

HALTON REGION  
**Business  
Conditions**

2022



# Message from Regional Chair Gary Carr



On behalf of Regional Council, I would like to thank local businesses for their participation in the 2022 Halton Region Business Conditions Survey. The results of this ongoing survey provide valuable insight into our business community, the state of their operations, economic growth and recovery and the outlook for the year ahead.

This year's results reaffirm that Halton businesses are resilient. Although there is more work to be done to support businesses through the challenges they continue to face following the COVID-19 pandemic, there are positive signs of recovery.

Here are some areas I would like to highlight from the 2022 Business Conditions Report:

- Our business community has identified climate change as a challenge that will increasingly impact residents and businesses in the years ahead. We have received feedback that some business owners are beginning to investigate climate change mitigation and adaptation initiatives.
- As we look forward, 84 per cent of Halton businesses are forecasting steady or higher revenues over the next 12 months.
- Nearly half of respondents intend to hire additional staff over the next year.

I encourage you to read the 2022 Halton Region Business Conditions report and learn more about the issues encountered by Halton businesses, their perspectives on the year ahead and why so many businesses choose to call Halton home. To find out more about investing in Halton and the supports available from our Invest Halton team, visit [halton.ca](https://www.halton.ca).

By helping businesses recover, succeed and grow, we keep Halton a great place to live, work, raise a family and retire

Sincerely,

**Gary Carr**  
Regional Chair



# The Survey



In late **2022**, we asked Halton business owners about the state of their operations, their ongoing recovery efforts from the COVID-19 pandemic, and their outlook for the upcoming year.

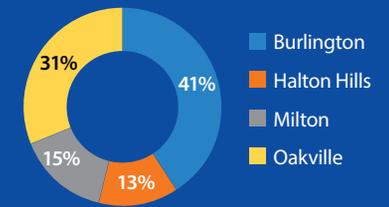
Here's what they had to say...

Since 2013, the Halton Region Economic Development office has administered an annual survey of the business conditions of local, for-profit businesses across the region. Survey findings and additional business information and economic statistics are available on the Invest Halton website at Halton Data Insights. Further statistics on Halton businesses are also available through the annual Halton Region Employment Survey, a comprehensive door-to-door survey of all visible places of work in Halton.

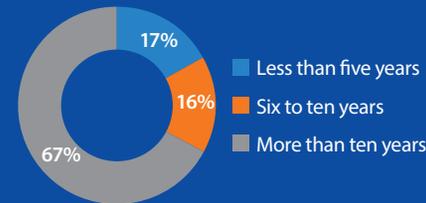
# Profile of Respondents

Nearly 600 Halton business owners responded to the 2022 Halton Region Business Conditions Survey. The municipalities of Burlington, Halton Hills, Milton and Oakville are all represented as well as most major for-profit sectors including: manufacturing; construction; professional and business services; science and technology; finance; insurance and real estate; wholesale, distribution and logistics; and retail.

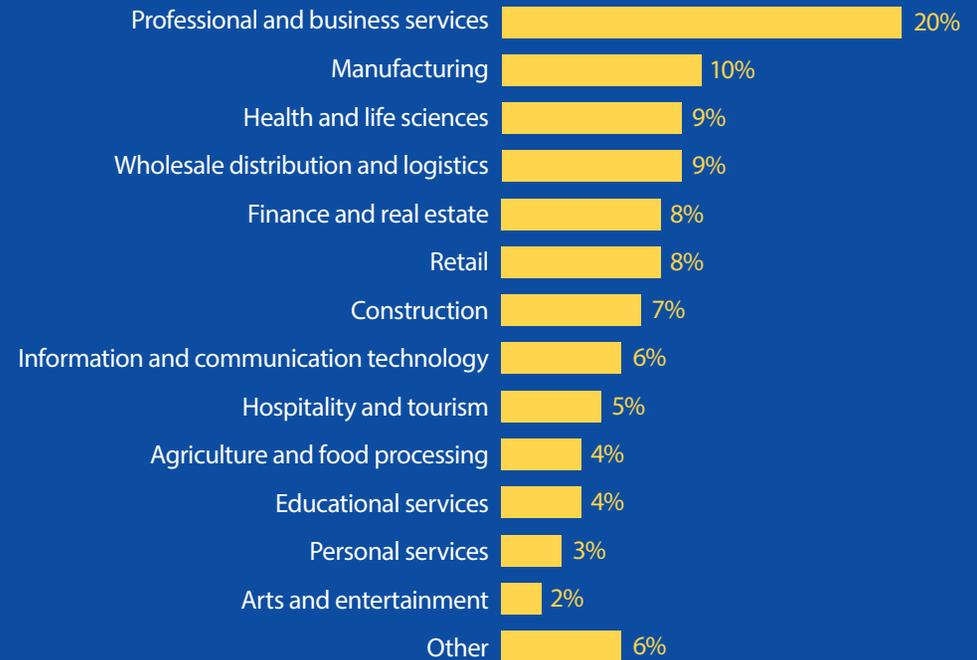
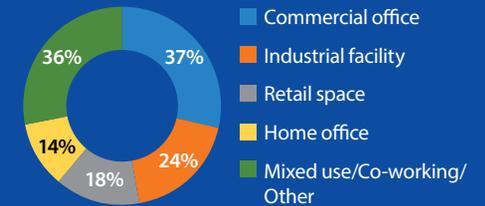
Percentage of businesses surveyed by municipality



Years operating in Halton



Type of real estate space occupied





# Committed

# Recovering

# Support

Survey respondents stated that over the past 12 months:

**33%**

owned their land and buildings

**68%**

were fully occupying their space

**59%**

chose to locate in Halton because it is close to the owner's residence, allowing for living and working in the region

**37%**

saw increased revenues

**33%**

saw revenues hold steady

**37%**

hired additional staff

**15%**

received federal financial support

**12%**

received provincial financial support

**82%**

did not seek any government financial support

# Global Reach

Over the past 12 months:

**28%**  
of respondents  
exported products or  
services outside Canada

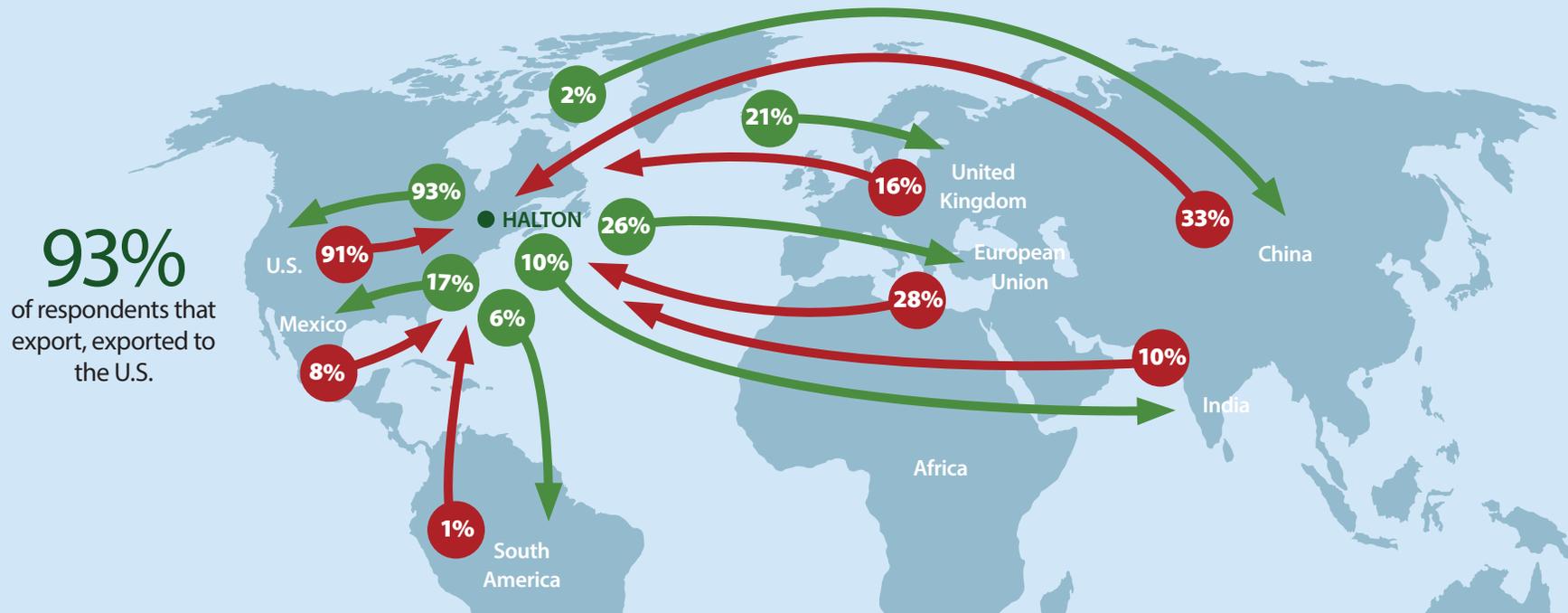
**40%**  
of respondents imported  
products or components  
from outside of Canada

**82%**  
of respondents saw increased  
or steady export sales as a  
percentage of total sales

**77%**  
of applicable respondents experienced global  
supply chain disruption or challenges that impacted  
operations or the prices of goods and services

## Exports and imports to and from Halton

● Identified export markets      ● Identified import markets



**93%**  
of respondents that  
export, exported to  
the U.S.

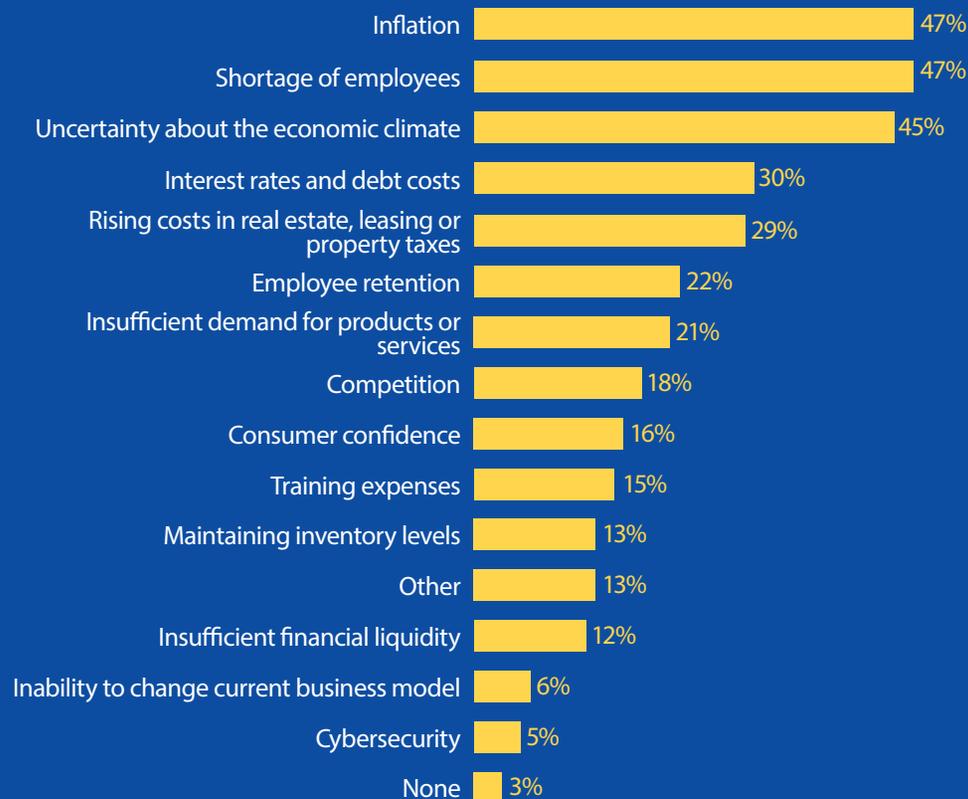
**10%** of respondents export to other global markets and **5%** import from other global markets.

Percentages do not add to 100% as respondents could choose multiple markets.

# Business COVID-19 Recovery



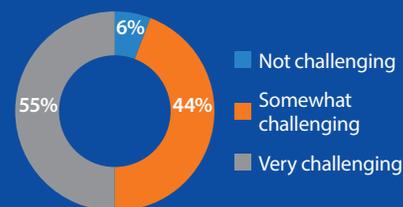
The COVID-19 pandemic and the economic disruption it triggered in both domestic and global markets continue to impact the business community. **97%** of survey respondents stated they were currently facing challenges to their business operations, including:



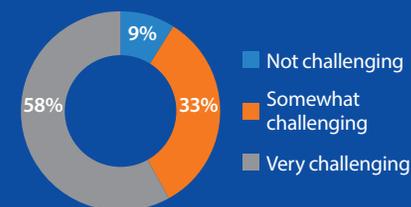
Percentages do not add to 100% as respondents could choose multiple factors.

Nearly half of survey respondents report employee shortages as negatively impacting their business operations. Among respondents that hired over the past 12 months, there were challenges in hiring for all skill levels of job candidate.

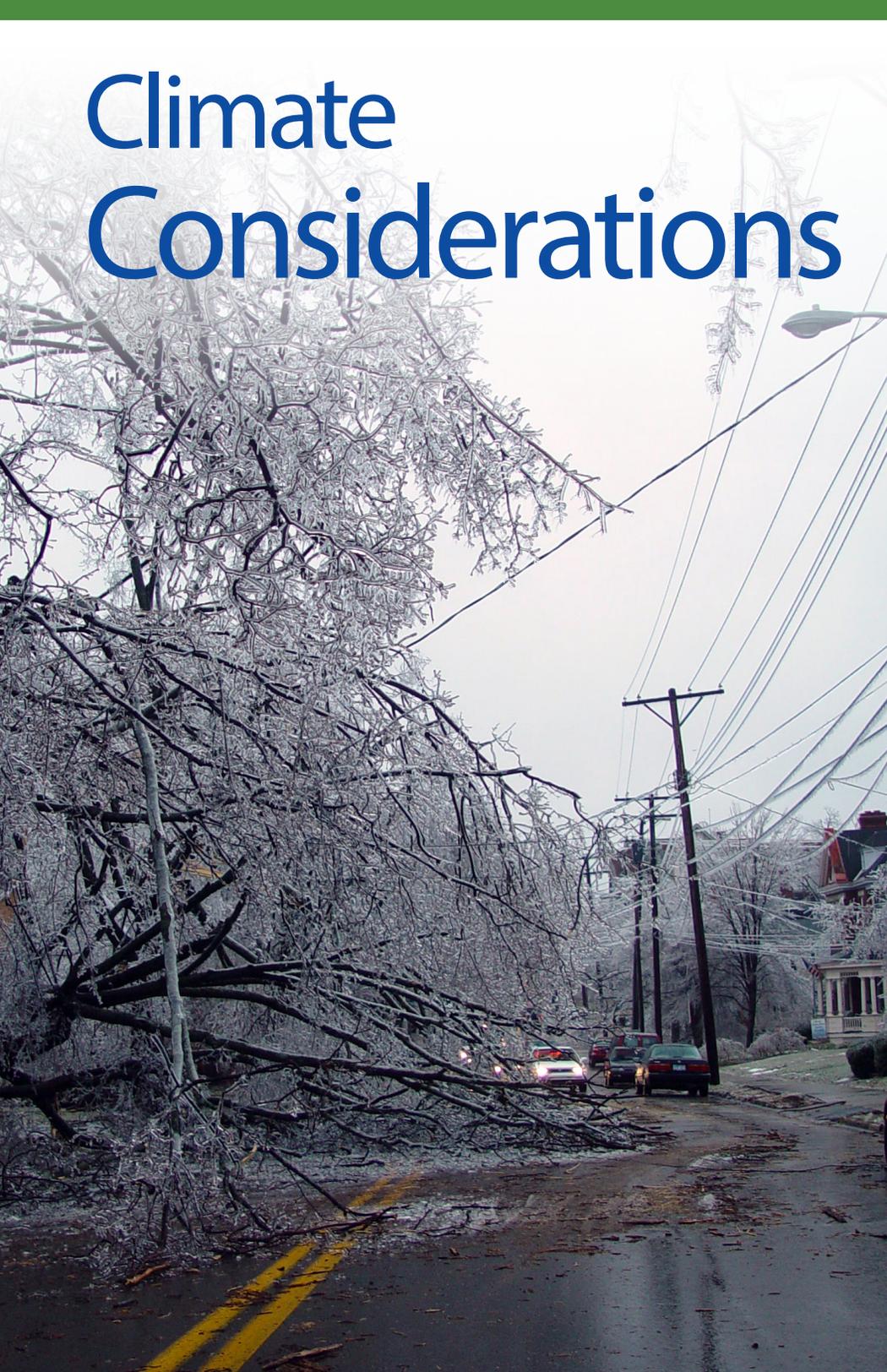
Challenges hiring for entry-level to mid-level jobs



Challenges hiring for senior-level or highly-skilled jobs

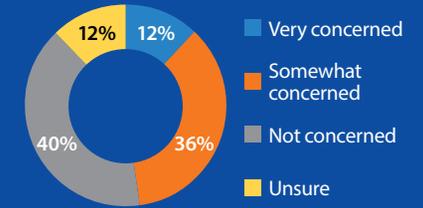


# Climate Considerations



The 2022 survey asked Halton business owners about issues relating to climate change and sustainability that may be impacting their operations. Nearly half of survey respondents indicated they had some level of concern that climate change will impact their business over the next 10 years.

Level of concern with climate change impact over coming decade

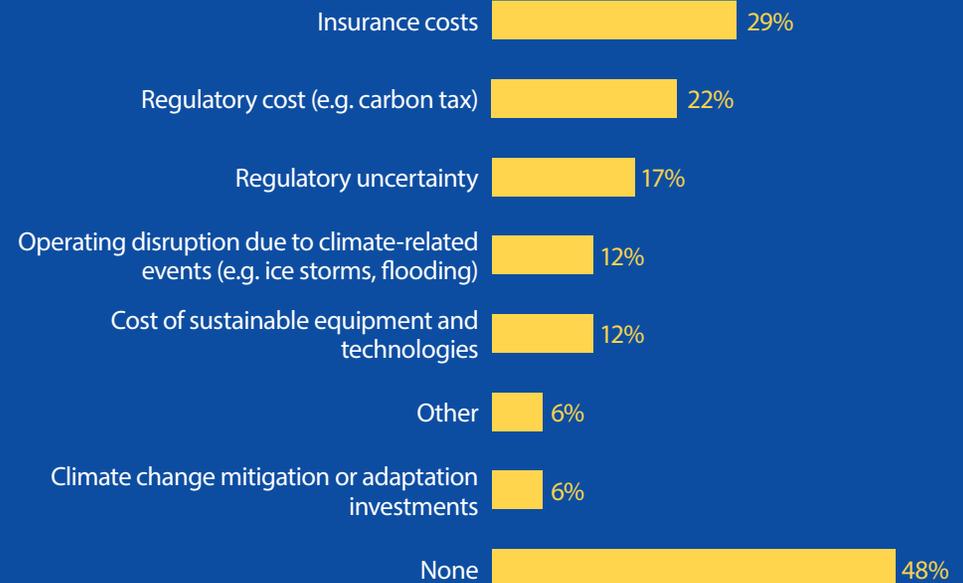


**17%** of respondents are currently implementing climate change mitigation or adaptation initiatives

**2%** of respondents have stated they have set a greenhouse gas emission reduction target for their business

Survey respondents stated that climate change-related costs are impacting or may in the future impact their business.

Climate Change / Sustainability issues currently impacting or threatening to impact on business



Percentages do not add to 100% as respondents could choose multiple factors.

# Municipal Support



Survey respondents identified the following municipal support programs as the most helpful to their businesses success:



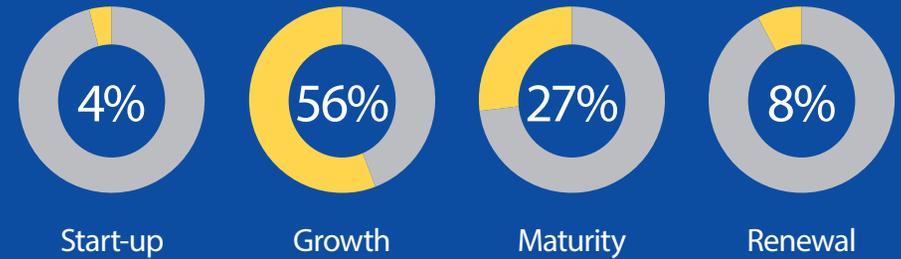
Percentages do not add to 100% as respondents could choose multiple supports.

# Growth & Investment

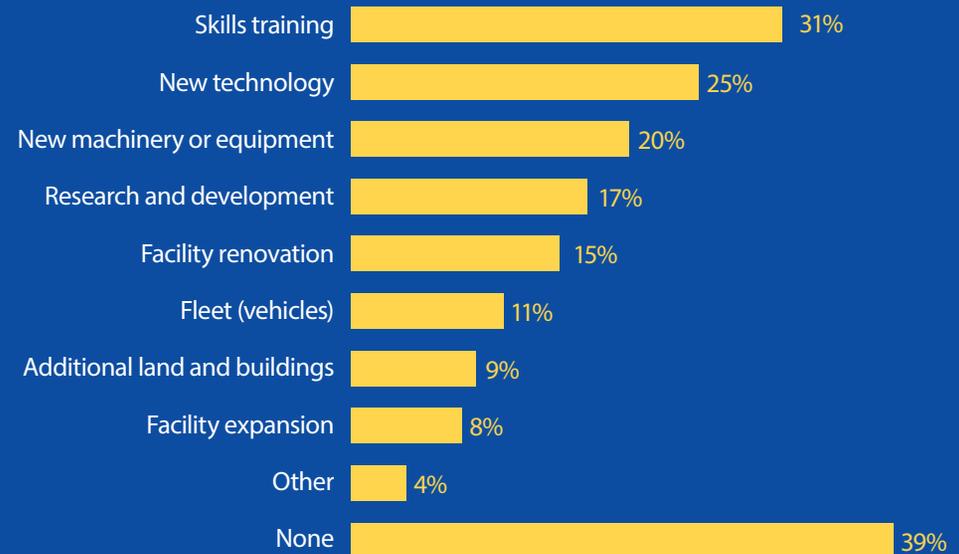


**64%** of survey respondents stated they are in a growth stage of development.

Only **5%** of respondents reported winding down their business operations.



**61%** of respondents stated they intend on making productivity investments or capital expenditures over the next 12 months

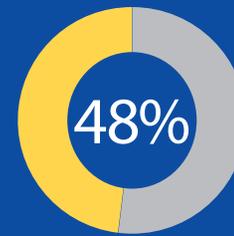


Percentages do not add to 100% as respondents could choose multiple investments.

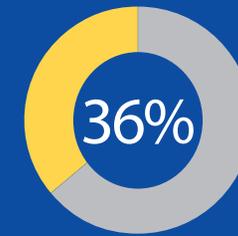
# Looking Forward



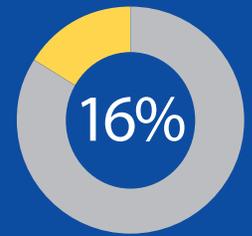
**84%** of respondents are forecasting steady or higher revenues over the next 12 months



Increase

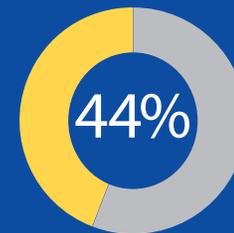


Hold steady

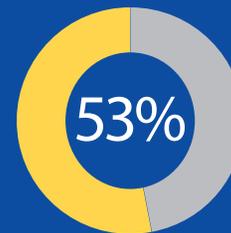


Decrease

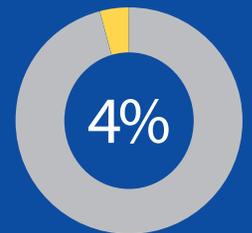
**44%** of respondents intend to hire additional staff over the next 12 months



Hiring



Maintaining



Decreasing

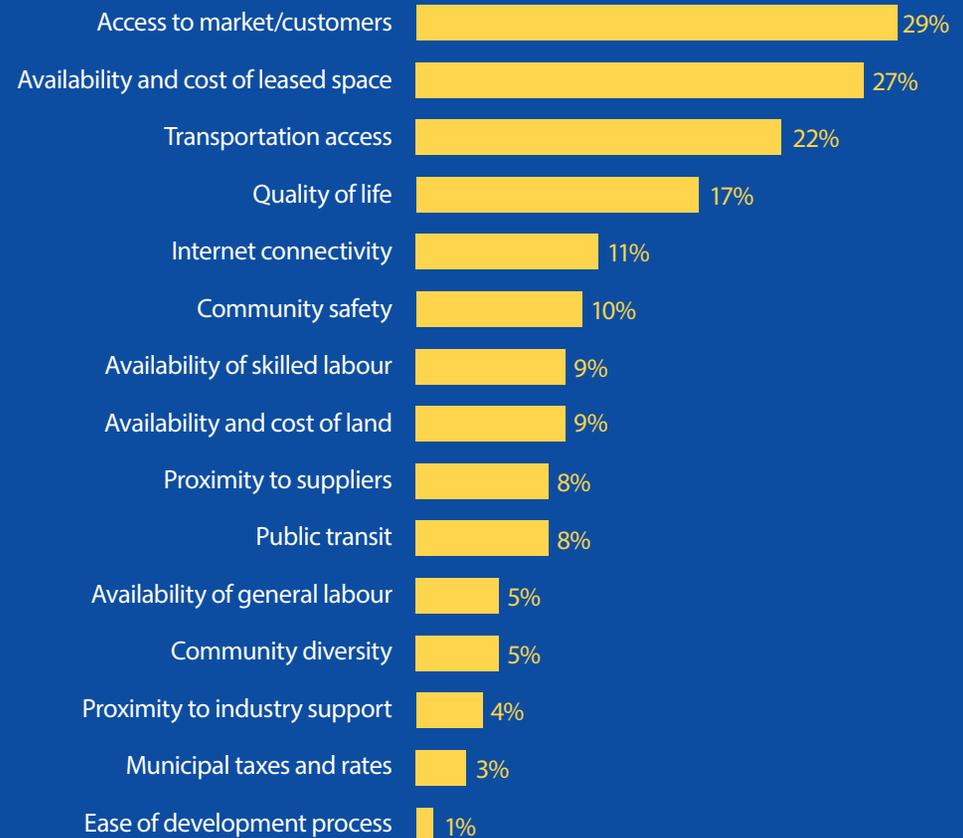
# Locational Advantages

Compared to the rest of the Greater Toronto and Hamilton Area (GTHA), local business owners choose Halton as a preferred location for business.



## Halton's competitive position

Percentage of respondents that located in Halton for the following site location considerations, compared to elsewhere in the GTHA:



**29%** of Halton business owners surveyed rate Halton's access to the market/customers as a deciding factor to locate within Halton compared to elsewhere in the GTHA.

**27%** of Halton business owners surveyed rate Halton's availability and cost of leased space as a deciding factor to locate within Halton compared to elsewhere in the GTHA.

Percentages do not add to 100% as respondents could choose multiple site location criteria.

## Contact Us

**Economic Development Division:** Your source for business information in Halton Region. Ask us about the region's market access, our skilled and educated workforce, growth potential, above average lifestyle, competitive costs, business properties and any other topic related to business opportunities throughout Halton.

## Halton Region Economic Development Division

1151 Bronte Road, Oakville, Ontario, Canada L6M 3L1  
Telephone: 905-825-6000  
Toll Free: 1-866-442-5866  
Email: [ecdev@halton.ca](mailto:ecdev@halton.ca)  
Website: [halton.ca](http://halton.ca)

### Hours of Operation

Monday to Friday  
8:30 a.m. - 4:30 p.m.

We welcome your inquiries and look forward to connecting with you.

