



# *Business Owner's Perspectives on Internal Trade*

Survey Results From CFIB's Omnibus Survey

*December 2022*

**CFIB**

**CANADIAN FEDERATION  
OF INDEPENDENT BUSINESS**

*In business for your business.*

# About the data in this report



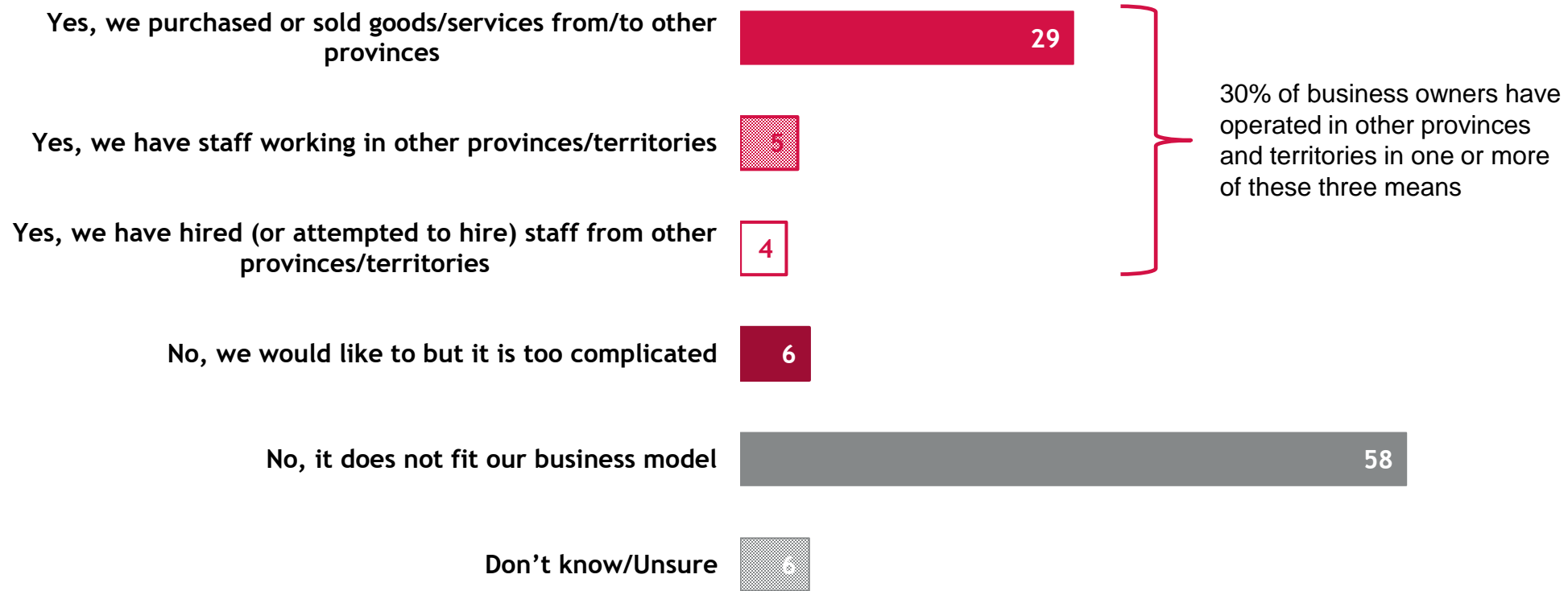
## *Your Voice* survey - Final results for September 2022

- **Type:** An omnibus, controlled-access online CFIB survey.
- **Active dates:** September 8-26, 2022.
- **Results:** Based on responses from 3,679 CFIB members who are owners of Canadian independent businesses, from all sectors and regions of the country.
- For comparison purposes, a probability sample with the same number of respondents would have a margin of error of +/-1.6%, 19 times out of 20.

# Highlights

- Over 3 in 10 (30%) businesses have operated in other provinces and territories during the past 3 years; more than half say it does not fit their business model.
- Of businesses that have hired workers from or have employees working in other provinces or territories 2 in 5 (43%) have experienced challenges.
- About 9 in 10 (88%) businesses AGREE that Canada's governments should prioritize removing trade barriers between provinces and territories.
- Nearly 4 in 5 (77%) businesses AGREE that Canadians should be allowed to order Canadian alcohol products (wine, beer and craft spirits) directly from any province/territory.
- Nearly 9 in 10 businesses (89%) AGREE that a professional license or certification granted in one province/territory should be automatically recognized in all provinces/territories (e.g., long-term care workers, etc.).
- More than 7 in 10 (73%) businesses AGREE that registering for workers' compensation in one province/territory should permit workers to work in all provinces/territories.
- More than 3 in 4 (77%) of businesses AGREE that meat producers that are provincially licensed/inspected should be able to sell their products across provincial/territorial borders.

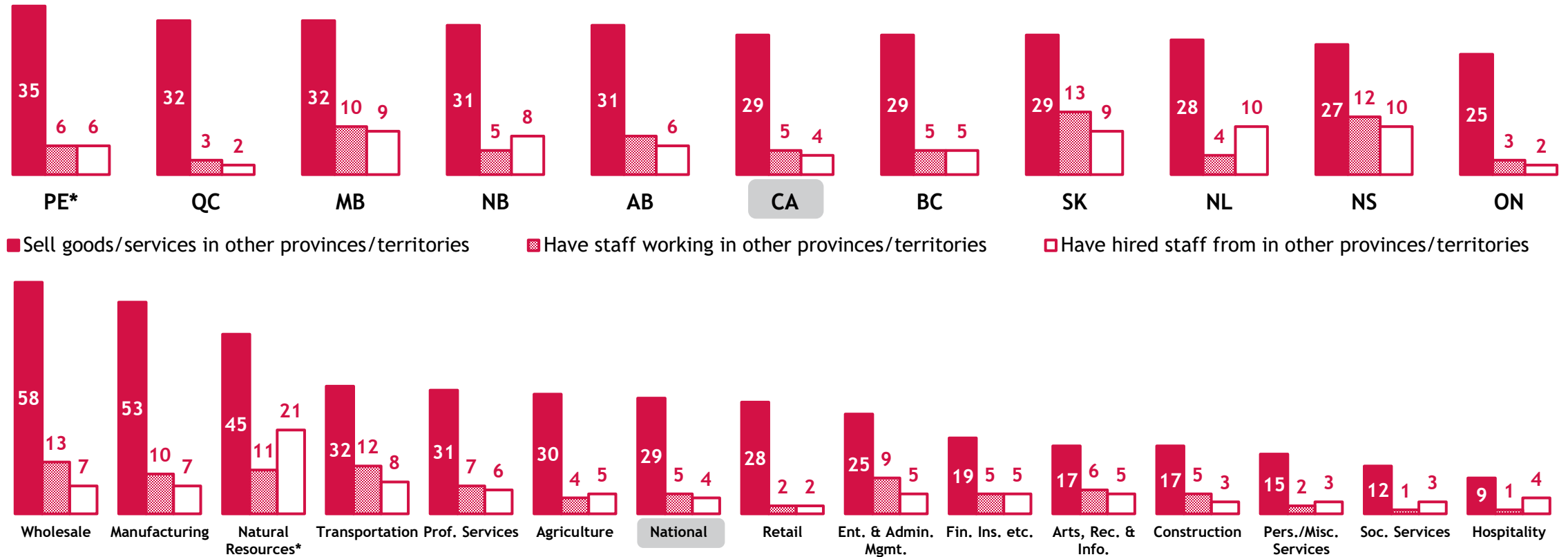
# 3 in 10 businesses have operated in other provinces and territories during the past 3 years; more than half say it does not fit their business model (Select all that apply, % response)



Source: CFIB, Your Voice - September 2022 survey, September 8-26, 2022, final results, n = 3,368.  
Question: During the past three years, has your business operated in other provinces/territories? (Select as many as apply)  
Note: Respondents could select more than one answer. Totals will not add to 100%.

# Businesses selling goods/services, have staff working in, and have hired staff in other provinces/territories vary by province and sector

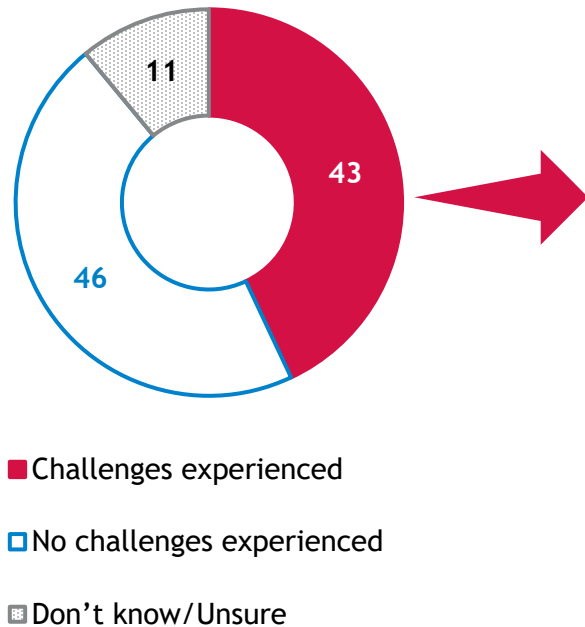
(By province and sector, % response)



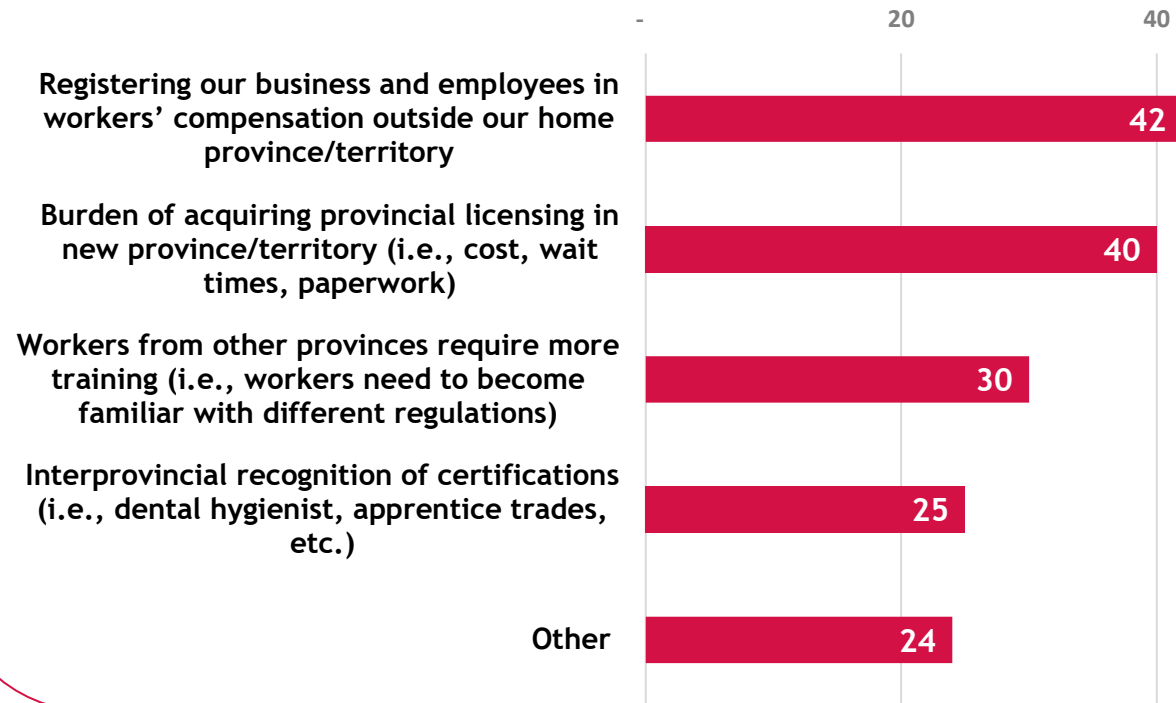
Source: CFIB, Your Voice - September 2022 survey, September 8-26, 2022, final results, n = 3,368.  
 Question: During the past three years, has your business operated in other provinces/territories? (Select as many as apply)  
 Notes: 1) \*Small sample size (<40).  
 2) Respondents could select more than one answer. Totals will not add to 100%.

# Of businesses that **have hired** workers from or **have employees working** in other provinces or territories **2 in 5** business owners **have experienced challenges**. (% response)

Of businesses that **have hired** workers from or **have employees working** in other provinces or territories<sup>2</sup>



## Top Challenges Experienced By Owners Hiring Workers from/or Having Employees Work in Other Province or Territories



**Source:** CFIB, Your Voice - September 2022 survey, September 8-26, 2022, final results, n = 244 (only owners that: (i) have hired/attempted to hire staff from other provinces/territories; (ii) have staff working in other provinces/territories).

**Question:** What regulatory challenges have you experienced when hiring workers from another province or territory, or from having your employees work in other provinces/territories? (Select as many as apply)

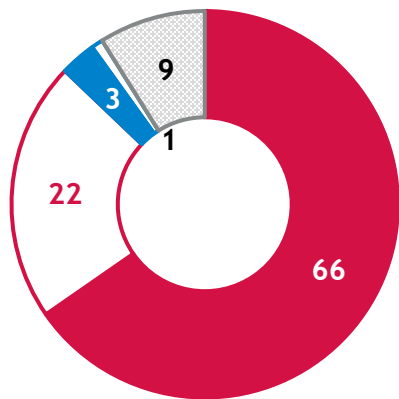
**Notes:** 1) (Chart on right) Respondents could select more than one answer. Totals will not add to 100%.

2) Businesses that have hired (or attempted to hire) workers from other provinces represent 4% of all businesses; businesses that have employees working in other provinces or territories represent 5% of all businesses.

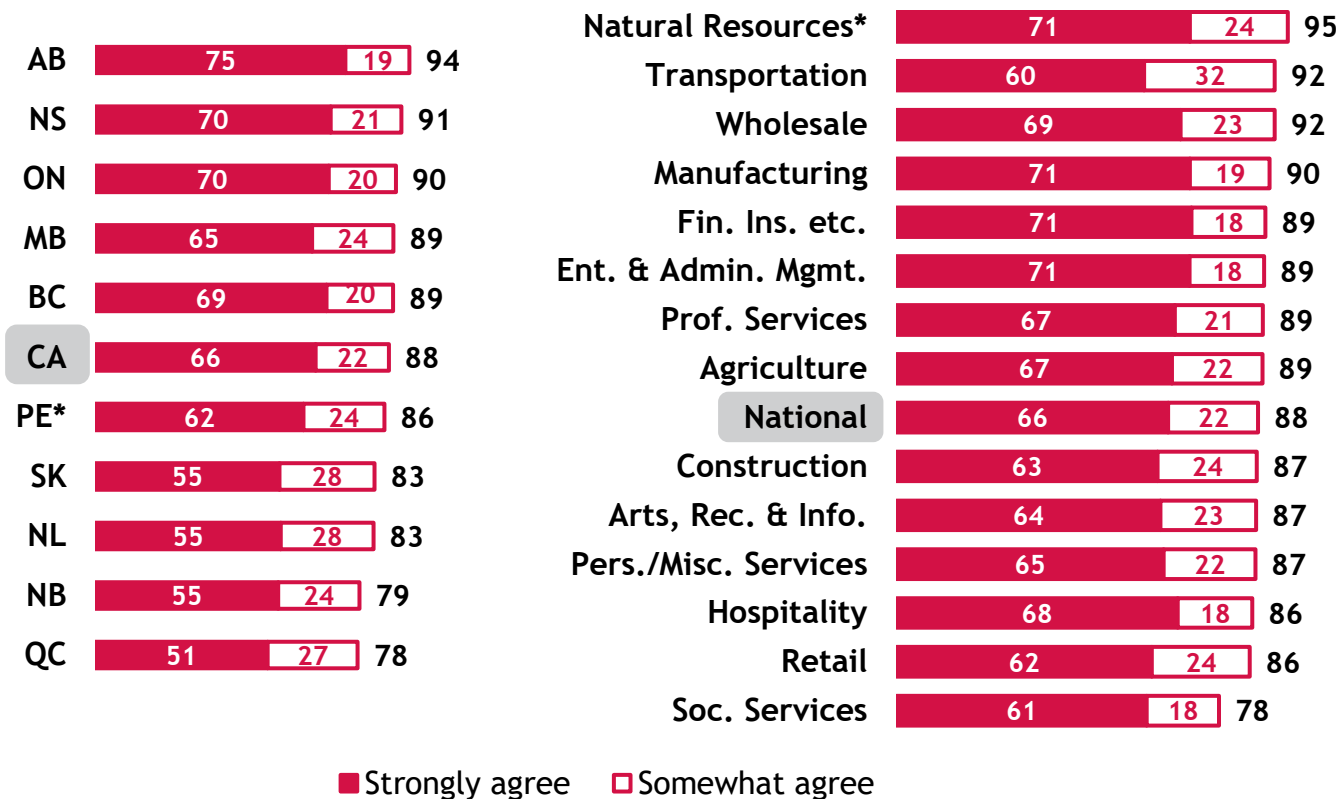


# About 9 in 10 businesses **AGREE** that Canada's governments should prioritize removing trade barriers between provinces and territories

(By province and sector, % response)



- Strongly agree
- ▢ Somewhat agree
- Somewhat disagree
- ▢ Strongly disagree
- Don't know/Not applicable



Source: CFIB, Your Voice - September 2022 survey, September 8-26, 2022, final results, n = 3,308.

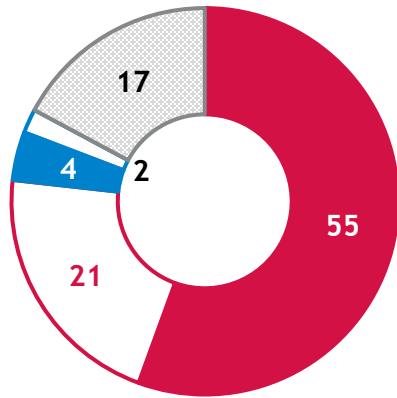
Question: Please indicate the extent to which you agree or disagree that Canada's governments should prioritize removing as many barriers as possible to the flow of goods, services and workers between provinces and territories?

Notes: 1) \*Small sample size (<40).

2) Totals may not add up due to rounding.

# Nearly **four in five** (77%) businesses **AGREE** that Canadians should be allowed to order Canadian alcohol products (wine, beer and craft spirits) directly from any province/territory

(By province and sector, % response)



- Strongly agree
- Somewhat agree
- Somewhat disagree
- Strongly disagree
- Don't know/Not applicable

QC	54	27	81
BC	62	20	81
AB	60	21	81
NS	55	23	78
CA	55	21	77
MB	56	19	75
ON	55	20	75
NB	37	29	67
SK	47	19	66
NL	34	23	57
PE*	41	14	55

Fin. Ins. etc.	68	20	88
Manufacturing	65	20	85
Prof. Services	57	24	81
Hospitality	61	20	81
National	55	21	77
Soc. Services	55	21	77
Natural Resources*	61	16	76
Agriculture	51	25	76
Construction	50	25	75
Ent. & Admin. Mgmt.	52	23	75
Wholesale	54	21	75
Transportation	56	18	74
Arts, Rec. & Info.	52	22	74
Retail	50	23	73
Pers./Misc. Services	54	19	73

■ Strongly agree □ Somewhat agree

Source: CFIB, Your Voice - September 2022 survey, September 8-26, 2022, final results, n = 3,292.

Question: Please indicate the extent to which you agree or disagree that Canadians should be allowed to order Canadian alcohol products (wine, beer and craft spirits) directly from any province/territory?

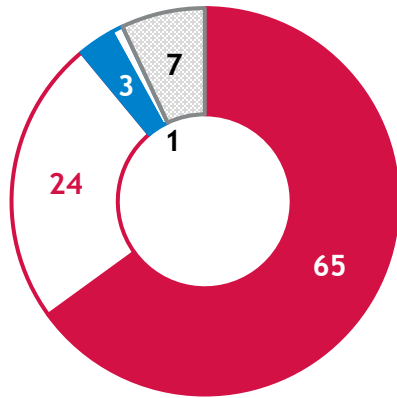
Notes: 1) \*Small sample size (<40).

2) Totals may not add up due to rounding.



# Nearly 9 in 10 businesses (89%) **AGREE** that a professional license or certification granted in one province/territory should be automatically recognized in all provinces/territories (e.g., long-term care workers, etc.)

(By province and sector, % response)



- Strongly agree
- ▢ Somewhat agree
- Somewhat disagree
- ▢ Strongly disagree
- ▢ Don't know/Not applicable

Province/Territory	Strongly agree	Somewhat agree	Total
PE*	66	31	97
NS	66	30	96
MB	66	25	90
BC	69	21	90
ON	67	23	90
CA	65	24	89
AB	61	27	88
QC	61	26	87
SK	58	28	86
NL	60	26	85
NB	58	24	82

Sector	Strongly agree	Somewhat agree	Total
Natural Resources*	63	29	92
Wholesale	65	27	92
Manufacturing	68	24	91
Fin. Ins. etc.	62	29	90
Pers./Misc. Services	67	23	90
Hospitality	69	21	90
Prof. Services	66	24	90
National	65	24	89
Agriculture	67	22	89
Transportation	58	30	89
Construction	64	24	88
Soc. Services	67	21	88
Ent. & Admin. Mgmt.	64	24	88
Retail	62	25	86
Arts, Rec. & Info.	51	34	85

■ Strongly agree ▢ Somewhat agree

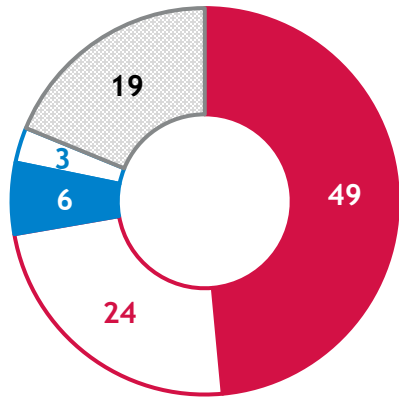
Source: CFIB, Your Voice - September 2022 survey, September 8-26, 2022, final results, n = 3,308.

Question: Please indicate the extent to which you agree or disagree that a professional license or certification granted in one province/territory should be automatically recognized in all provinces/territories (such as long-term care workers, other health care workers, etc.).

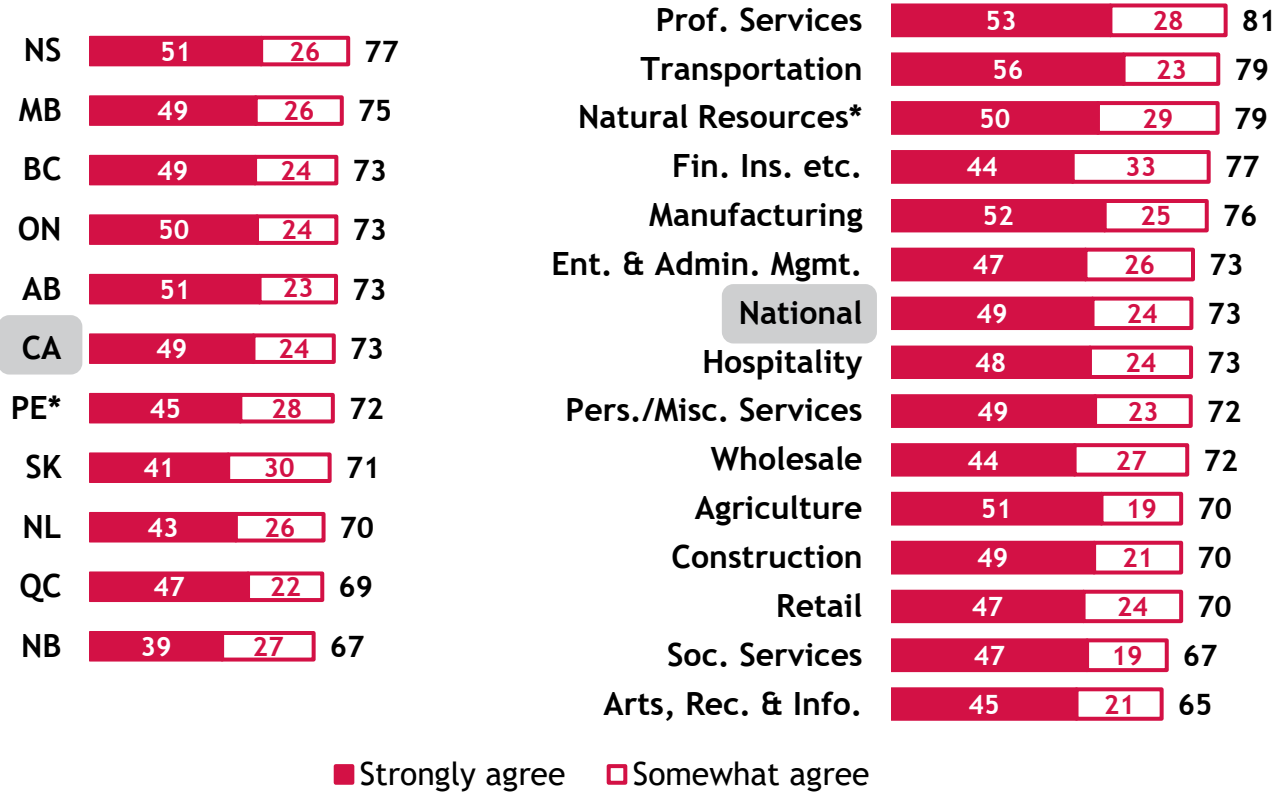
Notes: 1) \*Small sample size (<40).

2) Totals may not add up due to rounding.

# More than **7 in 10** (73%) businesses **AGREE** that registering for workers' compensation in one province/territory should permit workers to work in all provinces/territories (By province and sector, % response)

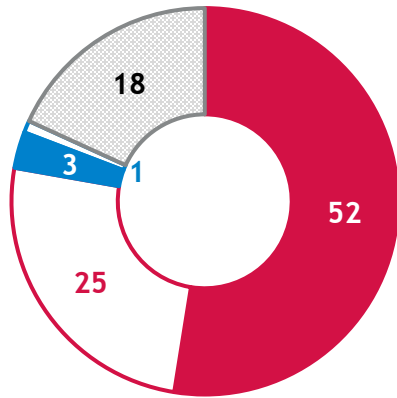


- Strongly agree
- Somewhat agree
- Somewhat disagree
- Strongly disagree
- Don't know/Not applicable

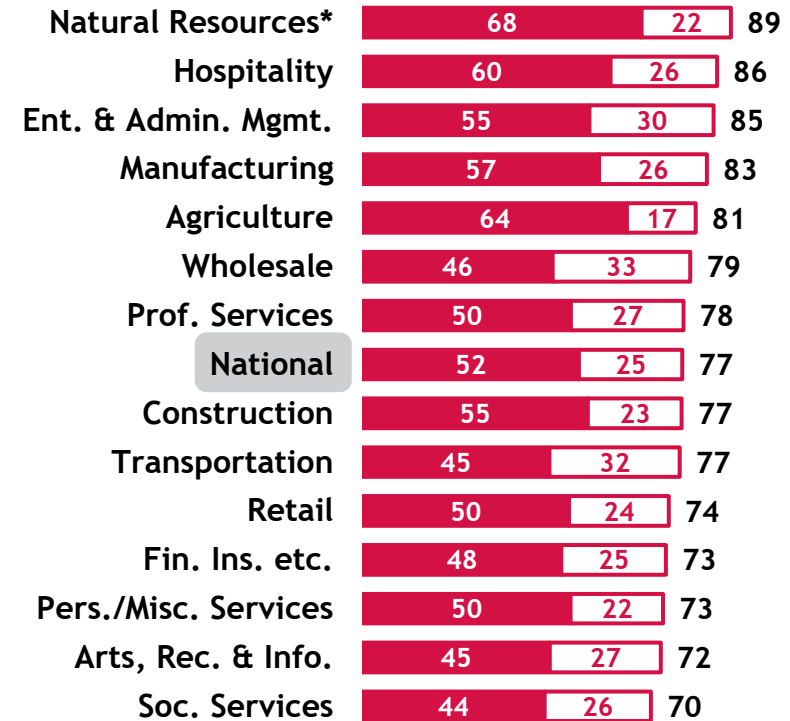
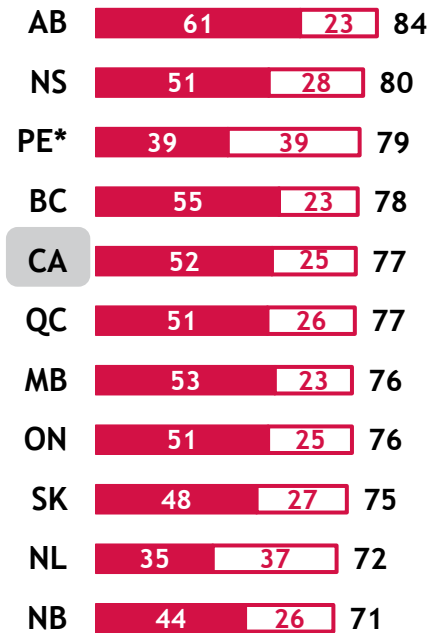


Source: CFIB, Your Voice - September 2022 survey, September 8-26, 2022, final results, n = 3,279.  
 Question: Please indicate the extent to which you agree or disagree that registering for workers' compensation in one province/territory should permit workers to work in all provinces/territories.  
 Notes: 1) \*Small sample size (<40).  
 2) Totals may not add up due to rounding.

# More than **three quarters** (77%) of businesses **AGREE** that meat producers that are provincially licensed/inspected should be able to sell their products across provincial/territorial borders (By province and sector, % response)



- Strongly agree
- Somewhat agree
- Somewhat disagree
- Strongly disagree
- Don't know/Not applicable



■ Strongly agree     Somewhat agree

Source: CFIB, Your Voice - September 2022 survey, September 8-26, 2022, final results, n = 3,292.

Question: Please indicate the extent to which you agree or disagree that meat producers that are provincially licensed/inspected should be able to sell their products across provincial/territorial borders.

Notes: 1) \*Small sample size (<40).

2) Totals may not add up due to rounding.

## Questions or data requests

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## Additional information

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