

Report Criteria: 2004 ▶ British Columbia ▶ All Businesses ▶ % of Total Revenue ▶ 72

STATISTICS CANADA

2004 SMALL BUSINESS PROFILES - British Columbia

NAICS Number: 72 - Accommodation and Food Services

### Average of all Businesses

	Whole Industry (Reliability)	Lower Half (50%)	Upper Half (50%)	Bottom Quartile (25%)	Lower Middle (25%)	Upper Middle (25%)	Top Quartile (25%)	Percent of Businesses Reporting
Number of Businesses	12390							
Revenue Range:								
Low Value (\$ 000)	30	30	234	30	99	234	566	
High Value (\$ 000)	5000	234	5000	99	234	566	5000	

(percent of total revenue)

	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<b>Total revenue</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>
<b>Cost of sales (direct expenses)</b>	<b>43.0</b>	<b>32.6</b>	<b>44.2</b>	<b>27.1</b>	<b>34.8</b>	<b>39.5</b>	<b>45.4</b>	<b>82.0</b>
Wages and benefits	6.8	3.2	7.1	2.1	3.7	6.0	7.4	19.4
Purchases, materials and sub-contracts	36.5	29.5	37.2	25.2	31.2	33.8	38.1	82.3
Opening Inventory	2.2	2.2	2.2	2.2	2.3	1.9	2.3	56.0
Closing inventory	2.4	2.4	2.4	2.5	2.3	2.2	2.4	57.6
<b>Operating expenses (indirect expenses)</b>	<b>56.0</b>	<b>70.6</b>	<b>54.1</b>	<b>80.1</b>	<b>66.9</b>	<b>59.7</b>	<b>52.7</b>	<b>99.9</b>
Labour and commissions	21.5	19.1	21.6	17.1	19.9	23.0	21.2	78.8
Amortization and depletion	3.4	5.0	3.2	6.1	4.5	3.5	3.1	74.8
Repairs and maintenance	2.4	3.4	2.3	4.5	3.0	2.3	2.4	87.9
Utilities and telephone/telecommunication	3.3	5.8	3.0	6.8	5.4	4.1	2.7	89.2
Rent	7.7	12.1	7.1	12.1	12.1	9.5	6.5	73.9
Interest and bank charges	2.1	3.8	1.9	5.1	3.3	2.2	1.8	81.2
Professional and business fees	2.5	3.3	2.3	4.3	2.9	2.2	2.4	93.2
Advertising and promotion	2.5	1.8	2.6	2.3	1.7	1.9	2.7	82.0
Delivery, shipping and warehouse expenses	0.2	0.2	0.2	0.2	0.2	0.1	0.2	20.0
Insurance	0.9	1.7	0.8	2.2	1.5	1.0	0.8	81.2
Other expenses	9.6	14.4	9.1	19.5	12.4	9.8	8.9	97.9
<b>Total expenses</b>	<b>99.0</b>	<b>103.2</b>	<b>98.3</b>	<b>107.2</b>	<b>101.7</b>	<b>99.2</b>	<b>98.1</b>	<b>99.9</b>
<b>Net profit/loss</b>	<b>0.9</b>	<b>-3.2</b>	<b>1.6</b>	<b>-7.2</b>	<b>-1.7</b>	<b>0.8</b>	<b>1.9</b>	<b>99.7</b>

### FINANCIAL RATIOS

Interest coverage ratio	1.5	0.1	1.9	-0.4	0.5	1.4	2.0
Gross margin (%)	57.0	67.4	55.8	72.9	65.2	60.5	54.6

### PROFITABLE vs NON-PROFITABLE BUSINESSES

(thousands of dollars)

#### Profitable

Percent of businesses (%)	55.8						
Total revenue	562.4	111.7	958.7	61.9	158.2	371.1	1463.4
Total expenses	522.8	92.9	897.6	46.9	135.8	339.6	1376.9
Net profit	39.3	18.8	60.2	15.0	22.4	31.5	84.8

#### Non-Profitable

Total revenue	397.1	107.3	774.3	60.6	157.4	364.2	1294.3
Total expenses	436.1	133.6	831.3	83.4	187.4	398.0	1380.7
Net loss	-39.0	-26.3	-57.0	-22.9	-30.0	-33.8	-86.4