



2009 Economic Outlook Survey

Results - Summary

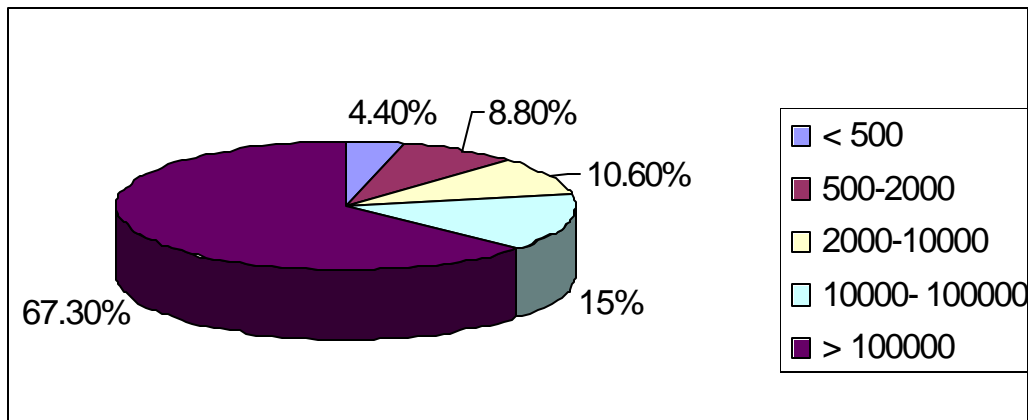
Saskatchewan Chamber of Commerce

In December of 2008 the Saskatchewan Chamber of Commerce circulated its annual economic outlook survey to the membership. There was a 14.8% respondent rate from the Chamber membership.

Key Results of the Survey include:

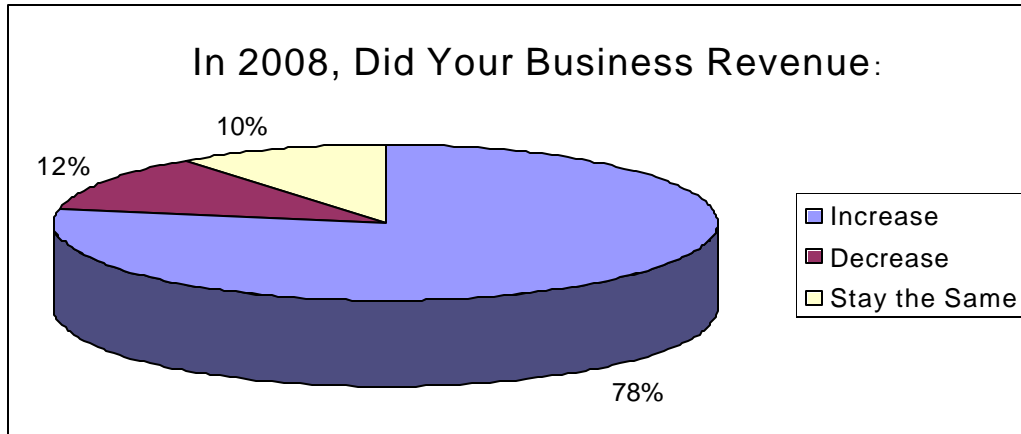
- **78% of respondents increased their business revenue in 2008**
- **The average business revenue increase was 22.54%**
- **61% of respondents are expecting to increase business revenue in 2009, down from the 75% expecting revenue increases at the end of last year.**
- **39% of respondents expect to increase capital investments in their business in 2009, down from 75% expecting to increase investments in 2008.**
- **59% of respondents increased their staff size in 2008.**

What is The Population of the Community Your Business Operates In?



1. Business Volume

1.1. 2008 Business Revenue



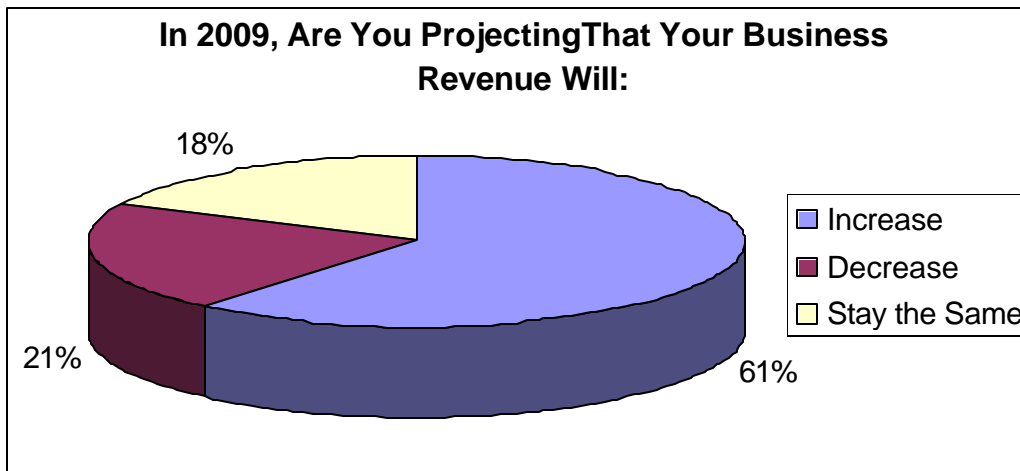
For those that experienced an increase in business revenue:

- The average increase was 22.54%
- The most common increase was 15% (13% of those experiencing an increase)

For those that experienced a decrease in business revenue:

- The average decrease was -19.64%
- The most common decrease was -5%

1.2. Projected Business Revenue for 2009



For those that expect an increase in business revenue:

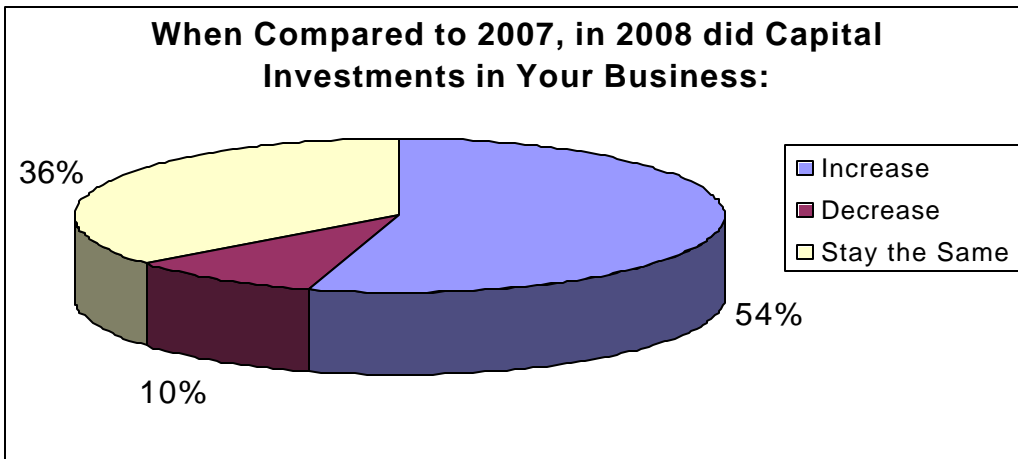
- The average increase expected was 13.43%
- The most common increase expected was 10.0% (34.7% of those expecting an increase)

For those that expect a decrease in business revenue:

- The average decrease expected was 28.32%
- The most common decrease expected was 10.0% (28% of those expecting an increase)

* Adjusted data has had the highest and lowest outlier removed.

1.3. Capital Investments in Business in 2008



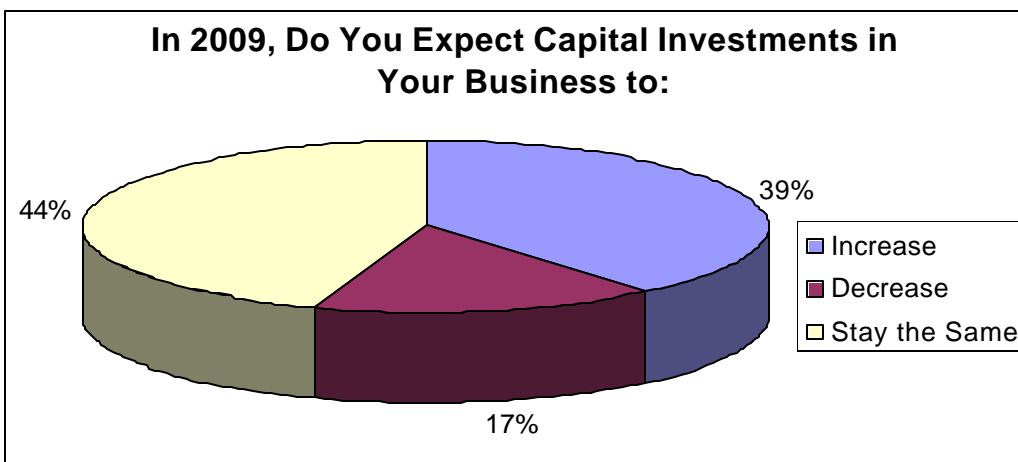
For those that experienced increased capital investments:

- The average increase in capital investment was 26.82%
- The most common increase in capital investment was 10.0% (16.4% of those that experienced an increase)

For those that experienced a decrease in capital investment:

- The average decrease in capital investment was 17.71%
- The most common adjusted decrease in capital investment was 20.0%* (16.7% of those that experienced a decrease)

1.4. Expected Investments in Business in 2009



For those that expect an increase in investment:

- The average increase was 13.56%
- The most common increase was 10% (31.4% of those expecting increases capital investments)

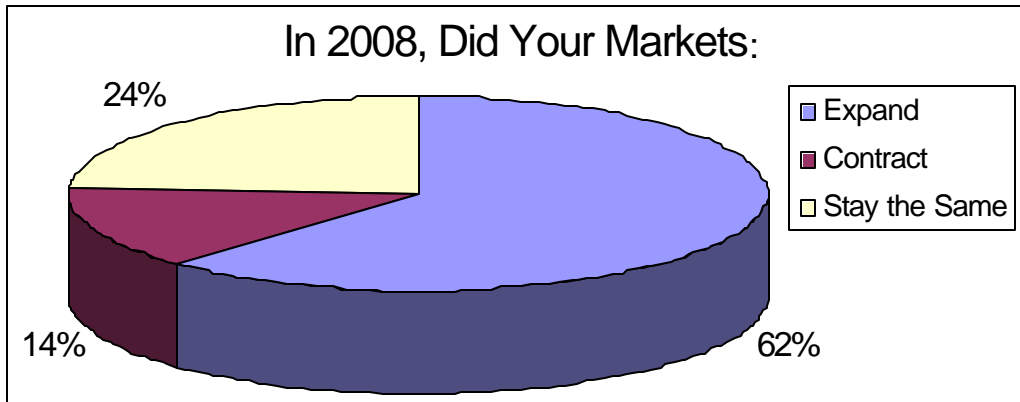
For those that expect a decrease in investment:

- The average adjusted expected decrease in capital investment was -20.16% %
- The most common decrease was -10% (30% of those expecting a decrease in capital investment)

* Adjusted data has had the highest and lowest outlier removed.

2. Market Expansion

2.1. 2008 Market Base



For those that experienced an expansion of their market base provincially:

- The average adjusted provincial expansion was 13.30%*
- The most common rate for provincial expansions was 10% (25% of respondents who expanded provincially)

For those that experienced an expansion of their market base nationally:

- The average adjusted national expansion was 13.89%*
- The most common national expansion was 10% (9.8% of respondents who expanded nationally)

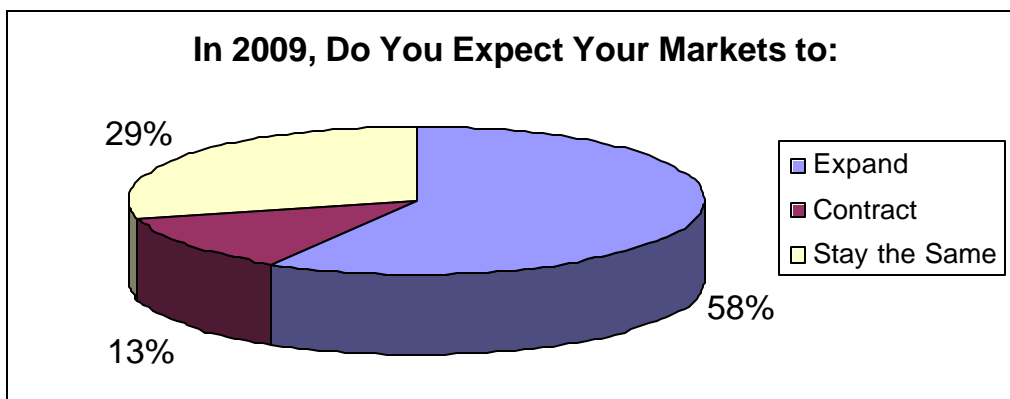
For those that experienced an expansion of their market base internationally:

- The average adjusted international expansion was 11.53%*
- The most common international expansions were by 5% and 10%

For those that experienced a contraction of their market base:

- The average adjusted contraction provincially was 17.77%*
- The average adjusted contraction nationally was 23.86%*
- The average adjusted contraction internationally was 24%*

2.2. Market Expansion in 2009



For those that are expecting to expand their market base provincially:

- The average provincial expansion expected is 10.78%
- The most common expected rate for provincial expansion is 10% (19.5% of those expecting a provincial expansion)

* Adjusted data has had the highest and lowest outlier removed.

For those that are expecting to expand their market base nationally:

- The average national expansion expected is 12.22%
- The most common rates expected national expansion are 5% and 10%

For those that are expecting to expand their market base internationally:

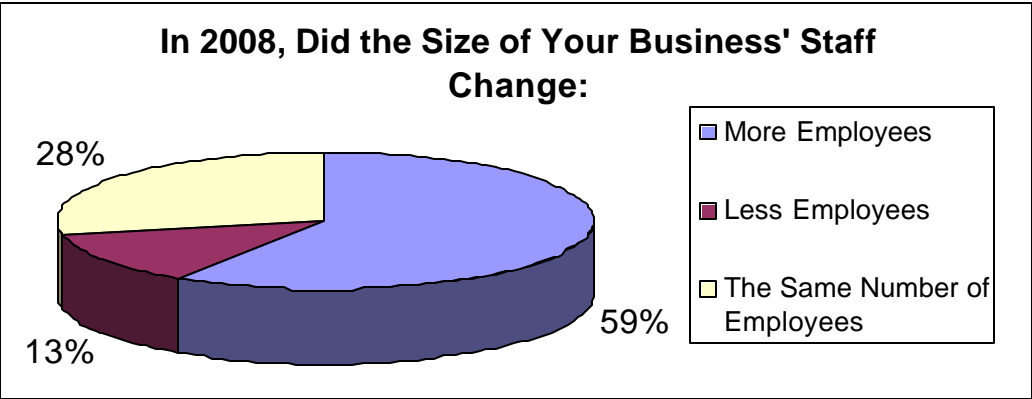
- The average international expansion expected is 15.05%
- The most common rates expected for international expansion are 5%, 20% and 25%

For those that expecting a contraction of their market base:

- The average contraction provincially is expected to be 21.25%
- The average contraction nationally is expected to be 19.90%
- The average adjusted contraction internationally is expected to be 26%

3. Job Creation

3.1. 2008 Employment



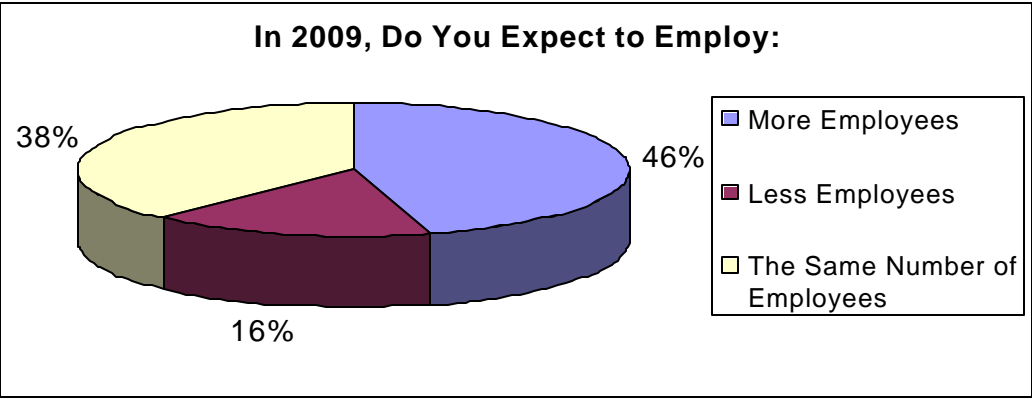
For those that hired more staff:

- The average increase in full time employees was 7.66
- The most common response was 1 additional full time employee
- The average increase in part time employees was 4.77
- The most common responses was 2 additional part time employee

For those that reduced staff:

- The average adjusted decrease in full time employees was 17.28* (4 employers cut more than 50 employees)
- The most common response was 2 less full time employees
- Only 3 employers reduced their part-time staff

3.2. Employment Projections



* Adjusted data has had the highest and lowest outlier removed.

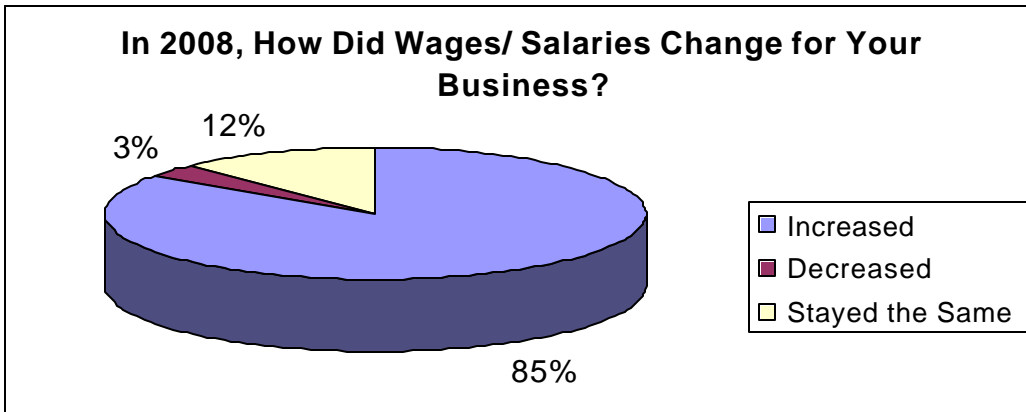
For those that expect to hire more people

- The average adjusted increase in full time employees was 5.83*
- The most common response was 2 additional full time employees
- The average increase in part time employees was 5.77
- The most common response was 1 additional part time employee

For those that expect to hire fewer people

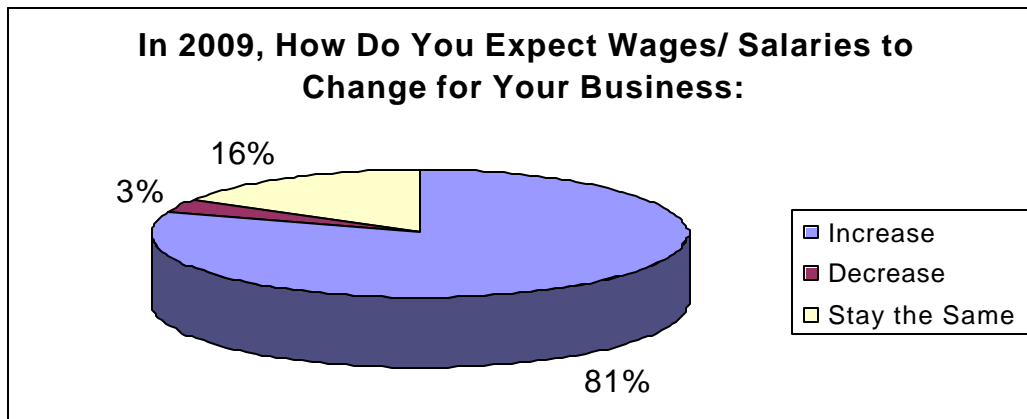
- The average adjusted decrease in full time employees was 10.93
(2 employers are planning to cut more than 50 employees)
- Only 4 employers planned to cut part-time employees

3.3. Wage Levels



- The average adjusted increase in wages/ salaries was 8.76%
- The most common wage increase was 5%

3.4. Wage Expectations



- The average wage increase expected was 5.96%
- The most common wage increase expected was 5%

* Adjusted data has had the highest and lowest outlier removed.

4. Business Issues

Business Issues in order of priority as per the 2009 Economic Survey Respondents

1. Building Market Share- Sales Development
2. Workforce- Training, Retaining, and Locating Staff
3. Taxation- Corporate and/ or Personal
4. Capital Expansion
5. Paper Burden- Regulatory Compliance, Permits, etc.
6. Other:
 - Economy- Global Financial Issues- Economic Crisis- International Markets
 - Aggressive Union demands with little interest for the well being of the employer entity
 - Research & Development activities
 - Environmental concerns
 - Availability of financing- Credit issues
 - Government investment