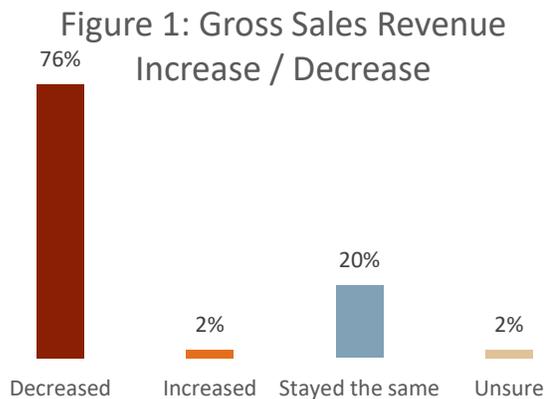


Special Report: COVID-19 Response

April 20, 2020

Quick-Hit Data Story

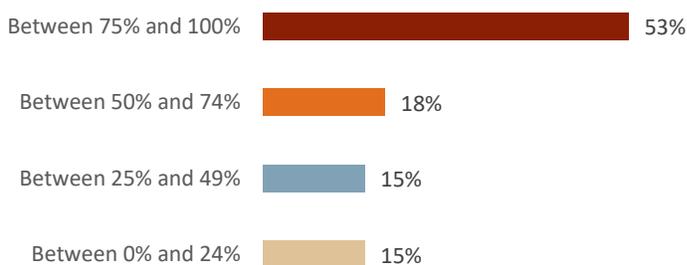
- Figure 1 shows that over three-quarters (76%) report a drop in gross sales revenue in the first quarter of 2020.



Q9. In the first quarter of 2020 (January-March), has your revenue...? (n=45)

- Among those who say their business revenue has decreased, nearly three-quarters (74%) anticipate future incremental losses.

Figure 2: Percentage of Revenue Loss



Q10. Based on any current impacts to your business, what percentage of revenue has increased or decreased so far? Please estimate the percentage of total revenue. (n=34)

- Figure 2 shows that over half (53%) say their business revenue decreased by 75% or more. Almost four in five (79%) of respondents say their business revenue has decreased by 30% or more. Over a third (34%) are no longer generating sales.
- 51% of respondents plan to apply for financial assistance to support their business, while 27% are unsure.

- According to respondents, the average funding amount needed to maintain business operations through the COVID-19 pandemic is \$68,625. The median funding amount is \$50,000.
- 4% of the businesses surveyed can provide supplies or equipment to meet Canada's current medical needs, including gloves, masks and surgical gowns, sanitizers, wipes, and ventilators.
- 11% have the equipment or facilities to rapidly scale up production or re-tool to develop essential products. 7% say they would need financial support from the government to repurpose their production lines.

Additional Information About the Survey

- 56% are CCAB members
- 58% are women-owned

The three largest sectors represented are Professional, scientific, and technical services (31%), Other services (except public administration) (11%), and Health care and social assistance (9%).

On March 12, 2020, CCAB launched a social media survey to gain an initial impression of the impact on Aboriginal business in the wake of the COVID-19 pandemic. During the survey period, 90% of respondents revealed a somewhat to high level of concern about the COVID-19 pandemic, 78% felt a moderate to high negative impact on their business operations, and 11% said their post-crisis recovery would take over 6 months. Since then, there have been significant updates from provincial and federal governments regarding their efforts to mitigate the impacts of the COVID-19 pandemic in Canada. On April 19, the Federal Government announced \$306 million in much needed funding for Aboriginal-owned SMEs in the form of repayable loans and non-repayable grants.

Although this news represents an emphatic win for the Aboriginal business sector, the Government of Canada should continue to review the situation for all Aboriginal businesses and entrepreneurs to ensure that they have the specific supports needed to bridge to better times. In a statement by CCAB President and CEO, Tabatha Bull explains that: "We are still working to ensure that Aboriginal Economic Development Corporations, limited partnerships with the First Nations and large employers of Indigenous people, qualify for the wage subsidy. Additionally, CCAB is making sure that Indigenous businesses that have pivoted their production lines have access to federal contracting opportunities so they can help in the fight against COVID-19." The Aboriginal business community is over 50,000 strong, of which approximately 90% are SMEs.

CCAB conducted a follow-up survey between March 31 and April 18, 2020. 54 Indigenous business owners responded to the survey. This time, CCAB adjusted its line of questioning to understand how deep the economic impacts are being felt by Indigenous businesses and determine the level of financial supports needed to stay open and serve their communities during the crisis.

Table 1: NAICS Industry	Number of Respondents	Percentage
Arts, Entertainment, and Recreation	3	7%
Construction	1	2%
Educational Services	2	4%
Finance and Insurance	1	2%
Health Care and Social Assistance	4	9%
Manufacturing	2	4%
Mining, Quarrying, and Oil and Gas Extraction	1	2%
Other (Unclassifiable)	2	4%
Other Services (except Public Administration)	5	11%
Professional, Scientific, and Technical Services	14	31%
Real Estate and Rental and Leasing	1	2%
Retail Trade	1	2%
Transportation and Warehousing	3	7%
Wholesale Trade	1	2%
Utilities	2	4%
Agriculture, Forestry, Fishing and Hunting	1	2%
Administrative and support, waste management and remediation services	1	2%
Total	45	100%

Table 2: Region	Number of Respondents	Percentage
Alberta	12	27%
British Columbia	11	24%
New Brunswick	1	2%
Northwest Territories	1	2%
Nova Scotia	1	2%
Ontario	14	31%
Prince Edward Island	1	2%
Quebec	1	2%
Saskatchewan	2	4%
Yukon	1	2%
Total	45	100%