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**An Evaluation Of The Impact Of Summer
Tourism On N.w.t. Businesses: Report Of
Findings**

**Type of Study: Statistics/surveys Tourism, A
Strategic Marketing Plan For Tourism For The
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AN EVALUATION OF THE
IMPACT OF SUMMER
TOURISM ON N.W.T.
BUSINESSES: REPORT OF
FINDINGS

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ORDER OF CONTENTS

	<u>Page</u>
FOREWORD	
A. Background	F-1
B. Objectives	F-2
C. Methodology	F-3
D. Results Presentation	F-6
HIGHLIGHTS	H-1
SUMMARY OF FINDINGS	
A. Characteristics Of N.W.T. Tourism-Related Businesses	1
B. Estimates Of Revenue From Tourism	9
C. Future Outlook: Estimates Of The Future Impact Of N.W.T. Tourism	15
DETAILED TABLES (Indexed)	
APPENDIX:	
1. Verbatim Additional Comments Transcribed From Mail-Back Questionnaires	
2. Mail-Out Cover Letter	
3. Mail-Out Questionnaire	
4. Telephone Questionnaire	

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FOREWORD

A. Background

The economic impact of tourism on the economy of the N.W.T. plays a significant role in the development of N.W.T. communities; an overall way of life for residents and their future generations. Recognizing this, the Government of the N.W.T. Division of Tourism and Parks commissioned Canadian Facts to complete the following survey of businesses within the Northwest Territories.

As a companion study to the Visitors and Residents Summer Travel Surveys, the Business Survey deals primarily with estimates provided by the owner/operators of various N.W.T. businesses. A minimum of 25% of these businesses' annual revenues were perceived to be generated from tourism and tourism related endeavours.

Originally scheduled to be completed in 1981, the survey of N.W.T. businesses was postponed due to other financial priorities of the Department of Tourism and Parks. When it became apparent in July of 1984 that a portion of the funds budgeted for the Summer Travel Surveys would be in reserve, a decision was made to proceed with the survey of N.W.T. businesses reported herein.

①

B. Objectives

The central aim of this survey is to generate information on the activities of various N.W.T. businesses; information as it relates to the impact of tourism and the travel industry in general. More specifically, the objectives are:

- ① To provide basic information on the characteristics of businesses engaged in offering goods and services to the tourist sector:
 - number of years operated
 - number and locations of branch operations within the N.W.T.
 - seasons or months of the year when the firm operates
 - number of employees, full and part-time.

- ② To compile gross revenue data from specific time periods (summer months versus other months in the year) as well as specific sources of revenues (tourists versus residents).

- ③ To assess the business growth potential from the travel and tourism industry in the N.W.T.



C. Methodology

The sample selected in this survey was derived from two main sources; listings of firms directly involved in tourism were obtained from the 1983 Northwest Territories Official Explorers Guide, listings of firms not in the Guide but known to be indirectly involved in tourism were obtained from the Bureau of Statistics in the N.W.T. This second list was analyzed by the Tourism and Parks staff and only those businesses thought to have at least one-quarter of their annual revenues generated by tourism were included in the survey sample. Using this process, a total of some 480 businesses were identified.

Data collection entailed two processes. The entire sample of selected businesses was mailed a self-completion questionnaire on December 5, 1983. Included with the questionnaire was a cover letter explaining the purpose and goals of the study, a post-paid return envelope and instructions for filling out the questionnaire and sending it back by December 9 or sooner. All businesses that had failed to respond with their questionnaires by December 16 were contacted by telephone. In all cases information collected from firms by Canadian Facts was confidential.



A total of 120 completed questionnaires were received and 99 of these were included in the final analysis. Between December 16, 1983 and January 6, 1984, a total of 100 telephone interviews were conducted with those businesses that did not send in a self-completion questionnaire. All telephone interviewing was carried out from Canadian Facts' Central Location Telephoning facilities in Vancouver where interviewing was conducted Monday to Friday from 8:30 a.m. until 4:30 p.m. in order to reach businesses located in areas with differing time zones. Up to five calls were made in order to obtain an interview with the owner/manager of the selected firm.

As mentioned previously, the sample included some 480 tourism-related businesses from the Keewatin, Baffin, Yellowknife, Inuvik and Fort Smith regions in the Northwest Territories.

The following table indicates the results of the mailback and telephone segments of this survey:



Total Mailback Questionnaires Received	121
Less: Disqualified; No Such Address, Unopened And Returned By The Post Office; Duplicate Interviews Obtained By Telephone	<u>-21</u>
Total Mailback	100
Total Telephone Interviews Completed	105
Less: Duplicates; Both Mail And Telephone	<u>-5</u>
Total Telephone	<u>100</u>
TOTAL SURVEY	200

A remaining 280 firms were not included in the survey for various reasons such as: 47 refused to participate; 46 claimed to have mailed their questionnaires (which were never received); 69 listings were obsolete or otherwise out-of-service telephone numbers; in 27 cases no contact was made with the listed business; 25 firms had unlisted telephone numbers and so forth.

The questionnaires (the self-completion and telephone questionnaires) used in this survey are appended along with the cover letter used to introduce the survey to the potential respondent.



D. Results Presentation

The results of the data collected both by telephone and mail were edited for omissions, coded and analyzed by Canadian Facts' computer facilities. The results of this survey are presented in the format of:

- ⊙ Highlights
- ⊙ Summary Of Findings
- ⊙ Detailed Computer Tables
- ⊙ Appendix: Verbatim Additional Comments Transcribed
From Mail-Back Questionnaires

Mail-Out Cover Letter

Mail-Out Questionnaire

Telephone Questionnaire



Note Data derived from sample populations is subject to variance. In order not to imply an unwarranted degree of precision, all percentage figures in the Highlights and the Summary have been rounded to whole numbers.

Throughout the Summary, circles have been used to denote unusually high figures, and squares have been used to denote unusually low figures at the 90% confidence level.

Further, it should be noted that percentages derived from "actual" bases of less than 100 should be interpreted with caution, while percentages derived from "actual" bases of less than 50 should be interpreted with extreme caution.

February, 1984

CANADIAN FACTS



HIGHLIGHTS

- ① According to the Statistics Canada Company Registry for July of 1981, there are 1,154 incorporated businesses operating in the Northwest Territories. From the list of tourism-related businesses published in the Northwest Territories Explorers Guide and from lists of businesses compiled by the Bureau of Statistics, officials in the Department of Tourism and Parks identified 480 firms which are estimated to derive at least 25% of their gross annual revenues from tourism. On this basis we can estimate that something in the order of 40% of all the businesses in the Northwest Territories are impacted in some way by the level of tourism in the Territories.

- ② As of the time of the survey of businesses (October, 1983) the total number of firms operating in the N.W.T. has reduced to 420, or 37% of all incorporated N.W.T. businesses. One-half of these firms stated that they derive more than 50% of their annual gross revenues from tourism-related activities.

- ③ On the basis of the foregoing, and given the estimated average annual gross revenue figure of \$217,000 per firm for the summer period June 1 to September 30, the projected economic contribution of these tourism-related businesses is $\$217,000 \times 420 \text{ firms} \times 50\% \text{ of annual revenues} = \46 Million .

①

This sum is a minimum figure because it is known that some firms derive more than one-half of their revenues from tourism, and others derive less than one-half of their revenues from tourist expenditures. Caution must be used when applying this estimate to other situations as the average dollars gross revenue per firm is subject to a high degree of variance both because of respondent error and the differing methods the responding firms may have in reporting revenues. In addition, some of the businesses such as Pacific Western Airlines and The Bay reported disproportionately high gross revenues, whereas other firms like independent guides, lodges or retail stores had low revenues to report. This figure should only be regarded as an indicator of the fact that the tourism industry in the Northwest Territories is not only vital to the survival of at least one-fifth of the businesses operating in the Northwest Territories but that the industry is a multi-million dollar source of revenue for the local economies of the N.W.T.

- ② Three types of businesses are involved in tourism in the Northwest Territories; hotels, motels and lodging camps comprise 28% of all the tourism-related businesses in the N.W.T. Businesses providing transportation services



represent just under one-quarter of N.W.T. tourism firms.

Various retail merchandisers and other travel, touring and service firms constitute another fifth of these businesses.

- ⑦ On average the tourism-related businesses in the N.W.T. have been in operation for almost 12 years each. About one-third have been in operation for less than 5 years while 45% of businesses have been going for over 10 consecutive years.

- ⑦ The vast majority of tourism-related businesses are located in the Fort Smith region; 70% of firms are located there. On a community level Yellowknife, Inuvik, Hay River, Fort Smith and Frobisher Bay are the cities in which most of the tourism-related firms are located. Even so, the locations of tourism-related firms is broad and no one city or community contains more than 20% of the tourism firms.

- ⑦ The majority of these businesses operate all year long with 30% of them operating for specified months only. Of those who are seasonal operations, the months in which they are open for business are June through to September. In some cases firms are only open for the two months of July and August; however, these types of tourism-reliant businesses were the exception rather than the rule.

(1)

② Respondents in this survey were asked to provide estimates of 1983 gross annual revenues and 1982 gross annual revenues. From this data, there is no indication of any increase in revenues from 1982 to 1983 despite the fact that the majority of the businesses surveyed expect their businesses to grow and expand in the coming five years. Whereas other provinces in Canada may have experienced real economic declines in the downturn of 1981/82, it may be that these N.W.T. businesses were not affected so severely and were able to maintain the status quo.

② One-third of 1983 revenues comes from outsiders visiting the N.W.T. but, not all the tourist dollars come from outside visitors. Internal tourist travel on the part of Northwest Territories' residents does constitute an important segment of the tourist industry. In 1983, for example, 15% of all revenues received by N.W.T. tourism-related businesses were estimated to come from the local N.W.T. resident traveller.

These results again reinforce the fact that all tourism is very important to local businesses and it can be assumed that a decline in tourism (whether resident or non-resident tourism) will likely impact the businesses' profit margins in a severe way.

-
- (1)
- ② These tourism-related businesses serve to provide employment in the Northwest Territories. Unfortunately, a portion of the workers employed in these firms come from outside of the Territories. And, these tourism-related firms have a sizeable part-time employment component; 30% of all employees work on a part-time basis in these firms. Nonetheless, jobs are created; 1,500 full-time jobs and 2,200 part-time jobs are available to N.W.T. residents as a direct benefit of tourism. Some 800 full or part-time jobs are filled by non-N.W.T. residents.

 - ② Generally speaking the response of the firms surveyed regarding the futures of their businesses was optimistic; 65% of these businesses expect a growth in volume over the coming five years while the more conservative firms see no change for the next five years. Only 5% of the firms in this survey estimate a decline in their level of business activity in the next five years.

 - ② Of those firms forecasting growth, 47% believe it will stem from visitor revenues; one-third expect the growth to come from local residents and 13% of the growth is estimated to come from the N.W.T. vacationing travellers. The average expected percentage increase for all firms surveyed is 42% growth in the next five years.



- ① Over one-half of the firms claim that they will be expanding their business in the next five years. This expansion will, in the case of one-half of the firms, take the form of staff or physical plan increases.

- ② Even though over one-half (55%) of their wholesale goods and materials are obtained from suppliers located outside of the Territories, those tourism-related firms which rely most heavily on tourism (those which derive more than 50% of their revenues from tourists) tend to buy wholesale goods on a local basis to a higher degree.

S U M M A R Y O F F I N D I N G S



SUMMARY OF FINDINGS

A. Characteristics Of N.W.T. Tourism-Related Businesses

The sample contacted in this survey was derived from a list compiled by the N.W.T. Department of Tourism and Parks. This list included listings from the Explorers Guide and another list prepared by the Bureau of Statistics. Businesses were selected on the basis of having at least 25% of their gross revenues generated from travel and tourism. It appears that approximately 37% of N.W.T. businesses derive at least 25% of their revenues from some tourism-related activity.

From the 200 businesses responding in the survey reported herein, we see that 28% stated that they derive 50% or more of their annual gross revenues from tourism and tourism-related activities. On this basis we can conclude that something over 100 businesses in the N.W.T. are heavily dependent on travel and tourism revenue dollars for 50% (or more) of their revenues.

Not surprisingly, a significant proportion of the businesses surveyed are in the accommodation and transportation sectors.



Percent Of Businesses
Operating In

	Total N.W.T.	Fort Smith Region	All Other Regions
Total Firms:	200	106	105
	%	%	%

Description Of Business By
Primary Activity:

Hotels, Rooming Houses, Camps And Other Lodging Places	28	27	23
Transportation Services	23	24	26
General Merchandise Retail Store	11	9	14
Business Services	10	8	12
Eating And Drinking Places	8	11	2
Miscellaneous Retail Stores	5	6	2
Other Varied Businesses (Amusement/Recreation Services/ Financial Institutions/Food And Gasoline Stops)	14	15	21

(See Detailed Tables Pages 1 And 2)



On average, tourism-related businesses in the N.W.T. have been in operation for almost 12 years each. About one-third of the businesses have been in operation for less than 5 years, whereas 45% of businesses have been going concerns for over 10 consecutive years. Although there were no significant differences between regional businesses operating in the five different N.W.T. regions, indications are that Central Arctic and Keewatin have the longest running tourism-related businesses. These businesses in the Central Arctic have been in operation for an average of 18 years and in Keewatin for an average of 20 years.



Percent Of Businesses
Operating In.....

	Total	Fort	All
	<u>N.W.T.</u>	<u>Smith</u>	<u>Other</u>
Total Firms:	200	106	105
	%	%	%
<u>Number Of Consecutive Years Of Operation In The N.W.T.</u>			
1 Year	5	3	8
2 Years	6	5	5
3 To 5 Years	21	15	27
6 To 10 Years	22	24	15
11 To 15 Years	21	23	18
16 To 20 Years	12	14	9
21 Years Or Longer	12	13	17

Average Number Of Consecutive Years Operating For N.W.T. Businesses Located In The Following Regions

Fort Smith	12.6 Years
Inuvik	12.1 Years
Central Arctic	17.9 Years
Keewatin	19.7 Years
Baffin	14.4 Years
Total N.W.T.	11.7 Years

(See Detailed Tables Page 7)



Although the Central Arctic and Keewatin regions have tourism-related businesses which have been in operation for almost two decades, the number of businesses located there represent only 10% of all N.W.T. businesses in the tourism sector. By far, the Fort Smith region contains the most tourism-related businesses, with 70% of such firms located there whereas just over one-quarter of these businesses are located in the Inuvik and Baffin regions respectively.

On a city level, Yellowknife, Inuvik, Hay River, Fort Smith, and Frobisher Bay are the cities in which most of the tourism-related businesses are located. Even so, the dispersion of regional businesses involved in tourism is broad and no one city is particularly dominant. Yellowknife, for example, has only 20% of the N.W.T.'s tourism-related businesses, according to the responses received in this survey.



Percent Of Businesses Located
In N.W.T. Locations

	<u>Total N.W.T.</u>	
	200	
	%	
<u>Fort Smith Region:</u>	(70)	
Yellowknife		20
Hay River		14
Fort Smith		10
Fort Simpson		6
West Of Yellowknife		6
East Of Yellowknife		5
Other And Unspecified		9
<u>Inuvik Region:</u>	27	
Inuvik/Aklavik		15
Norman Wells		5
Other And Unspecified		7
<u>Baffin Region:</u>	25	
Frobisher Bay		7
Pangnirtung		5
North Of The 70th Parallel		4
South Of The 70th Parallel		4
Resolute		4
<u>Central Arctic:</u>	10	
Cambridge Bay		3
Holman Island		2
Other And Unspecified		5
<u>Keewatin Region:</u>	13	
Rankin Inlet		4
Baker Lake/Repulse Bay/Eskimo Point (2% Each)		6
Other And Unspecified		3

Note: Percentages exceed 100 due to multiple responses

(See Detailed Tables Pages 10 To 14)



The majority of tourism-related businesses in the N.W.T. (71%) operate for the entire year and 30% operate for specific months only. Of the 30% who operate only for specific months, the vast majority are open during the summer period, from June 1 to September 30 annually (79% of the firms stated they are open during this period only). Firms located in regions other than the more populated and diversified Fort Smith region, appear to be more seasonal. For example 88% of businesses located outside of the Fort Smith region claim to be in operation from June to September only.

Less than 7% of all tourism-related businesses in the Northwest Territories operated during the months from October to January; and from 12% to 14% operated during February to May. Clearly, the four summer months (June to September) are critical to the N.W.T. tourism-related businesses, particularly the firms which operate only in these months. This group of businesses (which survive on high levels of summer traffic) represent approximately one-quarter of the tourism-related operations in the N.W.T. In some cases these businesses are open only for the months of July and August. Firms with such limited months of operation tend to be from the group of businesses claiming that over 50% of their annual revenues stem from dollars spent by N.W.T. visitors.



Percent Of Businesses
Operating In ...

<u>Total</u>	<u>Fort</u>	<u>All</u>
<u>N.W.T.</u>	<u>Smith</u>	<u>Other</u>
<u>200</u>	<u>106</u>	<u>105</u>
%	%	%

Months Of The Year
Business Is In Operation:

All 12 Months	71	72	74
Specific Months Only	30	28	26
October To January (Fall/Winter)	6	6	1
February To May (Winter/Spring)	14	16	12
June To September (Summer/Fall)	79	79	88

(Developed From Detailed Tables, Page 20)

B. Estimates Of Revenue From Tourism

As one would expect, a disproportionate volume of revenue stems from the summer operations of these tourism-related businesses. Despite the fact that 70% of these businesses operate all year round, more than one-half of their gross annual revenues results from activities in the summer period, from June to September.

The effect of tourism on these businesses located in the various N.W.T. regions appears to vary. Whereas summer businesses' volumes in the Fort Smith, Inuvik and Central Arctic regions may double in the summer period, Keewatin experiences a very large increase while Baffin businesses report a more consistent flow of revenues throughout the year. These findings are very general indicators only and are subject to a high degree of statistical error due to the fact that so few businesses are located in regions in the N.W.T. other than the populated Fort Smith region.



	Average Gross Revenues Per Business For The Calendar Year	
	1982	1983 (Est.)
* Total Businesses Responding:	99	65
	(Dollars)	(Dollars)

Operating Periods:

Summer: June 1 To September 30	208,921	216,673
All Other Months Of The Year	349,819	424,480

*
Several businesses failed to report because they either had no revenues in that year, didn't know, refused, or otherwise did not state dollar amounts.

(See Detailed Tables, Pages 21 To 24)

The revenues tourism-related businesses receive are from two kinds of tourism: that of the visitors to the Northwest Territories and the tourist dollars spent by the resident N.W.T. traveller. Revenues generated from outsiders, whether they be N.W.T. travellers or N.W.T. visitors, are an integral part of the local economy. As illustrated in the table to follow, tourism-related businesses receive more revenues from outsiders than from the local community. According to estimates of gross revenues for 1983, the proportion of dollars received from outside tourists may be down from the previous year. Indeed, there is no indication that 1983 tourist revenues have increased from 1982 to 1983.



	Average (Percentage) Total Gross Revenues Per Business For The Calendar Year	
	1982	1983 (Est.)
* Total Businesses Responding:	165	156
	%	%
<u>Revenues Derived From:</u>		
Residents Of The Local Community	38	40
Resident N.W.T. Travellers	14	15
Visitors To The N.W.T.	38	33

* Several businesses failed to report because they either had no revenues in that year, didn't know, refused, or otherwise did not state dollar amounts.

(See Detailed Tables, Pages 25 To 30)

In addition to revenues, the economy of the Northwest Territories is further stimulated by the wage expenditures generated by employment in tourism-related businesses. A concern for the local experienced labour force has been the loss of potential jobs to imported workers. Overall, the ratio of full-time resident employees to full-time non-resident employees is approximately four to one. This ratio applies in both the summer season and all other months of the year.

(1)

However, the ratio of resident to non-resident part-time employees is different. Even though the ratio drops in the summer period (that is to say that for every five part-time resident employees there is one non-resident employee), it is apparent that the vast majority of the part-time jobs held all year round belong to the residents of the Northwest Territories. One may conclude that the impact of tourism-related business does cause some jobs to be lost to non-residents. However, in the absence of any comparative data regarding the ratios of resident to non-resident employees in other industries, it is not possible to say whether an overall ratio of five resident-held jobs to one non-resident-held job is favourable or unfavourable.



Average Number Of Part-Time Employees Per Business Hired In 1983

At Time Of Employment:

Lived In	Did Not Live In
N.W.T.	N.W.T.
200	200
Number	Number

Total -

Operating Periods:

Summer: June 1 To September 30

4.42 — .95

All Other Months Of The Year

3.04 — .22

(See Detailed Tables, Pages 31 To 34)

Average Number Of Full-Time Employees Per Business Hired In 1983

At Time Of Employment:

Lived In	Did Not Live In
N.W.T.	N.W.T.
200	200
Number	Number

Total -

Operating Periods:

Summer: June 1 To September 30

5.67 — 1.56

All Other Months Of The Year

5.25 — 1.22

(See Detailed Tables, Pages 35 To 38)



Business owner/operators state that the majority of estimated 1983 dollars paid for wages (58%) goes to full-time employees. What is evident, however, is that the relative proportion of dollars going into full-time wages is much higher for N.W.T. businesses which claim to receive less than 50% of their revenues from the visitor-tourism sector. On this premise it can be deduced that N.W.T. businesses which are more heavily tourism reliant, do somewhat less to provide full-time annual employment to the experienced labour force of the Northwest Territories than do non-tourism dependent firms.

Average* (Percentage) Of Total
Dollars Paid For 1983 Wages

Total - 200
%

Status Of Employee:

Part-Time Employees

30

Full-Time Employees

58

(See Detailed Tables, Pages 39 And 40)



C. Future Outlook: Estimates Of The Future Impact Of N.W.T. Tourism

The owner/operators of businesses surveyed stated that they procure over one-half (55%) of their wholesale goods and materials from suppliers who are not located in the Northwest Territories. While this situation may be common among other types of N.W.T. industries and businesses, the impact of tourism may be said to have a favourable influence on local suppliers because a slightly higher proportion of businesses deriving more than 50% of revenues from visitors obtain goods and services from local suppliers. Firms which are heavily dependent on visitor dollars obviously operate in a co-operative manner with local suppliers, many of whom likely provide crafts, transportation and other related products and services. In this way, development of the tourist industry in the Northwest Territories stimulates other local business sectors, perhaps to a greater degree than other forms of economic development.

Average* (Percentage) Of Equipment, Supplies, Products And Other Whole-Sale Goods Purchased In 1983

Total - 200
%

Location Of Supplier:

Located In The N.W.T.

42

Not Located In The N.W.T.

55

(See Detailed Tables, Pages 41 And 42)



Optimism for the future growth of tourism-related business is present; the majority of firms (65%) feel that their volume of business will increase over the coming five years. Only 5% of the businesses polled see a decrease in their volumes in the next five years. Between one-quarter and one-third of businesses feel business activity may remain unchanged over this period.

	Percent Of Businesses Operating In		
	Total N.W.T.	Fort Smith Region	All Other Regions
Total Firms:	200 %	106 %	105 %
<u>Estimation Of Business Volume For Next Five Years:</u>			
Decrease	5	5	5
Increase	65	61	69
Remain Unchanged	29	33	24
Not Stated	2	1	2

(See Detailed Tables, Page 43)



The majority of tourism-related businesses see growth occurring in the next five years. Almost one-half of this growth (47%) is expected to come from revenues received from visitors to the N.W.T. whereas one-third will result from the patronage of local residents; and 13% of the growth is estimated to come from local N.W.T. travellers. As one would expect, the proportion of growth anticipated from the N.W.T. visitor-segment is higher in the estimation of business owner/operators who enjoyed 50% or more of their 1983 gross revenues from visitors to the Northwest Territories.

Average (Percentage) Increase In Overall Volume Of Business In Next Five Years From Firms Who Presently Receive Revenue From Visitors

Total	Less Than 50% Of 1983 Revenue	50% Or More Of 1983 Revenue
139*	67	41**
%	%	%

Source Of Anticipated Increase In Revenues:

Residents Of Business Community	(33)	52	4
N.W.T. Resident Travellers	13	16	8
Visitors To The N.W.T.	47	27	81
Overall Average	42	36	61

(See Detailed Tables, Pages 45 To 47)

* Includes 9 businesses who expect a decrease in volume to occur over the next five years.

**Results based on sample sizes of less than 100 must be interpreted with extreme caution.

(1)

In line with these projections, just over one-half of the tourism-related firms plan to expand their operations in some way over the next five years. Just under one-half of the businesses do not plan to expand in this period. Generally speaking, businesses located outside of the Fort Smith region were more optimistic regarding expansion in the coming five years.

On the other hand, over one-half of the firms surveyed stated that they have expanded in the past five years, therefore, despite an expectation of increases in volumes, there is apparently a threshold increase which dictates expansion in the form of either staff, equipment or operating square footage growth. In other words, a given amount of growth in sales volumes can be accommodated without any expansion (which involves additional financial investment). The average amount of growth estimated as this threshold was 35% volume increase. It is presumed that when growth in sales volumes exceeds this level, then additional capital investment or commitment is required.



Percent Of Businesses Operating
In ... (Who Estimate An
Increase In Volume)

Total N.W.T.	Fort Smith Region	All Other Regions
139*	70**	77**
%	%	%

Whether Plan Any
Expansion Of Business
Over Next Five Years

Plan An Expansion	51	44	56
Do Not Plan An Expansion	47	53	43
Don't Know/Not Stated	2	3	1

(See Detailed Table, Page 48)

* Includes 9 businesses who expect a decrease in volume to occur over the next 5 years.

**Results based on sample sizes of less than 100 must be interpreted with extreme caution.



Of the tourism-related businesses who anticipate sufficient growth to warrant expansion, almost one-half see the expansion taking the form of staff or physical plant increases. Just under one-quarter of the firms see this expansion resulting from the acquisition of new office or business space. In summary, the N.W.T. business owner/operators tend to identify expansion more in terms of increased productivity and equipment utilization rather than the capital intensive growth (and risk) associated with opening up new branches or larger offices.

Percent Of N.W.T. Businesses
Who Plan To Expand In The Next
Five Years

	Total*
	71
	8
<u>Description Of How Business Will Be Expanded:</u>	
More Employees Hired	(47)
More Facilities, Equipment	(47)
Increase Floor Space/Open New Offices	21
Upgrading Or Updating Existing Plant/Equipment	18
Offer More Services (Tours, Package Deals, etc.)	17

(See Detailed Table, Page 49)

*Total percentage exceeds 100 due to multiple responses.

DETAILED TABLES



EXPLANATION OF NOTATIONS USED IN THE DETAILED TABLES

- * Percent $< .05$
- Percent = 0

NOTES: Percentages derived from "actual" bases of less than 100 should be interpreted with caution.

Percentages derived from "actual" bases of less than 50 should be interpreted with extreme caution.

Items listed below any sub-total may not exactly add to the sub-total through computer "rounding" (applies to (1) weighted frequencies where decimal not shown or (2) where percent shown without decimal).

STANDARD DEVIATION

The Standard Deviation is calculated by taking the square root of the variance around the mean. It is a summary statistic of variation printed below the mean. The Standard Deviation gives an idea of the likely variation around the mean if we are simply considering the mean as a descriptive statistic. When Standard Deviation scores are small relative to the means, means can be taken as good representations of the individual scores.

STANDARD ERROR

The Standard Error is calculated by dividing the Standard Deviation by the square root of the sample size. The Standard Error indicates the likely deviations that can be expected, and therefore the confidence limits.

For example, mean ± 2 standard errors will include the "true mean" 95% of the time.

RQ655 CANADIAN FACTS

<u>PAGE</u>	<u>TABLE</u>	<u>TITLE</u>	<u>BASE</u>
1	1	Q. 1A CATEGORY OF MAIN ACTIVITY OF BUSINESS PRESENTLY OPERATED	TOTAL RESPONDENTS
3	2	Q. 1B DESCRIPTION OF MAIN ACTIVITY OF FIRM	TOTAL RESPONDENTS
7	3	Q. 2 NUMBER OF CONSECUTIVE YEARS BUSINESS HAS OPERATED IN THE NORTHWEST	TOTAL RESPONDENTS
9	4	Q. 3 NUMBER OF OTHER BUSINESS OFFICES, DEPOTS, OR BRANCHES COMPANY	TOTAL RESPONDENTS
10	5	Q. 4 NORTHWEST TERRITORIES REGIONS WHERE OPERATE BUSINESS OFFICES, DEPOTS	TOTAL RESPONDENTS
15	6	Q. 5 PERCENTAGE OF BUSINESS ACTIVITY IN EACH OF THE 5 NORTHWEST	TOTAL RESPONDENTS
20	7	Q. 6 MONTHS OF THE YEAR BUSINESS IS OPEN	TOTAL RESPONDENTS
21	8	Q. 7A APPROXIMATE TOTAL GROSS REVENUES FOR THE CALENDAR YEAR 1982 FOR	TOTAL RESPONDENTS
23	9	Q. 7B ESTIMATED TOTAL GROSS REVENUES FOR THE 1983 CALENDAR YEAR FOR	TOTAL RESPONDENTS
25	10	Q. 8A PERCENTAGE OF REVENUES ORIGINATED FROM DIFFERENT GROUPS OF	TOTAL RESPONDENTS
28	11	Q. 8B PERCENTAGE OF REVENUES ORIGINATED FROM DIFFERENT GROUPS OF	TOTAL RESPONDENTS
31	12	Q. 9A NUMBER OF PART-TIME EMPLOYEES LIVING IN THE N.W.T. WHEN HIRED ON	TOTAL RESPONDENTS
33	13	Q. 9B NUMBER WHO DID NOT LIVE IN THE N.W.T. WHEN HIRED ON PAYROLL IN 1983	TOTAL RESPONDENTS
35	14	Q. 10A NUMBER OF FULL-TIME EMPLOYEES LIVING IN TH N.W.T. WHEN HIRED ON	TOTAL RESPONDENTS
37	15	Q. 10B NUMBER OF FULL-TIME EMPLOYEES NOT LIVING IN N.W.T. WHEN HIRED	TOTAL RESPONDENTS
39	16	Q. 11 PERCENTAGE OF TOTAL DOLLARS PAID FOR 1983 WAGES AND SALARIES TO	TOTAL RESPONDENTS
41	17	Q. 12 PERCENTAGE OF EQUIPMENT, SUPPLIES, PRODUCTS AND OTHER WHOLESALE	TOTAL RESPONDENTS
43	18	Q. 13 OVER NEXT FIVE YEARS EXPECTED OVERALL VOLUME OF BUSINESS	TOTAL RESPONDENTS
44	19	Q. 14 PERCENTAGE INCREASE OR DECREASE ANTICIPATED OVER NEXT FIVE YEARS	TOTAL RESPONDENTS WHO EXPECT OVERALL
45	20	Q. 15 PERCENTAGE SHARE OF INCREASE OR DECREASE ESTIMATED FROM GAINS OR	TOTAL RESPONDENTS WHO EXPECT OVERALL
48	21	Q. 16A WHETHER PLAN ANY EXPANSION OF BUSINESS IN NEXT FIVE YEARS FROM	TOTAL RESPONDENTS WHO EXPECT OVERALL
49	22	Q. 16B DESCRIPTION OF HOW BUSINESS WILL BE EXPANDING	TOTAL RESPONDENTS WHO PLAN ON

RG653 CANADIAN FACTS

PAGE	TABLE	TITLE	BASE
50	23	Q. 17A WHETHER EXPANDED BUSINESS OVER PAST FIVE YEARS FROM 1978 TO 1982	TOTAL RESPONDENTS
51	24	Q. 17B DESCRIPTION OF PREVIOUS EXPANSION TO BUSINESS	TOTAL RESPONDENTS WHO HAVE EXPANDED
52	25	Q. 18 LIMIT OF PERCENTAGE INCREASE IN VOLUME OF BUSINESS TO RETAIN STATUS	TOTAL RESPONDENTS
53	26	Q. 19 POSITION OR JOB TITLE IN COMPANY	TOTAL RESPONDENTS

TABLE 1
Q 1A CATEGORY OF MAIN ACTIVITY OF BUSINESS PRESENTLY OPERATED
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION					% OF 1983 REVENUE		
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0	36 100.0
CATEGORY OF MAIN ACTIVITY OF BUSINESS PRESENTLY OPERATED:								
AMUSEMENT AND RECREATION SERVICES	6 3.0	2 1.9	3 7.7	0 0	0 0	0 0	2 2.0	4 7.1
APPAREL STORES	1 .5	0 0	0 0	0 0	0 0	1 2.9	0 0	0 0
AUTO DEALERS	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
AUTOMOTIVE	6 3.0	2 1.9	3 7.7	0 0	1 5.6	0 0	4 4.0	1 1.8
BANKING, TRUST COMPANY, CREDIT UNION	4 2.0	4 3.8	1 2.6	0 0	1 5.6	1 2.9	3 3.0	0 0
BUSINESS SERVICES	20 10.0	8 7.5	9 12.8	1 7.1	1 5.6	6 17.6	4 4.0	9 16.1
EATING AND DRINKING PLACES	15 7.5	12 11.3	0 0	0 0	0 0	2 5.9	9 9.1	2 3.6
FOOD STORES	2 1.0	1 .9	0 0	1 7.1	0 0	0 0	2 2.0	0 0

TABLE 1
D.1A CATEGORY OF MAIN ACTIVITY OF BUSINESS PRESENTLY OPERATED
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION						% OF 1983 REVENUE	
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE- WATIN REGION	RAFFIN REGION	VISITORS: LESS THAN 50% OR MORE	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0	56 100.0
GASOLINE STATION	1 .5	1 .9	0 0	0 0	0 0	0 0	1 1.0	0 0
GENERAL MERCHANDISE RETAIL STORE	21 10.5	9 8.5	3 7.7	2 14.3	1 5.6	9 26.5	14 14.1	0 0
HOTELS, ROOMING HOUSES, CAMPS AND OTHER LODGING PLACES	55 27.5	29 27.4	9 23.1	4 28.6	6 33.3	7 20.6	18 18.2	28 50.0
MISCELLANEOUS RETAIL STORES	9 4.5	6 5.7	1 2.6	1 7.1	0 0	1 2.9	6 6.1	1 1.8
PERSONAL SERVICES	0 0	0 0	0 0	0 0	0 0	0 0	0 0	0 0
TRANSPORTATION SERVICES	45 22.5	25 23.6	14 35.9	5 35.7	4 22.2	4 11.8	28 28.3	10 17.9
OTHER	15 7.5	7 6.6	0 0	0 0	4 22.2	3 8.8	8 8.1	1 1.8

RG633 CANADIAN FACTS

TABLE 2
G.18 DESCRIPTION OF MAIN ACTIVITY OF FIRM
BASE TOTAL RESPONDENTS

DESCRIPTION OF MAIN ACTIVITY OF FIRM	NWT REGION OF OPERATION				% OF 1983 REVENUE			
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50% OR MORE	50% OR MORE	
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0	56 100.0
DESCRIPTION OF MAIN ACTIVITY OF FIRM:								
HWY. AND STREET CONSTRUCTION, EXCLUDING ELEV. HWYS	1 .5	1 .7	0 0	0 0	0 0	0 0	1 1.0	0 0
PIPELINE CONSTRUCTION	1 .5	1 .7	0 0	0 0	0 0	0 0	0 0	0 0
HEAVY CONSTRUCTION	1 .5	0 0	0 0	0 0	0 0	2 2.9	1 1.0	0 0
RAINCOATS AND WATERPROOF OUTER GARMENTS	2 1.0	0 0	0 0	0 0	2 11.1	0 0	1 1.0	0 0
TAXICABS	2 1.0	2 1.7	0 0	14 14.3	1 5.6	0 0	2 2.1	0 0
LOCAL PASSENGER TRANSPORTATION, CHARTER	4 2.0	3 2.8	1 2.6	0 0	0 0	0 0	3 3.0	1 1.8
LOCAL TRUCK WITHOUT STORAGE	4 2.0	3 2.8	1 2.6	0 0	0 0	0 0	4 4.0	0 0
TRUCKING, EXCEPT LOCAL	1 .5	0 0	0 0	0 0	0 0	2 2.9	1 1.0	0 0
LOCAL WATER TRANSPORTATION	4 2.0	4 3.8	2 5.1	0 0	0 0	2 5.9	1 1.0	6 10.7
AIR TRANSPORTATION, CERTIFIED CARRIERS	12 6.0	7 6.6	3 12.8	21 21.4	1 5.6	2 2.9	7 7.1	2 3.6
AIR TRANSPORTATION, NONCERTIFIED CARRIERS	13 6.5	6 5.7	6 15.4	0 0	2 11.1	1 2.9	8 8.1	3 5.4
ARRANGEMENT OF PASSENGER TRANSPORTATION	1 .5	1 .7	0 0	0 0	0 0	2 5.9	0 0	2 3.6

RG655 CANADIAN FACTS

TABLE 2
G.18 DESCRIPTION OF MAIN ACTIVITY OF FIRM
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION					% OF 1983 REVENUE	
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE
TOTAL	106	39	14	18	34	99	36
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
BASE FOR PERCENTAGES-ACTUAL	200						
JEWELRY	1	0	0	0	1	0	0
PIECE GOODS, WOVEN FABRICS	1	0	0	0	2	0	0
MISCELLANEOUS GENERAL MERCHANDISE STORES	17	0	0	0	1	0	0
	8.5	2	14.3	1	6	12.1	0
GROCERY STORE	1	0	0	0	0	0	0
CANDY, NUT AND CONFECTIONERY STORE	1	0	0	0	0	0	0
MISCELLANEOUS FOOD STORES	1	0	7.1	0	0	0	0
MOTOR VEHICLE DEALERS - NEW AND USED	1	0	0	0	0	0	0
MOTORCYCLE DEALERS	1	0	0	0	0	0	0
EATING PLACES	13	0	0	0	0	0	0
	6.5	0	0	0	0	0	0
DRINKING PLACES - ALCOHOLIC BEVERAGES	1	0	0	0	0	0	0
	2	0	0	0	0	0	0
	1.0	0	0	0	0	0	0

TABLE 2
Q 18 DESCRIPTION OF MAIN ACTIVITY OF FIRM
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION					% OF 1983 REVENUE		
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE- WATIN REGION	BAFFIN REGION	VISITORS: LESS THAN 50% OR MORE	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0	36 100.0
DRUG STORE AND PROPRIETARY STORES	2 1.0	2 1.9	0 0	0 0	0 0	0 0	2 2.0	0 0
SPORTING GOODS AND BICYCLE STORES	2 1.0	1 .9	1 2.6	0 0	0 0	0 0	2 2.0	0 0
GIFT, NOVELTY AND SOUVENIR SHOPS	4 2.0	1 .9	0 0	1 7.1	0 0	1 2.9	2 2.0	1 1.8
PROVINCIAL CHARTERED BANKS AND TRUST COMPANIES	3 1.5	3 2.8	0 0	0 0	0 0	1 2.9	3 3.0	0 0
INSURANCE CARRIERS	2 1.0	1 .9	1 2.6	0 0	0 0	0 0	0 0	0 0
HOTELS, MOTELS AND TOURIST COURTS	25 12.5	11 10.4	4 10.3	2 14.3	4 22.2	5 14.7	14 14.1	7 12.5
ROOMING AND BOARDING HOUSES	3 1.5	3 2.8	0 0	0 0	0 0	0 0	3 3.0	0 0
SPORTING AND RECREATIONAL CAMPS	28 14.0	18 17.0	5 12.8	1 7.1	3 16.7	1 2.9	2 2.0	21 37.5
GUIDES AND OUTFITTERS	13 6.5	2 1.9	5 12.8	2 14.3	0 0	4 11.8	2 2.0	8 14.3
BLUEPRINTING AND PHOTOCOPYING SERVICES	1 .5	0 0	0 0	0 0	0 0	1 2.9	0 0	0 0

RG653 CANADIAN FACTS

TABLE 2
G.1B DESCRIPTION OF MAIN ACTIVITY OF FIRM
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE			
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE	
BASE FOR PERCENTAGES-ACTUAL	106	39	14	18	34	99	56	
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
MISCELLANEOUS BUILDING SERVICES	1	0	0	1	0	1	0	
	0	0	0	3.6	0	1.0	0	
MANAGEMENT, CONSULT SERVICES	1	0	0	0	0	1	0	
	1.9	0	0	0	0	1.0	0	
BUSINESS SERVICES	2	1	0	1	0	0	1	
	1.9	0	0	3.6	0	0	1.8	
CAR RENTAL WITHOUT DRIVERS	4	2	0	0	0	2	1	
	2.0	1.9	0	0	0	2.0	1.8	
UTILITY TRAILER AND RECREATIONAL VEHICLE RENTAL	3	1	0	1	0	3	0	
	1.9	2.6	0	3.6	0	3.0	0	
COIN-OPERATED AMUSEMENT DEVICES	2	1	0	0	0	1	1	
	1.9	2.6	0	0	0	1.0	1.8	
SOCIAL SERVICES	1	1	0	0	0	0	0	
	1.9	0	0	0	0	0	0	
MUSEUM AND ART GALLERIES	1	1	0	0	0	0	0	
	1.9	0	0	0	0	0	0	
BUSINESS ASSOCIATIONS	1	1	0	0	0	0	0	
	1.9	0	0	0	0	0	0	
NON COMMUNICATION EDUCATION, SCIENCE AND RESEARCH	1	1	0	0	0	0	0	
	1.9	0	0	0	0	0	0	
ACCOUNTING, AUDIT AND BOOKKEEPING	1	0	0	0	1	1	0	
	1.9	0	0	0	2.7	1.0	0	
NOT STATED	3	2	0	1	0	2	0	
	1.9	2.6	0	3.6	0	2.0	0	

RG655 CANADIAN FACTS

TABLE 3
G.2 NUMBER OF CONSECUTIVE YEARS BUSINESS HAS OPERATED IN THE NORTHWEST TERRITORIES
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE	
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0
NUMBER OF CONSECUTIVE YEARS BUSINESS HAS OPERATED IN THE NORTHWEST TERRITORIES:						
1 YEAR	10 5.0	3 2.8	1 2.6	1 7.1	1 5.6	1 3.1
2 YEARS	11 5.5	3 4.7	2 5.1	0 0	0 0	3 8.8
3 YEARS	14 7.0	6 5.7	3 12.8	1 7.1	1 5.6	2 5.9
4 YEARS	10 5.0	4 3.8	2 5.1	1 7.1	1 5.6	2 5.9
5 YEARS	18 9.0	6 5.7	3 12.8	2 14.3	1 5.6	4 11.8
6 TO 10 YEARS	43 21.5	23 23.6	8 20.5	0 0	3 16.7	5 14.7
11 TO 15 YEARS	41 20.5	24 22.6	7 17.9	1 7.1	5 27.8	6 17.6

TABLE 3
9.2 NUMBER OF CONSECUTIVE YEARS BUSINESS HAS OPERATED IN THE NORTHWEST TERRITORIES
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION						% OF 1983 REVENUE	
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS: LESS THAN 50%	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0	56 100.0
16 TO 20 YEARS	23 11.5	15 14.2	3 7.7	3 21.4	2 11.1	1 2.9	13 13.1	9 16.1
21 YEARS OR LONGER	24 12.0	14 13.2	4 10.3	4 28.6	4 22.2	6 17.6	13 13.1	4 7.1
DON'T KNOW	3 1.5	3 2.8	1 2.6	0 0	0 0	0 0	1 1.0	1 1.8
NOT STATED	3 1.5	1 .9	1 2.6	1 7.1	0 0	0 0	0 0	2 3.6
MEAN*	11.71	12.64	12.11	17.85	19.72	11.44	11.97	11.17
STANDARD DEVIATION	11.21	10.91	15.10	19.22	22.27	13.99	10.04	12.07
STANDARD ERROR	.81	1.09	2.48	5.33	5.25	2.40	1.01	1.66

*MEAN EXCLUDES "DON'T KNOW" AND "NOT STATED" RESPONSES

TABLE 4
Q.3 NUMBER OF OTHER BUSINESS OFFICES, DEPOTS, OR BRANCHES COMPANY OPERATES IN THE NORTHWEST TERRITORIES
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION						% OF 1983 REVENUE	
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS: LESS THAN 50%	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0	56 100.0
NUMBER OF OTHER BUSINESS OFFICES, DEPOTS, OR BRANCHES COMPANY OPERATES IN THE NORTHWEST TERRITORIES:	-----							
NONE OTHER	165 82.5	82 77.4	29 74.4	10 71.4	12 66.7	27 79.4	81 81.8	46 82.1
ONE	16 8.0	10 9.4	4 10.3	2 14.3	0 0	3 8.8	10 10.1	5 8.9
TWO	6 3.0	6 5.7	1 2.6	0 0	0 0	0 0	3 3.0	1 1.8
THREE	3 2.5	3 2.8	0 0	1 7.1	3 16.7	2 5.9	3 3.0	1 1.8
FOUR	4 2.0	3 2.8	1 2.6	0 0	1 5.6	1 2.9	1 1.0	2 3.6
FIVE	1 .5	1 .9	1 2.6	0 0	1 5.6	0 0	0 0	0 0
SIX	1 .5	0 0	1 2.6	0 0	0 0	0 0	1 1.0	0 0
THIRTY-SEVEN	1 .5	1 .9	1 2.6	1 7.1	1 5.6	1 2.9	0 0	0 0
NOT STATED	1 .5	0 0	1 2.6	0 0	0 0	0 0	0 0	1 1.8
MEAN*	3.15	3.54	6.44	10.50	9.17	7.14	1.94	2.00
STANDARD DEVIATION	6.14	7.23	11.62	17.69	13.66	13.22	1.39	1.32
STANDARD ERROR	1.05	1.48	3.87	8.85	5.58	5.00	.33	.44

*MEAN EXCLUDES "NONE OTHER" AND "NOT STATED" RESPONSES

RG655 CANADIAN FACTS

TABLE 5
9.4 NORTHWEST TERRITORIES REGIONS WHERE OPERATE BUSINESS OFFICES, DEPOTS OR BRANCHES
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	THAN 50% OR MORE	VISITORS LESS THAN 50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
NORTHWEST TERRITORIES REGION WHERE OPERATE BUSINESS OFFICES, DEPOTS OR BRANCHES							
FORT SMITH REGION:							
YELLOWKNIFE	39	36.8	4	14.3	2	11.1	2
	19.5		10.3		2		13
WEST OF YELLOWKNIFE	11	11	1	7.1	2	11.1	2
	5.5	10.4	2.6		1		7
EAST OF YELLOWKNIFE	9	8.5	0	0	1	5.6	3
	4.5		0		0		3.0
HAY RIVER	28	28	1	0	1	5.6	19
	14.0	26.4	2.6		1		15.2
FORT SMITH	20	18.9	5.1	7.1	2	11.1	2
	10.0		7.7	14.3	2		10.1
FORT SIMPSON	11	11	3	2	2	11.1	2
	5.5	10.4	7.7		2		7.1
FORT LIARD	5	4.7	1	1	1	5.6	4
	2.5		2.6	7.1	1		4.0
WRIGLEY	5	4.7	1	1	1	5.6	1
	2.5		2.6	7.1	1		1.0
PINE POINT	4	3.8	0	0	0	0	0
	2.0		0		0		2.0
UNSPECIFIED	4	3.8	0	0	0	0	1
	2.0		0		0		1.0

RG655 CANADIAN FACTS

TABLE 9
0.4 NORTHWEST TERRITORIES REGIONS WHERE OPERATE BUSINESS OFFICES, DEPOTS OR BRANCHES
BASE TOTAL RESPONDENTS

	NMT REGION OF OPERATION				% OF 1983 REVENUE		
	FORT SMITH REGION		CENTRAL ARCTIC REGION		BAFFIN REGION	VISITORS LESS THAN 50%	
	106	39	14	18	34	99	
BASE FOR PERCENTAGES-ACTUAL	200	100.0	100.0	100.0	100.0	100.0	56
INUVIK REGION:							
INUVIK	21	4	21	1	2	11	7
	10.5	3.8	93.8	7.1	11.1	11.1	12.9
OTHER INUVIK	2	1	2	1	1	0	1
	1.0	.9	5.1	7.1	5.6	2.9	1.8
NORMAN WELLS	9	3	9	0	1	0	9
	4.5	2.8	23.1	0	5.6	0	8.7
TUKTOYUKTUK	6	3	6	1	2	1	2
	3.0	2.8	15.4	7.1	11.1	2.9	3.6
AKLAVIK	5	1	5	1	1	3	0
	2.5	.9	12.8	7.1	5.6	2.9	0
MCPHERSON	3	1	3	1	1	2	0
	1.5	.9	7.7	7.1	5.6	2.9	0
COLVILLE LAKE	1	0	1	0	0	0	1
	.5	0	2.6	0	0	0	1.8
UNSPECIFIED	3	0	3	0	0	0	1
	1.5	0	7.7	0	0	0	1.8

RG655 CANADIAN FACTS
 TABLE 9
 NORTHWEST TERRITORIES REGIONS WHERE OPERATE BUSINESS OFFICES, DEPOTS OR BRANCHES
 BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION					% OF 1983 REVENUE			
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	THAN 50% OR MORE VISITORS	LESS THAN 50% OR MORE	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0	56 100.0	
CENTRAL ARCTIC REGION:									
CAMBRIDGE BAY	6 3.0	3 2.8	1 2.6	6 42.9	1 5.6	1 2.9	1 1.0	1 1.8	0 0
HOLMAN ISLAND	4 2.0	1 .9	1 2.6	4 28.6	1 5.6	1 2.9	2 2.0	0 0	0 0
GJOA HAVEN	2 1.0	1 .9	1 2.6	2 14.3	1 5.6	1 2.9	1 1.0	0 0	0 0
COPPERMINE	2 1.0	1 .9	1 2.6	2 14.3	1 5.6	1 2.9	1 1.0	0 0	0 0
SPENCE BAY	1 .5	1 .9	1 2.6	1 7.1	1 5.6	1 2.9	0 0	0 0	0 0
OTHER CENTRAL ARCTIC REGION	2 1.0	0 0	0 0	4 28.6	1 5.6	1 2.9	0 0	1 1.8	0 0

R0655 CANADIAN FACTS

TABLE 3
G. 4 NORTHWEST TERRITORIES REGIONS WHERE OPERATE BUSINESS OFFICES, DEPOTS OR BRANCHES
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	LESS THAN 30%	30% OR MORE
BASE FOR PERCENTAGES—ACTUAL	200 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0	56 100.0
KEEWATIN REGION:							
RANKIN INLET	7 3.5	2 5.1	1 7.1	7 38.9	2 5.9	1 1.0	2 3.6
BAKER LAKE	4 2.0	1 2.6	1 7.1	4 22.2	1 2.9	3 3.0	0 0
REPULSE BAY	4 2.0	1 2.6	2 14.3	4 22.2	2 5.9	2 2.0	0 0
ESKIMO POINT	4 2.0	1 2.6	1 7.1	4 22.2	1 2.9	3 3.0	0 0
CHESTERFIELD INLET	1 .5	1 2.6	1 7.1	1 5.6	1 2.9	0 0	0 0
CORAL HARBOUR	1 .5	1 2.6	1 7.1	1 5.6	1 2.9	0 0	0 0
OTHER KEEWATIN REGION	4 2.0	0 0	0 0	4 22.2	0 0	1 1.0	3 5.4

TABLE 9
 0.4 NORTHWEST TERRITORIES REGIONS WHERE OPERATE BUSINESS OFFICES, DEPOTS OR BRANCHES
 BASE TOTAL RESPONDENTS

RG655 CANADIAN FACTS

	NWT REGION OF OPERATION					% OF 1983 REVENUE		
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	THAN 50% VISITORS LESS	90% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	99	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
BAFFIN REGION:								
FROBISHER BAY	14	2	1	2	3	14	8	2
	7.0	1.9	2.6	14.3	16.7	41.2	8.1	3.6
PANGNIRTUNG	9	1	1	2	2	9	1	0
	4.5	.9	2.6	14.3	11.1	26.5	1.0	0
NORTH OF THE 70TH PARALLEL	8	1	1	2	3	8	1	3
	4.0	.9	2.6	14.3	16.7	23.5	1.0	5.4
SOUTH OF THE 70TH PARALLEL	7	1	1	2	2	7	1	3
	3.5	.9	2.6	14.3	11.1	20.6	1.0	5.4
RESOLUTE	7	1	2	2	3	7	2	3
	3.5	.9	5.1	14.3	16.7	20.6	2.0	5.4
LAKE HARBOUR	4	1	1	2	2	4	2	0
	2.0	.9	2.6	14.3	11.1	11.8	2.0	0
NOT STATED	6	0	0	0	0	0	4	2
	3.0	0	0	0	0	0	4.0	3.6

RC655 CANADIAN FACTS

TABLE 6
 0.3 PERCENTAGE OF BUSINESS ACTIVITY IN EACH OF THE 5 NORTHWEST TERRITORIES REGIONS
 BASE TOTAL RESPONDENTS

	NMT REGION OF OPERATION					% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE	
TOTAL	200	106	39	14	18	34	36	
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
BASE FOR PERCENTAGES-ACTUAL	87	1	32	10	15	32	25	
PERCENTAGE FOR FORT SMITH REGION:	43.5	1	82.1	71.4	83.3	94.1	41.4	44.8
LESS THAN 10%	1	1	0	0	0	0	1	0
10% TO 19%	3	1	0	0	0	0	1	0
20% TO 29%	4	3	2	0	1	0	1	3
30% TO 39%	2	8	1	0	6	0	0	5
40% TO 49%	0	0	0	0	0	0	0	0
50% TO 59%	0	0	0	0	0	0	0	0
60% TO 69%	4	4	2	0	1	0	2	1
70% TO 79%	2	8	1	7	6	0	2	0
80% TO 89%	0	0	0	0	0	0	0	0
90% OR MORE	4	3	0	1	0	1	2	1
NOT STATED	93	86	1	1	0	0	48	28
	2	5	2	6	6	7	4	0
MEAN#	48.12	56.36	29.80	65.00	24.33	80.00	50.00	47.50
STANDARD DEVIATION	31.46	27.87	20.89	21.21	23.80	0	33.52	31.26
STANDARD ERROR	7.63	7.45	9.34	15.00	13.74	0	11.85	12.76

TABLE 6
9.5 PERCENTAGE OF BUSINESS ACTIVITY IN EACH OF THE 5 NORTHWEST TERRITORIES REGIONS
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION					% OF 1993 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	THAN 50% OR MORE	VISITORS: LESS THAN 50% OR MORE	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	99	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
PERCENTAGE FOR INUVIK REGION:								
LESS THAN 10%	156	98	2	13	16	32	78	40
10% TO 19%	78.0	92.5	5.1	92.9	88.9	94.1	78.8	71.4
20% TO 29%	1	9	0	0	0	0	0	1.8
30% TO 39%	1	9	0	0	0	0	0	0
40% TO 49%	1	9	1	0	1	0	0	0
50% TO 59%	0	0	2.6	0	5.6	0	0	0
60% TO 69%	1	0	0	0	0	0	0	0
70% TO 79%	1	0	2.6	0	0	0	1.0	0
80% TO 89%	1	0	2.6	0	0	0	1.0	0
90% OR MORE	1.0	1.9	2.6	0	0	0	1.0	1.8
NOT STATED	16.0	32	82.1	0	0	2.9	14.1	25.0
	2.5	9	2.6	7.1	5.6	2.9	4.0	0
MEAN*	54.20	50.57	71.00	2.00	29.00	45.00	75.50	60.00
STANDARD DEVIATION	35.00	29.39	22.79	0	25.45	62.23	19.62	43.59
STANDARD ERROR	11.07	11.11	9.51	0	18.00	44.00	9.81	25.17

TABLE 6
9.5 PERCENTAGE OF BUSINESS ACTIVITY IN EACH OF THE 5 NORTHWEST TERRITORIES REGIONS
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION					% OF 1983 REVENUE		
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS: LESS THAN 50% OR MORE	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	99	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
PERCENTAGE FOR CENTRAL ARCTIC REGION:								
LESS THAN 10%	183	102	38	3	17	32	86	54
	91.5	96.2	97.4	21.4	94.4	94.1	86.9	96.4
10% TO 19%	0	0	0	0	0	0	0	0
20% TO 29%	0	0	0	1	0	1	2	0
	1.0	1.9	0	7.1	0	2.9	2.0	0
30% TO 39%	0	0	0	0	0	0	0	0
40% TO 49%	0	0	0	0	0	0	0	0
50% TO 59%	0	0	0	0	0	0	1	0
	0	0	0	7.1	0	0	1.0	0
60% TO 69%	0	0	0	0	0	0	0	0
70% TO 79%	0	0	0	0	0	0	0	1
	0	0	0	0	0	0	0	1.8
80% TO 89%	0	0	0	0	0	0	0	0
90% OR MORE	0	0	0	0	0	0	0	0
	4.0	0	0	37.1	0	0	6.1	1.8
NOT STATED	2.5	.9	2.6	7.1	3.6	2.9	4.0	0
MEAN*	22.13	22.75	1.00	25.00	5.00	12.50	18.40	40.00
STANDARD DEVIATION	26.89	20.25	0	22.91	0	10.61	20.06	49.50
STANDARD ERROR	9.51	10.13	0	13.23	0	7.50	8.97	35.00

TABLE 6
 0.5 PERCENTAGE OF BUSINESS ACTIVITY IN EACH OF THE 5 NORTHWEST TERRITORIES REGIONS
 BASE TOTAL RESPONDENTS

RG655 CANADIAN FACTS

	NWT REGION OF OPERATION					% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	RAFFIN REGION	LESS THAN 50%	50% OR MORE	90% OR MORE
TOTAL	200	39	14	18	34	99	56	100.0
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
BASE FOR PERCENTAGES-ACTUAL	178	37	13	2	33	87	50	
PERCENTAGE FOR KEEWATIN REGION:	87.0	94.9	92.9	11.1	97.1	87.9	89.3	
LESS THAN 10%	1	1	0	0	0	0	0	
10% TO 19%	0	2.6	0	0	0	0	0	
20% TO 29%	0	0	0	0	0	0	0	
30% TO 39%	0	0	0	0	0	0	0	
40% TO 49%	0	0	0	0	0	0	0	
50% TO 59%	0	0	0	0	0	0	0	
60% TO 69%	1	0	0	0	0	0	0	
70% TO 79%	0	0	0	0	0	0	0	
80% TO 89%	0	0	0	0	0	0	0	
90% OR MORE	1	0	0	0	0	0	1	
NOT STATED	14	0	0	0	0	0	0	
MEAN*	7.5	0	0	0	0	8.1	7.1	
STANDARD DEVIATION	2.5	2.6	7.1	5.6	2.9	4.0	0	
STANDARD ERROR	34.40	6.50	2.00	47.67	3.33	2.50	45.60	
	40.52	7.78	0	45.72	1.33	2.12	40.73	
	12.81	5.50	0	18.66	1.88	1.50	18.22	

RG655 CANADIAN FACTS

TABLE 6
 5 PERCENTAGE OF BUSINESS ACTIVITY IN EACH OF THE 3 NORTHWEST TERRITORIES REGIONS
 BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	LESS THAN 50%	VISITORS: 50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
PERCENTAGE FOR BAFFIN REGION:							
LESS THAN 10%	160	103	37	11	15	1	48
	80.0	97.2	94.9	78.6	83.3	2.7	85.7
10% TO 19%	1	1	1	0	0	2.7	1.0
	0.5	0.5	2.6	0	0	2.7	1.0
20% TO 29%	1	1	0	0	0	2.7	1.0
	0.5	0.5	0	0	0	2.7	1.0
30% TO 39%	0	0	0	0	0	0	0
	0	0	0	0	0	0	0
40% TO 49%	0	0	0	0	0	0	0
	0	0	0	0	0	0	0
50% TO 59%	0	0	0	0	0	0	0
	0	0	0	0	0	0	0
60% TO 69%	0	0	0	0	0	0	0
	0	0	0	0	0	0	0
70% TO 79%	0	0	0	0	0	0	0
	0	0	0	0	0	0	0
80% TO 89%	0	0	0	0	0	0	0
	0	0	0	0	0	0	0
90% OR MORE	31	0	0	2	2	30	6
	15.5	0	0	14.3	11.1	88.2	13.1
NOT STATED	2.5	1.9	2.6	7.1	5.6	2.9	4.0
	1.25	0.95	1.3	3.55	2.8	1.45	2.0
MEAN*	40.44	19.50	5.50	91.00	63.67	63.80	43.40
STANDARD DEVIATION	41.16	17.71	6.36	0	50.85	42.25	46.51
STANDARD ERROR	13.72	5.00	4.50	0	29.36	18.87	20.80

*MEAN EXCLUDES "NONE" AND "NOT STATED" RESPONSES

RG655 CANADIAN FACTS

TABLE 7
G. 6 MONTHS OF THE YEAR BUSINESS IS OPEN
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				KEE- WATIN REGION		BAFFIN REGION		% OF 1993 REVENUE	
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	14	18	100.0	34	100.0	VISITORS LESS THAN 50% OR MORE	36
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	100.0	34	100.0	99	56
MONTHS OF THE YEAR BUSINESS IS OPEN	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
ALL 12 MONTHS	141	76	27	10	15	100.0	26	100.0	88	22
SPECIFIC MONTHS ONLY	70.5	71.7	69.2	71.4	83.3	100.0	76.5	100.0	88.9	39.3
JANUARY	29.5	28.3	30.8	28.6	16.7	100.0	23.5	100.0	11.1	60.7
FEBRUARY	2.5	1.9	2.6	0.0	0.0	100.0	0.0	100.0	3.0	0.0
MARCH	3.0	2.8	2.6	0.0	0.0	100.0	0.0	100.0	3.0	1.8
APRIL	4.5	3.8	5.1	0.0	0.0	100.0	5.9	100.0	4.0	3.6
MAY	3.5	4.7	2.6	0.0	0.0	100.0	2.9	100.0	2.0	3.3
JUNE	4.5	4.7	5.9	7.1	0.0	100.0	2.9	100.0	3.0	5.4
JULY	18.0	17.0	23.1	7.1	5.6	100.0	14.7	100.0	9.1	30.4
AUGUST	29.5	23.6	30.8	28.6	16.7	100.0	17.6	100.0	10.1	33.6
SEPTEMBER	23.0	23.6	28.2	21.4	16.7	100.0	20.6	100.0	9.1	33.6
OCTOBER	18.5	17.0	23.1	0.0	5.6	100.0	20.6	100.0	8.1	32.1
NOVEMBER	2.0	1.9	0.0	0.0	0.0	100.0	0.0	100.0	2.0	1.8
DECEMBER	1.0	1.9	0.0	0.0	0.0	100.0	0.0	100.0	2.0	0.0

RG695 CANADIAN FACTS

TABLE B
G.7A APPROXIMATE TOTAL GROSS REVENUES FOR THE CALENDAR YEAR 1982 FOR SPECIFIC PERIODS
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE	
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	RAFFIN REGION	VISITORS: LESS THAN 50% DR MORE
TOTAL	200	106	39	14	18	34
100.0	100.0	100.0	100.0	100.0	100.0	100.0
BASE FOR PERCENTAGES-ACTUAL						
APPROXIMATE TOTAL GROSS REVENUES FOR THE CALENDAR YEAR 1982 FOR SUMMER: JUNE 1 TO SEPTEMBER 30:						
NO REVENUES	21	10	4	1	2	3
LESS THAN \$25M	10.5	9.4	10.3	7.1	11.1	8.8
\$25M TO \$49M	10.5	8.3	12.8	14.3	11.1	8.2
\$50M TO \$99M	4.5	2.8	2.4	7.1	0	5.9
\$100M TO \$249M	9.0	10.4	5.1	7.1	16.7	8.0
\$250M TO \$499M	7.5	9.4	2.2	7.1	5.6	2
\$500M OR MORE	7.5	9.4	5.1	7.1	5.6	5.9
DON'T KNOW	40	18	10.9	7.4	22.2	2.1
REFUSED	16	10	4	0	1	3
NOT STATED	10.0	10.4	12.8	7.1	16.7	14.7
STATED TOTAL ONLY	5.0	4.7	5.1	7.1	0	5.9
MEAN*	208921.5216033	9247838	2176362	5199375	0233000	0238410
STANDARD DEVIATION	309264.8274016	2357881.4253114	7273010	5486437	3334339	94270262
STANDARD ERROR	30472.7736956	5987284.0889489	6496523.80149681	5	43083.0945682	70

RG655 CANADIAN FACTS

TABLE 9
G.7B ESTIMATED TOTAL GROSS REVENUES FOR THE 1983 CALENDAR YEAR FOR SPECIFIC TIME PERIODS
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				KEE-WATIN REGION			% OF 1983 REVENUE	
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION		14	18	34	99	56
TOTAL	106	100.0	39	100.0	14	100.0	18	100.0	100.0
BASE FOR PERCENTAGES-ACTUAL	200	100.0	39	100.0	14	100.0	18	100.0	100.0
ESTIMATED TOTAL GROSS REVENUES FOR THE 1983 CALENDAR YEAR FOR SUMMER: JUNE 1 TO SEPTEMBER 30:									
NO REVENUES	13	7.5	2	5.1	2	14.3	0	0	4
LESS THAN \$25M	6.5	3.8	1	2.6	1	7.1	0	0	7.1
\$25M TO \$49M	22	13.0	15.4	39.5	14.3	100.0	2	4	12.1
\$50M TO \$99M	11	6.5	0	0	0	0	11.1	11.1	14.3
\$100M TO \$249M	5.5	3.3	0	0	0	0	11.1	11.1	14.3
\$250M TO \$499M	16	9.6	7.7	19.2	7.1	54.3	11.1	11.1	8.9
\$500M OR MORE	7.5	4.5	2.6	6.6	7.1	54.3	11.1	11.1	8.9
DON'T KNOW	20	12.0	10.3	25.8	7.1	54.3	2.9	11.1	10.7
REFUSED	15	9.0	5.1	12.8	14.3	100.0	2.9	9.1	7.1
NOT STATED	38	23.0	23.1	57.8	21.4	167.5	35.3	15.2	12.5
STATED TOTAL ONLY	16	9.6	10.3	25.8	7.1	54.3	1.1	7.1	1.8
MEAN*	24	14.4	15.4	39.5	14.3	100.0	5.4	7.1	12.5
STANDARD DEVIATION	10	6.0	5.1	12.8	7.1	54.3	2.9	11.1	10.7
STANDARD ERROR	5.0	3.0	3.1	7.7	7.1	54.3	1.5	7.1	3.6

216673 0247894 7211886 7213550 0226600 0184428 6234285 75185202.7
 310932 1302050 1325223 1239405 3302095 3439193 3330956 31281699.7
 29781 9040003 5576555 8084642 6395330 91117379.3 43086 8446311.14

RG655 CANADIAN FACTS

TABLE 9
G 7B ESTIMATED TOTAL GROSS REVENUES FOR THE 1983 CALENDAR YEAR FOR SPECIFIC TIME PERIODS
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE	
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	14 100.0	18 100.0	34 100.0	99 100.0
ESTIMATED TOTAL GROSS REVENUES FOR THE 1983 CALENDAR YEAR FOR ALL OTHER MONTHS ('000 DOLLARS):						
NO REVENUES	46	27	4	3	2	11
LESS THAN \$25M	23.0	25.5	28.6	16.7	5.9	11.1
\$25M TO \$49M	4.0	9.1	7.1	5.6	5.2	7.1
\$50M TO \$99M	3.5	4.7	0.0	5.6	0.0	5.1
\$100M TO \$249M	3.0	1.9	0.0	11.1	0.0	4.0
\$250M TO \$499M	5.5	4.7	0.0	11.1	4.4	7.1
\$500M OR MORE	6.0	6.6	14.3	0.0	5.9	10.1
DON'T KNOW	10.5	12.3	14.3	0.0	5.2	16.2
REFUSED	19.5	17.0	21.4	22.2	35.5	15.2
NOT STATED	8.0	9.4	0.0	5.6	8.8	7.1
STATED TOTAL ONLY	12.0	12.3	7.1	22.2	14.7	10.1
MEAN*	426.48	313.18	483.00	73.83	279.70	409.29
STANDARD DEVIATION	570.20	648.74	439.82	52.69	271.58	469.92
STANDARD ERROR	70.72	112.93	196.70	21.31	85.88	67.13

*MEAN EXCLUDES "NO REVENUES", "DON'T KNOW", "REFUSED", "NOT STATED" AND "STATED TOTAL ONLY" RESPONSES

RG655 CANADIAN FACTS

TABLE 10
G BA PERCENTAGE OF REVENUES ORIGINATED FROM DIFFERENT GROUPS OF CUSTOMERS FOR 1982
BASE TOTAL RESPONDENTS

	NMT REGION OF OPERATION				% OF 1983 REVENUE				
	FORT SMITH REGION	INUUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50% OR MORE	99	100.0	56
TOTAL	200	106	39	14	18	34	100.0	100.0	100.0
100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
65	31	16	3	6	12	42	12	12	75.0
32.5	29.2	41.0	21.4	33.0	39.0	75.0	12.1	12.1	75.0
1.5	1	1	7.1	0	0	3.6	1.0	1.0	3.6
112	7	2.6	0	0	1	10.4	5.1	5.1	10.4
6.9	6.6	7.7	0	5.6	2.2	7.1	5.1	5.1	7.1
4.3	4.7	5.1	0	0	5.0	1.8	4.0	4.0	1.8
2.9	2.8	7.7	0	1	0	1.8	8.1	8.1	1.8
4.7	5.4	2.6	0	5.6	2.9	1.8	6.1	6.1	1.8
3.9	3.8	5.1	14.3	0	2.9	0	6.7	6.7	0
3.9	4.7	1	0	1	0	0	7.1	7.1	0
3.12	4.3	2.9	0	5.6	0	0	11.1	11.1	0
6.0	2.8	5.1	14.3	11.1	0	0	11.1	11.1	0
36	19	4	7.1	11.1	8	0	34.3	34.3	0
18.0	17.9	15.4	7.1	11.1	23.6	0	5.1	5.1	0
21	12	0	21.4	11.1	17.6	0	1	1	0
10.3	11.3	0	0	0	2.9	0	0	0	0
1.5	1.7	0	0	0	1	0	1	1	0
11	7.5	5.1	14.3	16.7	9.9	0	1.0	1.0	0
38.01	37.70	32.92	39.91	31.29	36.30	7.20	62.95	62.95	7.20
39.48	38.96	36.79	40.05	40.80	43.38	12.54	34.85	34.85	12.54
2.98	4.06	5.89	12.08	10.20	8.35	1.68	3.99	3.99	1.68

BASE FOR PERCENTAGES-ACTUAL

PERCENTAGE OF REVENUES IN 1982 FOR RESIDENTS OF YOUR BUSINESS COMMUNITY

LESS THAN 10%

10% TO 19%

20% TO 29%

30% TO 39%

40% TO 49%

50% TO 59%

60% TO 69%

70% TO 79%

80% TO 89%

90% OR MORE

DON'T KNOW

REFUSED

NOT STATED

MEAN*

STANDARD DEVIATION

STANDARD ERROR

RG655 CANADIAN FACTS

TABLE 10
 9.8A PERCENTAGE OF REVENUES ORIGINATED FROM DIFFERENT GROUPS OF CUSTOMERS FOR 1982
 BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION					KEE- WATIN REGION		BAFFIN REGION		% OF 1983 REVENUE VISITORS: LESS THAN 50% OR MORE	
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION							
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	99	96			
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0			
PERCENTAGE OF REVENUES IN 1982 FOR N.W.T. RESIDENT TRAVELLERS:											
LESS THAN 10%	99	47	22	3	8	17	46	40			
10% TO 19%	49.5	44.3	56.4	21.4	44.4	50.0	46.5	71.4			
20% TO 29%	17	8.9	5.1	14.3	5.6	5.9	15.2	3.6			
30% TO 39%	8.5	7.5	10.3	7.1	5.6	2.9	7.1	10.7			
40% TO 49%	7.0	5.7	2.6	7.1	11.1	8.8	6.1	5.4			
50% TO 59%	5.0	3.4	7.7	0.0	0.0	2.9	7.1	3.6			
60% TO 69%	4.5	3.8	0.0	0.0	0.0	2.2	2.0	5.4			
70% TO 79%	2.5	2.8	4.4	0.0	0.0	5.0	4.0	0.0			
80% TO 89%	2.2	1.9	10.3	0.0	0.0	0.0	4.0	0.0			
90% OR MORE	1.0	1.9	0.0	7.1	0.0	0.0	2.0	0.0			
DON'T KNOW	1.0	1.9	0.0	7.1	0.0	0.0	2.0	0.0			
REFUSED	11.0	13.2	2.6	0.0	5.6	6.6	5.1	0.0			
NOT STATED	1.0	1.9	0.0	21.0	11.0	17.6	0.0	0.0			
	3.5	7.5	5.1	14.3	16.7	5.9	1.0	0.0			
MEAN*	13.56	14.22	16.42	20.91	12.19	11.11	18.18	9.73			
STANDARD DEVIATION	20.42	21.04	23.95	28.75	23.86	16.01	23.50	14.98			
STANDARD ERROR	1.54	2.21	3.77	8.97	5.92	3.03	2.42	2.00			

RG655 CANADIAN FACTS

TABLE 10
 0 8A PERCENTAGE OF REVENUES ORIGINATED FROM DIFFERENT GROUPS OF CUSTOMERS FOR 1982
 BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE			
	FORT SMITH REGION			INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50% OR MORE
	106	39	14	18	34	99	36	
BASE FOR PERCENTAGES-ACTUAL	200	100.0	100.0	100.0	100.0	100.0	100.0	100.0
PERCENTAGE OF REVENUES IN 1982 FOR VISITORS TO THE N.W.T.								
LESS THAN 10%	59	29.5	28.3	30	11	2	6	11
10% TO 19%	15	7.5	28.7	7	3	14.3	33.3	32.4
20% TO 29%	7	3.5	6.4	4	2	12.8	5.6	0
30% TO 39%	4	2.0	3.8	3	1	0	11.1	0
40% TO 49%	4	2.0	2.8	3	1	0	0	2.9
50% TO 59%	2	1.0	2.8	2	1	0	0	2.9
60% TO 69%	5	2.5	7.5	7	3	0	0	2.9
70% TO 79%	4	2.0	6.6	6	2	0	0	2.9
80% TO 89%	1	0.5	0	0	0	0	0	2.9
90% OR MORE	2	1.0	1.9	2	1	0	0	2.9
DON'T KNOW	20	10.0	17.9	13	6	14.3	11.1	23.5
REFUSED	11	5.5	12.3	2	1	21.4	11.1	17.6
NOT STATED	5	2.5	7.5	5	2	14.3	16.7	5.9
MEAN*	37.75	36.46	41.32	25.00	25.31	39.61	13.55	77.71
STANDARD DEVIATION	37.70	38.76	40.67	37.75	37.44	42.42	17.95	77.09
STANDARD ERROR	3.00	4.06	6.60	11.38	9.36	8.02	2.06	3.62

*MEAN EXCLUDES "DON'T KNOW", "REFUSED" AND "NOT STATED" RESPONSES

TABLE 11
 RG655 CANADIAN FACTS
 0.88 PERCENTAGE OF REVENUES ORIGINATED FROM DIFFERENT GROUPS OF CUSTOMERS FOR 1983
 BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	LESS THAN 50% OR MORE	50% OR MORE
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0
BASE FOR PERCENTAGES-ACTUAL	106	39	14	18	34	99	56
PERCENTAGE OF REVENUES IN 1983 FOR RESIDENTS OF YOUR BUSINESS COMMUNITY	25.5	33.3	21.4	27.8	17.6	8.1	73.2
LESS THAN 10%	2.0	2.6	7.1	5.6	0.0	1.0	5.4
10% TO 19%	6.5	10.3	0.0	5.6	1.1	6.1	5.7
20% TO 29%	4.0	5.1	0.0	0.0	2.9	6.4	12.3
30% TO 39%	3.0	5.1	7.1	0.0	5.9	4.0	7.1
40% TO 49%	4.9	2.6	7.1	5.6	0.0	6.1	0.0
50% TO 59%	3.8	2.6	7.1	5.6	2.9	8.1	1.8
60% TO 69%	3.8	2.6	7.1	5.6	2.9	7.1	0.0
70% TO 79%	4.0	2.6	0.0	5.6	0.0	8.1	0.0
80% TO 89%	7.3	7.7	14.3	5.6	0.0	14.3	0.0
90% OR MORE	18.5	15.4	7.1	11.1	29.4	37.4	0.0
DON'T KNOW	2.1	2.6	14.3	11.1	23.8	0.0	0.0
REFUSED	1.0	0.0	0.0	0.0	0.0	0.0	0.0
NOT STATED	9.9	10.3	14.3	16.7	14.7	0.0	0.0
MEAN*	39.16	33.66	35.42	30.94	43.00	66.93	7.41
STANDARD DEVIATION	38.50	37.57	37.75	38.91	44.70	31.54	12.36
STANDARD ERROR	3.97	6.10	10.90	9.73	8.77	3.17	1.65

ROGERS CANADIAN FACTS

11
TABLE 11
PERCENTAGE OF REVENUES ORIGINATED FROM DIFFERENT GROUPS OF CUSTOMERS FOR 1983
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
PERCENTAGE OF REVENUES IN 1983 FOR N.W.T. RESIDENT TRAVELLERS:	-----						
LESS THAN 10%	83	41	20	3	7	10	38
10% TO 19%	41.5	38.7	51.3	21.4	38.9	29.4	67.9
20% TO 29%	11.2	12.5	5.1	14.3	5.6	11.8	5.7
30% TO 39%	7.5	6.6	10.3	14.3	11.1	5.9	12.5
40% TO 49%	4.9	4.7	2.6	7.1	5.6	8.8	5.4
50% TO 59%	4.9	4.7	7.7	0	0	0	3.2
60% TO 69%	2.9	2.8	0	0	0	0	3.3
70% TO 79%	3.0	2.8	7.7	0	5.6	0	5.4
80% TO 89%	1.0	1.9	0	7.1	0	0	0
90% OR MORE	1.3	1.2	0	7.1	0	0	0
DON'T KNOW	1.2	1.9	2.6	0	5.6	0	0
REFUSED	11.0	10.4	2.6	14.3	11.1	23.0	0
NOT STATED	1.0	1.9	0	0	0	0	0
	9.5	10.4	10.3	14.3	16.7	14.7	0
MEAN*	14.69	15.92	15.37	20.83	15.63	11.62	10.20
STANDARD DEVIATION	21.38	22.68	22.81	28.33	26.07	15.58	15.12
STANDARD ERROR	1.61	2.35	3.70	8.18	6.52	3.06	2.02

TABLE 11
 088 PERCENTAGE OF REVENUES ORIGINATED FROM DIFFERENT GROUPS OF CUSTOMERS FOR 1983
 BASE TOTAL RESPONDENTS

RG655 CANADIAN FACTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE			
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50% OR MORE	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	97	36
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
PERCENTAGE OF REVENUES IN 1983 FOR VISITORS TO THE N.W.T.:								
LESS THAN 10%	53	26	10	3	4	11	53	0
10% TO 19%	26.5	24.5	25.6	21.4	22.1	32.1	53.5	0
20% TO 29%	19	12	10.3	14.3	5.6	0	19.7	0
30% TO 39%	12	5.7	2.6	21.4	11.1	2.9	12.2	0
40% TO 49%	6.8	2.8	7.7	0	0	1	8.1	0
50% TO 59%	4.0	3.4	0	0	1	2.9	7.1	0
60% TO 69%	3.5	3.9	0	7.1	5.6	2.2	0	0
70% TO 79%	5.5	6.9	7.7	0	0	5.0	0	11
80% TO 89%	2.3	4.7	0	0	0	0	0	19.6
90% OR MORE	2.4	1.9	5.1	0	1	0	0	8.5
DON'T KNOW	31	16	2.6	0	5.6	5.1	0	8.4
REFUSED	15.5	15.1	23.1	7.1	16.7	2.2	0	7.1
NOT STATED	12.0	11.3	5.1	14.3	11.1	23.5	0	35.4
	1.0	1.9	0	0	0	0	0	0
	1.9	1.1	4	0	0	0	0	0
	9.5	10.4	10.3	14.3	16.7	14.7	0	0
MEAN*	32.91	32.28	38.89	18.79	34.69	24.15	11.24	82.39
STANDARD DEVIATION	37.43	36.56	40.47	28.29	40.97	39.01	12.51	20.39
STANDARD ERROR	2.84	3.81	6.65	8.17	10.24	6.87	1.26	2.73

*MEAN EXCLUDES "DON'T KNOW", "REFUSED" AND "NOT STATED" RESPONSES

TABLE 12
G.9A NUMBER OF PART-TIME EMPLOYEES LIVING IN THE N.W.T. WHEN HIRED ON PAYROLL DURING SPECIFIC TIME PERIODS IN 1983
BASE TOTAL RESPONDENTS

BASE FOR PERCENTAGES--ACTUAL
NUMBER OF PART-TIME EMPLOYEES
IN N.W.T. WHEN HIRED IN
SUMMER: JUNE 1 TO SEPTEMBER 30:

	NWT REGION OF OPERATION				% OF 1983 REVENUE				
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	LESS THAN 50%	50% OR MORE	99	96
TOTAL	200	39	14	18	34	100.0	100.0	100.0	100.0
BASE FOR PERCENTAGES--ACTUAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
NUMBER OF PART-TIME EMPLOYEES IN N.W.T. WHEN HIRED IN SUMMER: JUNE 1 TO SEPTEMBER 30:									
NONE	74	32	9	6	13	27	26		
ONE	37.0	30.2	39.7	33.3	38.2	27.3	46.4		
TWO	21	14	7.1	0	3.7	13.1	8.7		
THREE	10.5	13.2	10.3	0	20.6	16.2	14.3		
FOUR	13.5	14.2	7.7	5.2	5.7	12.1	10.7		
FIVE	11.0	10.4	12.8	11.0	8.8	8.1	3.6		
SIX TO NINE	6.0	8.5	0	0	0	1.0	1.5		
TEN TO NINETEEN	2.5	1.7	5.1	5.6	1	10.1	3.6		
TWENTY TO FORTY-NINE	7.0	7.4	7.1	11.1	2.7	3.0	1.8		
FIFTY OR MORE	2.5	1.9	14.3	5.6	5.7	2.0	5.4		
DON'T KNOW	3.5	5.7	0	0	2.7	3.0	0		
NOT STATED	2.0	1.9	0	0	2.7	3.0	0		
MEAN*	4.42	4.92	7.21	6.21	4.41	5.19	3.09		
STANDARD DEVIATION	11.12	11.94	15.76	13.03	10.00	13.26	6.87		
STANDARD ERROR	1.80	1.18	4.21	3.48	1.77	1.36	1.94		

TABLE 12
9.9A NUMBER OF PART-TIME EMPLOYEES LIVING IN THE N.W.T. WHEN HIRED ON PAYROLL DURING SPECIFIC TIME PERIODS IN 1983
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE	
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	VISITORS: LESS THAN 50% OR MORE
TOTAL	106	39	14	18	34	99
BASE FOR PERCENTAGES-ACTUAL	100.0	100.0	100.0	100.0	100.0	100.0
NUMBER OF PART-TIME EMPLOYEES IN N.W.T. WHEN HIRED IN BALANCE OF 1983 YEAR:						
NONE	56	26	7	7	13	34
ONE	52.8	66.7	50.0	38.7	38.2	34.3
TWO	11.1	15.4	21.4	9.6	5.7	18.2
THREE	11.2	7.7	7.1	0.0	20.6	16.2
FOUR	4.5	5.1	0.0	16.7	8.8	16.3
FIVE	4.0	0.0	7.1	0.0	8.8	5.7
SIX TO NINE	2.0	0.0	0.0	5.6	0.0	7.1
TEN TO NINETEEN	3.5	1.0	0.0	0.0	0.0	2.9
TWENTY TO FORTY-NINE	2.5	2.6	0.0	5.6	0.2	5.1
FIFTY OR MORE	3.0	0.0	14.3	0.1	5.7	3.0
DON'T KNOW	1.5	0.0	0.0	0.0	2.9	3.0
NOT STATED	2.0	1.0	0.0	5.6	2.9	3.0
MEANS*	3.04	3.38	2.07	3.36	4.16	3.97
STANDARD DEVIATION	8.83	9.51	3.54	13.16	9.85	10.42
STANDARD ERROR	64	94	20	32	174	107
*MEAN EXCLUDES "DON'T KNOW" AND "NOT STATED" RESPONSES						

RG693 CANADIAN FACTS

TABLE 13
 0.98 NUMBER WHO DID NOT LIVE IN THE N.W.T. WHEN HIRED ON PAYROLL IN 1983
 BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE		
	FORT SMITH REGION	INUUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50% OR MORE	50% OR MORE
TOTAL	200	106	39	14	18	34	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
BASE FOR PERCENTAGES-ACTUAL	156	83	32	10	13	28	38
NUMBER WHO DID NOT LIVE IN THE N.W.T. WHEN HIRED IN 1983 FOR SUMMER: JUNE 1 TO SEPTEMBER 30:	78.0	78.3	82.1	71.4	72.2	82.1	79.8
NONE	13	8	4	2	0	1	6
ONE	6.5	7.5	10.3	14.3	0	2.7	6.4
TWO	3.0	3.8	2.6	0	0	2.0	4.0
THREE	2.0	1.9	2.6	0	5.6	0	2.0
FOUR	2.0	1.9	0	7.1	0	0	3.0
FIVE	1.5	0	0	7.1	0	0	0
SIX TO NINE	2.0	1.9	0	0	0	3.9	1
TEN TO NINETEEN	1.5	1.9	0	0	3.4	0	0
TWENTY TO FORTY-NINE	1.5	1.9	1	0	5.6	0	0
FIFTY OR MORE	0	0	2.6	0	0	0	0
DON'T KNOW	4	1	0	0	11.1	2.7	1.8
NOT STATED	2.0	3	0	0	0	2.9	2.0
MEAN*	3.95	3.84	1.00	1.79	2.13	5.93	4.2
STANDARD DEVIATION	3.87	3.75	4.81	1.63	3.64	1.76	1.20
STANDARD ERROR	2.28	3.37	7.77	1.43	1.41	1.31	1.12

RG655 CANADIAN FACTS

TABLE 13
G.9B NUMBER WHO DID NOT LIVE IN THE N.W.T. WHEN HIRED ON PAYROLL IN 1983
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50% OR MORE	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	34	99	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
NUMBER WHO DID NOT LIVE IN THE N.W.T. WHEN HIRED IN 1983 FOR THE BALANCE OF 1983 YEAR:							
NONE	182	95	36	14	31	87	53
ONE	91.3	89.6	92.3	100.0	91.2	87.9	94.6
TWO	1.5	1.9	2.6	0.0	2.7	2.0	0.0
THREE	2.0	3.8	2.6	0.0	0.0	3.0	1.8
FOUR	1.5	1.9	0.0	0.0	0.0	1.0	0.0
FIVE	1.5	1.9	0.0	0.0	0.0	1.0	0.0
SIX TO NINE	0.0	0.0	2.6	0.0	0.0	1.0	0.0
TEN TO NINETEEN	0.0	0.0	0.0	0.0	0.0	0.0	0.0
TWENTY TO FORTY-NINE	0.0	0.0	0.0	0.0	0.0	0.0	0.0
FIFTY OR MORE	1.5	1.9	0.0	0.0	0.0	1.0	0.0
DON'T KNOW	4.0	0.0	0.0	0.0	0.0	0.0	0.0
NOT STATED	3.3	1.9	0.0	0.0	2.7	2.0	1.8
	1.5	1.9	0.0	0.0	2.7	1.0	1.8
MEANS	1.23	3.35	2.21	0.0	0.03	2.42	0.04
STANDARD DEVIATION	1.11	2.05	1.86	0.0	1.18	2.17	0.27
STANDARD ERROR	0.14	0.20	0.14	0.0	0.03	0.22	0.04
*MEAN EXCLUDES "DON'T KNOW" AND "NOT STATED" RESPONSES							

R0655 CANADIAN FACTS

TABLE 14
 G.10A NUMBER OF FULL-TIME EMPLOYEES LIVING IN TH N.W.T. WHEN HIRED ON PAYROLL DURING SPECIFIC TIME PERIODS IN 1983
 BASE TOTAL RESPONDENTS

	NMT REGION OF OPERATION				% OF 1983 REVENUE			
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50% DR MORE	50% DR MORE	
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	99	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
NUMBER OF FULL-TIME EMPLOYEES LIVING IN N.W.T. WHEN HIRED FOR SUMMER: JUNE 1 TO SEPTEMBER 30:								
NONE	68	31	17	7	5	12	21	32
ONE	34.0	29.2	43.6	50.0	27.8	39.3	21.2	57.1
TWO	12.0	13.2	10.3	0.0	16.7	8.8	15.2	8.9
THREE	5.9	4.7	7.7	0.0	0.0	5.4	7.1	5.4
FOUR	8.0	6.6	2.4	3.3	11.1	11.8	11.1	3.2
FIVE	8.0	10.4	10.3	21.4	0.0	5.9	11.8	3.6
SIX TO NINE	5.0	4.7	10.3	7.1	11.1	2.9	8.7	5.4
TEN TO NINETEEN	9.0	7.4	7.7	7.1	16.7	0.0	7.1	1.8
TWENTY TO FORTY-NINE	7.5	7.4	2.6	7.1	0.0	4.4	12.7	3.6
FIFTY OR MORE	5.0	4.7	2.6	7.1	5.6	11.8	7.1	3.6
DON'T KNOW	1.3	2.8	0.0	0.0	0.0	0.0	6.1	1.8
REFUSED	1.3	0.0	2.6	0.0	1.1	1.1	0.0	3.6
NOT STATED	0.0	0.0	0.0	0.0	0.0	0.0	1.0	0.0
	3.0	3.8	0.0	0.0	0.0	2.9	4.0	1.8
MEAN*	5.67	7.18	2.89	4.71	4.56	6.03	4.83	4.43
STANDARD DEVIATION	14.43	18.73	4.81	8.47	7.45	9.26	6.54	13.28
STANDARD ERROR	1.04	1.86	0.78	2.26	1.86	1.64	0.67	1.82

TABLE 14
G. 10A NUMBER OF FULL-TIME EMPLOYEES LIVING IN TH N.W.T. WHEN HIRED ON PAYROLL DURING SPECIFIC TIME PERIODS IN 1983
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE	
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	VISITORS: LESS THAN 50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0
NUMBER OF FULL-TIME EMPLOYEES LIVING IN N.W.T. WHEN HIRED FOR BALANCE OF 1983 YEAR						
NONE	71	34	14	6	5	21
ONE	35.5	32.1	35.9	42.9	27.8	21.2
TWO	12.5	13.2	12.8	7.1	16.7	16.2
THREE	5.0	4.7	5.1	0.0	9.6	6.1
FOUR	6.3	4.7	5.1	3.3	9.2	6.8
FIVE	7.0	9.4	10.3	0.0	11.0	8.1
SIX TO NINE	6.5	6.6	10.3	1.1	0.2	8.1
TEN TO NINETEEN	9.0	8.5	10.3	7.1	11.2	9.1
TWENTY TO FORTY-NINE	16.0	11.1	10.3	7.1	11.1	13.1
FIFTY OR MORE	8.9	10.4	5.1	7.1	0.0	9.1
DON'T KNOW	4.2	3.8	2.6	7.1	5.6	5.1
REFUSED	1.9	1.7	0.0	0.0	0.0	0.0
NOT STATED	1.1	0.0	2.6	0.0	5.6	1.0
MEAN*	5.25	6.45	3.18	4.79	4.06	4.76
STANDARD DEVIATION	13.99	18.16	4.63	8.43	7.35	6.17
*MEAN EXCLUDES "DON'T KNOW", "REFUSED" AND "NOT STATED" RESPONSES	1.01	1.81	2.23	1.84	1.62	1.63

RG653 CANADIAN FACTS

TABLE 13
 100 NUMBER OF FULL-TIME EMPLOYEES NOT LIVING IN N.W.T. WHEN HIRED
 BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE			
	FORT SMITH REGION	INUUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE	
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	99	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
NUMBER OF FULL-TIME EMPLOYEES NOT LIVING IN N.W.T. WHEN HIRED FOR SUMMER: JUNE 1 TO SEPTEMBER 30:								
NONE	144	81	24	10	9	23	72	37
ONE	72.0	76.4	61.5	71.4	50.3	67.6	72.9	66.4
TWO	8.0	5.7	12.8	7.1	16.2	5.7	9.1	7.4
THREE	6.3	4.7	5.1	14.5	11.1	14.7	8.0	7.2
FOUR	1.8	1.9	5.1	0.0	0.0	0.0	0.0	3.5
FIVE	4.0	5.7	5.1	0.0	5.6	0.0	4.0	5.4
SIX TO NINE	1.3	1.9	0.0	0.0	0.0	0.0	1.0	0.0
TEN TO NINETEEN	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
TWENTY TO FORTY-NINE	1.0	0.0	0.2	0.0	0.0	0.0	0.0	1.0
FIFTY OR MORE	3.0	1.9	2.6	7.1	11.1	5.7	2.0	3.6
DON'T KNOW	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
REFUSED	1.0	1.0	1.6	0.0	5.6	2.9	1.0	3.6
NOT STATED	2.0	2.8	0.0	0.0	0.0	1.1	2.2	1.8
MEAN*	1.56	1.25	1.97	2.50	3.65	2.31	1.02	2.00
STANDARD DEVIATION	3.67	3.56	4.73	7.95	8.45	7.57	3.91	6.34
STANDARD ERROR	.41	.55	.77	2.12	2.05	1.34	.40	.87

RG655 CANADIAN FACTS

TABLE 15
 G.10B NUMBER OF FULL-TIME EMPLOYEES NOT LIVING IN N.W.T. WHEN HIRED
 BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION					% OF 1983 REVENUE	
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0
NUMBER OF FULL-TIME EMPLOYEES NOT LIVING IN N.W.T. WHEN HIRED FOR BALANCE OF 1983 YEAR:							
NONE	151	83	29	11	11	21	70
ONE	75	78	64	78	61	61	70
TWO	16	9	3	6	1	3	12
THREE	11	4	7	0	1	8	12
FOUR	5	3	7	14	1	6	7
FIVE	1	0	2	0	0	0	0
SIX TO NINE	2	2	5	0	5	0	0
TEN TO NINETEEN	1	0	0	0	0	0	3
TWENTY TO FORTY-NINE	0	0	0	0	0	0	2
FIFTY OR MORE	1	0	7	0	0	0	0
DON'T KNOW	2	0	6	7	5	2	2
REFUSED	0	0	0	1	0	0	0
NOT STATED	3	1	0	0	0	1	0
MEAN*	1.22	1.77	2.16	2.43	2.35	2.41	1.18
STANDARD DEVIATION	4.80	4.06	4.98	7.77	7.21	7.55	4.11
STANDARD ERROR	3.31	4.00	4.97	2.13	1.75	1.93	4.42
*MEAN EXCLUDES "DON'T KNOW", "REFUSED" AND "NOT STATED" RESPONSES							

RG655 CANADIAN FACTS

TABLE 16
 G.11 PERCENTAGE OF TOTAL DOLLARS PAID FOR 1983 WAGES AND SALARIES TO PART-TIME AND FULL-TIME EMPLOYEES
 BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION						% OF 1983 REVENUE				
	FORT SMITH REGION		INUVIK REGION		CENTRAL ARCTIC REGION		KEE-WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE	
	106	39	14	18	99	56					
TOTAL	200	100.0	39	100.0	14	100.0	18	100.0	99	100.0	56
BASE FOR PERCENTAGES-ACTUAL	38.0	32.1	26	27.8	4	27.8	5	14	32	39.2	22
PERCENT OF WAGES PAID TO PART-TIME EMPLOYEES:	13	9.4	2	14.3	0	0	0	0	10.1	10.1	3.9
LESS THAN 10%	6.5	12	3	7.1	0	0	0	4	16.2	16.2	8.9
10% TO 19%	11.0	11.3	7.7	16.7	0	0	0	11.8	10.1	10.1	0
20% TO 29%	7.0	8.5	0	5.6	0	0	0	8.8	2.0	2.0	9.9
30% TO 39%	4.9	5.7	0	5.6	0	0	0	5.9	5.1	5.1	3.4
40% TO 49%	5.0	6.6	2.1	7.1	0	0	0	2.9	1.0	1.0	0
50% TO 59%	1.0	1.9	0	0	0	0	0	0	2.0	2.0	0
60% TO 69%	2.0	1.9	0	7.1	0	0	0	1.0	1.0	1.0	0
70% TO 79%	1.0	1.9	0	0	0	0	0	2.9	2.0	2.0	3.6
80% TO 89%	1.0	1.9	0	0	0	0	0	0	0	0	0
90% OR MORE	2.0	1.9	0	0	0	0	0	0	0	0	0
DON'T KNOW	14.5	14.2	12.8	14.3	2	16.7	16.7	8.8	10.1	10.1	26.8
REFUSED	8.0	5.7	2.6	21.4	0	22.2	22.2	14.7	10.1	10.1	1.8
NOT STATED	1.0	1.9	0	0	0	0	0	0	1.0	1.0	0
MEAN*	31.09	18.53	33.64	36.93	23.93	26.59	38.89	26.59	30.78	30.78	41.91
STANDARD DEVIATION	52.49	34.02	39.88	40.08	32.53	32.53	41.91	32.53	30.78	30.78	41.91
STANDARD ERROR	2.63	3.46	5.52	10.71	6.04	6.04	5.65	6.04	3.28	3.28	5.65

TABLE 17
12 PERCENTAGE OF EQUIPMENT, SUPPLIES, PRODUCTS AND OTHER WHOLESALE GOODS PURCHASED FROM N.W.T. SUPPLIERS
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE
TOTAL	200	106	39	14	18	34	36
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
BASE FOR PERCENTAGES-ACTUAL	52	21	7	3	9	13	11
WHOLESALE PURCHASES FROM SUPPLIERS WITH A N.W.T. ADDRESS:	26.0	19.8	17.9	21.4	50.0	38.2	28.3
LESS THAN 10%	19	6	17	0	16.7	11.8	9.1
10% TO 19%	9	6	17	0	16.7	11.8	9.1
20% TO 29%	13	14	25	14	5.6	5.7	15.2
30% TO 39%	4	2	0	3	0	0	3
40% TO 49%	2	1	0	1	0	0	1
50% TO 59%	4	5	0	7	0	0	6
60% TO 69%	4	3	1	7	1	8	5
70% TO 79%	1	2	0	0	0	0	0
80% TO 89%	14	1	3	1	0	0	2
90% OR MORE	7	10	7	7	3	0	9
DON'T KNOW	41	8	10	0	0	0	6
REFUSED	20	25	12	14	5	20	14
NOT STATED	3	0	2	0	0	11	2
MEAN*	41.90	49.36	36.68	34.29	16.94	32.00	47.93
STANDARD DEVIATION	38.21	37.98	36.57	35.67	27.68	40.03	38.39
STANDARD ERROR	2.74	3.69	5.93	9.53	6.71	7.31	5.25

RG655 CANADIAN FACTS

TABLE 17
 0-12 PERCENTAGE OF EQUIPMENT, SUPPLIES, PRODUCTS AND OTHER WHOLESALE GOODS PURCHASED FROM N.W.T. SUPPLIERS
 BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION				% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	VISITORS: LESS THAN 50% OR MORE	50% OR MORE
TOTAL	200	106	14	18	34	99	56
	100.0	100.0	100.0	100.0	100.0	100.0	100.0
BASE FOR PERCENTAGES-ACTUAL							
WHOLESALE PURCHASES FROM SUPPLIERS NOT LOCATED IN THE N.W.T.	32	20	3	0	6	11	9
LESS THAN 10%	16.0	18.9	14.3	0	17.6	11.1	16.1
10% TO 19%	12	10	0	1	2.9	3.0	16.6
20% TO 29%	6.0	9.4	0	5.6	0	13.1	10.7
30% TO 39%	10.5	13	7.1	5.6	0	2.0	12.9
40% TO 49%	2.0	4.4	0	0	0	2.0	1.8
50% TO 59%	1.0	1.9	0	0	0	2.0	0
60% TO 69%	6.0	4.7	1	1.6	3	7.1	4
70% TO 79%	3.0	4.7	14.3	5.6	8.8	4.0	7.1
80% TO 89%	7.0	6.6	0	0	0	4.9	3.6
90% OR MORE	10.0	11.3	21.4	11.1	2.9	11.1	8.2
DON'T KNOW	63	23	7.1	11.1	16	32.3	31.8
REFUSED	31.8	21.7	21.4	61.1	47.1	32.3	32.1
NOT STATED	4.0	7.2	0	3.6	14.7	3.0	3.6
MEAN*	33.44	47.30	59.65	77.18	63.52	60.49	52.07
STANDARD DEVIATION	38.39	37.35	39.20	33.80	41.66	35.35	38.55
STANDARD ERROR	2.77	3.70	6.15	10.48	7.74	3.65	5.25

*MEAN EXCLUDES "DON'T KNOW", "REFUSED" AND "NOT STATED" RESPONSES

RG633 CANADIAN FACTS

TABLE 19
9.14 PERCENTAGE INCREASE OR DECREASE ANTICIPATED OVER NEXT FIVE YEARS
BASE TOTAL RESPONDENTS WHO EXPECT OVERALL VOLUME OF BUSINESS TO INCREASE*

	NWT REGION OF OPERATION						% OF 1983 REVENUE	
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	RAFFIN REGION	VISITORS LESS THAN 50% OR MORE	50% OR MORE
BASE FOR PERCENTAGES—ACTUAL	139	70	28	12	14	23	67	41
PERCENTAGE INCREASE OR DECREASE ANTICIPATED:	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
LESS THAN 10%	9	3	1	1	3	4	4	3
10% TO 19%	63	43	36	8	21	17	6	7
20% TO 29%	36	21	18	5	0	4	18	9
30% TO 39%	25	30	25	41	0	17	26	22
40% TO 49%	19	27	17	3	7	2	17	6
50% TO 59%	11	25	17	0	1	8	23	14
60% TO 69%	7	4	1	8	2	3	6	2
70% TO 79%	1	5	3	0	0	0	9	4
80% TO 89%	1	1	0	0	0	0	0	1
90% OR MORE	17	17	17	8	3	2	0	2
DON'T KNOW	12	10	3	0	21	8	9	12
NOT STATED	1	0	1	0	0	0	1	0
MEAN*	42.32	36.50	55.69	17.92	49.85	32.26	36.05	60.79
STANDARD DEVIATION	70.89	67.39	93.91	13.39	75.04	47.23	86.12	91.52
STANDARD ERROR	6.32	8.42	18.81	3.87	15.54	10.84	8.54	14.85

*MEAN EXCLUDES "DON'T KNOW" AND "NOT STATED" RESPONSES
**INCLUDED IN THIS TOTAL ARE 9 FIRMS WHO EXPECT A DECREASE IN VOLUME

TABLE 20
G.13 PERCENTAGE SHARE OF INCREASE OR DECREASE ESTIMATED FROM GAINS OR LOSSES IN REVENUES FROM VARIOUS SOURCES
BASE TOTAL RESPONDENTS WHO EXPECT OVERALL VOLUME OF BUSINESS TO INCREASE**

BASE FOR PERCENTAGES--ACTUAL SHARE OF BUSINESS VOLUME ESTIMATED FROM RESPONDENTS OF YOUR BUSINESS COMMUNITY: LESS THAN 10%	NMT REGION OF OPERATION					% OF 1983 REVENUE		
	FORT SMITH REGION		CENTRAL ARCTIC REGION		KEE-WATIN REGION	BAFFIN REGION	VISITORS: LESS THAN 50% OR MORE	
	70	28	12	14	41	23	67	100.0
TOTAL	139	100.0	100.0	100.0	100.0	100.0	100.0	100.0
10% TO 19%	31	24	11	4	4	9	11	29
20% TO 29%	36.7	34.3	39.3	33.2	28.6	39.3	16.4	70.7
30% TO 39%	7.9	2.9	14.3	16.7	7.1	13.0	7.2	12.2
40% TO 49%	2.2	2.9	0.0	0.0	7.1	0.0	3.0	0.0
50% TO 59%	4.2	2.9	7.1	8.3	7.1	0.0	4.3	2.4
60% TO 69%	1.4	1.4	3.6	0.0	0.0	0.0	1.3	2.4
70% TO 79%	4.7	5.7	0.0	8.3	14.3	4.3	7.2	0.0
80% TO 89%	7.9	1.4	0.0	0.0	0.0	0.0	1.3	0.0
90% OR MORE	6.9	4.3	7.1	8.3	14.3	4.3	13.4	0.0
DON'T KNOW	4.3	2.9	3.6	8.3	7.1	0.0	7.2	0.0
NOT STATED	15.1	20.0	10.7	0.0	0.0	26.1	23.9	0.0
MEAN*	10.8	13.7	10.7	0.0	7.1	4.3	10.4	4.9
STANDARD DEVIATION	5.8	9.7	3.6	16.7	7.1	8.7	3.0	7.3
STANDARD ERROR	32.56	37.20	27.72	20.83	30.38	33.36	32.40	3.87
	38.84	41.22	37.45	29.68	31.19	42.89	38.41	9.00
	3.49	5.37	7.49	8.57	8.65	9.15	4.96	1.44

**INCLUDED IN THIS TOTAL ARE 9 FIRMS WHO EXPECT A DECREASE IN VOLUME

TABLE 20
 9.15 PERCENTAGE SHARE OF INCREASE OR DECREASE ESTIMATED FROM GAINS OR LOSSES IN REVENUES FROM VARIOUS SOURCES
 BASE TOTAL RESPONDENTS WHO EXPECT OVERALL VOLUME OF BUSINESS TO INCREASE

	NWT REGION OF OPERATION					% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	LESS THAN 50% VISITORS	50% OR MORE	
BASE FOR PERCENTAGES-ACTUAL	139	28	12	14	23	67	41	
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	
SHARE OF BUSINESS VOLUME ESTIMATED FROM N.W.T. RESIDENT TRAVELLERS								
LESS THAN 10%	70	16	4	5	13	29	27	
10% TO 19%	50.4	57.1	33.3	42.9	56.5	43.3	65.9	
20% TO 29%	10.1	10.7	8.1	7.1	17.4	11.9	9.8	
30% TO 39%	7.9	3.6	8.2	28.6	4.3	11.9	2.4	
40% TO 49%	3.0	0.1	16.7	0.0	0.0	7.5	2.4	
50% TO 59%	2.3	3.6	0.0	0.0	0.0	3.2	2.4	
60% TO 69%	2.3	0.0	0.0	0.0	0.0	3.2	2.4	
70% TO 79%	2.0	0.0	1.1	7.1	4.3	3.2	2.4	
80% TO 89%	0.0	0.0	8.3	0.0	0.0	3.0	0.0	
90% OR MORE	1.4	0.0	0.0	0.0	0.0	0.0	0.0	
DON'T KNOW	2.3	7.1	0.0	0.0	0.0	1.9	1.1	
NOT STATED	10.8	10.7	0.0	7.1	4.3	10.4	4.9	
	5.8	3.6	16.7	7.1	8.7	3.0	7.3	
MEAN*	13.10	14.76	31.67	13.23	11.27	19.98	7.56	
STANDARD DEVIATION	21.95	28.01	31.07	18.95	23.85	21.28	17.84	
STANDARD ERROR	1.97	5.60	8.97	5.26	3.08	2.75	2.86	

* INCLUDED IN THIS TOTAL ARE 9 FIRMS WHO EXPECT A DECREASE IN VOLUME

TABLE 20
0-12 PERCENTAGE SHARE OF INCREASE OR DECREASE ESTIMATED FROM GAINS OR LOSSES IN REVENUES FROM VARIOUS SOURCES
BASE TOTAL RESPONDENTS WHO EXPECT OVERALL VOLUME OF BUSINESS TO INCREASE

	NWT REGION OF OPERATION					% OF 1983 REVENUE		
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	BAFFIN REGION	LESS THAN 50%	50% OR MORE	
BASE FOR PERCENTAGES-ACTUAL	139	70	28	12	14	23	67	41
	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
SHARE OF BUSINESS VOLUME ESTIMATED FROM VISITORS TO THE N.W.T.								
LESS THAN 10%	31	17	5	1	3	6	23	0
10% TO 19%	22.3	27.1	17.9	8.3	21.4	26.1	37.3	0
20% TO 29%	6.9	2.2	14.3	8.3	0	4.3	7.5	1
30% TO 39%	6.3	2.2	3.1	16.7	21.0	13.0	11.9	2
40% TO 49%	2.7	2.2	3.1	8.1	0	0	4.5	0
50% TO 59%	2.9	2.2	3.6	8.3	0	0	6.0	0
60% TO 69%	4.3	7.1	0	0	0	0	4.3	2
70% TO 79%	2.9	4.3	0	8.3	1	0	3.0	4
80% TO 89%	2.2	1.4	7.1	0	0	0	0	7
90% OR MORE	3.6	4.3	3.6	0	0	2.7	3.0	2
DON'T KNOW	29.5	22.1	32.1	25.0	35.7	34.8	9.0	4
NOT STATED	10.8	15.7	10.7	0	7.1	4.3	10.4	2
	5.8	5.7	3.6	16.7	7.1	8.7	3.0	7
MEAN*	47.17	43.73	49.52	40.83	48.69	46.73	26.62	80.87
STANDARD DEVIATION	41.72	41.22	42.56	39.71	42.69	44.97	31.88	30.43
STANDARD ERROR	3.75	3.37	8.51	11.46	11.84	9.59	4.12	4.87

*MEAN EXCLUDES "DON'T KNOW" AND "NOT STATED" RESPONSES
**INCLUDED IN THIS TOTAL ARE 9 FIRMS WHO EXPECT A DECREASE IN VOLUME

TABLE 21
Q 16A WHETHER PLAN ANY EXPANSION OF BUSINESS IN NEXT FIVE YEARS FROM 1984 TO 1988
BASE TOTAL RESPONDENTS WHO EXPECT OVERALL VOLUME OF BUSINESS TO INCREASE**

	NWT REGION OF OPERATION						% OF 1983 REVENUE	
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS: LESS THAN 50%	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	139 100.0	70 100.0	28 100.0	12 100.0	14 100.0	23 100.0	67 100.0	41 100.0
WHETHER PLAN ANY EXPANSION OF BUSINESS IN NEXT FIVE YEARS FROM 1984 TO 1988:								
PLAN AN EXPANSION	71 51.1	31 44.3	17 60.7	6 50.0	8 57.1	12 52.2	36 53.7	19 46.3
DO NOT PLAN AN EXPANSION	65 46.8	37 52.9	11 39.3	6 50.0	6 42.9	10 43.5	30 44.8	22 53.7
DON'T KNOW	2 1.4	1 1.4	0 0	0 0	0 0	1 4.3	1 1.5	0 0
NOT STATED	1 .7	1 1.4	0 0	0 0	0 0	0 0	0 0	0 0

**INCLUDED IN THIS TOTAL ARE 9 FIRMS WHO EXPECT A DECREASE IN VOLUME

RG699 CANADIAN FACTS

TABLE 22
 0 168 DESCRIPTION OF HOW BUSINESS WILL BE EXPANDING
 BASE TOTAL RESPONDENTS WHO PLAN ON EXPANDING BUSINESS IN NEXT FIVE YEARS

DESCRIPTION OF HOW BUSINESS WILL BE EXPANDING	NWT REGION OF OPERATION				% OF 1983 REVENUE				
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KZE- WATIN REGION	BAFFIN REGION	LESS THAN 50%	50% OR MORE	19	8
BASE FOR PERCENTAGES-ACTUAL	71 100.0	31 100.0	17 100.0	6 100.0	8 100.0	12 100.0	36 100.0	17 42.1	19 36.8
DESCRIPTION OF HOW BUSINESS WILL BE EXPANDING									
HIRE MORE EMPLOYEES	33 46.5	13 41.9	9 52.9	3 50.0	3 37.5	7 58.3	17 47.2	8 21.7	7 19.4
EXPANSION OF FACILITIES, OR ADDITIONAL EQUIPMENT	33 46.5	12 38.4	10 58.8	3 50.0	4 50.0	4 33.3	19 52.8	7 19.4	8 21.7
UPGRADING OR UPDATING PLANT OR EQUIPMENT	13 18.3	8 25.8	1 5.9	1 16.7	2 25.0	1 8.3	8 22.2	2 5.6	2 5.6
OFFER MORE TOURS, PACKAGES, SERVICES	12 16.9	5 16.1	2 11.8	2 33.3	2 25.0	3 25.0	3 8.3	3 8.3	3 8.3
INCREASE FLOOR SPACE	8 11.3	2 6.3	2 11.8	0 0	2 25.0	2 16.7	4 11.1	2 5.6	2 5.6
OPEN A NEW OFFICE	7 9.9	3 9.7	2 11.8	0 0	0 0	3 25.0	0 0	3 8.3	3 8.3
MISCELLANEOUS SINGLE MENTIONS	4 5.6	1 3.2	1 5.9	0 0	0 0	1 8.3	1 2.8	1 2.8	1 2.8
DON'T KNOW	1 1.4	1 3.2	0 0	0 0	0 0	0 0	1 2.8	0 0	0 0
NOT STATED	1 1.4	0 0	0 0	0 0	0 0	1 8.3	0 0	1 2.8	1 2.8

TABLE 23
Q.17A WHETHER EXPANDED BUSINESS OVER PAST FIVE YEARS FROM 1978 TO 1982
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION					% OF 1983 REVENUE		
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE- WATIN REGION	BAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0	56 100.0
WHETHER EXPANDED BUSINESS OVER PAST FIVE YEARS FROM 1978 TO 1982:								
HAVE EXPANDED THE BUSINESS	105 52.5	51 48.1	26 66.7	9 64.3	5 27.8	18 52.9	57 57.6	29 51.8
HAVE NOT EXPANDED THE BUSINESS	88 44.0	53 50.0	13 33.3	5 35.7	10 55.6	15 44.1	37 37.4	26 46.4
DON'T KNOW	3 1.5	1 .9	0 0	0 0	2 11.1	0 0	2 2.0	1 1.8
NOT STATED	4 2.0	1 .9	0 0	0 0	1 5.6	1 2.9	3 3.0	0 0

RG655 CANADIAN FACTS

TABLE 24
 G 178 DESCRIPTION OF PREVIOUS EXPANSION TO BUSINESS
 BASE TOTAL RESPONDENTS WHO HAVE EXPANDED THE BUSINESS OVER THE PAST FIVE YEARS

DESCRIPTION OF PREVIOUS EXPANSION TO BUSINESS	NWT REGION OF OPERATION					% OF 1983 REVENUE	
	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEEWATIN REGION	DAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	105 100.0	51 100.0	26 100.0	9 100.0	5 100.0	18 100.0	29 100.0
DESCRIPTION OF PREVIOUS EXPANSION TO BUSINESS							
EXPANDED FACILITIES, OR OBTAINED ADDITIONAL EQUIPMENT	47 44.8	26 51.0	10 38.5	3 33.3	2 40.0	6 33.3	13 44.8
UPGRADED OR UPDATED PLANT OR EQUIPMENT	20 19.0	7 13.7	5 19.2	1 11.1	2 40.0	4 22.2	7 24.1
Hired more employees	33 31.4	17 33.3	10 38.5	1 11.1	4 80.0	5 27.8	10 34.3
Increased floor space	21 20.0	8 15.7	6 23.1	2 22.2	2 40.0	6 33.3	4 13.8
Offered more tours, packages, services	17 16.2	7 13.7	6 23.1	3 33.3	1 20.0	2 11.1	5 17.2
Opened a new office	8 8.6	6 11.8	1 3.8	1 11.1	0	2 11.1	7 23.3
Miscellaneous single mentions	7 6.7	2 3.9	3 11.5	0	0	2 11.1	4 13.3
NOT STATED	3 2.9	1 2.0	0	1 11.1	0	1 5.6	1 3.4

RG633 CANADIAN FACTS
 TABLE 23
 G.18 LIMIT OF PERCENTAGE INCREASE IN VOLUME OF BUSINESS TO RETAIN STATUS 000
 BASE TOTAL RESPONDENTS

	NMT REGION OF OPERATION					% OF 1983 REVENUE		
	TOTAL	FORT SMITH REGION	INUUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATYIN REGION	BAFFIN REGION	VISITORS LESS THAN 50%	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200	106	39	14	18	34	99	36
LIMIT OF PERCENTAGE INCREASE IN VOLUME OF BUSINESS TO RETAIN STATUS 000:	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
LESS THAN 10%	37	16	6	4	3	7	17	10
10% TO 19%	18.5	15.1	15.2	28.6	16.7	20.6	17.2	17.9
20% TO 29%	13.0	16.0	5.1	0	4	11.8	15.2	10.6
30% TO 39%	20.0	23.6	20.8	28.6	5.6	8.3	24	10.7
40% TO 49%	7.5	7.3	10.4	7.1	0	8.2	24.2	19.6
50% TO 59%	5.5	5.6	5.1	7.1	3	5.1	7.1	7.1
60% TO 69%	8.5	5.7	5.8	7.1	16.7	2.9	6.1	5.4
70% TO 79%	5.5	6.6	20.9	0	11.1	2.9	10.1	8.9
80% TO 89%	1.0	0	2.6	0	0	0	1	0
90% OR MORE	15	0	2.6	0	5.6	0	0	2.6
DON'T KNOW	7.5	7.5	0.2	7.1	0	0	1.9	0
REFUSED	9.5	8.5	7.7	7.1	11.1	14.7	9.1	12.9
NOT STATED	15	7.5	0	0	0	23.9	6.1	10.7
MEAN*	34.34	38.05	34.98	19.62	22.69	36.88	36.61	38.26
STANDARD DEVIATION	80.84	103.76	36.89	27.87	22.63	57.43	105.33	42.88
STANDARD ERROR	6.03	10.59	6.15	7.73	5.66	11.26	10.92	6.06

*MEAN EXCLUDES "DON'T KNOW", "REFUSED" AND "NOT STATED" RESPONSES

TABLE 26
Q.19 POSITION OR JOB TITLE IN COMPANY
BASE TOTAL RESPONDENTS

	NWT REGION OF OPERATION					% OF 1983 REVENUE		
	TOTAL	FORT SMITH REGION	INUVIK REGION	CENTRAL ARCTIC REGION	KEE-WATIN REGION	BAFFIN REGION	VISITORS: LESS THAN 50%	50% OR MORE
BASE FOR PERCENTAGES-ACTUAL	200 100.0	106 100.0	39 100.0	14 100.0	18 100.0	34 100.0	99 100.0	56 100.0
POSITION OR JOB TITLE IN COMPANY:								
BUSINESS EXECUTIVE: OWNER MANAGER	181 90.5	94 88.7	36 92.3	14 100.0	15 83.3	33 97.1	88 88.9	53 94.6
CLERICAL WORKER	14 7.0	12 11.3	2 5.1	0 0	2 11.1	0 0	6 6.1	3 5.4
SKILLED LABOUR	1 .5	0 0	1 2.6	0 0	0 0	0 0	1 1.0	0 0
NOT STATED	4 2.0	0 0	0 0	0 0	1 5.6	1 2.9	4 4.0	0 0

A P P E N D I X

VERBATIM ADDITIONAL COMMENTS
TRANSCRIBED FROM MAIL-BACK
QUESTIONNAIRES

P.6 - QUESTIONNAIRE

ADDITIONAL COMMENTS

Please use this space if you wish to make further comments or suggestions regarding the N.W.T. travel industry and how it affects your business.

We get a lot of inquiries from Explorer's Guide.

Should be competition on Edmonton and Yellowknife run.

Due to the sudden death of our Office Manager and Chief pilot Mero McKerral, we find it difficult to answer all your questions accurately, so sorry for the delay.

Our business is not a tourist oriented business and this survey would not seem to be applicable; probably a carry over from some number of years ago when we contemplated going into that type of operation.

Will never have a tourist industry until we get a road from the south.

Need a road, all weather highway, finishing at the MacKenzie Highway.

Replace P.W.A.

More publicity about the lodges; hand-outs for people who do visit, more advertising of the Territories.

I think that if they wanted to look at their advertising policy and if an interesting proposal should be considered and possibly shared by the government in other areas than car travel and hotel.

I'm hoping we get more sales as it was slow in Yellowknife. We want more shows. The show in Yellowknife helped with more business.

I'm in favour of the tourist industries. They promote a lot but they also make it difficult at times for the operators. The people from the industries should be consulted more closely by the government, because the industries are the ones involved with the tourists and know what they want.

Don't like plane schedule (P.W.A.); should be afternoon flight once a week/tourist facilities at Hay River stink, nowhere to eat/charges on the rooms are outrageous/should pave the remainder of the Highway.

Would like to take people to Great Bear Lake.

That it has to increase business.

I need this hotel in the travelling bureau. We need more advertising. Please give us some information where to apply to. We need some mortgage money so we can finish our renovations properly. There is a few government finance departments, but as soon as you apply, they run and bury their heads. Even this is just a headache. It sure isn't good to help small business so we can survive and create employment. I'll bet \$100 that this department won't come back to me and give me some information for mortgage.

Tourism and the business, it would generate would be a good value to this area, if a fishing and hunting lodge was established. There are none presently.

I feel there is a potential of at least doubling the tourism dollar from outside the N.W.T. (Southern Canada, United States and Europe), with the right promotion through agencies and/or publications outside the N.W.T.

N.W.T. travel industry has no effect on my business, because my business is bored solely on the people who live in the region. (Frobisher Bay)

Because of the economic uncertainties, it does not look good for Hay River over the next 5 - 10 years. Re: road traffic, tourists may increase but the majority of our business is the business traveller, and the business sector for the Hay River area does not look good.

Have more information for visitors to the N.W.T. about Hay River, Pine Point, Fort Resolution and Fort Smith. Also have access to the Great Slave Lake from the Pine Point area for fishing and swimming.

We would like to hire people that are residents of N.W.T. If people could be trained as helicopter mechanics and pilots, then we would be able to hire native or residents.

None, except the government should subsidize the tourist traffic. There is very little tourist travel now. Suggest a museum or boat cruise to Aklavik on subsidy to increase tourist revenue. Tourists are remaining in the Inuvik area.



The people here have to change their attitude about tourists, treat them better and get a couple of good cooks up here.

We are very interest in promoting tourism in the N.W.T. but it is still at infant stage, Some businesses are totally unaware of reciprocity of benefits in the travel industries such as certain airlines. Maybe the government could encourage and feed money that is now available to help promote and develop local businesses and inform them of the possibilities, if everybody is aware and cooperative.

Let's get the land claims settled and get going. Some short roads to places of interest to tourists viz the River Delta, plant life and animal life and water fowl. Requires access other than by plane. A road on west side Piel River to Akalvik with ferry Inuvik to Tuk and road from Tuk to Inuvik. There is nothing here for tourists in the term as it is.

Train merchants to handle tourists better. Clean up the city.

Distribution of the Dempster Highway brochure was poor.

If there is an increase in tourism then there will have to be a new hotel.

The N.W.T. Government wastes too much money on scheduled carriers.

We could use more advertising through travel agencies. Like they come up here and they don't know ahead of time what is available.

It would be nice if we had more road. If the population and businesses could increase, it would.

More time, money, efforts, personnel should be spent in the outlying communities. Also personnel hired by the government for these positions should have practical experience in these areas.

The tourist industry does not affect our business. Our main generator of business is government of N.W.T. and the mining company. If mining companies got going again, it would be great for us. The federal government could use local services instead of bringing their own from other provinces. I also think a survey of this kind would be better answered early in the year rather than at this time when we are at the busiest.

We've tried and tried to get a tourist information centre here (Hay River). We are losing tourists to other centres.

We need cheaper air fares. (Aklavik)

Tourist information should be more available. Air industry doesn't advertise enough. Campgrounds and hotels are over legislated by the government, seem to be carried away with regulations trying to bring everything up to standard.

We need an all weather road and cheaper air fares and freight rates.

This summer we opened up a couple of Sundays for Horizon tours and we made about \$5,000.00 for these 2 days.

The owner, of the company just passed away so some of these questions are impossible to answer at this time. The questionnaire has been received and will be filled out and mailed to us in the near future.

Tourism is very important to the business.

Air fares are too high.

More access to information about where to find what, like a business directory and slide presentations at a tourism booth (self operator) for driving tourists.

They could relax the liquor laws. That would help my business. A bridge over the river would help too. The ferry kind of ties things up.

Need more advertising about the N.W.T.

Tourism's own administration structure stinks. No flexibility in responding to the changing ways of tourism.

I don't think people are informed about what is here in Yellowknife. We need more advertising to push local business. I didn't know anything about Yellowknife until I came here on a holiday. Whitehorse seems to be more tourist oriented. More people know about it than about Yellowknife.

If the government employees would stay away from picking people up at the airport it would help my business. (Limousine Service)
Fort Simpson

Most of our records are kept at the Department Of Economic Develop Frobisher Bay N.W.T. Therefore questions 7 and 8 are difficult for us to answer. Also, most of our sales are through products being sent out to stores across the N.W.T. and the south. Therefore, we don't fall into your categories of "residents, travellers, or visitors".



Hopefully by making people more aware of the north, more people will travel in our area.

Airline scheduling and ticket pricing are respectively poorly planned (too close together) and (too high ie: \$800.00 Holman - Yellowknife \$900.00 to Holman - Winnipeg)

See Yellowknife.

This business will be affected to my business or tourism will be increased under my business as an outfitter service in the near future.

Business outlook in the Easter Arctic looks very bleak due to increased energy costs, and less government expenditures for tourism. The East has outpriced itself for future expansion.

In most cases I can only speak for my branch of this bank. Our branch suffered a \$50,000.00 loss for the fiscal year 1983 and none of this can be contributed to N.W.T. tourism.

The majority of my revenue derives from construction and this survey is not designed to accept this. Tourism picks up a little each year but it is a very slow process.

This questionnaire and questions and my answers are misleading as we operate in Norman Wells during the Pipeline Expansion Project of 1982-1983. Tourism is not a big factor here unless all hunting and fishing lodges are forced to use northern based companies for air transport in the future. They currently do not, but should.

Dempster patrol outfitter located at Ferry Crossing at Peel River, 8 miles above McPherson, open only summer for boat trips for tours, coming from south, made one trip for people from Japan 1983 summer, two trips in summer 1982.

Advertise more on the parks and fishing and sight seeing in the North.

Only affect my business, no contract in south.

I think we tend to overestimate the dollar value of tourism. Most tourists are willing to spend money for travel, but once here, they spend as little as possible and get their enjoyment for viewing our northern setting.

(7)

The effectiveness of the travel industry to our business is governed by the marketing of the region to potential visitors. The quality of the advertising, the brochures and publications must be stressed and that it must be available throughout the year. The seasonal approach to available information through outlets needs to be upgraded and the professional quality of the information must be maintained in a consistent manner from the inception to the time it is placed in the hands of the visitor. The experience the visitor is being offered must be equal to the written description and the expectation of the visitor must be satisfied. A strategic marketing of the attraction must be well funded throughout.

In the past only people paid by the government or large mega companies travelled in the Arctic regions. Hence, nobody seemed to have cared how expensive the airfares, cost of hotels or lodges and cost of services were, as the bills were paid by the employer. If the N.W.T. travel industry and G.N.W.T. truly want to encourage tourism, they have to smarten up and start fighting with the unjustified high air fares for the people who pay from their tax paid dollars and have no other alternative to reach the Arctic regions. Like the central and eastern Arctic, this is a long subject, and the more government stays out of it, it is better for the industry. There is never any action only too many fruitless studies. The Arctic tourist would enjoy roughing it and also would look at the cost for value, and look for old times and adventure that is unique in the Arctic, but the government likes comforts of Hiltons cost skyhigh only they can afford as they don't pay anyway.

We feel there is definite prejudice against non-residents of the N.W.T. owning and operating businesses in the N.W.T. Government and individuals are often unrealistic about the amount we spend and the value of those dollars we spend in the N.W.T. Government and the N.W.T.I.A. mistakenly feel lodge operators are making huge profits and often implement restrictive regulations without concern for the operators that result in these businesses becoming less viable from a financial and operational position much much more.

Potential exists but a large amount of seed money is needed to advertise existing facilities and encourage private entrepreneurs to develop new ones. Outside business can really only effectively develop the tourism industry from this point because the eastern Arctic tourism exists only outside the area and extensive, expensive travel is necessary to reach it.

The Department Of Economic Development And Tourism should be separated into two independent departments. There is currently too much political interference (native politics) with the tourist industries.



The Dempster highway has the greatest effect on our tourist business and we expect this to continue to improve.

Other than a little more advertising, the travel industry in the N.W.T. is slowly progressing.

Direct financial assistance (grants) to offset the cost of advertising promotion and promotional materials (ie. brochures, pamphlets, magazine ads).

The Arctic is the hardest destination to see because of expensive air fares.

The travel industry's services in the food and accommodation sectors requires continuous efforts to upgrade their delivery, hours of services, particularly on Sundays, seem to be generally very disturbing to people wanting to eat an early breakfast. Gas stations hours along the highways need to be advertised more fully.

At present we get work for our business from conventions. If travel could be extended or evened out, we would handle 3 or 4 times our value with our equipment.

Our business does not hire N.W.T. employees or do business with N.W.T. suppliers because of geographic logistics. In the Keewatin South it simply is not practical to be supplied from Rankin Inlet or Eak Point when Lynn Lake, Manitoba is so much closer, the same is true of employees. We hire natives who live only 90 miles from our lake and who traditionally hunted in our area.

The travel and tourism potential of our part of the N.W.T. is contingent on the Department Of Economic Development And Tourism, making available to established companies and operators, low interest loans or grants to enhance existing operations in the promotional and development of tourist travel where operators are not included to spend more risk capital, than they already have to the point of over extending themselves financially.

We are involved quite well into tourism now mainly day tours (meals). We have good potential for longer stays by tourists. Lower cancellations have been made by quite a number due to local liquor ban. Estimated sales loss due ban march - October - \$34,000.00 1983. Hotel guests only, day tours - \$6,000.00, estimate 1983. Also means loss of 2 part-time and/or 1 full time job opportunity. (If hotel resident license was possible, would be great help to problem).



Our long awaited Outfitter's License just recently granted. We hope to have this operating next summer and hire people to work as guides on sight seeing tours, bird watching, etc.

In the Inuvik region, there has to be established an increased awareness program of what tourism is all about. Along with this, should be an attitude of co-operation between all local tour operators putting their heads together. For a common goal, it is to be said that tourism has progressed from three years, on attitude and awareness through Waua's efforts. However, it is also felt we have a long way to go.

CANADIAN FACTS

Vancouver Toronto Ottawa Montreal
A division of SK/CF Inc



Canadian Facts
1112 W. Pender Street, 5th Floor, Vancouver,
British Columbia V6E 2S1. (604) 669-3344

Dear NWT Business Operator:

We have been asked by the Government of the Northwest Territories Economic Development and Tourism to carry out a major survey of businesses in the Northwest Territories that serve travellers. We are Canadian Facts, a professional research firm which conducts confidential surveys such as this one. This survey will provide an effective way for individuals such as yourselves to have direct input into policy planning, marketing activities, and development for your area. This survey will make it possible to assess the significance of the travel industry to the NWT economy, the current health of the industry and its prospects for growth.

The questionnaire is easy to fill out and takes about 15 minutes to finish. It is divided into four Sections. Please complete each Section. Sections Two and Three ask you for estimates of revenues and expenses. In some cases you will be asked to give projected estimates for your 1983 business period.

All information on your questionnaire is confidential, your firm will not be identified in any way in the final analysis.

TravelArctic has agreed to assist with the distribution of these questionnaires. For this reason your questionnaire was sent to you from their offices in Yellowknife and is to be returned (in the postage paid return envelope) back to them in Yellowknife. Your returned questionnaire will be shipped directly to Canadian Facts' offices in Vancouver, still sealed in the envelope.

We have included an identifying code on your questionnaire. Due to the remoteness of some businesses it has been our experience that mail services are somewhat slow therefore in order not to delay the study we plan to make telephone calls to all businesses for whom we have not received questionnaires by December 13, 1983. We will collect the questionnaire information over the telephone at that time.

Even though your business was picked at random from a list of firms, which to varying degrees rely on travellers for revenues, obtaining a response from your firm is very important. To ensure that the opinions of your business will be included in this study, please return the questionnaire in the postage paid envelope provided, as soon as you can before December 9, 1983.

Should you have any enquiries please contact Mr. Alan Vaughan, Chief Tourism and Parks at (403) 873-7903 or myself (604) 669-3344.

Thank you for your cooperation and prompt response.

Yours sincerely,

Moira C. Silcox,
Senior Project Director

cc: Mr. Alan Vaughan,
Division of Tourism and Parks,
Government of the N.W.T.,
Yellowknife, N.W.T.
X1A 2L9

NWT BUSINESS SURVEY - TRAVEL & TOURISM

Please disregard all numbers to the right of each answer box; these are computer codes for data analysis purposes only. Answer each question by checking the appropriate box or by filling in the blank.

SECTION ONE - GENERAL DESCRIPTION OF YOUR BUSINESS

1(a) Which of the following general categories best describes the main activity of the business you presently operate? (CHECK ONE BELOW)

- | | |
|---|---|
| Amusement And Recreation Services (Bowling Alley, Golf Course, Sightseeing)..... <input type="checkbox"/> 6-1 | Food Stores <input type="checkbox"/> 7-1 |
| Apparel Stores <input type="checkbox"/> 2 | Gasoline Station <input type="checkbox"/> 2 |
| Auto Dealers <input type="checkbox"/> 3 | General Merchandise Retail Store.. <input type="checkbox"/> 3 |
| Automotive (Vehicle Rental, Car Repair) <input type="checkbox"/> 4 | Hotels, Rooming Houses, Camps And Other Lodging Places <input type="checkbox"/> 4 |
| Banking, Trust Company, Credit Union <input type="checkbox"/> 5 | Miscellaneous Retail Stores <input type="checkbox"/> 5 |
| Business Services (Advertising, Employment Agencies, Management Services, Travel Agencies, Guides) <input type="checkbox"/> 6 | Personal Services (Laundry, Beauty Shops, Shoe Repair) <input type="checkbox"/> 6 |
| Eating And Drinking Places <input type="checkbox"/> 7 | Transportation Services <input type="checkbox"/> 7 |
| | Other <input type="checkbox"/> 8 |

(b) For additional clarification, would you please provide a written description of the main activity of your firm (i.e. "We are a bus company offering sightseeing tours.>"). (WRITE IN THE SPACE BELOW)

_____ 8/12 -

2. Including 1983 as one year, how many consecutive years has this business operated in the Northwest Territories? Note: Please add to total number of years the entire length of time prior operators ran the same business you presently run.

TOTAL YEARS _____ 13/14 -

3. Other than your business at this location, how many other business offices, depots, or branches does your company operate in the Northwest Territories? (RECORD NUMBER BELOW)

_____ LOCATIONS 15/16 -

I only have one location for my business.

4. For each of the 5 MWT Regions (shown on the map below) please list the communities, towns or villages where you operate any business offices, depots or branches.

(i) Fort Smith Region

_____ 17-

_____ 18-

(iv) Keewatin Region

_____ 23-

_____ 24-

(ii) Inuvik Region

_____ 19-

_____ 20-

(v) Baffin Region

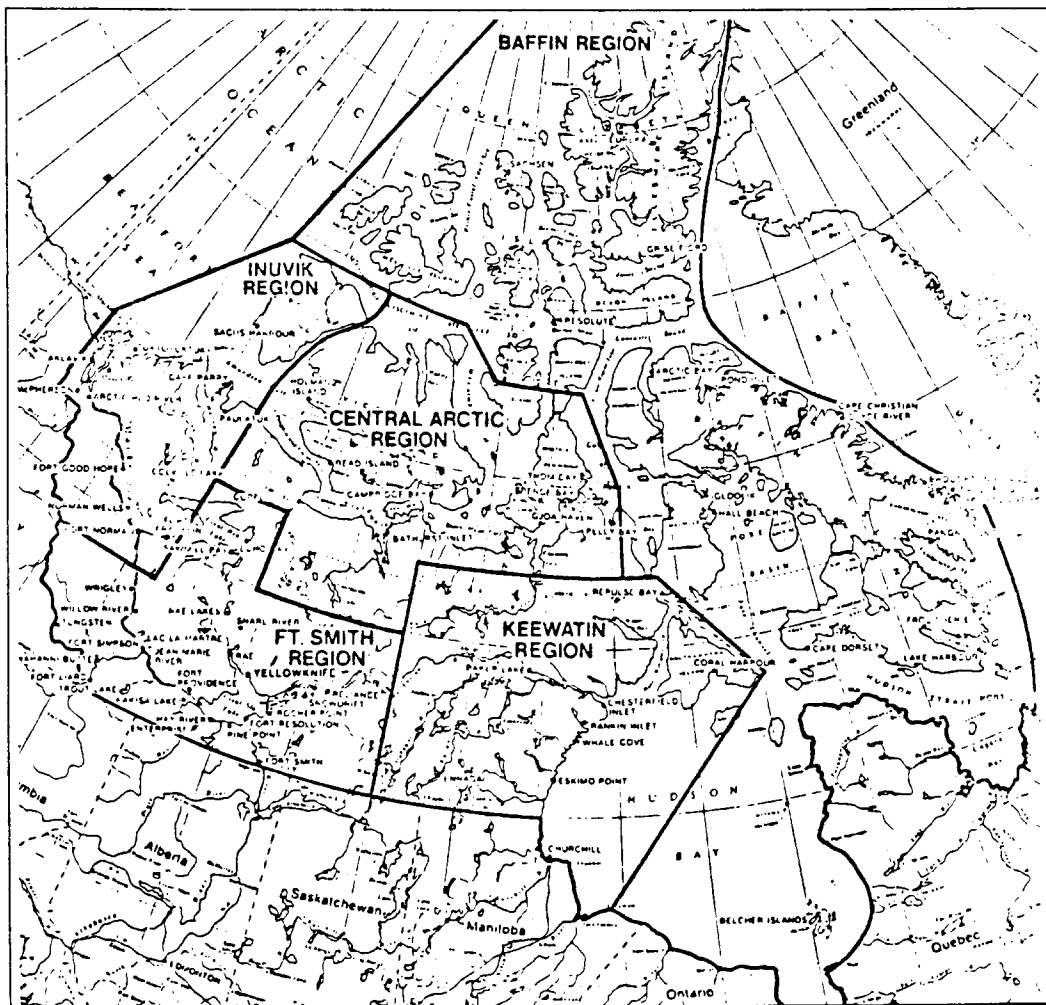
_____ 25-

_____ 26-

(iii) Central Arctic Region

_____ 21-

_____ 22-



SECTION TWO - BUSINESS ACTIVITY

5. What percentage of your business activity occurs in each of the 5 NWT Regions? (Note: If you operate in only one region then your percent of business activity would be 100% in that region. For those operating in more than one region, check that the total adds to 100%.) (RECORD BELOW)

- (i) Fort Smith Region _____ % 55/56
 - (ii) Inuvik Region _____ % 57/58
 - (iii) Central Arctic Region _____ % 59/60
 - (iv) Keewatin Region _____ % 61/62
 - (v) Baffin Region _____ % 63/64
- TOTAL MUST ADD TO: 100 %

6. In which months of the year is your business usually open?

All 12 months 65-1

Only certain months.... ² (PLEASE SPECIFY BELOW)

January	<input type="checkbox"/> 66-1	April	<input type="checkbox"/> 4	July	<input type="checkbox"/> 7	October	<input type="checkbox"/> 0
February	<input type="checkbox"/> 2	May	<input type="checkbox"/> 5	August	<input type="checkbox"/> 8	November ...	<input type="checkbox"/> -
March	<input type="checkbox"/> 3	June	<input type="checkbox"/> 6	September..	<input type="checkbox"/> 9	December....	<input type="checkbox"/> 6

67/68
69/70

7(a) Approximately what were your total gross revenues for the calendar year 1982 for the following periods?

(b) What do you estimate your total gross revenues to be for the 1983 calendar year for these same time periods?

71/75 - BLANK
76/80 - RG655
1/3 - DUP
4 - 2

	1982	1983
	TOTAL GROSS REVENUES	TOTAL GROSS REVENUES

- (a) Summer: June 1 To September 30: \$ _____ .005/8 \$ _____ .0013/16
- (b) All Other Months Of That Year: \$ _____ .009/125 _____ .0017/20

(NOTE: THE TOTAL OF (a) AND (b) WILL BE YOUR TOTAL GROSS REVENUES FOR THAT YEAR)

8. As your total gross revenues may be comprised of sales from both NWT resident travellers and visitors to the N.W.T., please indicate below what percentage of revenues you feel originated from these groups of customers for both 1982 and 1983.

	1982	1983
	REVENUES FROM...	REVENUES FROM ...
Residents of your business community	_____ %	_____ %
NWT Resident Travellers ...	_____ % 21/22	_____ % 25/26
Visitors to the N.W.T.	_____ % 23/24	_____ % 27/28
TOTAL SHOULD EQUAL:	<u>100</u> %	<u>100</u> %

SECTION THREE - EMPLOYMENT

9. PART-TIME EMPLOYEES:

- (a) How many part-time employees who lived in the NWT when you hired them were (and will be) on your payroll during these time periods in 1983?
- (b) How many who did not live in the NWT when you hired them were (and will be) on your payroll in 1983 as indicated below?

	(a) NUMBER WHO LIVED IN THE NWT	(b) NUMBER WHO DID NOT LIVE IN THE NWT
Summer: June 1 To September 30	_____ 27/29	_____ 33/35
Balance Of 1983 Year	_____ 30/32	_____ 36/38

10. FULL-TIME EMPLOYEES:

- (a) How many full-time employees who lived in the NWT when you hired them were (and will be) on your payroll during these time periods in 1983?
- (b) How many who did not live in the NWT when you hired them were (and will be) on your payroll in 1983 as indicated below?

	(a) NUMBER WHO LIVED IN THE NWT	(b) NUMBER WHO DID NOT LIVE IN THE NWT
Summer: June 1 To September 30	_____ 39/41	_____ 45/47
Balance Of 1983 Year	_____ 42/44	_____ 48/50

- 11. Please estimate what percentage of your total dollars paid for 1983 wages and salaries (this includes wages, benefits, room and board expenses if applicable) are paid out to:

	<u>1983 WAGE EXPENSES</u>	
(a) Part-Time Employees	_____ %	51/52
(b) Full-Time Employees	_____ %	53/54
TOTAL SHOULD EQUAL:	100 %	

SECTION FOUR - FUTURE GROWTH

12. Of all the equipment, supplies, products and other goods your business bought wholesale (your inventory and assets) in 1983, what percentage of these purchases were made from each of the following:

	1983 PURCHASES FROM SUPPLIERS	
Suppliers with a NWT address	_____ %	29/30
Suppliers not located in the NWT	_____ %	31/32
TOTAL SHOULD EQUAL	_____ 100 %	

13. Over the next five years (1984 to 1988), do you expect your overall volume of business to ...

- Decrease 33 - 1
- Or Increase 2
- It Will Remain Unchanged 3 GO ON TO QUESTION 17

14. What percentage increase or decrease do you anticipate over the next five years (1984 to 1988)?

_____ % 34/35

15. What percentage share of this increase or decrease do you estimate will come from gains or losses in revenues from

	1984 TO 1988 REVENUES FROM	
Residents of your business community	_____ %	
NWT Resident Travellers	_____ %	36/37
Visitors to the N.W.T.	_____ %	38/39
TOTAL SHOULD EQUAL	_____ 100 %	

16. Do you plan any expansion of your business in the next five years (1984 to 1988)?

- NO 40 - 1
- YES 2

Please explain how you will be expanding your business (i.e. increase in floor space, opening new offices, hiring more employees - indicate how many).

_____ 41 -

17. Have you expanded your business in any way over the past five years (1978 to 1982)?

NO 44 - 1

YES 2

Please explain how your business did expand (i.e. increased floor space, opened new offices, hired more employees, etc.).

45 -

46 -

47 -

18. Please indicate what percentage increase in volume of business you could presently handle, without hiring additional employees, requiring new capital investment, building additional facilities and so forth.

_____ % INCREASE IN VOLUME 48/49

19. What is your position or job title in this company?

_____ 50 -
51 -

ADDITIONAL COMMENTS

Please use this space if you wish to make further comments or suggestions regarding the N.W.T. travel industry and how it affects your business.

52 -

53 -

54 -

Thank you for your assistance - please mail this questionnaire as soon as you can before December 9, 1983.

55/58 -
59/75 - BLANK
76/80 - RG655

CANADIAN FACTS
VANCOUVER

RG655

Hello. I am _____ of Canadian Facts. May I speak
to the owner/manager please? (OR NAME ON RECORD OF CALL).

MAKE APPOINTMENT IF NECESSARY.

RE-INTRODUCE YOURSELF.

I am calling on behalf of the Government of the Northwest Territories
Economic Development and Tourism to carry out a major survey of businesses
in the Northwest Territories that serve travellers. A questionnaire was
mailed to you at the beginning of December. I am calling you today to
collect the information over the telephone.

APPOINTMENT:

NAME: _____

TIME: _____

DATE: _____

LIST NUMBER: _____
(on R.O.C.)

NWT BUSINESS SURVEY - TRAVEL & TOURISM

Please disregard all numbers to the right of each answer box; these are computer codes for data analysis purposes only. Answer each question by checking the appropriate box or by filling in the blank.

SECTION ONE - GENERAL DESCRIPTION OF YOUR BUSINESS

1(a) Which of the following general categories best describes the main activity of the business you presently operate? (CHECK ONE BELOW)

- | | | | |
|--|------------------------------|--|------------------------------|
| Amusement And Recreation Services (Bowling Alley, Golf Course, Sightseeing)..... | <input type="checkbox"/> 6-1 | Food Stores | <input type="checkbox"/> 7-1 |
| Apparel Stores | <input type="checkbox"/> 2 | Gasoline Station | <input type="checkbox"/> 2 |
| Auto Dealers | <input type="checkbox"/> 3 | General Merchandise Retail Store.. | <input type="checkbox"/> 3 |
| Automotive (Vehicle Rental, Car Repair) | <input type="checkbox"/> 4 | Hotels, Rooming Houses, Camps And Other Lodging Places | <input type="checkbox"/> 4 |
| Banking, Trust Company, Credit Union | <input type="checkbox"/> 5 | Miscellaneous Retail Stores | <input type="checkbox"/> 5 |
| Business Services (Advertising, Employment Agencies, Management Services, Travel Agencies, Guides) | <input type="checkbox"/> 6 | Personal Services (Laundry, Beauty Shops, Shoe Repair) | <input type="checkbox"/> 6 |
| Eating And Drinking Places | <input type="checkbox"/> 7 | Transportation Services | <input type="checkbox"/> 7 |
| | | Other | <input type="checkbox"/> 8 |

(b) For additional clarification, would you please provide a written description of the main activity of your firm (i.e. "We are a bus company offering sightseeing tours."). (WRITE IN THE SPACE BELOW)

_____ 8/12 -

2. Including 1983 as one year, how many consecutive years has this business operated in the Northwest Territories? Note: Please add to total number of years the entire length of time prior operators ran the same business you presently run.

TOTAL YEARS _____ 13/14 -

3. Other than your business at this location, how many other business offices, depots, or branches does your company operate in the Northwest Territories? (RECORD NUMBER BELOW)

_____ LOCATIONS 15/16 -

I only have one location for my business.

SECTION TWO - BUSINESS ACTIVITY

5. What percentage of your business activity occurs in each of the 5 NWT Regions? (Note: If you operate in only one region then your percent of business activity would be 100% in that region. For those operating in more than one region, check that the total adds to 100%.) (RECORD BELOW)

- (i) Fort Smith Region _____ % 55/56
 - (ii) Inuvik Region _____ % 57/58
 - (iii) Central Arctic Region _____ % 59/60
 - (iv) Keewatin Region _____ % 61/62
 - (v) Baffin Region _____ % 63/64
- TOTAL MUST ADD TO: 100 %

6. In which months of the year is your business usually open?

All 12 months 65-1

Only certain months.... ² (PLEASE SPECIFY BELOW)

January <input type="checkbox"/> 66-1	April <input type="checkbox"/> 4	July <input type="checkbox"/> 7	October <input type="checkbox"/> 0
February <input type="checkbox"/> 2	May <input type="checkbox"/> 5	August <input type="checkbox"/> 8	November ... <input type="checkbox"/> -
March <input type="checkbox"/> 3	June <input type="checkbox"/> 6	September.. <input type="checkbox"/> 9	December.... <input type="checkbox"/> 6

67/66 _____
65/70 _____

7(a) Approximately what were your total gross revenues for the calendar year 1982 for the following periods?

(b) What do you estimate your total gross revenues to be for the 1983 calendar year for these same time periods?

71/75 - BLANK
76/80 - RG655
1/3 - DUP
4 - 2

	1982 TOTAL GROSS REVENUES	1983 TOTAL GROSS REVENUES
(a) Summer: June 1 To September 30:	\$ _____ .005/8	\$ _____ .0013/16
(b) All Other Months Of That Year:	\$ _____ .009/125	\$ _____ .0017/20

(NOTE: THE TOTAL OF (a) AND (b) WILL BE YOUR TOTAL GROSS REVENUES FOR THAT YEAR)

8. As your total gross revenues may be comprised of sales from both NWT resident travellers and visitors to the N.W.T., please indicate below what percentage of revenues you feel originated from these groups of customers for both 1982 and 1983.

	1982 REVENUES FROM...	1983 REVENUES FROM ...
Residents of your business community	_____ %	_____ %
NWT Resident Travellers ...	_____ % 21/22	_____ % 25/26
Visitors to the N.W.T.	_____ % 23/24	_____ % 27/28
TOTAL SHOULD EQUAL:	<u>100</u> %	<u>100</u> %

SECTION THREE - EMPLOYMENT

9. PART-TIME EMPLOYEES:

- (a) How many part-time employees who lived in the NWT when you hired them were (and will be) on your payroll during these time periods in 1983?
- (b) How many who did not live in the NWT when you hired them were (and will be) on your payroll in 1983 as indicated below?

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	<u>1983 WAGE EXPENSES</u>	
(a) Part-Time Employees	_____ %	51/52
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TOTAL SHOULD EQUAL:	_____ 100 %	

SECTION FOUR - FUTURE GROWTH

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