

HALTON REGION
**Business
Conditions**

2018



Message from Regional Chair Gary Carr



Business owners often tell me that Halton is a great place to invest thanks to its prime location, access to an educated workforce and a high quality of life that is second to none.

Our annual Business Conditions Survey provides additional insight into how businesses are doing – their outlook for the year ahead, confidence in the local economy and plans for growth. This year's Business Conditions Report presents the results from our 2018 survey, which confirms that employers and employees continue to benefit from a growing local economy. Here are some highlights:

- Four in five businesses surveyed in 2018 are optimistic about the future and expect economic conditions to remain stable or improve.
- Half of these businesses are anticipating increased profits over the next 12 months.
- Two in five businesses plan to hire additional employees in 2019.
- Three out of five businesses are investing in capital assets and in skills training to increase productivity.

A strong Regional economy is essential to everyone's prosperity in Halton. Whether you plan to start up, relocate or expand an existing business, our dedicated Invest Halton team supports local businesses at any stage. Connect with our team and get the latest local economic data and expert advice that can help you do what so many other innovative companies are doing – investing in Halton.

Thank you to the businesses who responded to this year's survey. Your valuable insight helps us keep Halton a great place to live, work, raise a family and retire.

Sincerely,

Gary Carr
Regional Chair





During the fall of 2018, 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...

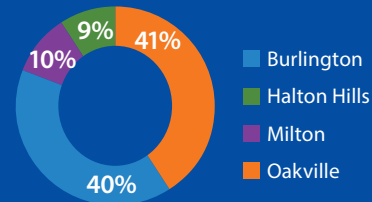
Since 2013, the Halton Region Economic Development office has administered an annual Business Conditions Survey of local, for-profit businesses across the region. Survey findings and additional business information and economic statistics are available on the Invest Halton website at **Halton Data Insights**.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

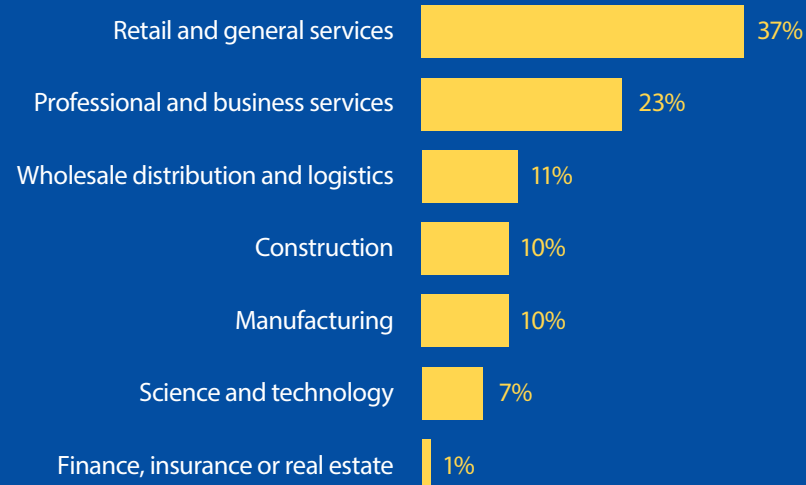
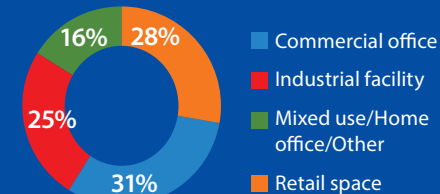


Nearly 300 Halton business owners responded to the 2018 Business Conditions Survey. The Municipalities of Burlington, Halton Hills, Milton and Oakville are all represented as well as most major for-profit sectors including manufacturing, construction, professional and business services, science and technology, finance, insurance and real estate, wholesale, distribution & logistics and retail.

Number of Businesses Surveyed by Municipality



Type of Real Estate Space Occupied



A close-up photograph of a woman with blonde hair, wearing a gold ring, looking through the eyepiece of a microscope. The image is partially obscured by large blue text on the left side.

Innovative Committed Successful

Survey respondents stated that over the last 12 months they:

25%

were involved in R&D or introduced significantly improved products, production processes, or machinery and equipment

52%

made capital expenditures

34%

owned their land and buildings

28%

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

35%

saw increased profits

31%

hired additional staff

Global Reach

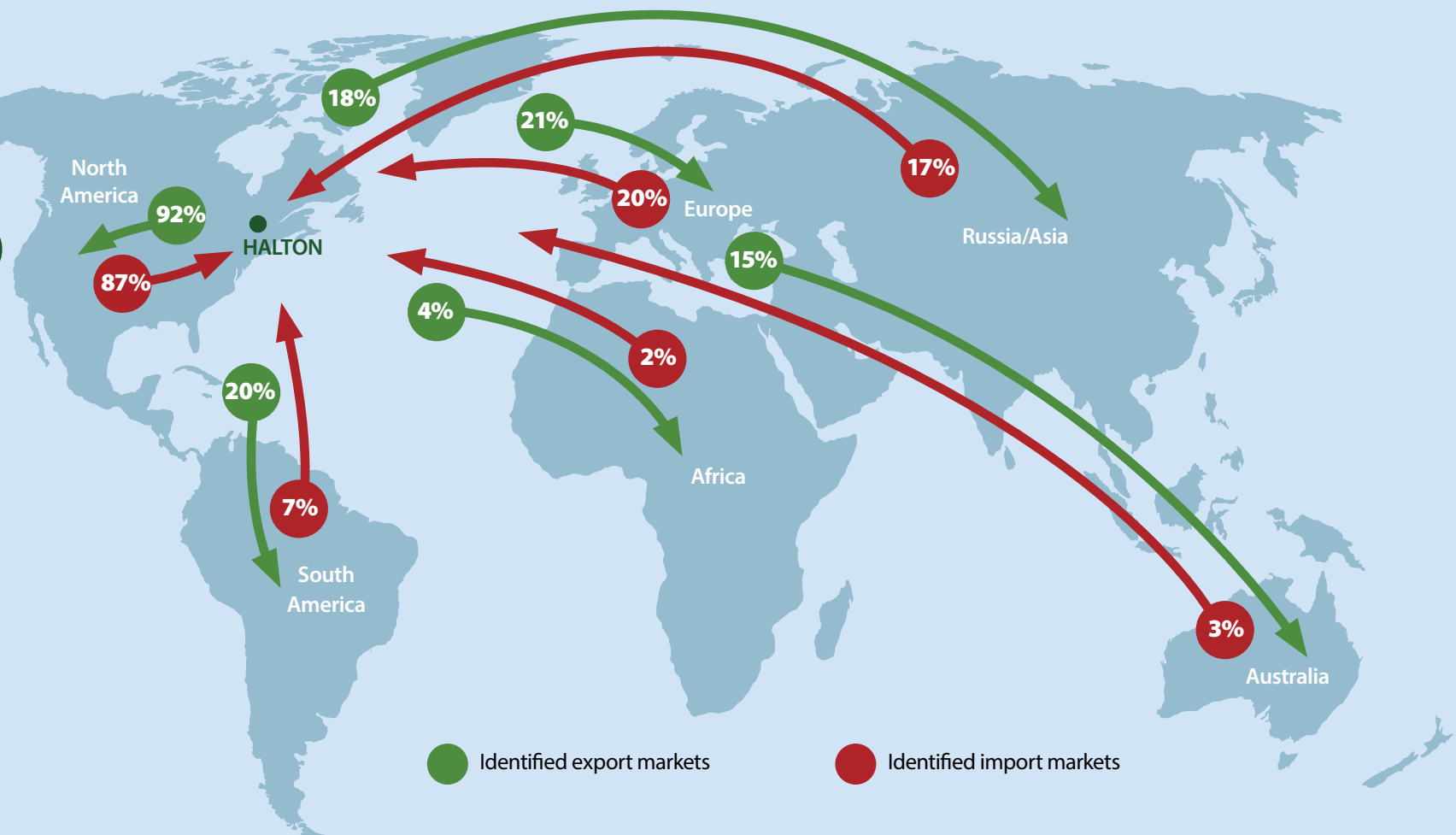
26% of respondents exported products or services outside Canada

41% 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

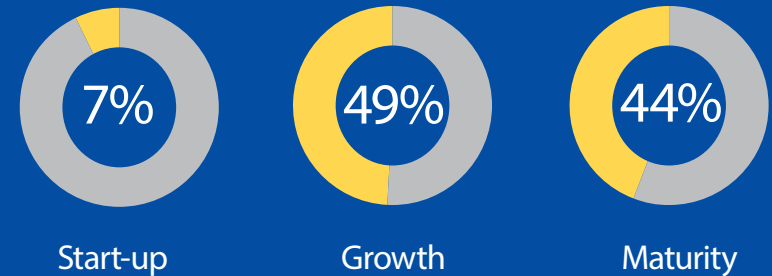
Exports and imports to and from Halton

92% of respondents that export, exported to the US

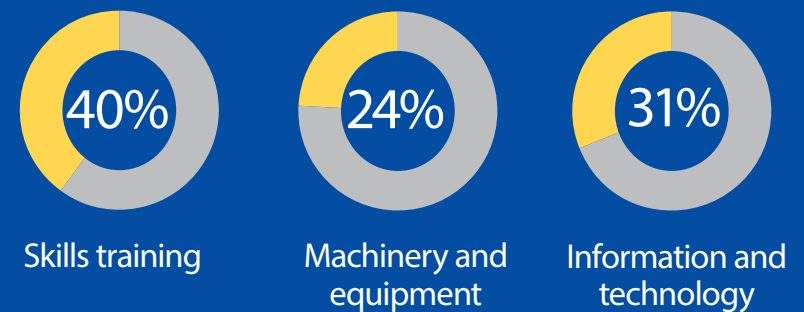


Strong Growth & Productivity

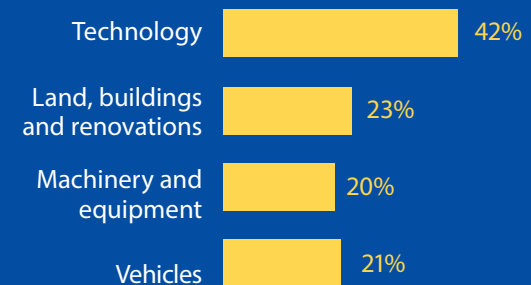
56% of respondents stated the business is in a growth stage of development



60% of respondents stated they plan on making productivity investments over the next 12 months



62% of respondents intend on making capital expenditures over the next 12 months

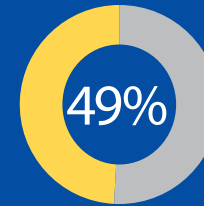


Optimistic Future

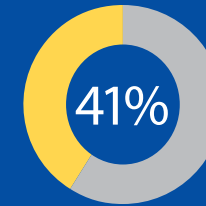


Profits

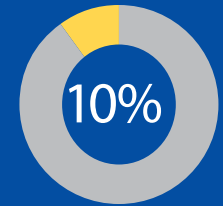
90% of respondents are forecasting steady or higher profits over the next 12 months (Compared to 86% last year)



Increase



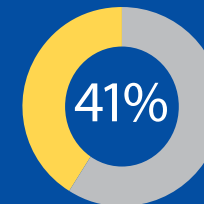
Hold steady



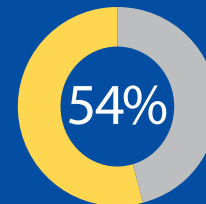
Decrease

Hiring

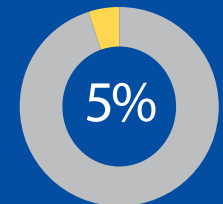
41% of respondents intend to bring on additional staff over the next 12 months (Compared to 38% last year)



Hiring



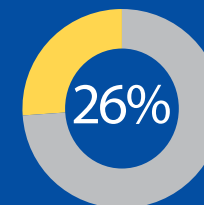
Maintaining



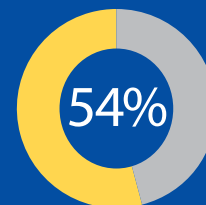
Decreasing

Economic Conditions

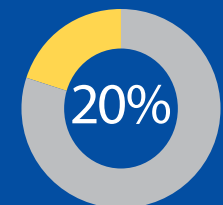
80% of respondents expect economic conditions 12 months from now to be similar or improve. (Compared to 79% last year)



Better



Same



Worse

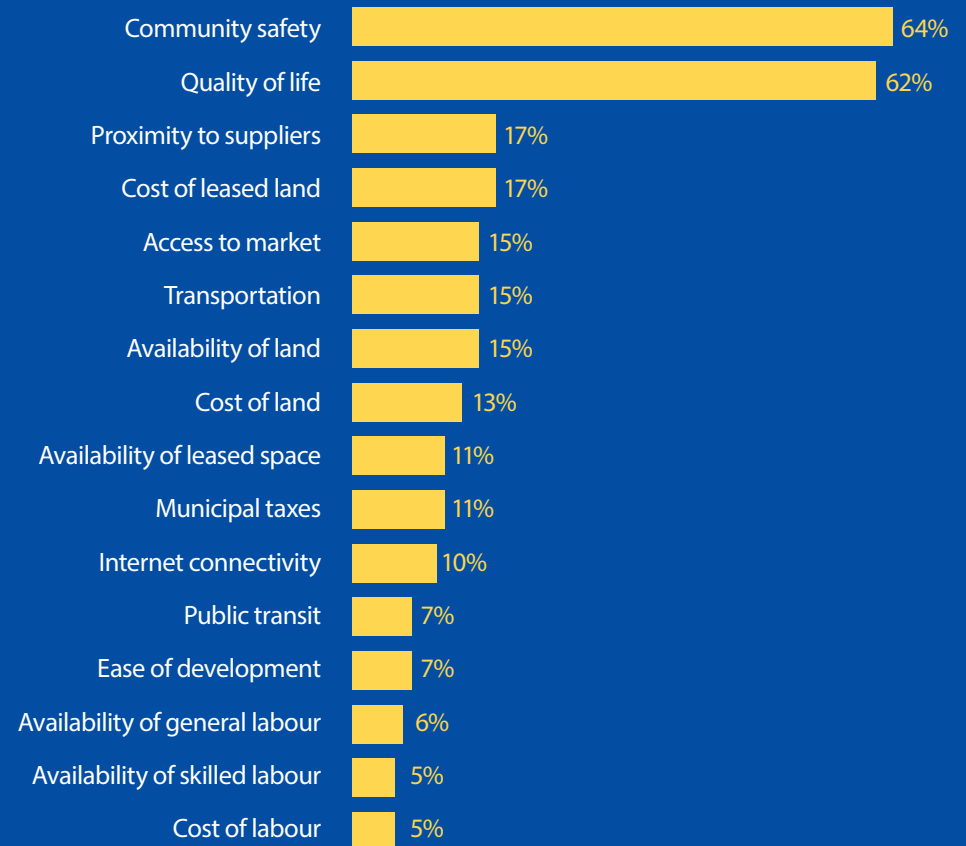
Competitive Landscape

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



64% of respondents rank Halton's community safety as a locational advantage compared to the rest of the GTHA.

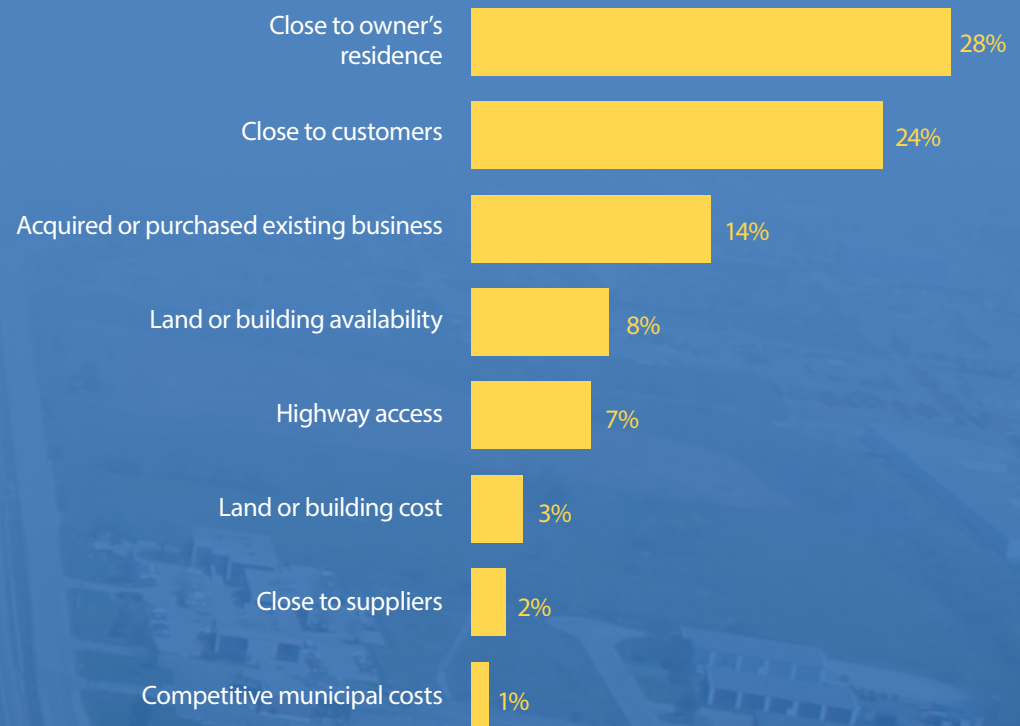
62% of respondents rank Halton's quality of life as a locational advantage compared to the rest of the GTHA.

Locational Advantages

Local business owners tell us why they located in Halton.

Halton's Strategic Location

Percent of respondents that located in Halton for the following site location considerations.



28% of respondents chose to locate in Halton because it is close to the owner's residence, allowing for living and working in the region.

24% of respondents chose to locate in Halton because it close to their customers.

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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Toll Free: 1-866-442-5866

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Website: 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.

