

HALTON REGION
**Business
Conditions**

2019



Message from Regional Chair Gary Carr



On behalf of Regional Council, I would like to thank local businesses for their participation in the 2019 Business Conditions Survey. The results of this annual survey provide valuable insight into our business community, including the state of operations, outlook for the upcoming year and reasons for investing in Halton.

This year's results reaffirm that businesses see Halton as a competitive place to start-up, expand to global markets and succeed. Local businesses continue to benefit from prime employment land development opportunities, quality infrastructure and access to talent from more than 20 post-secondary institutions in the area. In fact, almost half of respondents let us know that our central location within the GTHA was a deciding factor for locating in Halton, being close to major markets across Canada and the United States.

Here are some other key findings from the 2019 survey:

- Three of four Halton businesses surveyed are optimistic about the future and expect economic conditions to remain stable or improve in 2020.
- Two of five Halton businesses are anticipating increased profits over the next 12 months.
- One of three businesses in Halton plan on hiring additional employees in 2020.
- Two of three Halton businesses report making productivity improvements in 2019, including investments in new technologies and skills training.

I encourage you to read the 2019 Business Conditions Report and learn more about why so many businesses are choosing to call Halton home. To find out more about investing in Halton and the supports available from our Economic Development team, visit halton.ca.

Thank you for working with us to ensure Halton remains a great place to live, work, raise a family and retire.

Sincerely,

Gary Carr
Regional Chair





During the fall of 2019, we asked Halton business owners 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 market.

Here's what they had to say...

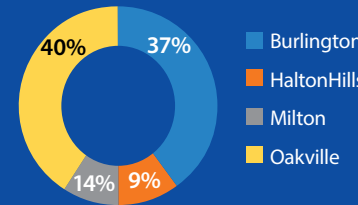
Since 2013, the Halton Region Economic Development office has administered an annual Business Conditions Survey of local, for-profit businesses across the region. Survey findings and additional business information and economic statistics are available on the Invest Halton website at [Halton Data Insights](#). 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

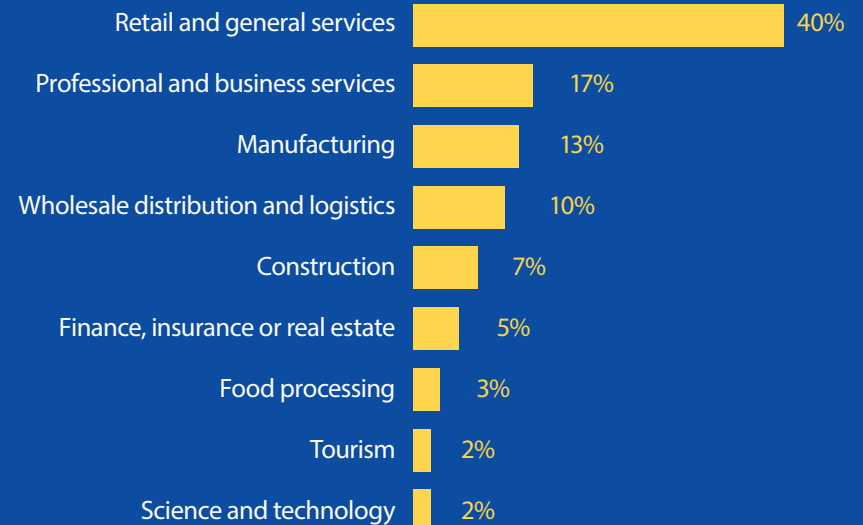
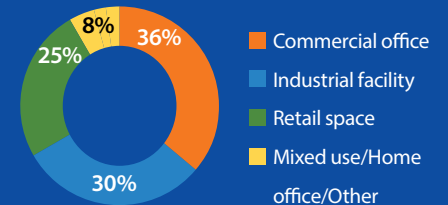


Nearly 300 Halton business owners responded to the 2019 Business Conditions Survey. The municipalities of Burlington, Halton Hills, Milton and Oakville are all represented as well as most major for-profit sectors including: manufacturing; construction; professional and business services; science and technology; finance; insurance and real estate; wholesale, distribution & logistics; and retail.

Number of businesses surveyed by municipality



Type of real estate space occupied





Innovative

Committed

Successful

Survey respondents stated that over the past 12 months:

66%

made productivity investments

36%

made capital expenditures

32%

owned their land and buildings

32%

saw increased profits

37%

hired additional staff

Global Reach

Over the past 12 months:

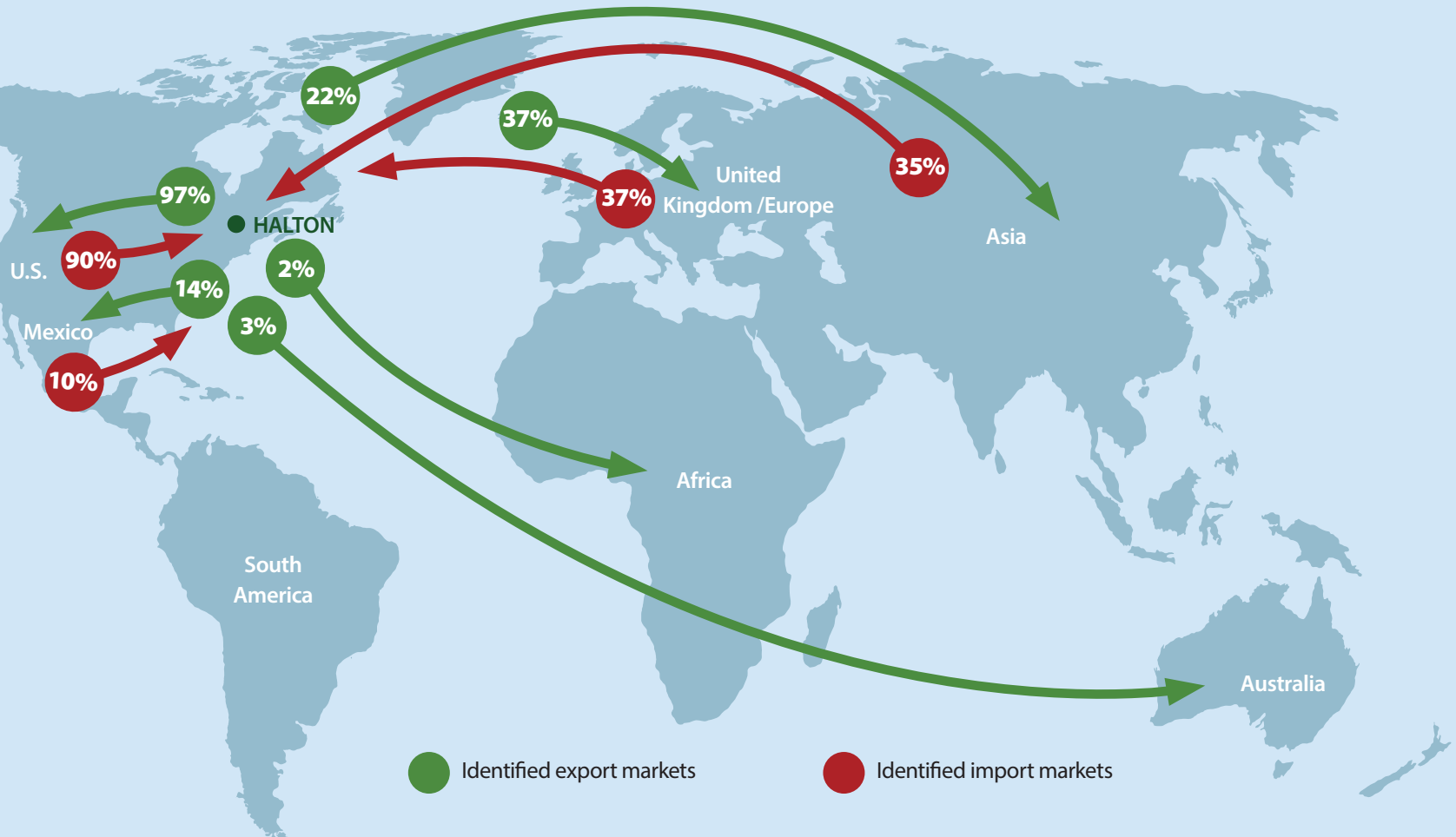
23% of respondents exported products or services outside Canada

38% of respondents imported products or components from outside of Canada

76% of respondents saw increased or steady export sales as a percentage of total sales

Exports and imports to and from Halton

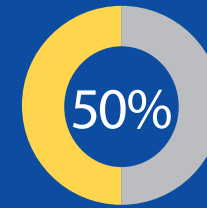
97% of respondents that export, exported to the U.S.



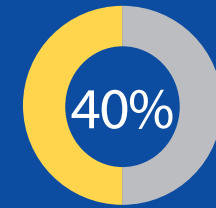
Strong Growth & Productivity



50% of survey respondents stated they are in a growth stage of development

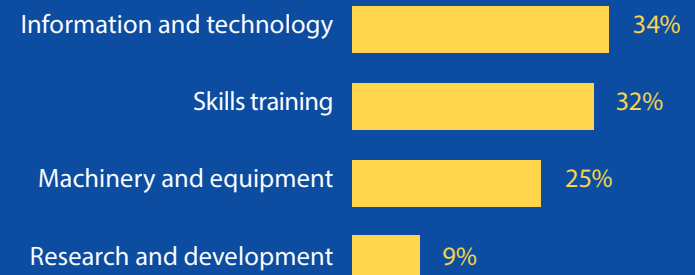


Growth

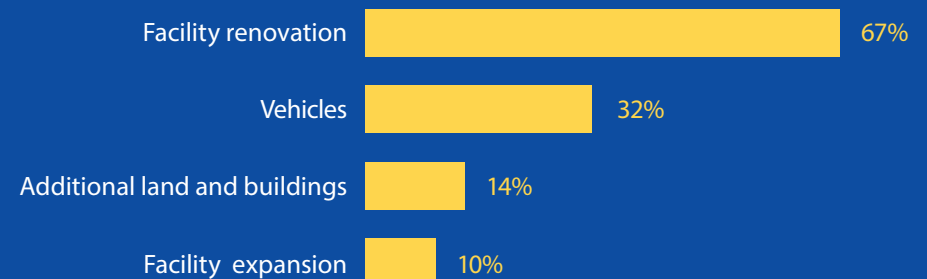


Maturity

66% of survey respondents stated they made productivity investments in the last 12 months



36% of respondents stated they made capital expenditures in the last 12 months

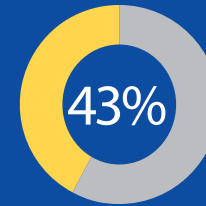


Looking Ahead

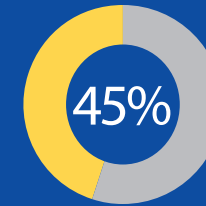


Profits

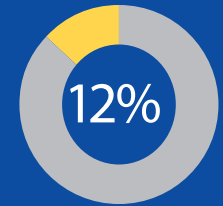
88% of survey respondents are forecasting steady or higher profits over the next 12 months



Increase



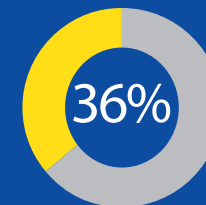
Hold steady



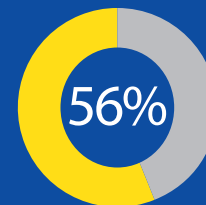
Decrease

Hiring

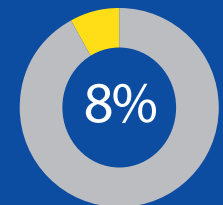
36% of survey respondents intend to bring on additional staff over the next 12 months



Hiring



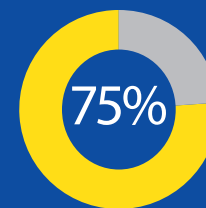
Maintaining



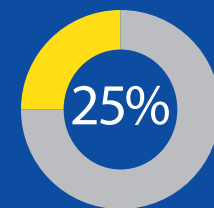
Decreasing

Economic Conditions

75% of survey respondents expect economic conditions 12 months from now to be similar or improve.



Steady or better



Worse

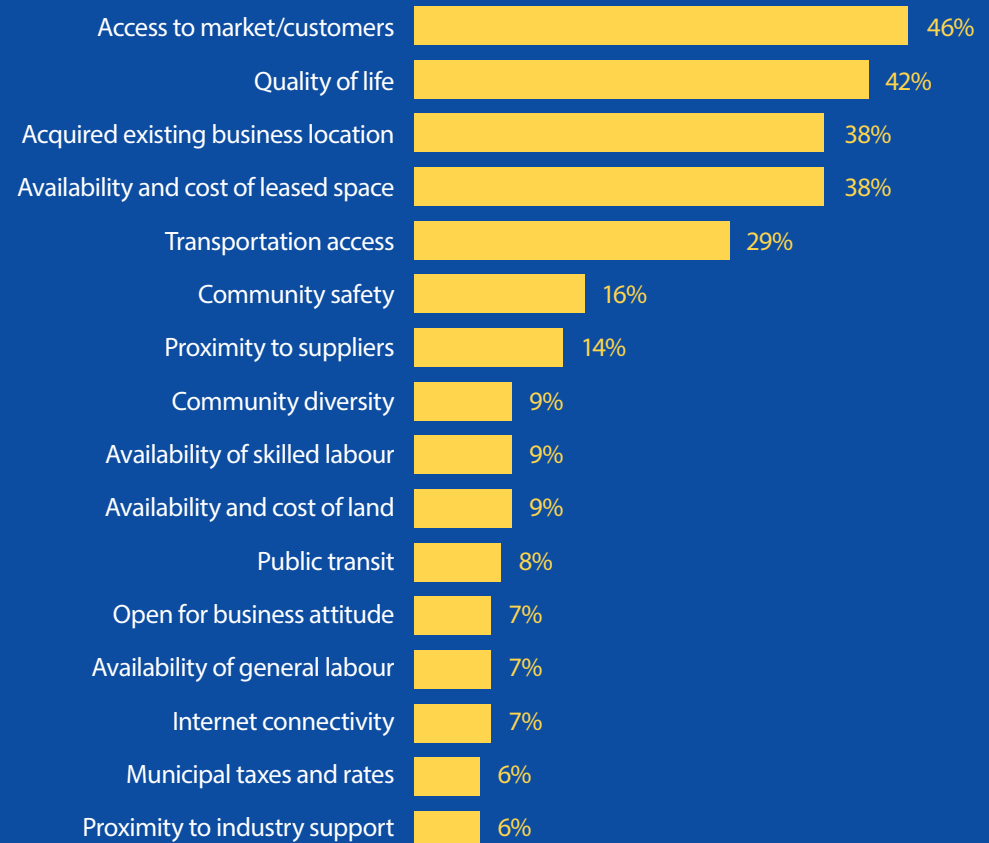
Competitive Landscape

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

Factors that impacted the decision of local businesses to locate in Halton compared to elsewhere in the GTHA



46% of respondents rate Halton's access to the market/customers as a deciding factor to locate within Halton compared to elsewhere in the GTHA.

42% of respondents rate Halton's quality of life as a deciding factor to locate within Halton compared to elsewhere in the GTHA.

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

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

