

CLEANTECH

The cleantech sector in Kanata North is one of the smaller groupings in the area, but contains useful elements from an economic impact perspective.

Particular strengths include:

- Water analytics and de-contamination systems
- High-tech applications for R&D and monitoring
- Power conversion
- Clean refrigeration
- Clean energy
- Consulting

PRODUCTIVITY

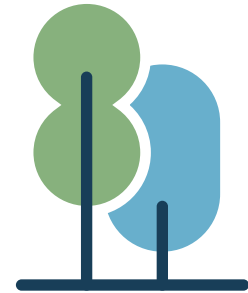
Based on the research, the total revenues to the subsector are \$18.6 million with 96 workers. The estimated productivity by sales-per-employee is \$194,000. While this is somewhat lower than average for the Kanata North area, this subsector has smaller firms and is in early-stage development, but it is still significantly higher than the Canadian average. The quality of jobs in this subsector is quite high.

EMPLOYMENT

Wages and salaries are equivalent to approximately 60% of revenues. Of this sum, approximately 70% of the employees are professional level. The balance of 30% are technical-level qualified.

LOCAL/REGIONAL SPENDING

The firms in this subsector are predominately Canadian which indicates local and regional benefits. After wages and salaries approximately 20% is EBITDA. Another 10% is general and administrative costs. Operating materials and/or relevant procurement expenses are estimated to be the equivalent of 10%.



96
NUMBER OF WORKERS

\$18.6m
REVENUES

\$194k
**PRODUCTIVITY BASED
ON SALES-PER-EMPLOYEE**

60%
EXPORT RATIO

