoming increasingly important to the provincial economy. The secondary manufacturing sector has not experienced much growth in recent years; however, it is still important, as adding value to goods stands out as a potential source of future economic growth in the province.

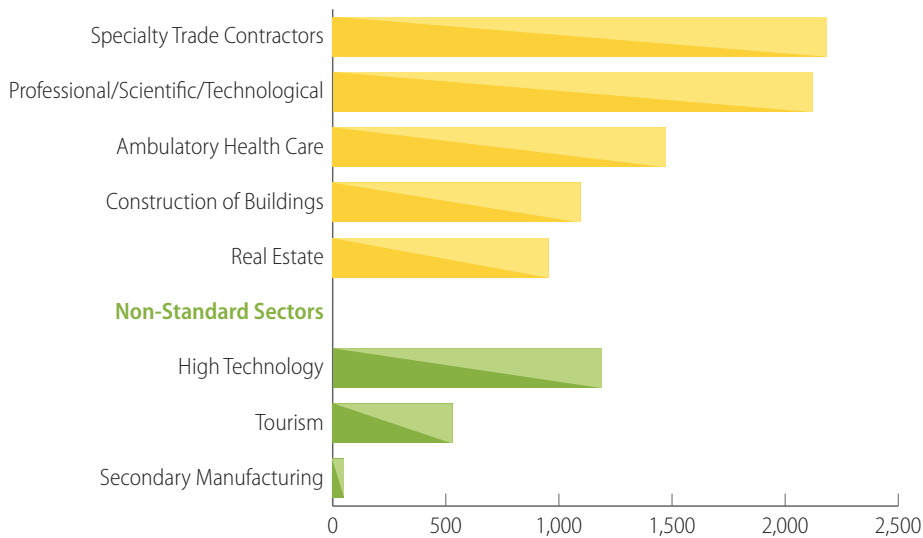
High technology and tourism are particularly well-suited for small business opportunities as they are not as capital-intensive as resource extraction activities. Innovation in the high tech sector can often be accomplished with a small number of employees working in small plants, offices, or even homes.

Which industries show the greatest increase in the number of small businesses?

Between 2014 and 2018, the largest growth in B.C. small businesses was seen among the specialty trade contractors industry, which added 2,186 net new businesses. Specialty trade contractors are typically sub-contractors for construction activities such as masonry, painting or electrical work. With an addition of 2,121 net new businesses over the same period, the professional, scientific and technical services industry was the second-fastest growing sector in the province.

FIGURE 1.5

Number of Net New Small Businesses – Fastest Growing Sectors in British Columbia, 2014-2018†



† Excludes self-employed without paid help

Note: Due to a data break in 2014, growth can only be calculated from 2014-2018

Source: BC Stats using data supplied by Statistics Canada

All three of the non-standard sectors saw an increase in small businesses between 2014 and 2018. High technology led the way with the addition of 1,189 new businesses, tourism added 533 and the secondary manufacturing sector saw the net number of businesses increase by 49.

Small Business Spotlight:

Lauren Phillips | Co-Founder & CEO OVERhang Education Centre, Est. 2009

Life Story

Growing up in a Montreal suburb, Lauren Phillips felt more at home in the outdoors. At a young age she joined Scouts Canada which gave her the opportunity to grow into leadership roles while participating in outdoor activities. Eager to find a career that would give her the opportunity to work outdoors, Lauren earned a Bachelor of Science in forestry from UBC and began her forestry career in northern B.C., eventually moving to Prince George. The concept for OVERhang Education Centre began off the side of her desk when she started instructing and coordinating the work of other outdoor safety instructors. Lauren saw a window of opportunity and jumped to make it a full-time business.

Lauren co-founded OVERhang Education Centre with her husband in 2009. What started as a climbing gym has grown into a full-service first aid training facility and outdoor education centre.

What was the motivation behind starting your own business?

Originally, my husband was looking at business opportunities and we kept coming back to the idea of a climbing gym. At the same time, my expertise in outdoor education was growing, so it became a two-pronged approach: climbing gym and outdoor education centre.

Who is your mentor?

I can't name just one person – I have a wonderful network of people who feed my passions and encourage me; occasionally raising their eyebrows at my crazy ideas but supporting me anyways.

How has your business evolved over the years?

The original concept was a climbing gym, but we ended up opening as an outdoor safety and adventure education centre first. Since then, we've opened the climbing gym and introduced first aid training and safety services for businesses operating in hazardous environments.

What challenges did you encounter while growing your business?

We want to help people develop and grow, whether they are employees, subcontractors, or the community we serve. This looks different for different people, and figuring out how to best meet these needs has been challenging – but also very interesting.



What do you see as your greatest accomplishment to date?

I've applied my skills, experience, and passion to build something from the ground up. I can now step away for a bit and trust our people and our systems – it's no longer just about me.

What has been your biggest lesson learned about being your own boss?

I've learned to push and challenge myself, but also to allow myself just to be me. Allowing myself and those I work with to be vulnerable has worked very well for my business.

What has been your greatest reward as a small business in your industry?

Being part of people's growth. Seeing a quick progression of growth, learning and self-confidence is very rewarding.

What advice would you give to entrepreneurs looking to scale up their business?

For me, success has been based on partnerships rather than competition. Instead of seeing everyone as competition, I look for partnership opportunities.

What advice would you give to aspiring young entrepreneurs?

Do it anyways, despite the naysayers. You will never know until you try. It's easy to get lost in the details, but make sure to remember the passion that drove you to do this.

What is your favourite B.C. destination?

Anywhere with a river or a lake or a mountain; most of B.C.!

The Bottom Line

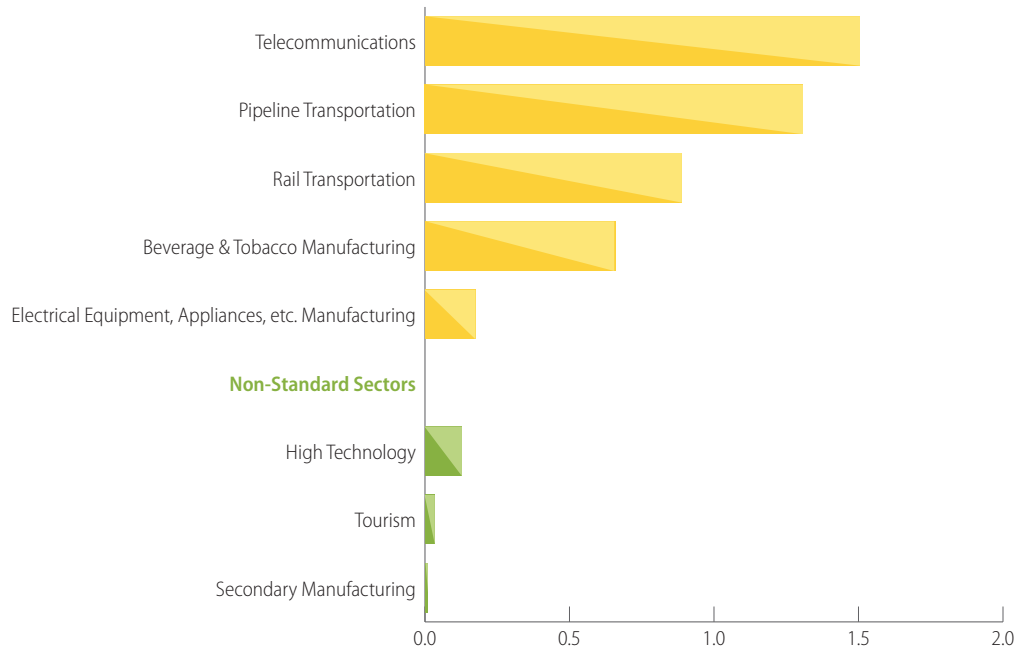
- OVERhang Education Centre employs at least 30 staff and a number of subcontractors
- Future plans include growing both the indoor and outdoor climbing communities, and the number and depth of their outdoor safety instructors.

Which industries show the fastest rates of growth in new businesses?

Among standard industries,² the fastest growth rate in number of B.C. small businesses between 2014 and 2018 was in the telecommunications industry, at 150.5 per cent, with most of the increase occurring in 2017. Other industries to record particularly notable growth include pipeline transportation and rail transportation, which increased by 130.8 per cent and 88.9 per cent, respectively.

FIGURE 1.6

Sector Growth Rates for Number of Small Businesses, 2014-2018[†]



[†] Excludes self-employed without paid help

Note: Due to a data break in 2014, growth can only be calculated from 2014-2018

Source: BC Stats using data supplied by Statistics Canada

For the non-standard sectors, small businesses in the high technology sector grew the fastest, adding 12.8 per cent more businesses between 2014 and 2018. The tourism (3.4 per cent) and secondary manufacturing (0.9 per cent) sectors also grew over the four-year period, albeit at a slower pace.

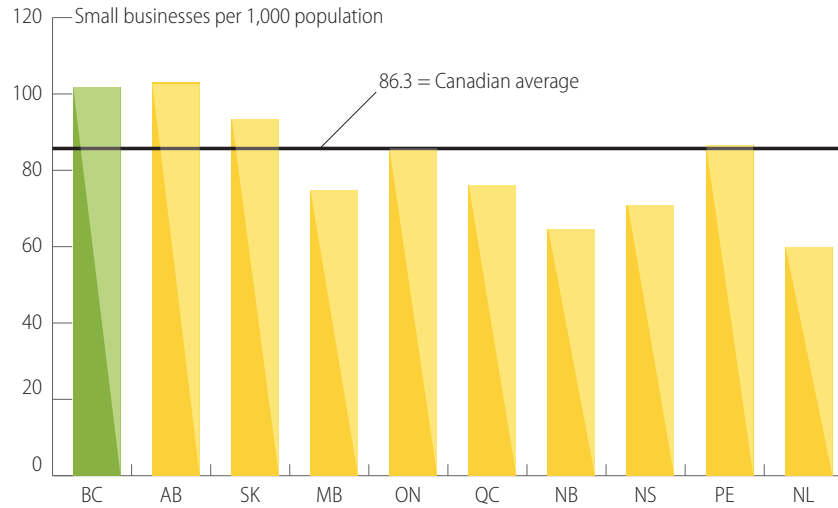
² Data for industries with fewer than 100 small businesses are excluded from ranking in the sub-sector growth analysis in order to avoid inflated growth rates for industries with smaller numbers of businesses (e.g., an increase of one business in an industry with just one business to begin with would equal a 100 per cent rate of growth).

How does the prevalence of small business in British Columbia compare with other provinces?

Per capita, small businesses are consistently more prevalent in western Canada compared to the rest of the country. In 2018, with 101.9 businesses per 1,000 persons, B.C. ranked second only to Alberta (103.1 per 1,000 persons). Saskatchewan and Prince Edward Island (P.E.I.) were the only other provinces to exceed the Canadian average rate of 86.3, while Newfoundland and Labrador had the fewest small businesses per capita (59.8 per 1,000 population).

FIGURE 1.7

Small Businesses Per Capita by Province, 2018

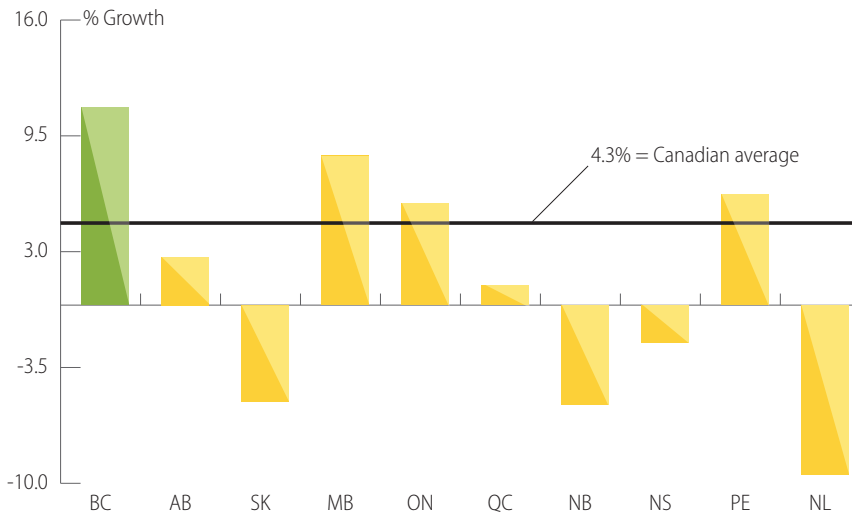


Source: BC Stats using data supplied by Statistics Canada

Between 2014 and 2018, B.C. led the country in growth, with the number of small businesses climbing 11.1 per cent, well above the national average rate of growth of 4.3 per cent. Manitoba, Ontario and P.E.I. also exceeded the national rate of growth.

FIGURE 1.8

Small Business Growth by Province, 2014-2018



Note: Due to a data break in 2014, growth can only be calculated from 2014-2018

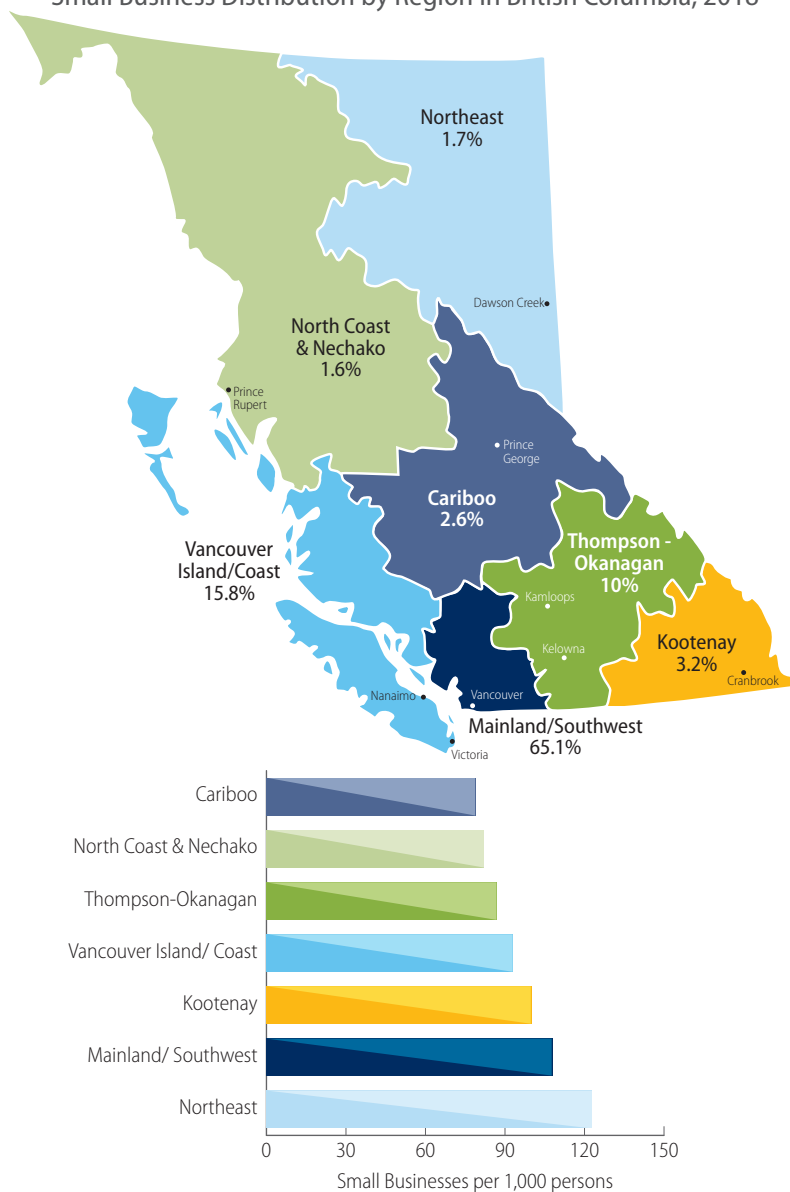
Source: BC Stats using data supplied by Statistics Canada

Which regions have the greatest number of small businesses?

Not surprisingly, the most populous regions of the province are also the ones with the most businesses. It is therefore useful to compare the distribution of businesses to the share of population to better understand the importance of small businesses in each region. In 2018, the distribution of small businesses was similar to that of population for most regions. The Mainland/Southwest region, which includes Metro Vancouver, was home to 65.1 per cent of small businesses, higher than the 61.1 per cent share of total provincial population. The Vancouver Island/Coast region ranked second in both share of small business and population with 15.8 and 17.2 per cent, respectively. The Cariboo (2.6 per cent) and Kootenay regions (3.2 per cent) had shares of businesses relatively representative of their population, while the Thompson/Okanagan region had a slightly smaller proportion of businesses (10.0 per cent) relative to its population (11.7 per cent). The remaining regions together were home to 3.3 per cent of small businesses and 3.4 per cent of the province's population in 2018.

FIGURE 1.9

Small Business Distribution by Region in British Columbia, 2018



Source: BC Stats using data supplied by Statistics Canada

In which regions are the greatest numbers of small businesses forming?

Most of B.C.'s regions recorded growth in the number of small businesses between 2014 and 2018. North Coast and Nechako saw the most notable increase, with the count of small businesses in the region surging 31.9 per cent, or by approximately 2,000 businesses. Kootenay had the next highest per cent growth, at 22.8 per cent or 3,000 new businesses, followed by Mainland/Southwest at 16.3 per cent or 46,100 businesses. The Thompson-Okanagan and Cariboo regions were the only parts of the province to see a decline in the number of small businesses over the four-year period.

FIGURE 1.10

Net Change in Number of Small Businesses by Region, 2014-2018

	Total, 2018	Net change (#)	Growth rate
Vancouver Island/Coast	79,900	1,500	1.9%
Mainland/Southwest	330,100	46,100	16.3%
Thompson-Okanagan	50,700	-2,100	-3.9%
Kootenay	16,000	3,000	22.8%
Cariboo	13,200	-400	-2.8%
North Coast & Nechako	8,100	2,000	31.9%
Northeast	8,800	500	6.2%
Provincial Total†	508,700	50,700	11.1%

† Figures do not add to the total because the provincial total includes some businesses for which the region is unknown.

Note: Due to a data break in 2014, growth can only be calculated from 2014-2018

Source: BC Stats using data supplied by Statistics Canada

Small business expansion by industry varied by region, with construction leading the way with the largest number of net new businesses in most regions. Information, culture and recreation also ranked high across several regions in increased numbers of small businesses. For detailed regional data by industry, see Appendix 1.

In what regions are the non-standard sectors growing the fastest?

Between 2014 and 2018, small tourism businesses saw the strongest per cent growth in Thompson-Okanagan (7.6 per cent), followed by Vancouver Island/Coast (4.3 per cent). The number of secondary manufacturing businesses saw the biggest boosts in Kootenay (12.4 per cent), Vancouver Island/Coast (3.0 per cent) and Mainland/Southwest (1.0 per cent).

Over the same period, growth in the high technology sector was concentrated in four regions: Thompson-Okanagan (14.8 per cent), Mainland/Southwest (14.2 per cent), Kootenay (9.5 per cent) and Vancouver Island/Coast (9.0 per cent).

Small Business Spotlight:

Dai Fukasaku | Owner and Chef Fukasaku, Est. 2013

Life Story

Dai Fukasaku was born and raised in Tokyo, Japan. Dai eventually settled in Prince Rupert, B.C. because he was drawn to the friendly and generous people, beautiful nature and the fresh, local seafood. Dai became interested in local, sustainable seafood upon reading a report from David Suzuki highlighting the negative impacts of imported seafood. He realized that many sushi restaurants rely on imported products and became concerned that western sushi is losing its traditional Japanese roots by not highlighting the flavour of the fish itself. This is when Dai decided to open a sushi restaurant of his own.

Fukasaku, located in Prince Rupert, B.C., is dedicated to serving only sustainable and locally-caught seafood and is 100% Ocean Wise certified by the Vancouver Aquarium's Ocean Wise program.

What was the motivation behind starting your own business?

There's so much wonderful seafood caught off the northwest coast, and I wanted to bring this seafood to the local community.

Who are your mentors?

Robert Clark from The Fish Counter in Vancouver and Ned Bell from the Ocean Wise program have been great friends and sources of inspiration for me, and I thank them for what they've done for sustainable seafood.

What do you see as your greatest accomplishment to date?

My five-year restaurant anniversary felt great, and we are still growing.

Why did you decide to start your business in B.C.?

I fell in love with B.C. seafood, and felt that someone really needed to promote it locally.

What challenges did you face as an immigrant entrepreneur and how did you overcome them?

Getting initial financing from local banks was tough. Luckily, with the help of an advisor from Self Employment Services through the Employment Program of B.C., I had a really well written business plan and managed to secure financing.

Why is it important for you to focus on local and sustainable food?

Local, sustainable seafood has better nutritional value and lower environmental impacts. By consuming and



appreciating sustainable seafood, we can pass our seafood on to generations to come.

What are some challenges of operating a sustainable and locally sourced restaurant?

Even during peak fishing season, it's sometimes hard to source seafood locally because our fisheries are busy with big loads destined for international markets, while I only want a tiny share. I've learned that I have to get it while it's here, before it's sent abroad. This requires a lot of planning.

What has been your biggest lesson learned about being your own boss?

You have to work very hard, and you can't expect your staff to put in as much as you do.

What advice would you give a newcomer to B.C. who is interested in starting their own business?

A good business plan is a must. Make sure you have unique features that separate you from other businesses and seek help from the local community.

How do you plan to grow your business in the coming years?

I will continue to travel so that I can collaborate with and learn from other chefs. I share these experiences on social media, and my customers appreciate that I am continuously learning.

What is a little-known fact about you?

I have a degree in music with a concentration in voice, but no formal culinary or business training.

Where is your favourite B.C. destination?

Haida Gwaii and Denny Island are two places that I need to revisit soon.

Bottom Line

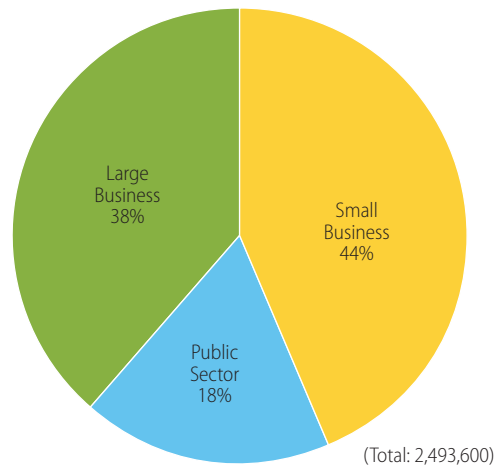
- Fukasaku employs six staff.
- Dai has plans to open a community marketplace to connect local fishers to local consumers.



2 SMALL BUSINESS EMPLOYMENT

How many jobs does small business provide in British Columbia?

In 2018, 1,090,700 jobs in B.C. were in small businesses, accounting for 44 per cent of total employment in the province.

FIGURE 2.1**Share of Total Employment in British Columbia, 2018**

Source: BC Stats using data supplied by Statistics Canada

The private sector (both small and large businesses) employed around 2,047,200 people in 2018. Over half (53 per cent) of private sector jobs were in small business, with 22 per cent being self-employed and 31 per cent being employees.

FIGURE 2.2**Private-Sector Employment in British Columbia by Size of Business, 2018**

	Employment	Per cent of Total*
Total small business employment	1,090,700	53%
Self-employed	447,100	22%
Employed by small business	643,600	31%
Large business employment	956,500	47%
Total private sector employment	2,047,200	100%

Source: BC Stats using data supplied by Statistics Canada

In 2018, employment in B.C.'s small business sector inched down 0.1 per cent. The slight downturn was the result of a 1.5 per cent decline in small businesses with employees offsetting a 2.0 per cent boost in self-employment. Meanwhile, the number of employees of large businesses in the province climbed 2.1 per cent, such that B.C.'s total private sector employment increased by 1.1 per cent over 2017 levels.

Between 2013 to 2018,³ employment in the small business sector jumped 7.7 per cent, both for employees of small businesses and self-employed individuals. By comparison, the rate of growth for employment among larger businesses was much faster during this period, climbing by 15.4 per cent.

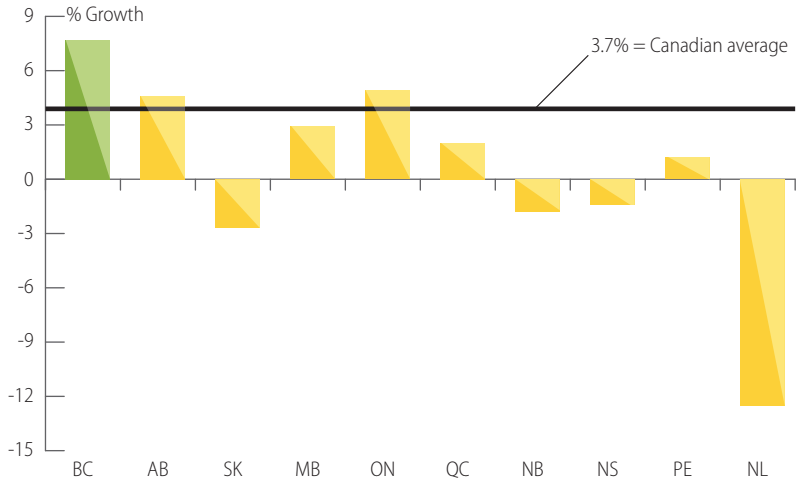
³ Unlike business counts, there has not been a data break with regard to employment data, such that it is possible to analyze trends over longer periods than is the case for business counts.

How does British Columbia's small business employment compare with other provinces?

Between 2013 and 2018, B.C. led all provinces with a 7.7 per cent rise in small business jobs. Ontario (4.9 per cent) and Alberta (4.6 per cent) were the only other provinces to grow faster than the national average of 3.7 per cent. Small business employment was down in the Atlantic Provinces, apart from P.E.I., which saw a modest increase of 1.2 per cent.

FIGURE 2.3

Small Business Employment Growth by Province, 2013-2018

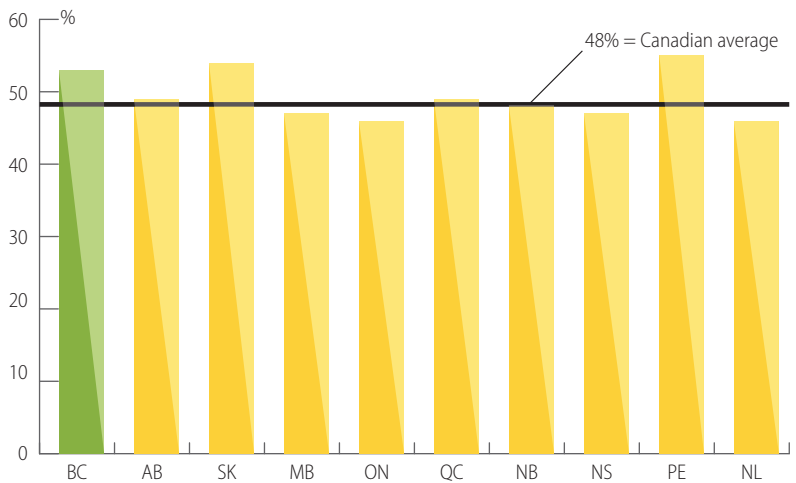


Source: BC Stats using data supplied by Statistics Canada

At 53 per cent of private sector employment in 2018, B.C.'s small businesses supplied a larger share of jobs in the province than most other provinces of Canada. Similar proportions were seen in Prince Edward Island (55 per cent) and Saskatchewan (54 per cent), ranking the three well ahead of other provinces. Newfoundland and Labrador and Ontario (46 per cent each) had the lowest concentration of small business private sector employment. In Canada as a whole, small businesses supplied just under half (48 per cent) of private sector employment.

FIGURE 2.4

Small Business as a Per Cent of Private-Sector Employment by Province, 2018



Source: BC Stats using data supplied by Statistics Canada

Regional economic differences may explain some of the variation among provinces in small business employment. For example, Saskatchewan and Prince Edward Island have large agricultural and fishing sectors, respectively, characterized by smaller operations with fewer employees. On the other hand, Ontario is a manufacturing hub, and therefore more likely to have employment in large businesses. B.C. has a large service sector, which may account for a stronger presence of small businesses.

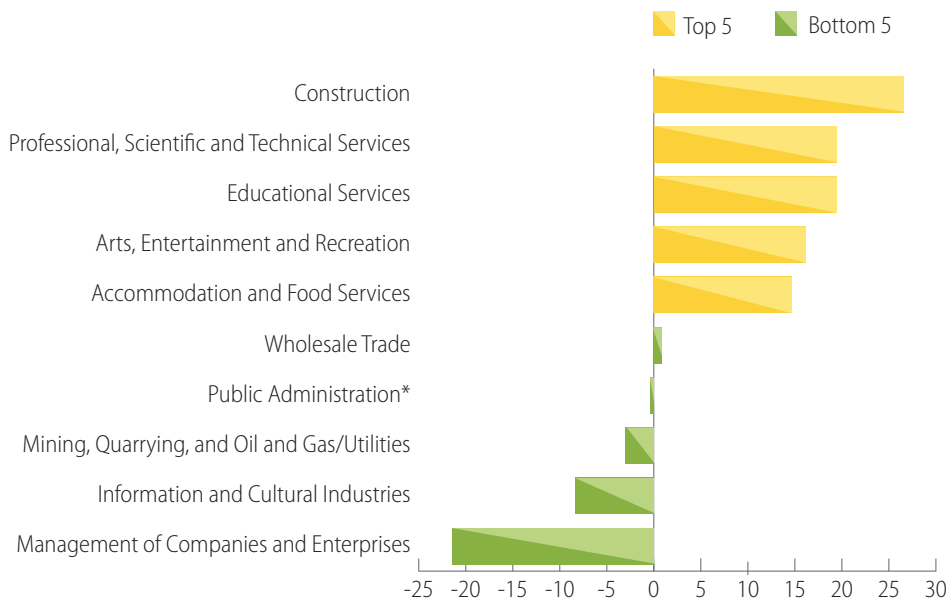
Which industries are experiencing the most job growth?

Between 2013 to 2018, the construction sector recorded the strongest increase in small business employment in B.C., adding jobs at a rate of 26.6 per cent.⁴ This sector was also the leader in terms of absolute number of net new jobs, with employment climbing by more than 22,500 over the five-year period. The professional, scientific and technical services and educational services sectors tied for second in growth (19.4 per cent each).

Not all industries saw growth in employment over the last five years. Small businesses involved in management of companies and enterprises lost around 1,300 jobs between 2013 and 2018, a decline of 21.4 per cent. Information and cultural industries also saw a substantial reduction in small business employment (down nearly 900 jobs or -8.4 per cent).

FIGURE 2.5

Top and Bottom Five Industries in Terms of Per Cent Change in Small Business Employment in British Columbia, 2013-2018



* Note that 'public administration' does not include general large-scale government operations, and refers only to smaller government entities, such as Indigenous/First Nations Bands and other small municipal government organizations.

Source: BC Stats using data supplied by Statistics Canada

⁴ Note that data on employment by size of business are not available for the non-standard sectors.

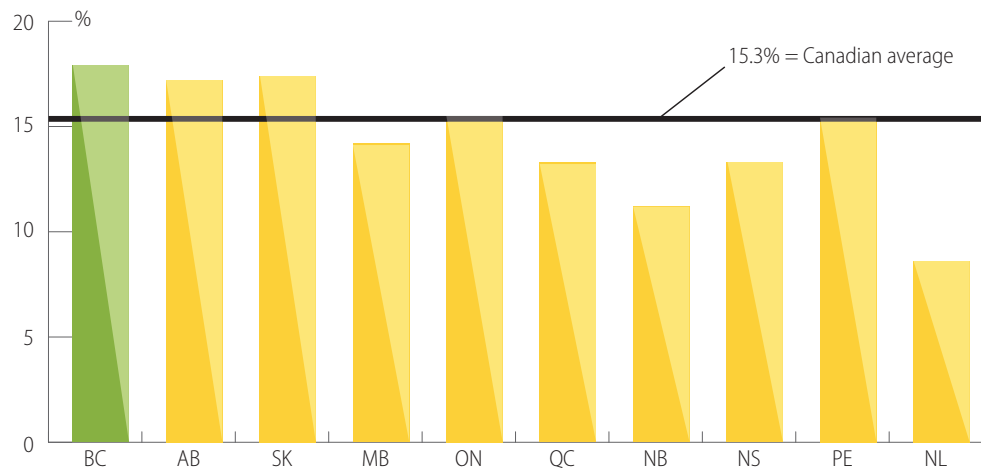
Self-Employment

What proportion of total employment consists of the self-employed?

In 2018, **self-employed** persons accounted for 17.9 per cent of total employment in B.C., the largest proportion among the provinces and well above the Canadian average of 15.3 per cent. At 8.6 per cent, Newfoundland and Labrador had the lowest ratio of self-employed to total employment and is the only province with a self-employment share of less than 10 per cent.

FIGURE 2.6

Self-Employment as a Per Cent of Total Employment by Province, 2018



Source: Statistics Canada / Prepared by BC Stats

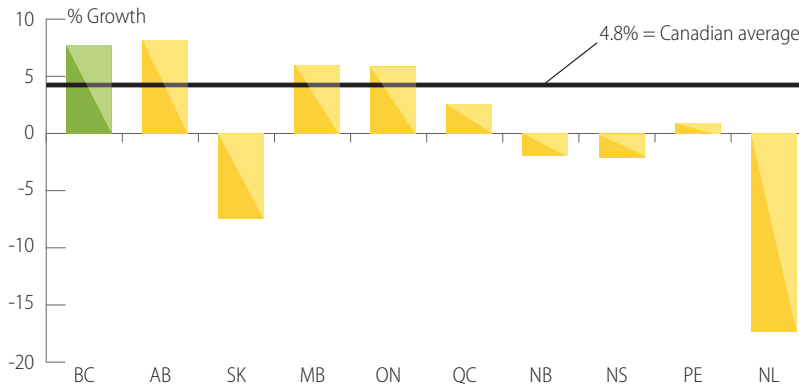


How does self-employment growth in British Columbia compare with other provinces?

Over the last five reporting years, B.C. has shown a strong increase in self-employment. The province's five-year growth rate of 7.7 per cent was well above the national average of 4.8 per cent. Among the provinces, Alberta saw the largest growth in self-employment over this period, at 8.2 per cent, while the most notable declines were observed in Newfoundland and Labrador (-17.4 per cent) and Saskatchewan (-7.5 per cent).

FIGURE 2.7

Self-Employment Growth by Province, 2013-2018



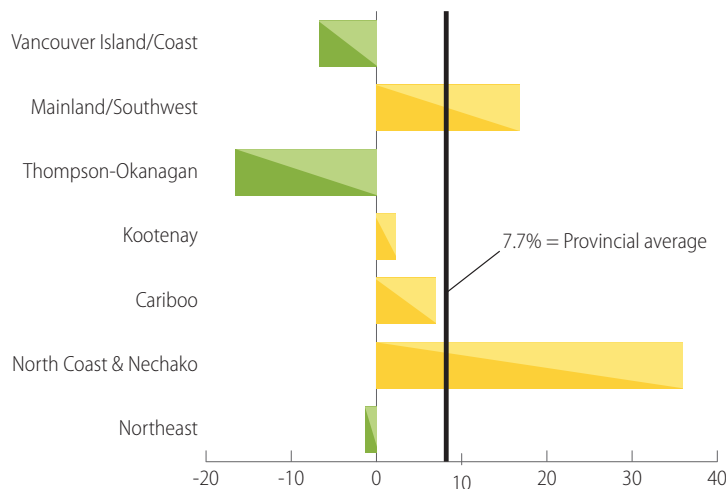
Source: Statistics Canada / Prepared by BC Stats

In what regions is self-employment growing the fastest?

The provincial increase in number of self-employed persons was concentrated in four regions between 2013 and 2018. In sheer numbers, Mainland/Southwest was the main contributor to the rise in self-employment in the province over this period (16.8 per cent, or 42,600 more self-employed), but North Coast and Nechako saw the most notable increase in percentage terms (36.0 per cent). Meanwhile, the sharpest drop in self-employment was seen in the Thompson-Okanagan (-16.6 per cent) region.

FIGURE 2.8

Self-Employment Growth Rate for Regions in British Columbia, 2013-2018



Source: Statistics Canada / Prepared by BC Stats

Small Business Spotlight:

Darren Sweet | Co-Owner & Founder Ogopogo Tours, Est. 2015

Life Story

Darren Sweet grew up in Penticton and spent most of his life in the Okanagan. Struggling with an anxiety disorder, Darren held over a hundred different jobs, and never really felt like he fit in anywhere. Ogopogo Tours, an environmentally sustainable tour operator based in Summerland, B.C., has given him a new lease on life and allowed him to feel connected to his customers and community. Having struggled with physical and mental health, it is important for Darren that Ogopogo Tours remains an accessible business with an inclusive, non-discriminatory hiring policy.

What was the motivation behind starting your own business?

I wanted to find somewhere to work that would accommodate my mental health challenges and aligned with my values. Starting my own business was a good option for me.

How did mentorship and networking play a role in where you are today?

I've realized that I love networking, and I go to many networking events and courses. I've acquired quite a few mentors who've taught me how to scale up my business while maintaining my quality.

Why is environmental sustainability such an important part of your business?

I wanted to earn a living while doing no harm to the environment. Sustainability has been important to me for as long as I can remember, so it had to be a part of my business. To us, sustainability is also about relationships with our customers, venues, our community, and staff.

What are some of the challenges of operating an environmentally sustainable business?

There is a perception that if you're environmentally sustainable, you can't also provide the best service. But to us, these two things go hand in hand. We strive to provide the best experience possible, keeping environmental sustainability in mind.

What has been your greatest reward to date as a small business in the tourism industry?

Our customers are our greatest reward – the looks on their faces, the comments and reviews we get, and the hugs. I've felt disconnected most of my life, and now I'm solidly connected with our community, the venues we



visit, chambers of commerce, and the regional tourism industry. I've never felt as connected as I do now.

What has been your biggest lesson learned about being your own boss?

I've finally learned that I can't do it all myself. I've learned how to recruit talented staff, work with mentors, and hire consultants. It's a real team effort.

What advice would you give to aspiring entrepreneurs?

Find a mentor or business group to bounce your ideas off of. And give back to the community. We donate to the community and in return we gain customers, word-of-mouth recognition, and most importantly, we get to support our community.

How do you plan to grow your business in the coming years?

We're growing rapidly – we'll be increasing our number of vehicles and staff and expanding our range throughout the Okanagan. We're planning to work with cruise ships to bring people from Vancouver to the Okanagan on multi-day tours.

What do you see as your greatest accomplishment to date?

Providing inclusive and accessible experiences while protecting the environment.

Tell us a little-known fact about your company.

Originally it was going to be just me working three days a week for three months in the minivan that we had. Now, we have six vehicles and employ several staff. I work 100 hours a week, all-year-round, and I love it.

Where is your favourite B.C. destination?

I could never leave the Okanagan – particularly Summerland. I haven't seen the level of friendliness and openness here matched anywhere else.

Bottom Line

- Ogopogo Tours employs seven staff.
- They are working towards an all electric fleet.
- First Biosphere Tourism certified business in Canada and the U.S.



3 PROFILE OF SELF-EMPLOYED IN BRITISH COLUMBIA

How many self-employed people are there in British Columbia?

In 2018, there were 445,300 self-employed⁵ workers in B.C. Most (57 per cent) self-employed persons were unincorporated. **Unincorporated** self-employed individuals without staff made up the largest portion of overall self-employed, with almost half of self-employed workers fitting this description.

FIGURE 3.1

Number of Self-Employed Business Owners in British Columbia, 2018*

	With paid help	Without paid help	Total	Per cent
Incorporated	97,900	92,900	190,800	43%
Unincorporated	32,200	222,300	254,500	57%
Total self-employment	130,100	315,200	445,300	100%

*Note: excludes unpaid family workers

Source: Statistics Canada / Prepared by BC Stats

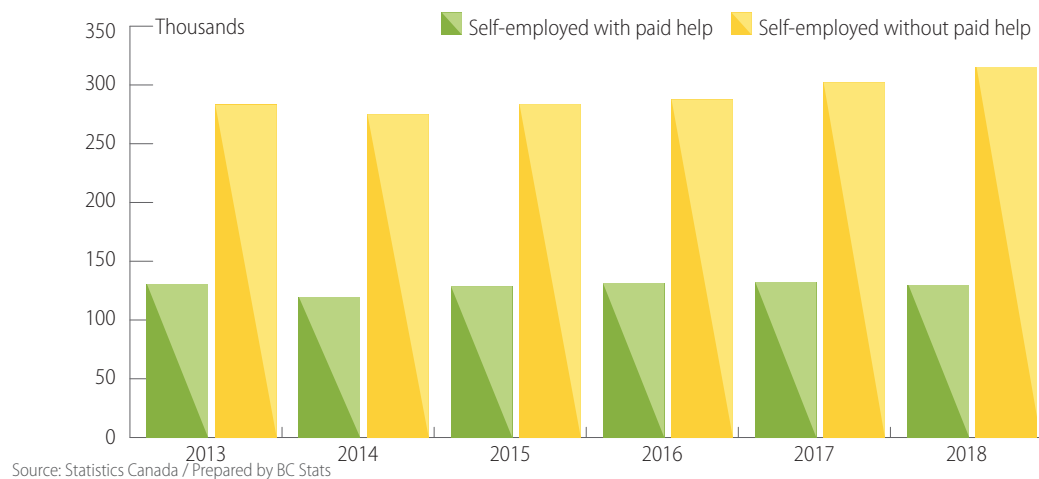
⁵ Note that the self-employment numbers here exclude unpaid family workers.

People choose self-employment for many reasons. Students, semi-retired persons, or persons looking to complement their income may prefer self-employment to other options as it offers more flexibility. Technological changes that afford the option of working remotely, and the increase in importance of work-life balance may also play a role in encouraging entrepreneurship. In other cases, self-employment may be chosen through necessity, in the face of loss of employment or limited opportunities in a particular area.⁶

In 2018, B.C. saw a 2.3 per cent boost in self-employment. Self-employment without employees (4.1 per cent) increased, while self-employment with staff took a downturn (-2.0 per cent). The number of sole operators is more than double that of employers with staff in B.C. Between 2013 and 2018, the number of self-employed with employees stalled (-0.5 per cent), while the number of those without staff surged (11.2 per cent), such that overall self-employment climbed 7.5 per cent over the five-year period.

FIGURE 3.2

Number of Self-Employed With Paid Help Compared to Self-Employed Without Paid Help, British Columbia, 2013-2018



What is the demographic profile of a self-employed person in British Columbia?

Self-employed individuals and paid employees differ in a number of ways. For example, on average, self-employed people tend to be older, male and work longer hours. They are also less likely to be an Indigenous person.

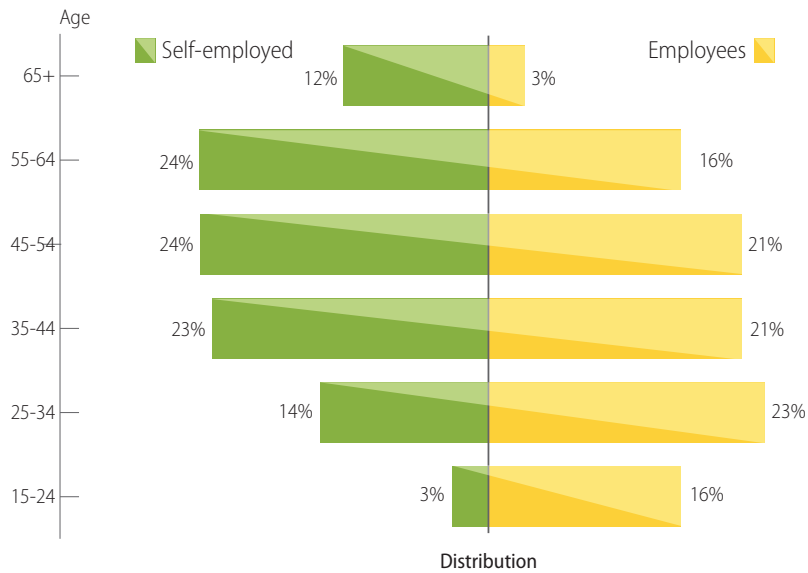
In 2018, 61 per cent of self-employed⁷ people were 45 years or older, whereas only 40 per cent of employees fit this description. Similarly, while just 17 per cent of self-employed business owners were under the age of 35, around 40 per cent of employees were in this age group.

⁶ It is also possible that some people turn to self-employed work to supplement their paid income. However, such workers are not included in the figures quoted in this report. The 'self-employed' as counted here are people for whom their self-employed work constitutes the job at which they work the most hours, except where specifically indicated otherwise.

⁷ Note that this measure of self-employment includes unpaid family members.

FIGURE 3.3

Age Distribution of Self-Employed Workers Compared to Employees, British Columbia, 2018



Source: Statistics Canada / Prepared by BC Stats

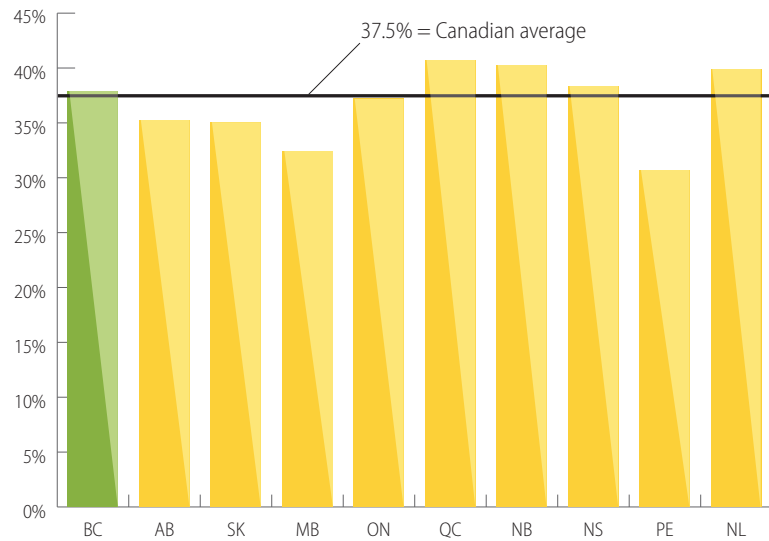
The different age structure of self-employed persons and employees is likely the result of several dynamics. Many younger people under the age of 25 might not have the resources or the experience required to start and operate a business. By comparison, for older workers, self-employment may be used as a transition from working at a full-time job to retirement or to complement retirement income. In fact, around 12 per cent of self-employed people are over the age of 65, while only 3 per cent of employees are in this age range. Paid employees may also have pensions or retirement packages as an incentive to retire, whereas self-employed persons may have fewer retirement resources available. In 2018, the median age of retirement (the age at which half of retirees are older and half younger) for self-employed Canadians was 66.8 years. This was two years older than the median age of retirement for private sector employees (64.8) and more than five years older than those employed in the public sector (61.3).

Gender is another factor distinguishing the self-employed from employees – self-employed individuals are more often male. However, women entrepreneurs have a substantial presence in business, both in B.C. and the rest of the country. Approximately 38 per cent of self-employed business owners in B.C. in 2018 were women, on par with the national average. Quebec had the highest share of self-employed females in the country (41 per cent), while P.E.I. had the lowest (31 per cent).



FIGURE 3.4

Proportion of Self-Employed Who Are Women by Province, 2018



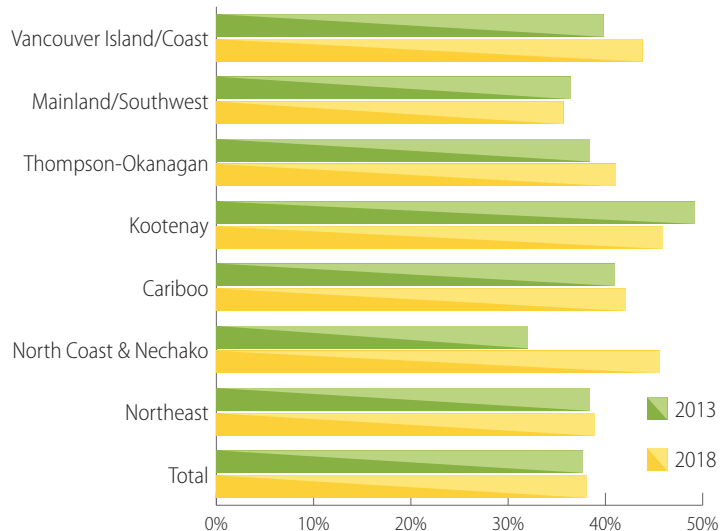
Note: Excludes unpaid family workers
Source: Statistics Canada / Prepared by BC Stats

Between 2013 to 2018, the growth in self-employment among women (8.8 per cent) in B.C. was higher than that of men (7.0 per cent). The increase in the number of self-employed women was particularly evident for those over the age of 65, with the number surging 30.1 per cent over the five-year period. For detailed data on self-employment by age and gender, see Appendix 2.

The increase in self-employment among women was widespread, with all regions registering increases in the share of women among self-employed people except the Mainland/Southwest and Kootenay regions. The largest jump in the share of female entrepreneurs was in North Coast and Nechako, where the rate grew from 32.0 per cent in 2013 to 45.6 per cent in 2018. Kootenay had the largest proportion of women among the self-employed in 2018 at 45.9 per cent, compared to 35.7 per cent in Mainland/Southwest, where the share was the lowest.

FIGURE 3.5

Proportion of Self-Employed Who Are Women, by Region, 2013 and 2018



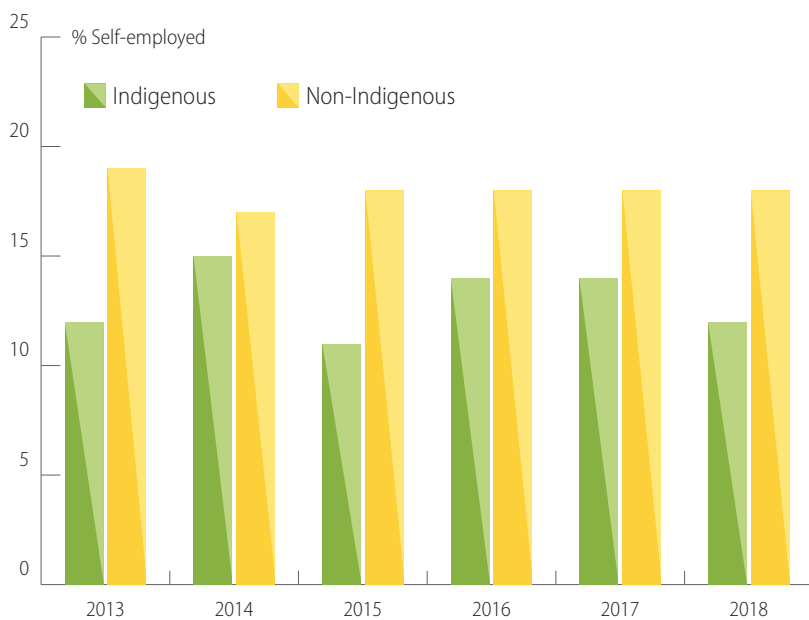
Note: Excludes unpaid family workers
Source: Statistics Canada / Prepared by BC Stats

Exploring self-employment trends for off-reserve Indigenous people in B.C. provides some insight into the diversity of small business owners in the province. Indigenous people are significantly less likely to be self-employed than non-Indigenous people. Data for 2018 indicate that 12.2 per cent of off-reserve Indigenous people in B.C. were self-employed, compared to 18.2 per cent of non-Indigenous people who worked for themselves.⁸ One possible explanation for this difference may be the younger age distribution of Indigenous people relative to the overall population, given the older age composition of self-employed individuals compared to those who are employees.

The share of self-employment for off-reserve Indigenous people has fluctuated in the last five reporting years, ranging from a high of 14.9 per cent in 2014 to a low of 10.7 per cent in 2015.⁹

FIGURE 3.6

Per Cent of Working, Off-Reserve* Indigenous and Non-Indigenous People Who Are Self-Employed in British Columbia, 2013-2018



* This data is only available for the off-reserve Indigenous population

Source: Statistics Canada / Prepared by BC Stats

⁸ There is not a lot of information available for businesses run by Indigenous people and even less that has a breakdown by business size. Essentially, figures from the Labour Force Survey, which provides a breakout of off-reserve Indigenous people who are self-employed, are all that are available.

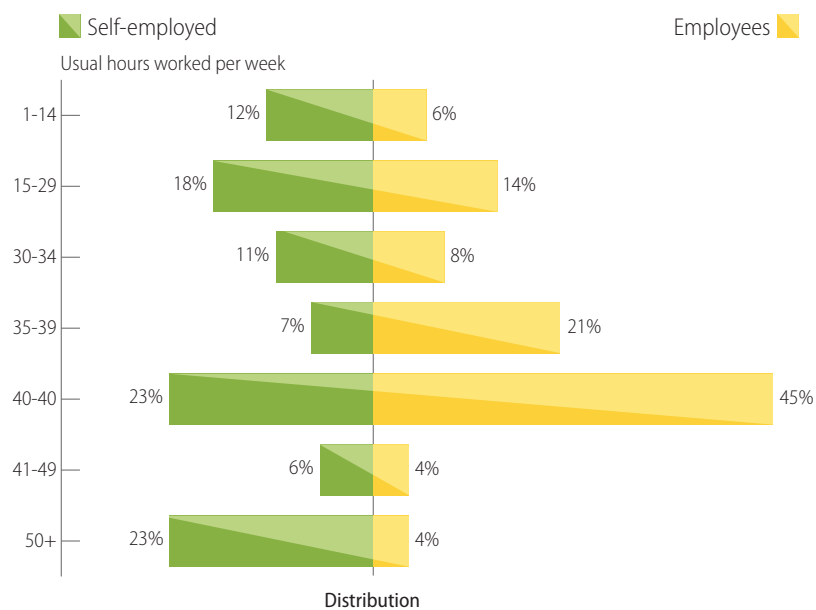
⁹ It is possible that at least some of this fluctuation is due to survey sampling issues, given the relatively small sample size for the off-reserve Indigenous population.

How do the self-employed differ from employees with respect to hours worked?

Differences in the number of hours worked per week also distinguish the self-employed from employees, both in B.C. and nation-wide. On average, the self-employed have much longer work days than employees. In 2018, almost one quarter (23 per cent) of self-employed British Columbians worked 50 or more hours per week, compared to just four per cent of employees. On the other hand, only 30 per cent of self-employed work 35 to 40 hours per week, compared to 65 per cent of employees. The average work week for the self-employed in 2018 was 35.6 hours, and 35.1 for employees. There are several potential reasons for such differences, including the fact that operating one's own business can require a greater time commitment.

FIGURE 3.7

Hours Worked, Self-Employed Compared to Employees, British Columbia, 2018



Note: Figures do not add to 100% due to rounding

Source: Statistics Canada / Prepared by BC Stats

Small Business Spotlight:

Mary-Anne Bowcott | Owner & Founder Westcom Plumbing and Gas, Est. 2015

Life Story

Mary-Anne Bowcott grew up on a hobby farm in Sooke, B.C., where hard, physical work came naturally. Tough times early on meant that Mary-Anne needed an opportunity to make a higher wage and gain financial independence. However, finding that first job was difficult for a woman with no experience in a male-dominated industry. Now, as the owner of Victoria-based Westcom Plumbing and Gas, Mary-Anne empowers other women to pursue their dreams in the trades.

What motivated you to start your own business?

I had a full-time plumbing job, but I got injured. My partner suggested that I start my own plumbing business so I could pick and choose the jobs I did. I was also inspired by local businesswomen to start my own company. The injury turned out to be a blessing in disguise!

How did you get your start as a woman in trades?

Fifteen years ago, you didn't see women on job sites, so I didn't think it would be possible to get a job in the trades. I probably handed out a hundred resumes and didn't get a single call back. In the end, it was a friend's uncle who hired me as a roofer.

How has mentorship and networking played a role in the growth of your business?

I've been mentoring aspiring female plumbers and I'm heavily involved in the networking of women in trades as the former vice-president of the BC Tradeswomen Society. It's played a big role in getting my name out and spreading the word that Westcom Plumbing and Gas is a female-owned company.

What do you wish you had known when you started your business?

When I first started in the trades, nobody took me seriously. When I decided to open my own company, I worried about how people would react or if they would hire a woman plumber. It turned out that I didn't need to worry because the reaction I've received has been amazing – people are excited to see someone unconventional making it in my industry.

What has been your greatest reward as a small business in your industry?

Some women don't feel comfortable in their home alone with a male tradesperson. Knowing that I or one of my



female plumbers can help them feel comfortable is very rewarding.

Why is it important for you to support women in trades?

It was extremely hard for me to find a job in the trades. Someone gave me an opportunity, and it changed my life forever. By supporting women in trades, I'm giving opportunities to women who might otherwise not get that chance.

What advice would you give to aspiring female entrepreneurs in the trades sector?

Don't be afraid to advertise that you are a woman, because it's nothing to be ashamed of.

Based on your experience, what are the key qualities needed to be a successful entrepreneur?

You can't be afraid of hard work, but you also need to know your limitations so you can focus your energy on where it belongs.

What words do you live by?

Persistence and perseverance. I've never been one to let someone tell me I can't do something, and I love proving them wrong!

Where is your favourite B.C. destination?

Boat Basin on the west coast of Vancouver Island is absolutely stunning!

Bottom Line

- Westcom Plumbing and Gas employs five staff.
- Mary-Anne Bowcott was awarded the Canadian Construction Association's 2018 Person of the Year.
- Mary-Anne hopes to double the size of her business in the future.



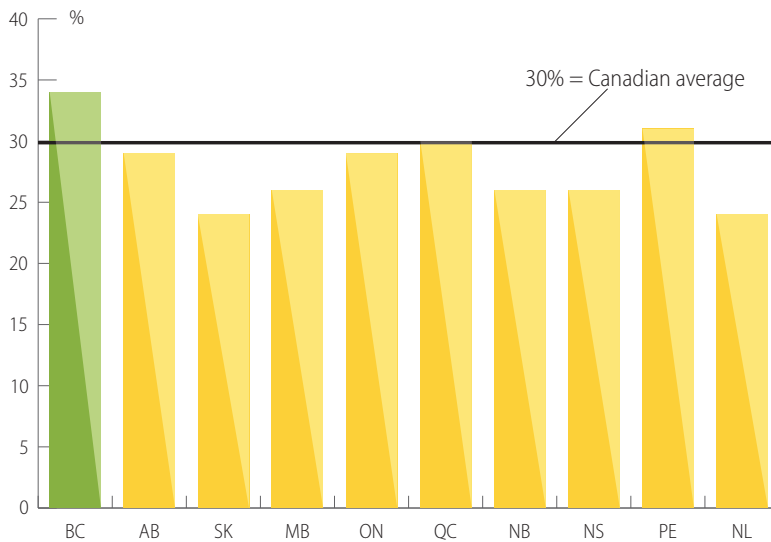
4 CONTRIBUTION TO THE ECONOMY

How large is the contribution of small business to British Columbia's economy relative to other provinces?

Small businesses contribute to the provincial economy not only by creating and maintaining jobs, but also through their production of goods and services and by maintaining payrolls that stimulate further economic activity.

The key measure of the economic production of a sector is its **gross domestic product (GDP)**, which represents the value that a sector adds to the raw inputs it uses. In 2018, B.C.'s small business sector generated approximately 34 per cent of provincial GDP.¹⁰ This was well above the Canadian average of 30 per cent and the largest proportion among the provinces. Conversely, at 24 per cent each, Saskatchewan and Newfoundland and Labrador had the smallest proportions of GDP generated by small business.

¹⁰Note that these GDP shares are not exact figures and should not be used to calculate actual dollar amounts.

FIGURE 4.1**Small Business Contribution to GDP by Province, 2018**

Source: BC Stats

How does average pay compare between small and large businesses?

Small businesses tend to pay their employees lower wages, on average, compared to larger businesses. There are several possible reasons that employees of small businesses have lower wages, including lower productivity and unionization rates. In general, larger firms tend to be more productive due to economies of scale and increased ability to invest in capital improvements. They are able to achieve a larger output per employee, giving them the ability to offer higher wages. Workers of larger firms are also more likely to belong to a union and workers that belong to a union generally earn higher wages than those who do not. Small businesses may compensate for the wage disparity by providing benefits that may not be offered by larger businesses, such as more flexible work hours and preferred geographic location.

In 2018, small business employees earned an average annual salary of \$44,542, compared to \$53,569 for employees of large businesses, a difference of about \$9,000, or a 20 per cent wage premium for those working for large businesses. Between 2013 and 2018, the difference between wages of employees of small and large businesses narrowed somewhat, as employees of small businesses saw a 13.5 per cent boost in average wage over this period, compared to a more moderate 9.1 per cent increase for those working for large businesses.

FIGURE 4.2**Changes in Average Annual Earnings in British Columbia, 2013-2018**

	Small business	Large business
Earnings 2013 (payroll/employee)	\$39,244	\$49,116
Earnings 2018 (payroll/employee)	\$44,542	\$53,569
Per cent change	13.5%	9.1%

Source: BC Stats using data supplied by Statistics Canada

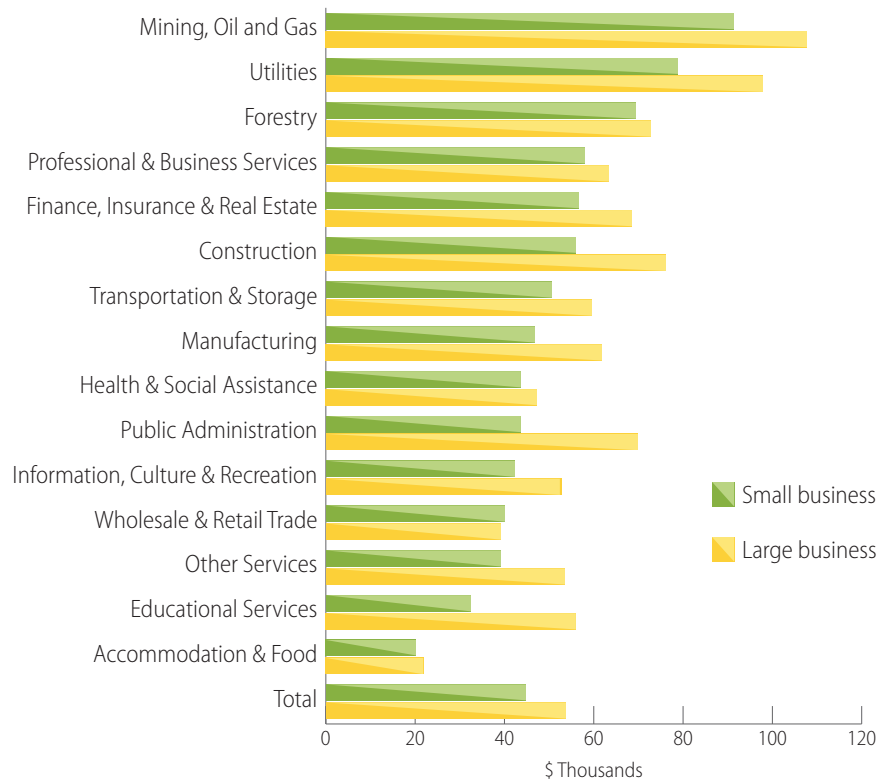
How does average pay compare across industries for small versus large businesses?

Small business wages continue to lag those of businesses with 50 or more employees for all major industries, except for employees working in wholesale and retail trade. Small business employees in wholesale and retail trade earned around \$960 (2 per cent) more per year compared to those working for large businesses. This disparity is localized in retail trade, which is a sector that often has difficulty retaining staff. Small employers in retail trade may offer higher salaries in order to maintain staffing levels and retain experienced employees.

Significant wage differences exist between workers of small and large businesses among many industries. In 2018, the largest wage gap in dollar terms was in public administration, where those working for small employers earned, on average, about 63 per cent of what large employers offered, a gap of approximately \$25,800. Other industries with significant wage disparities include educational services, where employees working for small businesses earned roughly 58 per cent of what those working for large companies received (translating to a gap of about \$23,600), and construction, where small business workers made about 73 per cent of what those in large businesses earned (a disparity of about \$20,200). Excluding wholesale and retail trade, the smallest difference between salaries was in accommodation and food services, whose employees earn the lowest wage of all industries on average, regardless of business size. Small business employees in that industry earned around 92 per cent of what those working for larger businesses took home in pay, a gap of just under \$1,800. On the other end of the scale, the highest wage earners were in mining, quarrying and oil and gas extraction.¹¹

FIGURE 4.3

Average Annual Earnings by Industry in British Columbia, 2018



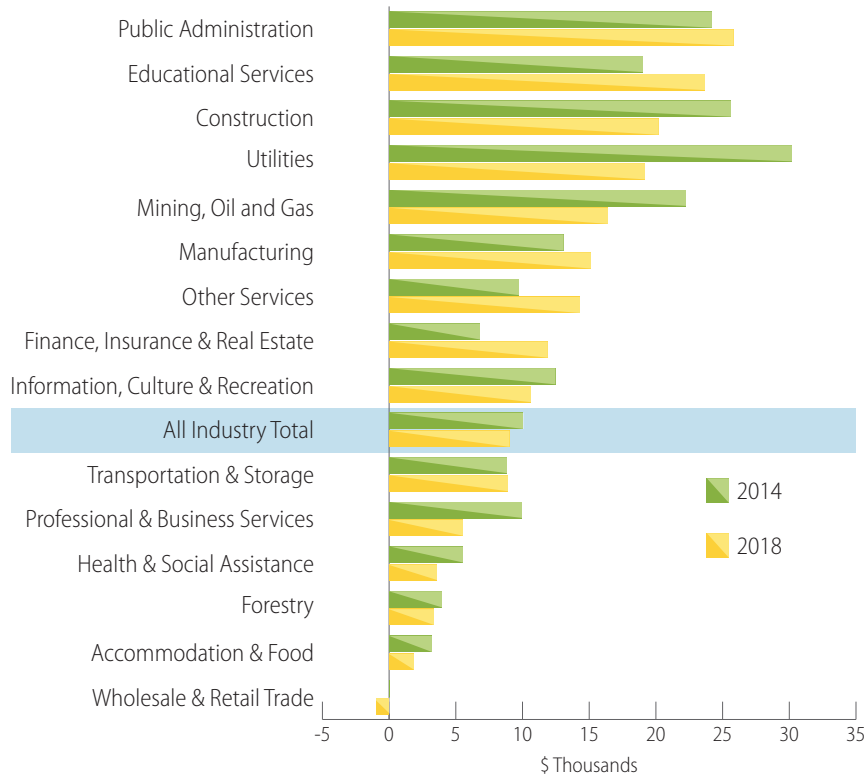
Source: BC Stats using data supplied by Statistics Canada

¹¹ The wage data are from Statistics Canada's Survey of Employment, Payrolls and Hours, which does not include data for the agriculture and fisheries industries. Data for the accommodation and food sector does not include gratuities.

In some industries, wage gaps between small and large businesses have changed notably in recent years. For example, between 2014 and 2018 the utilities sector saw the gap narrow by \$11,000, and workers in mining oil and gas extraction (-\$5,900) and construction (-\$5,400) also saw the gap decrease substantially. On the other hand, employees in smaller firms in finance, insurance and real estate saw the wage gap increase by nearly \$5,100 over the same period. The average wage gap in B.C. shrank slightly, from \$10,000 in 2014 to \$9,000 in 2018.

FIGURE 4.4

Difference In Average Annual Earnings for Small and Large Businesses by Industry, British Columbia, 2014 and 2018



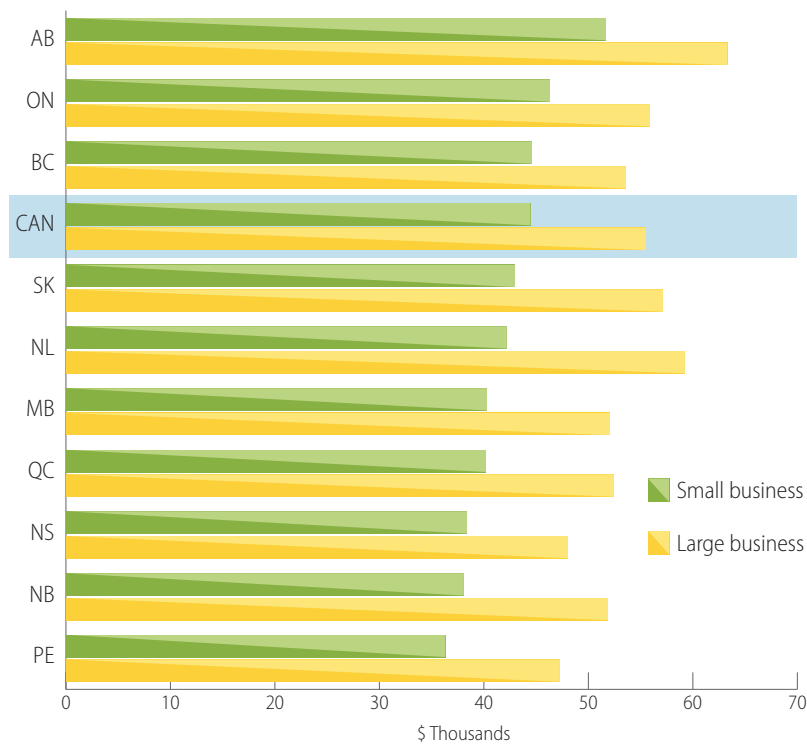
Source: BC Stats using data supplied by Statistics Canada

How does British Columbia compare with other provinces in terms of average pay by small business?

Wages among workers in firms with 50 or more employees are higher than those in small businesses in every province. In 2018, the \$9,000 wage gap in B.C., a 20 per cent premium for employees of large businesses, was the smallest in the country, followed closely by Ontario and Nova Scotia, each approximately \$9,600 (21 and 25 per cent, respectively). The largest wage gap was in Newfoundland and Labrador, at nearly \$17,100 (41 per cent).

FIGURE 4.5

Average Annual Earnings by Province, 2018



Source: BC Stats using data supplied by Statistics Canada

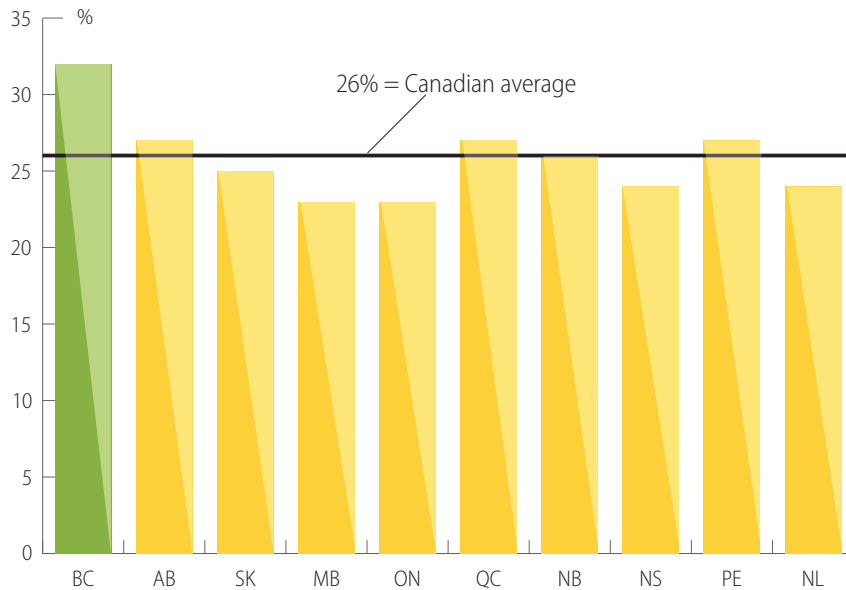
The smaller gap also reflects well in the level of wages for small business employees in B.C. Workers in small businesses in B.C. (\$44,542) earn some of the highest annual wages among provinces, behind only Alberta (\$51,646) and Ontario (\$46,270). This contrasts with a fifth-place ranking in wages among large businesses.

How does British Columbia compare in terms of the portion of total payroll generated by small business?

B.C. has the highest concentration of small business payrolls in the country. In 2018, small businesses accounted for nearly one third (32 per cent) of wages paid to workers, well above the national average (26 per cent). Second-ranked P.E.I. was almost five percentage points lower than B.C., with just over 27 per cent of its provincial payroll comprising wages paid to small business employees. At 23 per cent, Manitoba was the province with the smallest percentage of payroll derived from small businesses.

FIGURE 4.6

Small Business Share of Total Payroll by Province, 2018



Source: BC Stats using data supplied by Statistics Canada



Small Business Spotlight:

Michele Partridge | Owner & Artistic Director

The Drama Class, Est. 2012

Life Story

Born and raised in Vancouver B.C., Michele Partridge was introduced to classic films and musical theatre at a young age. Still, Michele was very shy at school until she discovered drama class in grade 9, and knew that this is where she belonged. Although she found her craft at a young age, Michele insists that there's no age limit to finding creativity through acting. The beauty of the arts is that they're always there for you.

Michele has been teaching drama for 24 years, and The Drama Class, serving the White Rock/South Surrey community, is her third acting school.

What motivated you to start your own business?

I had sold my second acting studio to focus on raising my kids, and when my daughter was 12, she said: "I want to go into acting." I searched for a studio for her, but decided in the end to open my own, and it grew from there.

What inspired you to become an entrepreneur?

I've always had an entrepreneurial spirit. I was an actor and thought that if I started my own theater company and produced my own shows, I could cast myself in the roles I want. It worked!

Who is your role model?

I've always admired Jane Fonda and Oprah Winfrey – incredibly powerful, creative women who continue to do what they love.

How has networking played a role in the growth of your business?

When I meet people, I try to figure out how we can work together and what we can learn from one another. It's been a huge factor in the growth of my business.

What has been your biggest lesson learned about being your own boss?

Listen, get all the facts, and take time to make big decisions. When I was starting out, I would go with my gut and make snap decisions, but these would often backfire.

What has been your greatest reward to date as an entrepreneur?

Being an entrepreneur has given me flexibility to be there for my family.



Why is it important for you to give back to the community through your business?

I cofounded the Peninsula Arts and Culture Alliance (PACA) as a way for local arts and culture businesses and non-profits to work together, promote our events, and learn from one another. Volunteering has been great for my business (it's part of networking), but it's also about meeting new people and making the arts available to those who would otherwise not have opportunities to be involved in the performing arts.

Tell us a little-known fact about your company

My 12-year-old daughter helped create the logo for my business!

What advice do you wish you had been given when you first started?

When I speak at film school graduation ceremonies, my advice is always to be humble, to listen and learn. We need to realize that we don't know everything, and that's okay. We're all continuously learning.

What advice would you give to someone looking to start a business?

Create a business plan. The plan will inevitably change, and you will need to adjust, but creating a plan makes you think about things that you otherwise wouldn't have thought of.

Bottom Line

- The Drama Class employs 10 instructors and two office managers.
- They teach 200 students every three months, ages 5 and up.
- They continue to expand their reach by bringing the arts to new and innovative forums. They've recently begun facilitating corporate parties, staff appreciation days and leadership camps.



5 SMALL BUSINESS EXPORTERS

How many small businesses in British Columbia export?

There was a total of 7,131 British Columbian businesses exporting goods to destinations outside of Canada in 2018, 6,089 of which were businesses with fewer than 50 employees.¹² The number of small business exporters was up 3.1 per cent from 2017 and represented 85 per cent of all exporting businesses. However, these **small business exporters** represented only 5.8 per cent of goods-producing small businesses in the province in 2018.

High start-up costs associated with an exporting business, as well as the need to achieve economies of scale to compete internationally, are likely reasons why so few small businesses export. However, even though only a small fraction of B.C. small businesses were exporters in 2018, they were the source of nearly a third (32 per cent) of the province's total exports. In that year, small businesses shipped \$15.8 billion worth of merchandise from the province, compared to \$34.3 billion exported by businesses with 50 or more employees.

¹² The business counts in this chapter refer to establishment counts, rather than business location counts, as the data from Statistics Canada's Trade by Exporter Characteristics database are based on the establishment framework.

FIGURE 5.1**Number of British Columbia Exporters and Value of Exports, 2013-2018**

Number of businesses	2013	2014	2015	2016	2017	2018
Small business exporters	5,763	5,792	5,902	5,873	5,907	6,089
Large business exporters	930	963	962	972	1,006	1,042
Total all exporters	6,693	6,755	6,864	6,845	6,913	7,131
Value of exports (\$millions)	2013	2014	2015	2016	2017	2018
Small business exporters	12,060	17,146	16,014	18,047	15,832	15,817
Large business exporters	20,767	19,429	20,037	23,152	30,920	34,309
Total all exporters	32,828	36,574	36,051	41,198	46,751	50,126

Source: Statistics Canada / Prepared by BC Stats

Between 2013 and 2018, B.C. saw a 5.7 per cent rise in the number of small businesses that export. This increase was lower than in most other provinces in the country. Saskatchewan (17.8 per cent) and Quebec (13.0 per cent) saw the largest boosts in number of small business exporters over the five-year period. However, B.C.'s small business exporters saw a substantial 31.1 per cent jump in the value of exports over the five-year period, well above the national average of 14.9 per cent.

FIGURE 5.2**Growth in Small Business Exporters and Exports by Province and Territory, 2013-2018***

	Number of Exporters			Value of Exports (\$millions)		
	2013	2018	% Change	2013	2018	% Change
British Columbia	5,763	6,089	5.7%	12,060	15,817	31.1%
Alberta	4,102	4,285	4.5%	60,056	63,832	6.3%
Saskatchewan	1,086	1,279	17.8%	8,421	9,371	11.3%
Manitoba	1,406	1,454	3.4%	4,600	8,667	88.4%
Ontario	16,282	17,303	6.3%	21,333	26,671	25.0%
Quebec	7,511	8,485	13.0%	15,319	15,588	1.8%
New Brunswick	571	604	5.8%	1,280	1,283	0.3%
Nova Scotia	746	825	10.6%	1,309	1,410	7.8%
Prince Edward Island	186	203	9.1%	257	309	20.6%
Newfoundland & Labrador	210	227	8.1%	736	1,496	103.4%
Territories	46	46	0.0%	425	41	-90.4%
Canada	37,909	40,800	7.6%	125,795	144,486	14.9%

*Figures do not add to total due to rounding

Source: Statistics Canada / Prepared by BC Stats

What is the destination of goods shipped by British Columbia small business exporters?

In 2018, three quarters (75 per cent) of the province's small business exporters shipped goods to the United States, compared to only 43 per cent that exported to non-U.S. destinations. Over half (57 per cent) of small business exporters shipped exclusively to the United States, while 25 per cent shipped exclusively to non-U.S. destinations. Small businesses were more likely to ship solely to non-U.S. destinations, as only 10 per cent of large business exporters did not have the United States as a customer. However, large businesses were more likely to ship to both the United States and at least one other country, with around one third of large businesses (36 per cent) doing so in 2018, compared to just 18 per cent of small business exporters.

While those small businesses that shipped to non-U.S. destinations (including those that shipped to both U.S. and non-U.S. destinations) comprised only 43 per cent of small businesses, they were responsible for a substantially larger share (61 per cent) of the value of small business exports. This means that although more than half (57 per cent) of small business exporters in B.C. shipped solely to the United States, they represented a smaller proportion (39 per cent) of the value of small business exports. The pattern was even more pronounced among large businesses, with 54 per cent of large businesses shipping solely to the U.S. but representing less than one fifth (18 per cent) of the value of large business exports in 2018.

FIGURE 5.3

Share of British Columbia Exporters and Value of Exports by Destination of Exports, 2018

Small businesses	Business count	Export value
U.S. only	57%	39%
Non-U.S. only	25%	29%
Both U.S. and non-U.S.	18%	32%
Large businesses	Business count	Export value
U.S. only	54%	18%
Non-U.S. only	10%	34%
Both U.S. and non-U.S.	36%	48%

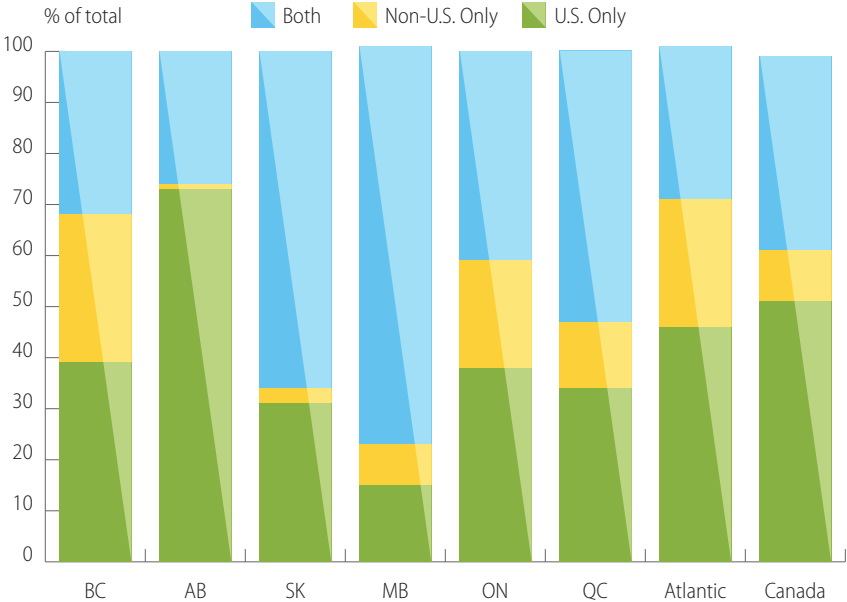
Source: Statistics Canada / Prepared by BC Stats

This phenomenon may be explained partially by the fact that it is generally more expensive and complex to ship to non-U.S. destinations, not only due to longer distances, but also other issues, such as time zone and language differences, which increase the cost of marketing and distribution. Given the higher costs, it would make sense for exporters to need to ship larger volumes to achieve economies of scale and cover some of the additional expenses.

In 2018, the United States was the destination for 51 per cent of Canada's total small business exports, while for B.C., only 39 per cent of the value of goods shipped by small businesses ended up in the United States. At the other end of the spectrum, nearly three quarters (73 per cent) of Alberta's small business exports were destined for the U.S.

FIGURE 5.4

Destination Share of Value of Small Business Exports by Province, 2018



Source: Statistics Canada / Prepared by BC Stats



How do British Columbia small business exporters compare to those in other parts of the country?

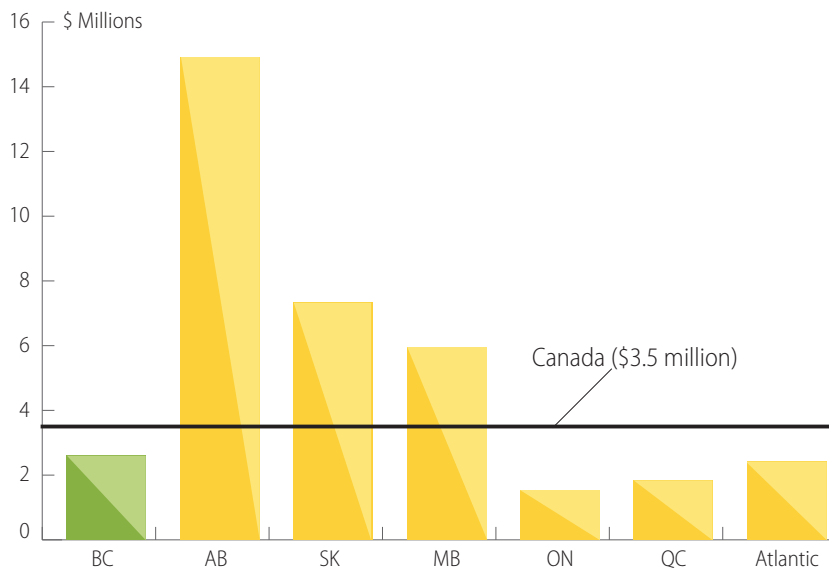
In 2018, there were 6,089 small business exporters operating in B.C., representing 15 per cent of Canada's small business exporters, and almost as many as the three Prairie provinces – Alberta, Saskatchewan and Manitoba – combined. Ontario and Quebec were the regions with the most small business exporters, with 42 and 21 per cent of Canada's total, respectively. Although the Prairies were home to only 17 per cent of exporters, the region was the origin of more than half (57 per cent) of all Canadian small business exports.¹³

The export intensity (value of shipments per small business exporter) is highest in the Prairie provinces. In 2018, at \$14.9 million, Alberta's export intensity was well above all other provinces, and more than double that of second-ranked Saskatchewan (\$7.3 million). Ontario and Quebec, the regions with the most small business exporters, had among the lowest export intensity, at \$1.5 million and \$1.8 million, respectively. Ontario was responsible for only 18 per cent of the value of the nation's small business exports, despite being home to 42 per cent of small business exporters. Similarly, Quebec was home to 21 per cent of small business exporters but accounted for only 11 per cent of the value of exports.

B.C. exported \$2.6 million per small business exporter, while export intensity for Canada as a whole was \$3.5 million in 2018.

FIGURE 5.5

Export Intensity for Small Businesses by Province, 2018



Source: BC Stats using data provided by Statistics Canada

¹³ The high export intensity of small businesses in these provinces may be the result of large producers hiring small firms in the wholesale trade industry to export their goods.

Small Business Spotlight:

Ted Hall | Co-Owner & Founder Spearhead Inc., Est. 1995

Life Story

Ted Hall grew up in North Vancouver and became immersed in the worlds of construction and design as a teenager when his parents hired a well-known Canadian architect to design a home. Eventually, a Danish construction team was hired to build the home. Ted admired the skill, training, and discipline of these individuals – so much so that he worked for the team throughout high school and university. It was through this work that he developed the strategic approach to construction that now influences his business.

Ted is the founder and co-owner of Spearhead Inc., a multi-faceted manufacturing company in Nelson, B.C. that specializes in the design and fabrication of architectural timber and steel.

What was the motivation behind starting your own business?

My motivation stemmed from my own interest in design, and in making better connections between craft and design. At Spearhead we merge the processes of craft and design – that's what makes us unique.

How has your business grown and evolved over the years?

We started out doing traditional timber frame work. Over the years, we've become more specialized and have adapted to new technology. Digital fabrication is a big part of what we do now – you could say we're also a technology company.

What challenges did you encounter while growing your business? How did you overcome these?

Nelson is a fairly remote region, so shipping costs have been a challenge. A lot of our work is in the United States, where we face local competition for projects. We've been able to justify the additional shipping costs strategically by offering a more efficient product.

What advice do you have for companies that want to enter international markets?

Realize that we're in a time of change and converging technology, and adopt new technologies to increase efficiency. This goes for any line of business. Also, focus on ways to attract skilled people and offer them a rewarding work experience.



How has networking played a role in where you are today?

We build relationships with design professionals because we link the processes of design and manufacturing. As a result, most of our work is repeat work with established, sophisticated architectural firms. Networking also influences the technologies we adopt. Since most architectural firms model in 3D now, we also do our modeling in 3D to enable better connections between design and fabrication.

What do you see as your greatest accomplishment to date?

I've assembled a unique team of individuals capable of doing the high caliber of work that we do.

How has your multi-faceted team helped with the growth of your business?

Our team is an eclectic mix of designers, technologists, craftsmen, builders, managers, and planners. They really are responsible for the growth of the business. We've focused on attracting exceptional people by offering challenging, engaging and rewarding work. As a result, our retention is high – over half of our group has been together for over 15 years!

Tell us a little-known fact about your company.

We have people from eight different countries working for us, many of whom have moved here to join us.

Where is your favourite B.C. destination?

I travel for work to some of the most beautiful places in North America, but every time I come home to Nelson, B.C., I think to myself that there's no place I'd rather be.

Bottom Line

- Over the last 10 years, Spearhead Inc. has grown to 55 staff, up from 30.
- They will continue to focus on specialization, and capability over capacity.
- They are in the final stages of planning a substantial expansion.



CONCLUSION

Small business continues to play a vital role in the economy of B.C. with the vast majority of the businesses in the province having fewer than 50 employees. The small business sector is a key instrument of job creation and economic growth, representing 53 per cent of private sector employment and almost one third of the provincial payroll. Most international exporters in B.C. are also small businesses and are responsible for 32 per cent of total provincial goods exports.

The small business sector in B.C. is a more integral component of the economy than in most other provinces. In 2018, B.C. ranked second highest among provinces with 101.9 small businesses per 1,000 persons, marginally behind Alberta. B.C. led the country in growth in the number of small businesses between 2014 and 2018. B.C. also led all provinces in small business job growth between 2013 and 2018.

TECHNICAL NOTES

All statistics presented in this document are based on the best data currently available. A comprehensive listing of all businesses operating in B.C. or elsewhere does not exist; therefore, business counts must be estimated to some extent. BC Stats has combined data from several sources to produce estimates of the total number of large and small businesses operating in B.C. and other provinces, as well as the employment and payrolls generated by these businesses.

The results may differ from estimates produced in other studies using different data and different methodologies. Where there are differences, they will more likely be in terms of absolute numbers, rather than the direction of trends or the relative standing of B.C. compared to other provinces. This edition of the *Small Business Profile* incorporates statistical revisions and methodological changes, such that year-over-year comparisons should not be made using previous editions.

Data Sources

Estimates of the number of businesses have been produced using data from Statistics Canada's *Business Register* and *Labour Force Survey*. Estimates of employment and payrolls have been produced using Statistics Canada's *Survey of Employment, Payrolls and Hours* and *Labour Force Survey*. All self-employment numbers have been obtained directly from the *Labour Force Survey*. Data describing small business exporters are derived from Statistics Canada's *Trade by Exporter Characteristics* data set. Supplementary data are from Statistics Canada, the B.C. Ministry of Finance's *B.C. Budget 2019*, and Innovation, Science and Economic Development Canada's (The Office of the Superintendent of Bankruptcy Canada) insolvency statistics.

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GLOSSARY

Small business

Although there are a number of different ways a small business can be defined, the most commonly used definition focuses on the number of employees. In B.C., a small business is defined as one with fewer than 50 employees, or a business operated by a person who is self-employed, without paid help. ([Back to document](#))

Micro business

Micro businesses are those with fewer than five employees, including self-employed individuals without staff and businesses with 1-4 employees.

Incorporated business

Incorporated businesses consist of those organized and maintained as legal corporations. A corporation is created (incorporated) by one or more shareholders who have ownership of the corporation, represented by their holding of common stock. ([Back to document](#))

Self-employed

Self-employed individuals are defined as individuals who spend most of their working hours operating their own businesses. The self-employed can be categorized as either *incorporated* or *unincorporated*. Each of these classifications can also be divided between those operating *with paid help* (i.e., with employees) or *without paid help* (i.e., working by themselves). This produces four major categories of self-employed workers. ([Back to document](#))

Unincorporated business

Unincorporated businesses consist of those not organized and maintained as legal corporations, and wherein the tie between members need not be a legally enforceable contract. ([Back to document](#))

North American Industry Classification System (NAICS)

The North American Industry Classification System (NAICS) is an industry classification system used in Canada, the United States and Mexico, which is designed to provide common definitions of the industrial structure of the three countries. NAICS is Statistics Canada's comprehensive system encompassing all economic activities. It has a hierarchical structure: at the highest level, it divides the economy into 20 sectors; at lower levels, it further distinguishes the different economic activities in which businesses are engaged. ([Back to document](#))



Non-Standard Sector Definitions

Tourism includes industries such as transportation, accommodation, food services and other tourism-related activities. Further information on the tourism sector is available at [BC Stats](#). ([Back to document](#))

High technology industries may employ a high proportion of scientists and researchers or invest a high proportion of revenues in research and development. Other industries that produce high technology products are also included. Further information on the high technology sector is available online at [BC Stats](#). ([Back to document](#))

Secondary manufacturing industries are those that produce goods from the products of other manufacturers. For example, a sawmill is a manufacturing operation, but not a secondary manufacturer, because its logs do not come from another manufacturer. On the other hand, a factory producing wooden doors with lumber obtained from sawmills is a secondary manufacturer. ([Back to document](#))

Gross Domestic Product (GDP) refers to the total market value of all the goods and services produced within national or provincial borders during a specified period. The growth rates of GDP provide an indication of how well an industry or an economy is doing. The GDP of an industry (also referred to as value added) equals output by the industry minus the value of intermediate inputs that were purchased from other industries, domestic or foreign. Value added is a measure of how much an industry has contributed to the value of its output over and above the value of intermediate inputs. GDP by industry for the economy as a whole is the sum of values added by all industries resident in Canada or the province. ([Back to document](#))

Small Business Exporter

For the purposes of this report, a small business exporter is defined as an enterprise with fewer than 50 employees that exports goods out of the country, regardless of the value of exports. Small firms can be large exporters and, conversely, some large firms are small exporters. While shipments of goods to other provinces and territories and services provided to out-of-province residents or businesses are also considered exports, such data tabulated by business size are unavailable. ([Back to document](#))



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APPENDIX 1

Counts of Small Businesses with Employees by Industry by Region, 2014-2018

BRITISH COLUMBIA	2014	2015	2016	2017	2018	2014-2018 Change	
						#	%
Mining, Oil & Gas	1,314	1,282	1,245	1,175	1,170	-144	-11.0%
Forestry and Logging	2,323	2,320	2,352	2,269	2,239	-84	-3.6%
Other Primary	4,339	3,959	3,850	3,856	3,893	-446	-10.3%
Utilities	190	177	185	180	178	-12	-6.3%
Construction	21,394	21,865	22,988	23,755	24,823	3,429	16.0%
Manufacturing	6,474	6,518	6,554	6,517	6,643	169	2.6%
Transportation & Storage	7,759	7,790	7,792	7,751	7,803	44	0.6%
Trade	28,509	28,361	28,448	27,846	28,130	-379	-1.3%
Finance, Insurance & Real Estate	15,975	15,966	16,533	16,659	17,201	1,226	7.7%
Health & Education	18,862	19,186	19,831	20,105	20,807	1,945	10.3%
Public Administration	645	648	646	620	622	-23	-3.6%
Professional & Business Serv.	30,799	31,162	31,209	31,184	32,090	1,291	4.2%
Information, Culture & Recreation	5,178	5,220	5,338	5,783	5,978	800	15.4%
Other Services	26,994	26,930	27,162	26,932	27,508	514	1.9%
Total	182,742	184,517	188,057	190,401	193,508	10,766	5.9%
High Tech	9,273	9,464	9,789	10,105	10,462	1,189	12.8%
Tourism	15,832	16,153	16,244	16,201	16,365	533	3.4%
Secondary Manufacturing	5,629	5,663	5,674	5,594	5,678	49	0.9%

VANCOUVER ISLAND/COAST	2014	2015	2016	2017	2018	2014-2018 Change	
						#	%
Mining, Oil & Gas	67	69	76	74	77	10	14.9%
Forestry and Logging	626	646	659	648	625	-1	-0.2%
Other Primary	615	518	530	522	523	-92	-15.0%
Utilities	34	33	35	35	35	1	2.9%
Construction	3,452	3,503	3,643	3,777	3,967	515	14.9%
Manufacturing	906	892	939	942	958	52	5.7%
Transportation & Storage	882	881	898	891	884	2	0.2%
Trade	4,525	4,458	4,457	4,371	4,430	-95	-2.1%
Finance, Insurance & Real Estate	2,341	2,260	2,281	2,325	2,389	48	2.1%
Health & Education	3,548	3,530	3,615	3,654	3,798	250	7.0%
Public Administration	314	313	315	306	301	-13	-4.1%
Professional & Business Serv.	4,637	4,733	4,727	4,730	4,846	209	4.5%
Information, Culture & Recreation	768	773	762	831	849	81	10.5%
Other Services	4,228	4,252	4,301	4,249	4,272	44	1.0%
Total	28,469	28,487	28,970	29,323	29,659	1,190	4.2%
High Tech	1,422	1,435	1,493	1,508	1,550	128	9.0%
Tourism	2,628	2,721	2,768	2,749	2,741	113	4.3%
Secondary Manufacturing	755	740	770	768	778	23	3.0%

2014-2018 Change

MAINLAND/SOUTHWEST	2014	2015	2016	2017	2018	#	%
Mining, Oil & Gas	535	484	450	417	429	-106	-19.8%
Forestry and Logging	269	265	266	264	259	-10	-3.7%
Other Primary	2,079	1,894	1,838	1,869	1,898	-181	-8.7%
Utilities	62	60	55	46	47	-15	-24.2%
Construction	11,977	12,235	13,098	13,708	14,429	2,452	20.5%
Manufacturing	4,180	4,240	4,239	4,189	4,267	87	2.1%
Transportation & Storage	4,427	4,471	4,431	4,436	4,481	54	1.2%
Trade	17,416	17,429	17,494	17,178	17,323	-93	-0.5%
Finance, Insurance & Real Estate	10,247	10,391	10,851	10,963	11,358	1,111	10.8%
Health & Education	11,226	11,543	12,000	12,183	12,624	1,398	12.5%
Public Administration	127	131	128	121	129	2	1.6%
Professional & Business Serv.	20,196	20,447	20,559	20,592	21,227	1,031	5.1%
Information, Culture & Recreation	3,173	3,219	3,332	3,631	3,758	585	18.4%
Other Services	15,893	15,900	15,935	15,858	16,320	427	2.7%
Total	110,354	112,132	114,723	116,807	119,100	8,746	7.9%
High Tech	6,174	6,320	6,547	6,805	7,053	879	14.2%
Tourism	9,155	9,350	9,345	9,320	9,493	338	3.7%
Secondary Manufacturing	3,789	3,835	3,829	3,765	3,828	39	1.0%

2014-2018 Change

THOMPSON-OKANAGAN	2014	2015	2016	2017	2018	#	%
Mining, Oil & Gas	129	139	115	116	113	-16	-12.4%
Forestry and Logging	407	401	411	372	373	-34	-8.4%
Other Primary	1,011	969	923	929	926	-85	-8.4%
Utilities	37	34	39	42	42	5	13.5%
Construction	3,046	3,134	3,234	3,297	3,459	413	13.6%
Manufacturing	848	837	837	859	865	17	2.0%
Transportation & Storage	861	847	892	861	867	6	0.7%
Trade	3,486	3,437	3,469	3,360	3,431	-55	-1.6%
Finance, Insurance & Real Estate	1,816	1,813	1,869	1,865	1,933	117	6.4%
Health & Education	2,265	2,294	2,363	2,373	2,460	195	8.6%
Public Administration	84	83	79	69	70	-14	-16.7%
Professional & Business Serv.	3,042	3,110	3,081	3,087	3,182	140	4.6%
Information, Culture & Recreation	575	597	602	667	681	106	18.4%
Other Services	3,312	3,356	3,424	3,349	3,444	132	4.0%
Total	21,901	22,167	22,520	22,621	23,034	1,133	5.2%
High Tech	749	790	799	862	860	111	14.8%
Tourism	1,957	2,058	2,096	2,071	2,106	149	7.6%
Secondary Manufacturing	657	645	636	632	634	-23	-3.5%

2014-2018 Change

KOOTENAY	2014	2015	2016	2017	2018	#	%
Mining, Oil & Gas	45	46	45	38	35	-10	-22.2%
Forestry and Logging	175	166	167	158	160	-15	-8.6%
Other Primary	182	152	150	146	148	-34	-18.7%
Utilities	20	18	18	20	19	-1	-5.0%
Construction	839	864	872	873	884	45	5.4%
Manufacturing	188	201	202	196	203	15	8.0%
Transportation & Storage	249	251	251	261	260	11	4.4%
Trade	1,021	990	978	971	993	-28	-2.7%
Finance, Insurance & Real Estate	438	427	437	413	420	-18	-4.1%
Health & Education	578	578	588	614	635	57	9.9%
Public Administration	45	46	49	46	43	-2	-4.4%
Professional & Business Serv.	719	709	692	706	743	24	3.3%
Information, Culture & Recreation	237	233	233	235	236	-1	-0.4%
Other Services	1,060	1,025	1,032	1,037	1,066	6	0.6%
Total	6,061	5,985	6,005	6,046	6,144	83	1.4%
High Tech	220	215	221	228	241	21	9.5%
Tourism	716	700	708	706	707	-9	-1.3%
Secondary Manufacturing	145	164	161	159	163	18	12.4%

2014-2018 Change

CARIBOO	2014	2015	2016	2017	2018	#	%
Mining, Oil & Gas	42	39	39	35	33	-9	-21.4%
Forestry and Logging	421	416	421	415	430	9	2.1%
Other Primary	147	140	131	124	136	-11	-7.5%
Utilities	10	9	10	10	11	1	10.0%
Construction	760	782	800	797	811	51	6.7%
Manufacturing	187	181	167	166	163	-24	-12.8%
Transportation & Storage	439	443	450	452	460	21	4.8%
Trade	1,012	996	992	954	930	-82	-8.1%
Finance, Insurance & Real Estate	426	413	407	394	384	-42	-9.9%
Health & Education	606	617	634	640	637	31	5.1%
Public Administration	31	29	29	32	31	0	0.0%
Professional & Business Serv.	689	678	674	674	658	-31	-4.5%
Information, Culture & Recreation	135	140	147	155	152	17	12.6%
Other Services	965	938	948	938	939	-26	-2.7%
Total	6,136	6,081	6,124	6,083	6,057	-79	-1.3%
High Tech	160	149	149	151	158	-2	-1.3%
Tourism	547	536	553	556	548	1	0.2%
Secondary Manufacturing	158	152	144	141	135	-23	-14.6%

2014-2018 Change

NORTH COAST & NECHAKO	2014	2015	2016	2017	2018	#	%
Mining, Oil & Gas	33	28	33	37	42	9	27.3%
Forestry and Logging	340	344	344	337	317	-23	-6.8%
Other Primary	136	122	104	106	104	-32	-23.5%
Utilities	10	10	11	12	11	1	10.0%
Construction	415	427	438	427	423	8	1.9%
Manufacturing	90	91	95	86	89	-1	-1.1%
Transportation & Storage	269	261	266	268	268	-1	-0.4%
Trade	571	563	562	558	569	-2	-0.4%
Finance, Insurance & Real Estate	221	208	226	223	228	7	3.2%
Health & Education	290	277	290	291	308	18	6.2%
Public Administration	38	40	41	38	38	0	0.0%
Professional & Business Serv.	396	404	392	387	370	-26	-6.6%
Information, Culture & Recreation	120	108	102	102	107	-13	-10.8%
Other Services	611	598	589	599	601	-10	-1.6%
Total	3,659	3,616	3,629	3,629	3,623	-36	-1.0%
High Tech	113	109	113	106	111	-2	-1.8%
Tourism	445	435	412	416	412	-33	-7.4%
Secondary Manufacturing	62	60	68	60	57	-5	-8.1%

2014-2018 Change

NORTHEAST	2014	2015	2016	2017	2018	#	%
Mining, Oil & Gas	381	391	397	372	376	-5	-1.3%
Forestry and Logging	80	78	80	70	72	-8	-10.0%
Other Primary	140	138	137	128	125	-15	-10.7%
Utilities	12	9	13	12	11	-1	-8.3%
Construction	624	662	641	602	590	-34	-5.4%
Manufacturing	67	65	65	68	66	-1	-1.5%
Transportation & Storage	499	513	470	442	440	-59	-11.8%
Trade	455	455	458	426	433	-22	-4.8%
Finance, Insurance & Real Estate	239	246	245	236	227	-12	-5.0%
Health & Education	226	224	224	224	222	-4	-1.8%
Public Administration	4	4	3	6	6	2	50.0%
Professional & Business Serv.	541	545	504	461	490	-51	-9.4%
Information, Culture & Recreation	77	73	71	73	78	1	1.3%
Other Services	646	664	652	613	601	-45	-7.0%
Total	4,258	4,342	4,207	3,998	3,971	-287	-6.7%
High Tech	197	179	174	160	172	-25	-12.7%
Tourism	259	256	253	254	252	-7	-2.7%
Secondary Manufacturing	56	56	56	60	54	-2	-3.6%

Figures do not add to the total because the provincial total includes some businesses for which the region is unknown

Figures do not add to the regional total because some businesses could not be classified by industry

There was a data break in 2014, such that growth can only be calculated from 2014 to 2018

Source: BC Stats using data supplied by Statistics Canada

APPENDIX 2

British Columbia Self-employment by Age and Gender (Thousands)

Sex	Age	2013	2014	2015	2016	2017	2018	Growth 2013-2018
Both Sexes	15 years and Over	415.3	395.9	413.5	420.9	438.2	447.1	7.7%
	15 - 24 years	9.2	11.4	11.4	10.5	10.7	12.1	31.5%
	25 - 34 years	58.0	56.2	57.3	58.7	60.3	63.6	9.7%
	35 - 44 years	89.0	84.9	92.3	91.0	94.7	100.8	13.3%
	45 - 54 years	119.4	115.6	111.3	107.7	117.3	107.3	-10.1%
	55 - 64 years	101.3	86.4	99.7	103.3	104.3	107.9	6.5%
	65 years and Over	38.5	41.5	41.5	49.6	50.8	55.4	43.9%
Male	15 years and Over	258.6	248.4	254.8	259.8	271.0	276.6	7.0%
	15 - 24 years	4.3	6.9	7.4	5.9	6.6	6.9	60.5%
	25 - 34 years	36.8	34.0	33.3	34.4	36.4	38.8	5.4%
	35 - 44 years	57.2	50.4	55.7	58.7	57.2	62.1	8.6%
	45 - 54 years	72.7	73.2	67.0	65.3	74.5	65.0	-10.6%
	55 - 64 years	63.5	55.5	62.7	65.0	62.8	67.1	5.7%
	65 years and Over	24.2	28.4	28.8	30.6	33.6	36.7	51.7%
Female	15 years and Over	156.7	147.6	158.7	161.1	167.1	170.5	8.8%
	15 - 24 years	4.9	4.5	4.1	4.7	4.1	5.3	8.2%
	25 - 34 years	21.2	22.2	24.0	24.3	24.0	24.8	17.0%
	35 - 44 years	31.8	34.4	36.6	32.4	37.6	38.6	21.4%
	45 - 54 years	46.7	42.4	44.3	42.4	42.9	42.3	-9.4%
	55 - 64 years	37.8	30.9	37.0	38.4	41.5	40.8	7.9%
	65 years and Over	14.3	13.1	12.7	19.0	17.2	18.6	30.1%

Note: Includes unpaid family workers.

Source: Statistics Canada





British Columbia's Small Business Resources

HOW B.C. HELPS SMALL BUSINESS OWNERS

This handout provides information to support small business startup and growth highlighting services for entrepreneurs and small business owners. The list of services is not exhaustive, but it identifies some key resources to support your business startup and grow.

Regulatory and Service Improvement – When dealing with government, small businesses want understandable and predictable requirements, and accessible services. Check out recent improvements at:

www.gov.bc.ca/regulatoryreform

ONLINE PUBLICATIONS AND RESOURCES

Starting a Small Business Guide *(in English and 4 translated languages)*
www.gov.bc.ca/startingasmallbusiness

Import / Export Guide *(in English and 4 translated languages)*
www.gov.bc.ca/importexportguide

Indigenous Small Business Resource Handout
www.gov.bc.ca/IndigenousSmallBusinessResources

Starting a Restaurant in B.C.
www.gov.bc.ca/startingarestaurant

PreparedBC: Guide for Small Business
www.gov.bc.ca/PreparedBC

Starting a Franchise in B.C.
www.gov.bc.ca/startingafranchise

Small Business Profile
www.gov.bc.ca/smallbusinessprofile

Civil Resolution Tribunal
www.civilresolutionbc.ca

More small business resources
www.gov.bc.ca/smallbusiness

SMALL BUSINESS RESOURCES

-  Business Advisory Services
-  Government Service
-  Tools and Resources
-  Education
-  Financing
-  Online Registration
-  Permits and Licences
-  Mentorship
-  Export

Small Business BC



B.C.'s premier resource centre for comprehensive small business information, products and services. Funded by the provincial and federal governments, Small Business BC can assist you with business planning, financing, registration and any other topics related to starting and growing a business in B.C. www.smallbusinessbc.ca

OneStop Business Registry



Complete the most commonly required business registrations and transactions online.
www.bcbusinessregistry.ca

BizPaL



A free online service that provides simplified access to information about business permits and licences that may be required for a particular business type and its related activities from the Provincial, Federal and local government.
www.bcbizpal.ca

Mobile Business Licence Program



Allows businesses to operate across municipal boundaries. Please contact your local municipality to see if a Mobile Business Licence is available in your community.
www.gov.bc.ca/smallbusiness

Address Change BC

If you are moving within British Columbia, you can use Address Change BC to update your business records with provincial and local government organizations.
www.addresschange.gov.bc.ca

BCBid

Access, create, browse and compete on public sector business opportunities.
Enquiry BC line: 1 800 663-7867
www.bcbid.gov.bc.ca

BC Online

Access to e-government services for legal, business, government and professionals. Online information is available for the corporate registry, property assessments and court services.
www.bconline.gov.bc.ca

BritishColumbia.ca

Trade and Invest BC showcases the province to investors, providing information related to its sectors, communities and opportunities, while also providing resources for B.C. companies seeking to grow their export capabilities.
www.britishcolumbia.ca

Business Development Bank of Canada

Helps develop strong Canadian businesses through financing, advisory services and capital with a focus on small and medium-sized enterprises.
Ph: 1 877 232-2269
www.bdc.ca

Community Futures British Columbia

Delivers a variety of services ranging from strategic economic and succession planning, technical and advisory services, loans, self-employment assistance, counselling, assistance and services targeted to youth and entrepreneurs with disabilities.
Ph: 604 289-4222
www.communityfutures.ca

Corporate Online

Provides online filings to create and maintain companies in British Columbia.
www.corporateonline.gov.bc.ca

Employers' Advisers Office

Providing independent advice, assistance, representation and education to employers, potential employers and employer associations concerning workers' compensation issues.
Ph: 1 800 925-2233
www.gov.bc.ca/employersadvisers

eTaxBC

eTaxBC is a free convenient BC Government online tax application providing 24/7 secure access to manage your account, file returns and make payments.
Ph: 1 877 388-4440
gov.bc.ca/etaxbcinfo

FrontCounter BC

FrontCounter BC provides a single point of contact service to assist clients with licences, permits, registrations and other authorizations required to utilize the B.C.'s natural resources.
Enquiry BC line: 1 800 663-7867
www.frontcounterbc.gov.bc.ca

Futurpreneur

Provides mentoring services and loans to grow the economy one young entrepreneur at a time.
Ph: 1 866 646-2922
www.futurpreneur.ca

Innovation Canada

Provides a personalized list of funding, loans, tax credits, wage subsidies, internships and more in less than three minutes.
<http://innovation.canada.ca/>

Investment Capital Programs

Offering tax credits to investors making equity capital investments in qualifying British Columbia based small businesses.
Ph: 1 800 665-6597
www.equitycapital.gov.bc.ca

Provincial Sales Tax (PST)

Have PST questions? Contact us for provincial sales tax information and assistance, including a helpline, email rulings support, videos, forms and publications to answer questions about PST.
Ph: 1 877 388-4440
gov.bc.ca/PST

Service BC

Province-wide access to government services including key government transactions for business – in person, online or over the phone.
Service BC Contact Centre: 1 800 663-7867
www.servicebc.gov.bc.ca

Société de développement économique

Provides business information, support, networking, training and mentoring for francophone and francophile business in British Columbia.
Ph: 604 732-3534
www.sdecb.com/

Western Economic Diversification Canada

Working to diversify the western economy, by supporting business development through initiatives like the Western Innovation Initiative to assist small and medium sized enterprises to commercialize new and innovative technologies.
Ph: 1 888 338-9378
www.wd-deo.gc.ca/eng/home.asp

Women's Enterprise Centre

B.C.'s leading resource for women entrepreneurs, offering skills development, business loans, free business guidance, business resources, mentoring, networking and events.
Ph: 1 800 643-7014
www.womensenterprise.ca

WorkBC Employment Services Centres

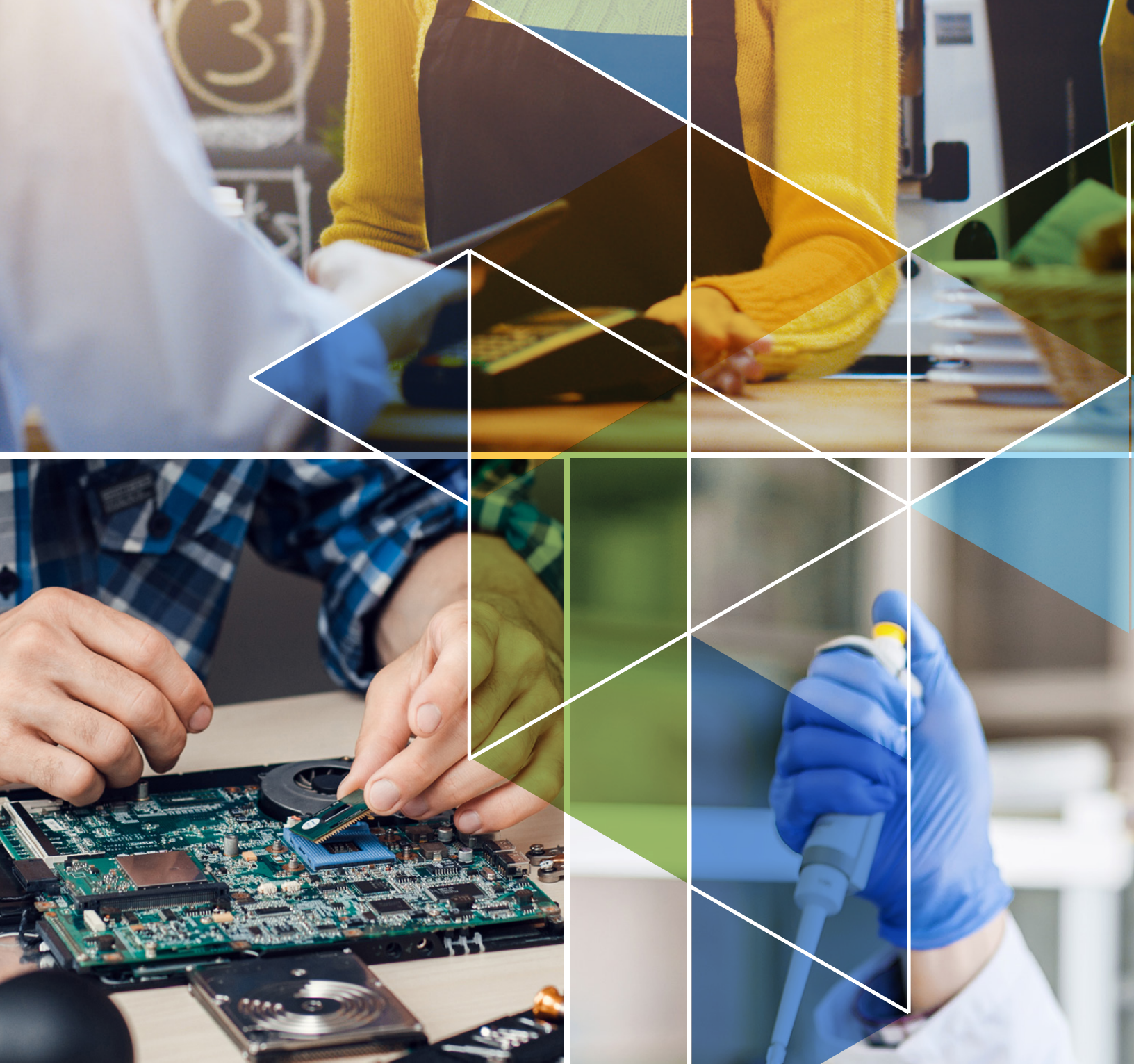
With 84 main locations across B.C., WorkBC Centres support employees locating and retaining a job through two categories of service. Self-Service Services and Personal Services Support.
www.WorkBCCentres.ca

WorkBC.ca

Learn about training programs, read success stories and access business and employment resources.
Ph: 1 877 952-6914
www.workbc.ca

WorkSafeBC

Employers must ensure the health and safety of their workers. WorkSafeBC can help you understand what's required to meet your legal obligations for a healthy and safe workplace.
www.worksafebc.com



Ministry of
Jobs, Trade
and Technology

BCStats

Small Business Branch
Box 9822 Stn Prov Govt
Victoria, B.C. V8W 9N3
p. 250.387.4699
f. 250.952.0113
www.gov.bc.ca

563 Superior St. Box 9410 Stn Prov Govt
Victoria, B.C. V8W 9V1
p. 1.800.663.7867
www.bcstats.gov.bc.ca
BC.Stats@gov.bc.ca
Twitter: @BCStats