

HALTON REGION  
**Business  
Conditions**

2017





# Message from Regional Chair Gary Carr



Halton Region is committed to supporting local businesses and growing the regional economy. Halton's Economic Development team helps businesses make informed decisions by providing up to date information and statistics related to the local economy.

Each year, Halton Region sends out the Business Conditions Survey to businesses across the region. This annual survey provides insight into Halton's business landscape and provides an understanding of the economic outlook for the upcoming year. The results of this year's survey have confirmed, once again, that Halton is a great place to do business and for quality employment.

Here are some highlights from the 2017 Business Conditions Report:

- Four of five businesses surveyed in 2017 are optimistic about the future and expect economic conditions to remain stable or to improve.
- Nearly seven out of ten business owners are making productivity investments over the next 12 months.
- One third of businesses intend to hire additional staff over the next 12 months.
- Over half of businesses anticipate increased profits over the next 12 months.

Thank you to the businesses who responded to this year's survey. Your input helps Halton Region provide the right business supports and employment resources that make Halton a great place to live, work, raise a family and retire.

Sincerely,

**Gary Carr**  
Regional Chair







During the Summer 2017, we asked Halton business owners or executives about the state of their operations, their outlook for the upcoming year, and their thoughts on how Halton stacks up within the Greater Toronto and Hamilton markets.

Here's what they had to say...

Nearly 500 Halton business owners responded to the 2017 Business Conditions Survey, representing Burlington, Oakville, Milton and Halton Hills and most major for-profit sectors including manufacturing, construction, professional and business services, science and technology, finance, insurance and real estate, wholesale, distribution & logistics and retail.

Further statistics on businesses in Halton is available through the annual Halton Region Employment Survey, a comprehensive door-to-door survey of all visible places of work in Halton. Additional business information and economic statistics are available on the Halton Region [Data Centre](#).



# Innovative

# Committed

# Successful

## 31%

of respondents were involved in R&D or introduced significantly improved products, production processes, or machinery and equipment over the past year

## 87%

have been operating in Halton over 5 years

## 32%

own their land and buildings

## 41%

saw increased profits over the past year

## 41%

hired additional staff

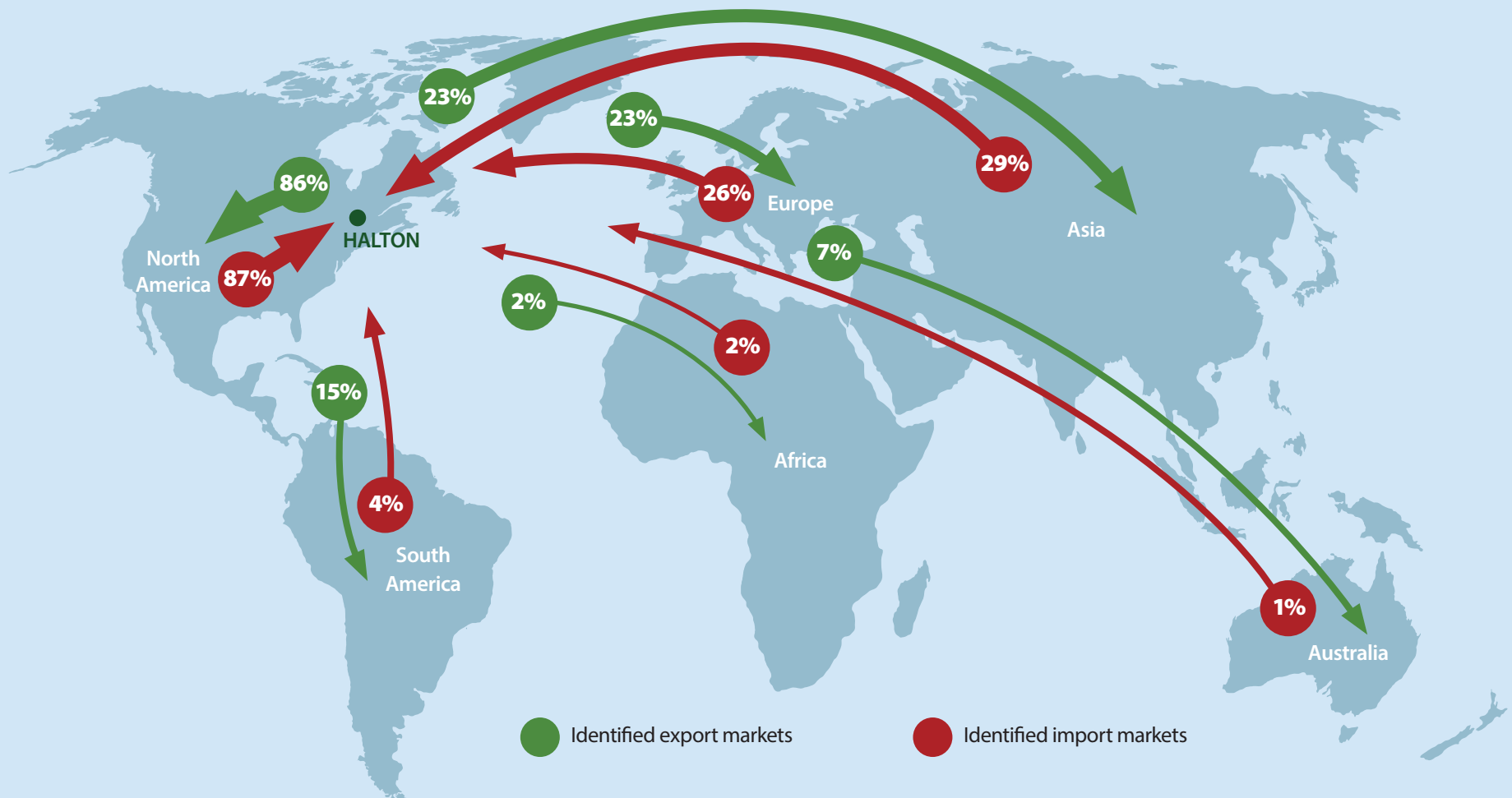
# Global Reach

**29%** of respondents export products or services

**83%** of respondents saw increased or steady export sales as a percentage of total sales over the past year

**46%** of respondents import products, or components from outside of Canada

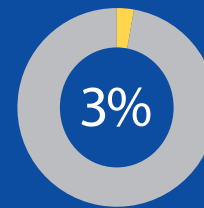
## Exports and imports to and from Halton



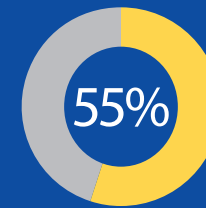


# Strong Growth & Productivity

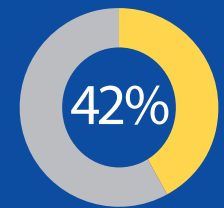
**58%** of respondents are growing



Start-up

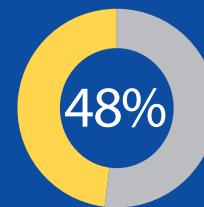


Growth

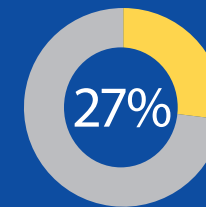


Maturity/  
Winding-down

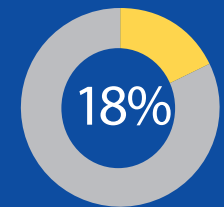
**36%** of respondents are investing in growth over the next 12 months



Facility Expansion

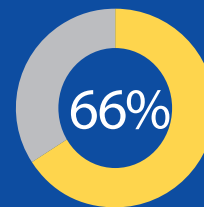


Increase Inventory

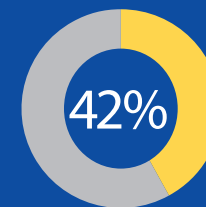


Land/Facility  
Acquisition

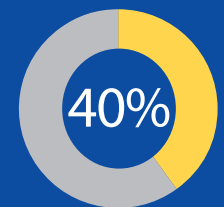
**73%** are making productivity investments over the next 12 months



Skills Training



Technology



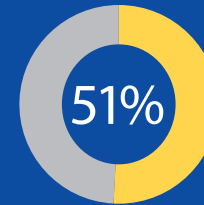
Machinery/  
Equipment

# Optimistic Future

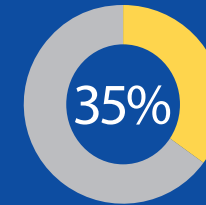


## Profits

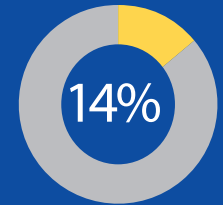
**86%** of respondents are forecasting steady or higher profits over the next 12 months.



Increase



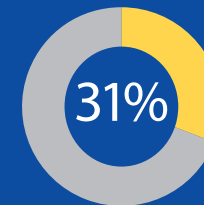
Hold Steady



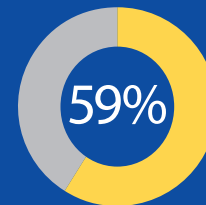
Decrease

## Hiring

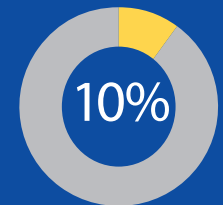
**31%** of respondents intend to bring on additional staff over the next 12 months.



Hiring



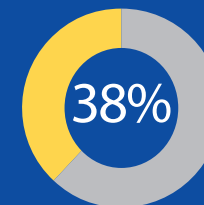
Maintaining



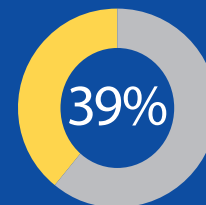
Decreasing

## Capital Improvements

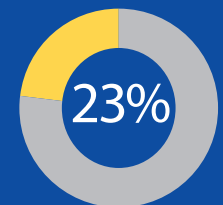
**38%** of respondents are investing in capital improvements over the next 12 months.



Yes



No



Unsure



# Competitive Landscape

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



## Halton's competitive position

Per cent of respondents that rank Halton as advantageous to the rest of the GTHA with regards to the following site location considerations.



**65%** of respondents rank Halton's quality of life and safety as a locational advantage compared to the rest of the GTHA.

**28%** of respondents rank Halton's market access as a locational advantage compared to the rest of the GTHA.



# Location Advantages

Local business owners tell us why they located in Halton.



## Halton's Strategic Location

Percent of respondents in the industrial and commercial office sector that located in Halton for the following site location considerations.



43%

of respondents chose to locate their industrial or commercial office in Halton because it is close to the owner's residence.

42%

of respondents chose to locate their industrial or commercial office in Halton because of the availability of land and/or buildings.



## 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 work force, 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

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Toll Free: 1-866-442-5866

Email: [ecdev@halton.ca](mailto:ecdev@halton.ca)

Website: [halton.ca/business](http://halton.ca/business)

### 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.

