



Kawartha Lakes Business Count Insight Report **2025**



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Introduction

Welcome to the 2025 Kawartha Lakes Business Count.

The Kawartha Lakes Business Count is a collaborative initiative designed to support local economic development. The survey provides a snapshot of the Kawartha Lakes business community and employment properties. The findings help to better understand the local economy, and inform policies and programs to support economic development. The project provides a unique level of detail to:

1. Provide improved regional employment and workforce data
2. Assist in making informed decisions related to job and economic growth
3. Enhance communication channels between businesses and the municipality

This project is led by the City of Kawartha Lakes in partnership with the Bobcaygeon & Area Chamber of Commerce, Coboconk, Norland & Area Chamber of Commerce, Fenelon Falls & District Chamber of Commerce, Lindsay & District Chamber of Commerce, and the Lindsay Downtown BIA (LDBIA).

Methodology

The 2025 Kawartha Lakes Business Count surveyed businesses and employment properties in downtowns and industrial areas of Lindsay, Bobcaygeon, Fenelon Falls, Pontypool, and Coboconk-Norland. This year the survey area expanded to include additional commercial areas in Lindsay, and the communities of Kinmount, Woodville, little Britain, Omemee, Bethany, Oakwood and Rosedale.

The survey was conducted between June and August 2025 by a team of Summer Students from the City of Kawartha Lakes, local Chambers of Commerce, and the LDBIA. The survey was delivered in-person, phone, and online by methodically going door-to-door to each property in the survey areas gathering information wherever possible. The survey was also available online for all businesses in Kawartha Lakes to complete.

The survey data was collated, analysed, and the aggregated survey findings are presented in this report. For simplicity, the 18 NAICS (North American Industry Classification Scheme) codes have collapsed into four broader industry groups.

Arts, Culture and Hospitality: Accommodation and food services (72) + Arts, entertainment and recreation (71) + Information and cultural industries (51)

Industry and Trades: Manufacturing (31-33) + Construction (23) + Transportation and warehousing (48-49) + Wholesale trade (41) + Agriculture, forestry, fishing and hunting (11) + Mining, quarrying, and oil and gas extraction (21)

Retail: Retail trade (44-45)

Services: Professional, scientific and technical services (54) + Finance and insurance (52) + Real estate and rental and leasing (53) + Administrative/support, waste/remediation (56) + Public administration (91) + Other services (except public administration) (81) + Health care and social assistance (62) + Educational services (61)

This Insight Report presents data segmented by geographic areas, including Kawartha Lakes, Lindsay, Downtown Lindsay, Fenelon Falls, Bobcaygeon, Coboconk, and Norland. Heat maps showing survey responses are included for each area to show the area included in each report section. The report also includes a summary of results with analysis across four industry groups: Arts, Culture and Hospitality; Industry and Trade; Retail; and Services. The industry-specific analysis is incorporated in the geographic area sections of the report where applicable.

Survey Highlights

A total of 1,196 businesses and employment properties were surveyed in the 2025 Kawartha Lakes Business Count which is an increase of 434 surveys (57%) from 2024. The change in information presented in the Business Insight Reports between 2024 and 2025 shows changes within businesses surveyed in the previous year, but more so, that the 2025 data is influenced by the contributions of additional businesses. It is important to note that these additional businesses included those in smaller, rural Kawartha Lakes communities. Highlights reported by the 2025 businesses surveyed:

- A total of 8,300 total jobs (2024 reported 7,186 jobs)
- 3,857,794 square feet (sq.ft.) floor space occupied (2024 reported 2,798,732 sq.ft.)
- 59% are independent businesses (2024 reported 62%)
- 43% of businesses identified as members of a Chamber of Commerce or the Lindsay DBIA (2024 reported 48%)
- 46% of business plan to hire in the future (2024 reported 64%)
- 8% of businesses plan to expand their floor space (2024 reported 12%)

The 2025 Kawartha Lakes Business Count marks the fifth year of data collection in this extensive pan-industry project. The highlights provide key business insights from the surveyed areas. As the data and geographic scope of the survey become more consistent each year, these insights will increasingly reflect the broader Kawartha Lakes business community.

Legend

n = number of businesses that responded



Kawartha Lakes

Regional Results Overview



Businesses Surveyed:

732 Lindsay	15 Woodville
229 Downtown Lindsay	14 Pontypool
139 Bobcaygeon	10 Little Britain
131 Fenelon Falls	9 Bethany
32 Coboconk	7 Norland
30 Omemee	6 Oakwood
20 Kinmount	3 Rosedale



Average Number of Employees:

Kawartha Lakes	4
Lindsay	5
Coboconk and Norland	3
Fenelon Falls	2
Bobcaygeon	2
Downtown Lindsay	2



Businesses Importing:

Kawartha Lakes	23%
Bobcaygeon	25%
Coboconk and Norland	24%
Lindsay	24%
Fenelon Falls	21%
Downtown Lindsay	18%

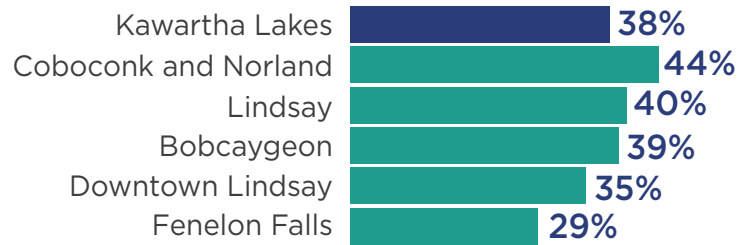


Businesses Exporting:

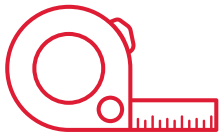
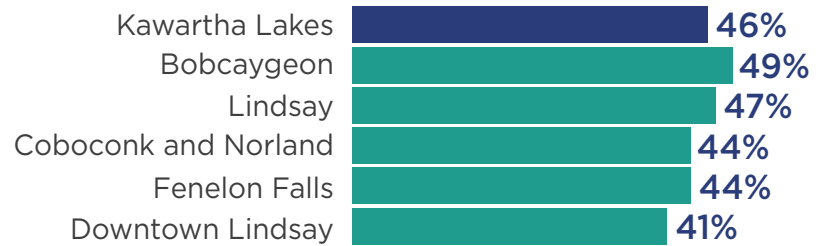
Kawartha Lakes	6%
Coboconk and Norland	8%
Lindsay	8%
Fenelon Falls	4%
Bobcaygeon	4%
Downtown Lindsay	4%



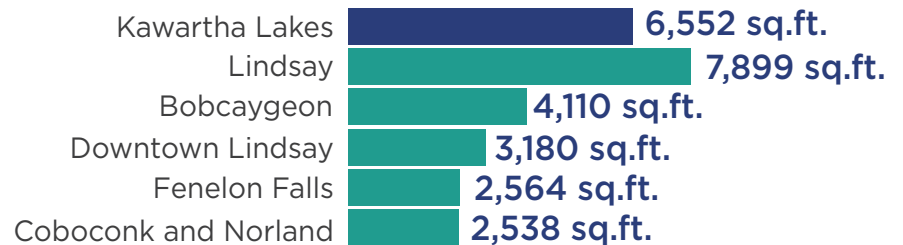
Experiencing a Skills Shortage:



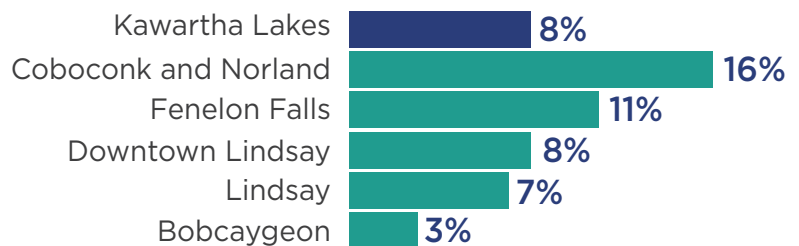
Businesses Hiring:



Average Square Feet (sq.ft.):



Expanding Floor Space:



Sector Results Overview



Businesses Surveyed:

387 Services
330 Retail Trade
204 Arts, Culture and Hospitality
127 Industry and Trades



Average Number of Employees:



Businesses Importing:



Businesses Exporting:

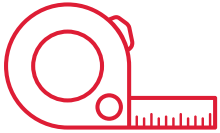


Experiencing a Skills Shortage:

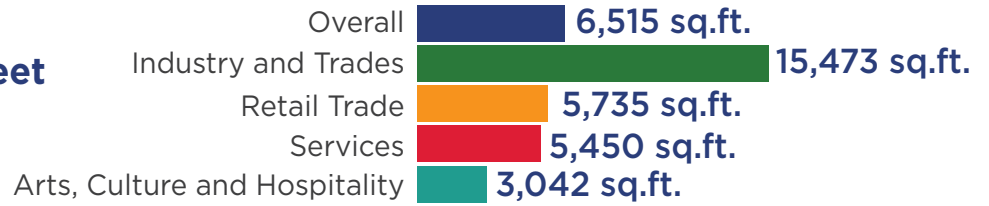


Businesses Hiring:





Average Square Feet (sq.ft.):



Expanding Floor Space:

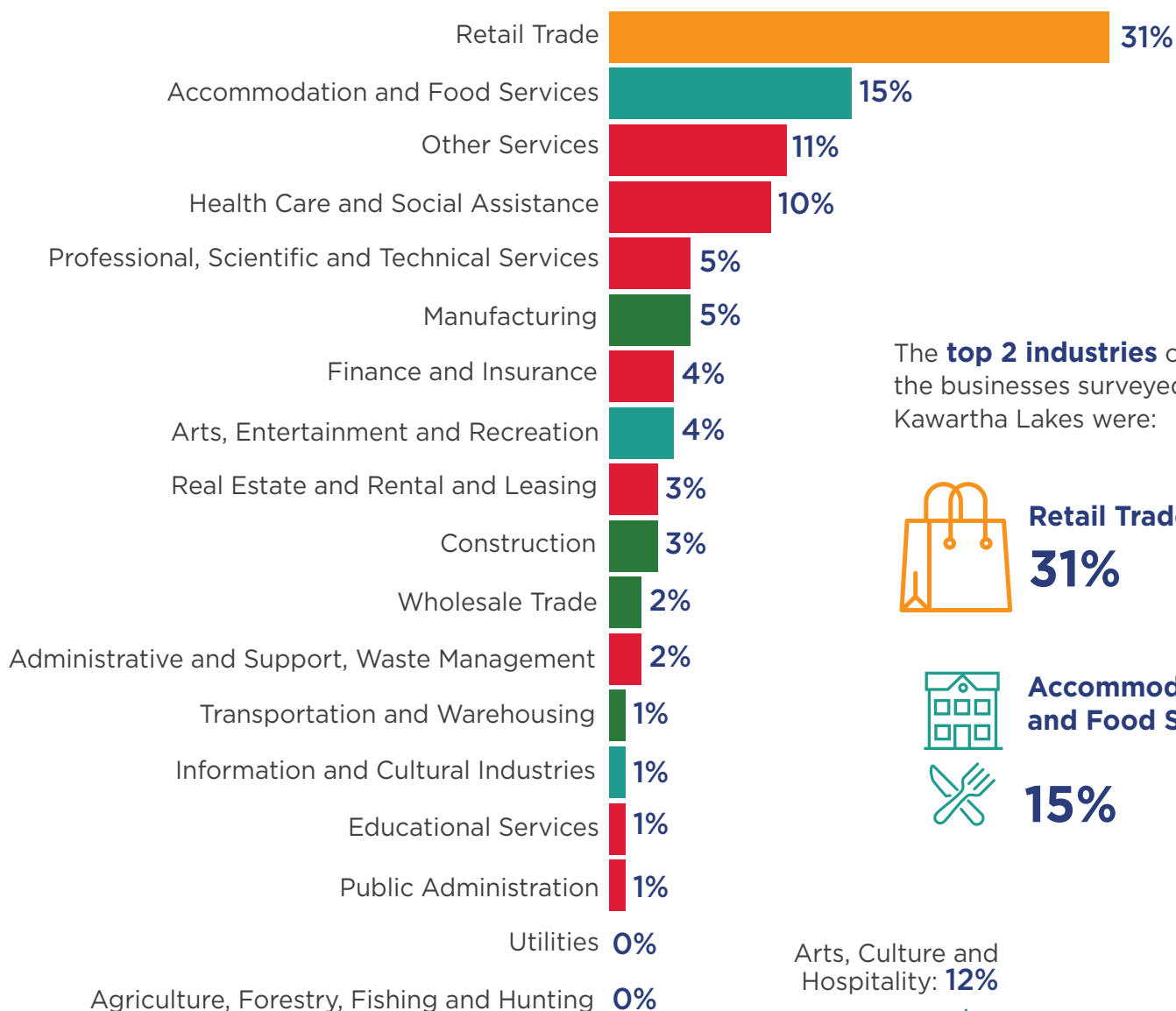


Industries Surveyed



1,048 businesses in Kawartha Lakes participated in the survey

Legend: ■ Arts, Culture and Hospitality ■ Industry and Trades ■ Retail Trade ■ Services



The **top 2 industries** of the businesses surveyed in Kawartha Lakes were:

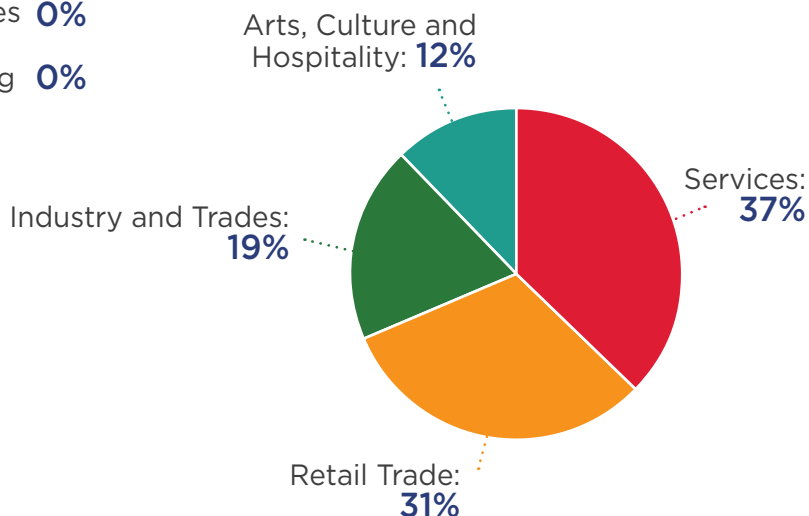


Retail Trade
31%



Accommodation and Food Services
15%

Overall Industries Surveyed:

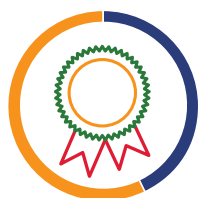
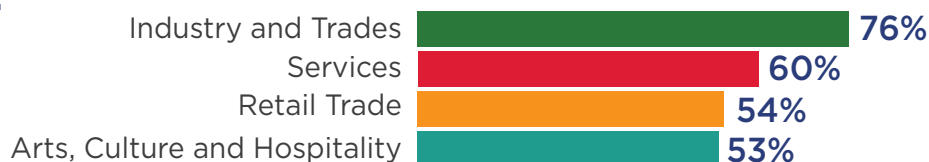


About the Businesses



Head Office Location:

59% of businesses reported that this location was their head office (n=755)



Chamber of Commerce and/or Business Improvement Association (BIA) Membership:

43% of businesses reported that they were members of a Chamber of Commerce and/or Lindsay BIA (n=750)

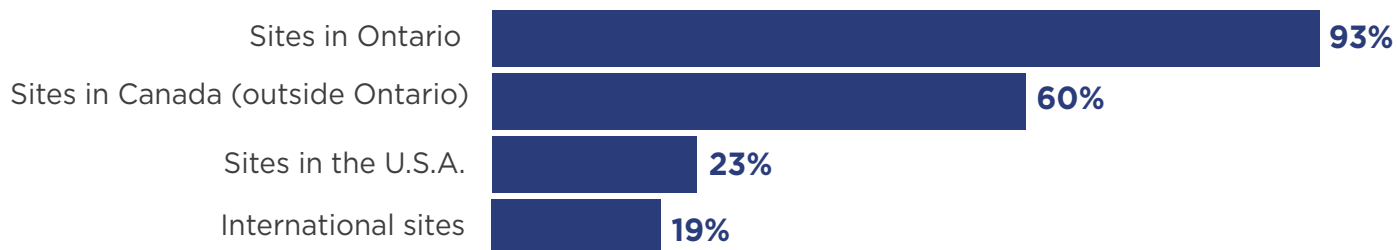


Business Locations:

47% of businesses also have sites **outside of the region** (n=807)

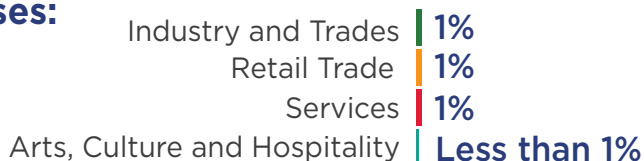


Location of sites outside of the region: (n=334)



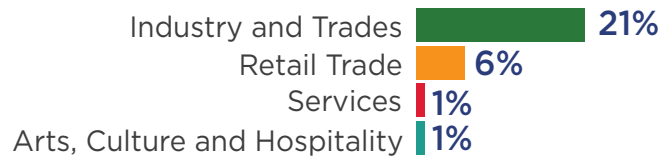
Home-based Businesses:

1% of businesses are **home-based** businesses (n=1,080)





Exporting:
7% of businesses
are **exporting** (n=749)

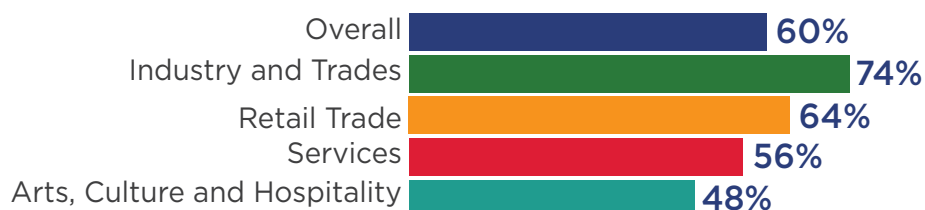


Importing:
24% of businesses
are **importing** (n=733)

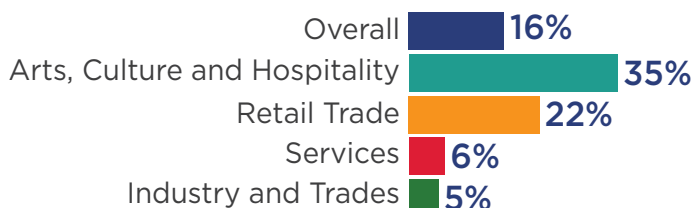


Ownership Description: (n=825)

Independent:



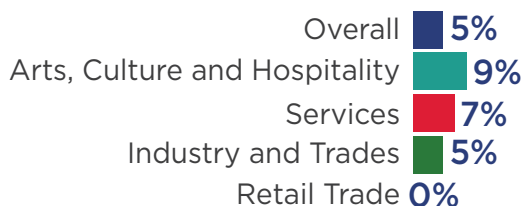
Franchise:



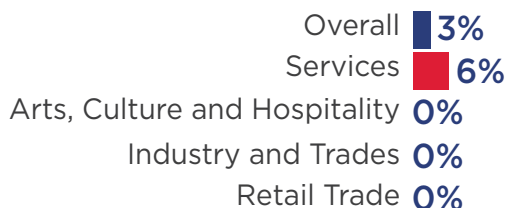
Branch:



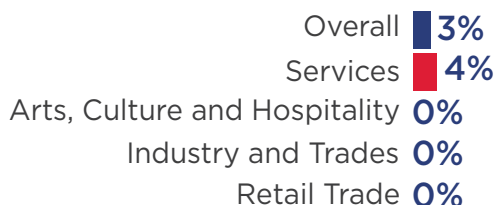
Public:



Institutional:



Other:

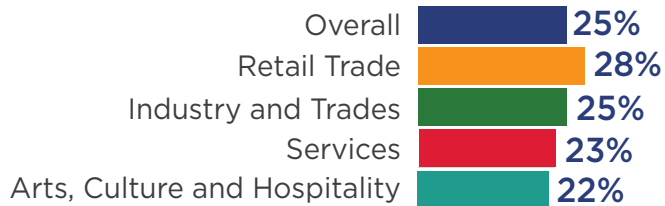


Business Type: (n=831)

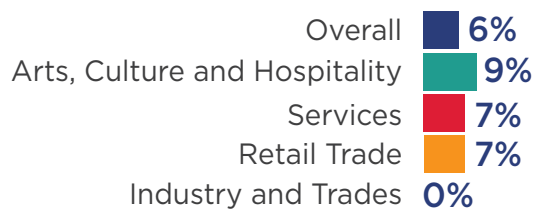
Corporation:



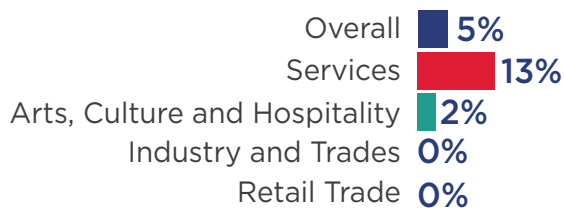
Sole Proprietor:



Partnership:



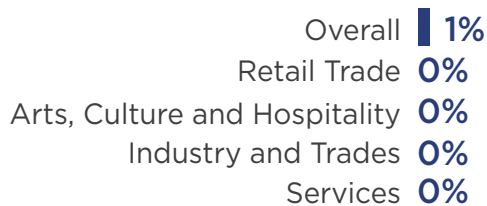
Co-op/Non-Profit:



Government:



Other:

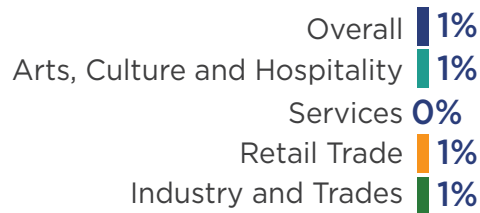


Business Establishment Dates:

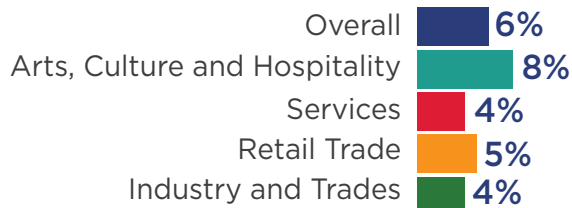


the businesses surveyed were **established at their current location** (n=822)

Pre-1900:



1900 to 1969:



1970 to 1999:



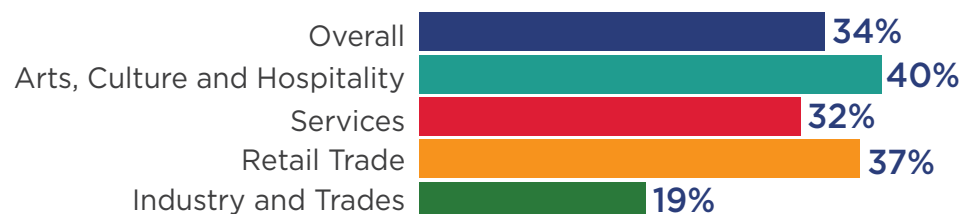
2000 to 2009:



2010 to 2019:



2020 to 2025:





the businesses surveyed were **established** (n=822)

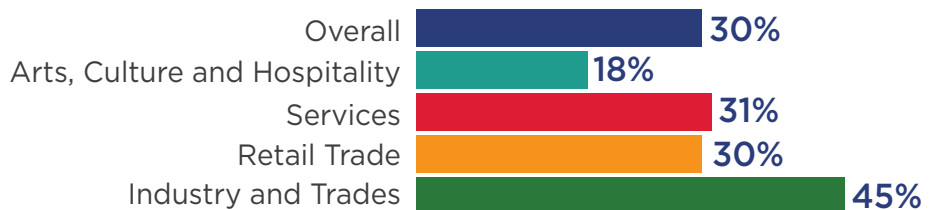
Pre-1900:



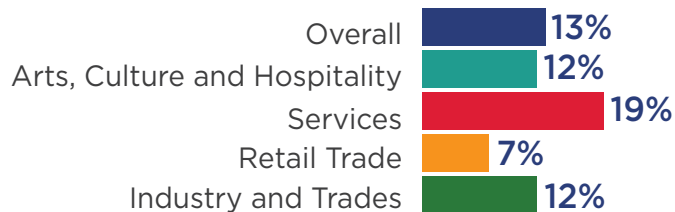
1900 to 1969:



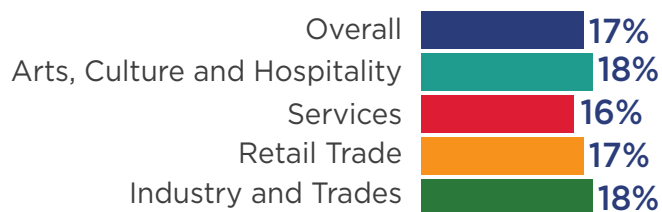
1970 to 1999:



2000 to 2009:



2010 to 2019:



2020 to 2025:

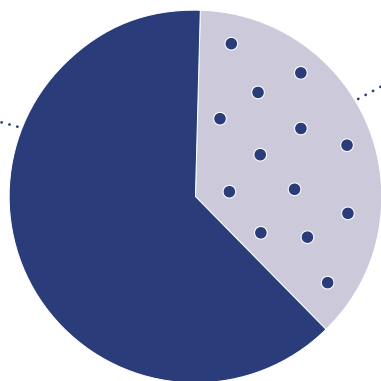




Business Spaces:

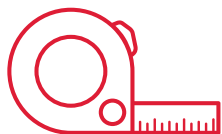
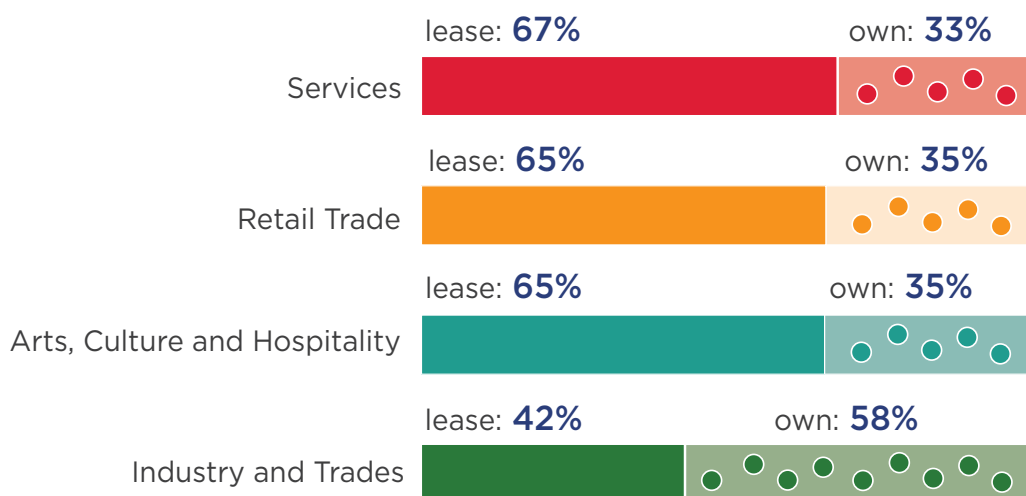
63%

of businesses surveyed
lease their site



37%

of businesses surveyed
own their site
(n=825)



Total square footage covered by businesses surveyed

(n=544): **3,857,704 sq. ft.**

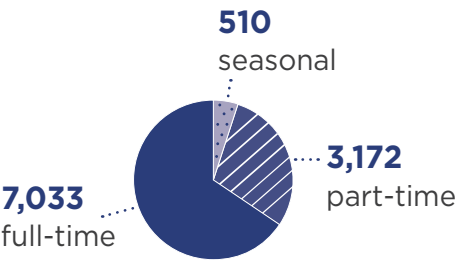


About the Employees

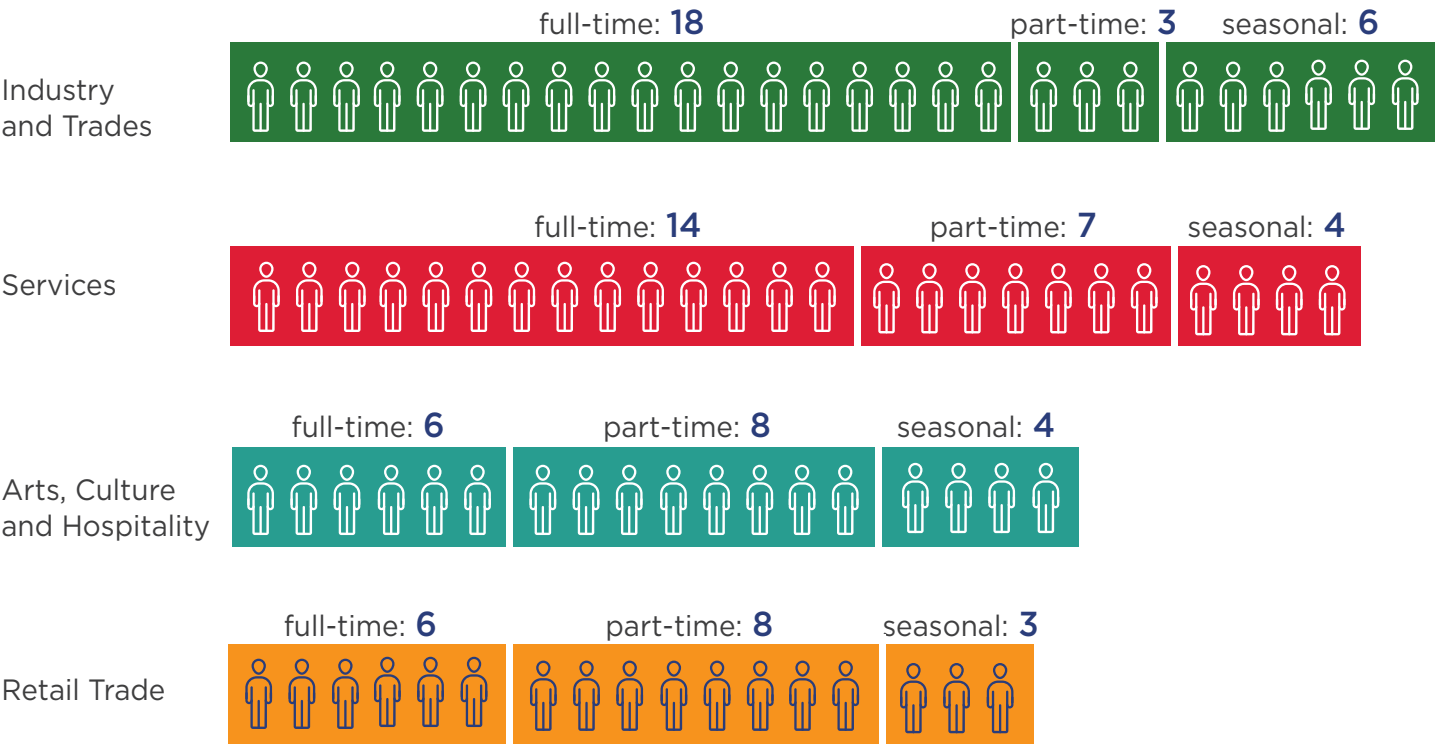
Total number of employees per business surveyed: (n=727)



10,715 total employees reported by businesses surveyed



Average employee count by sector: (n=727)



Experiencing a Skills Shortage:



38% of businesses reported a **skills shortage** (n=729)



Future Plans

Hiring:



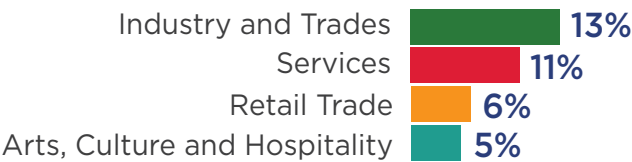
47% of businesses surveyed **plan to hire in the future** (n=733)



Expanding:

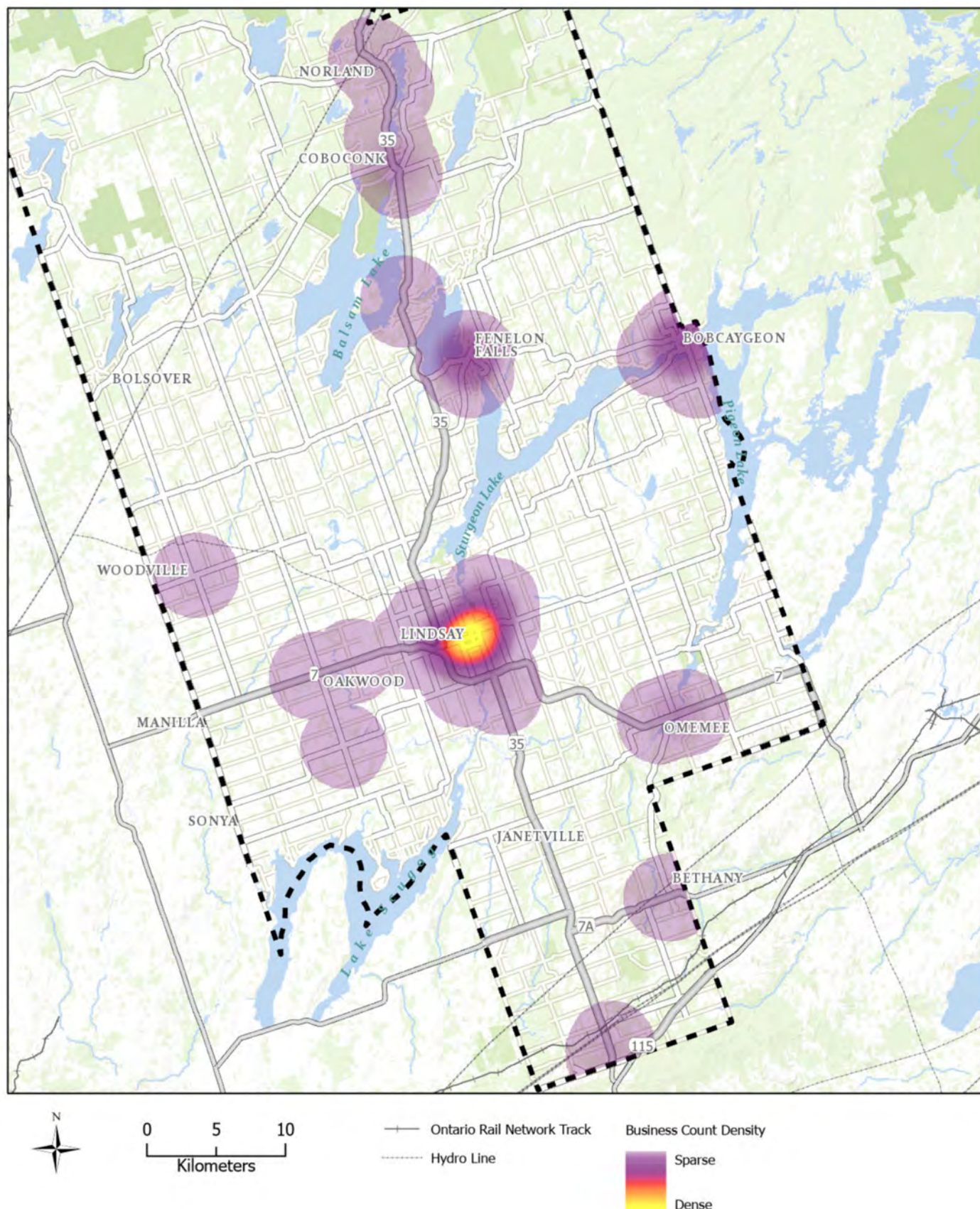


9% of businesses **plan to expand their floor space** (n=727)



Kawartha Lakes Heat Map

The 2024 Kawartha Lakes Business Count survey focused on downtown and industrial areas. This heat map shows the location of businesses that responded to the survey. The more businesses that responded from a particular geography, the heat map colour changes from purple to red to yellow.





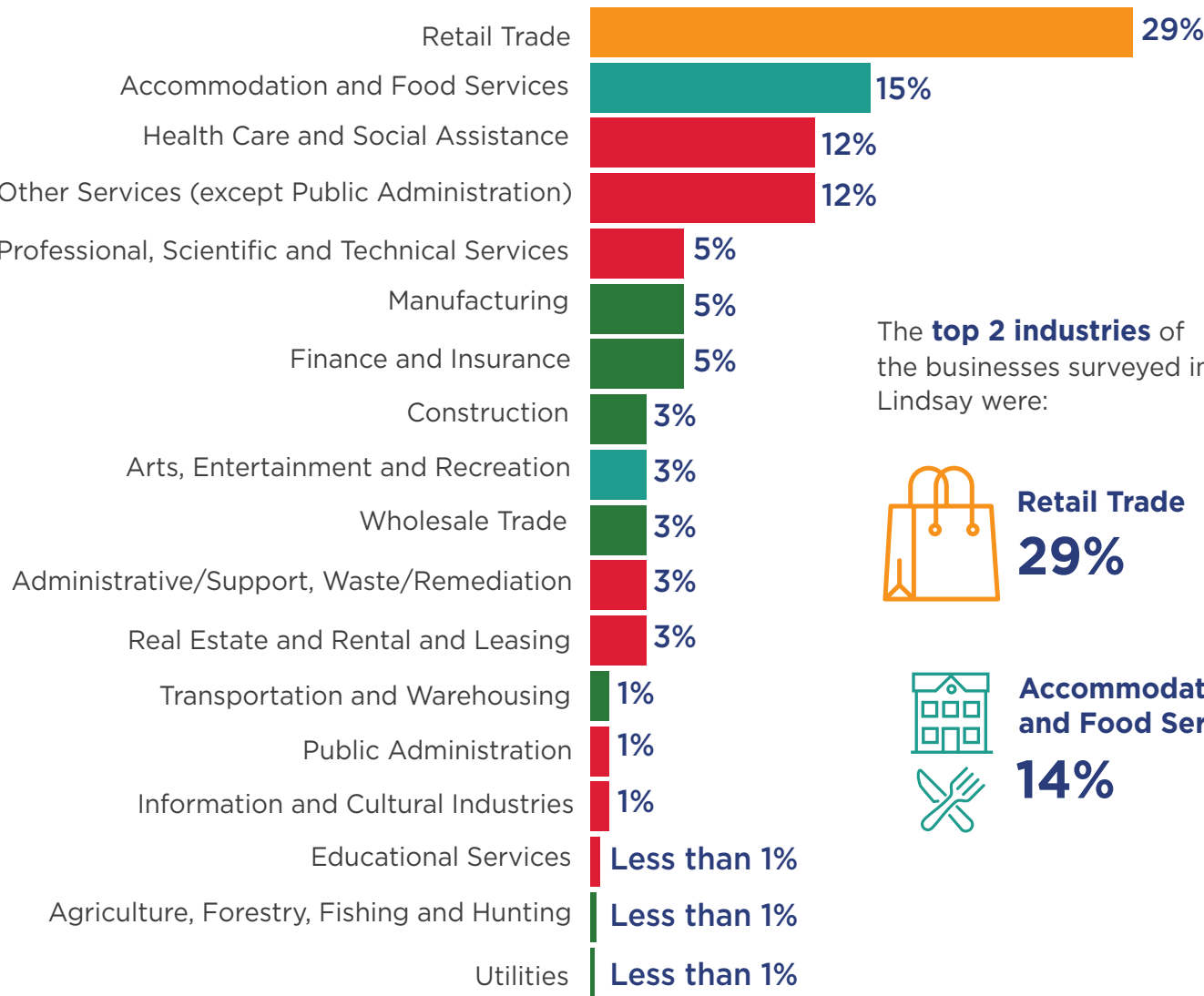
Lindsay



732 businesses in Lindsay participated in the survey

Businesses that completed the survey (by industry):

Legend: ■ Arts, Culture and Hospitality ■ Industry and Trades ■ Retail Trade ■ Services



The **top 2 industries** of the businesses surveyed in Lindsay were:



Retail Trade
29%



Accommodation and Food Services
14%

About the Businesses



Head Office Location:

55% of businesses reported that this location was their head office (n=490)



Chamber of Commerce and/or Business Improvement Association (BIA) Membership:

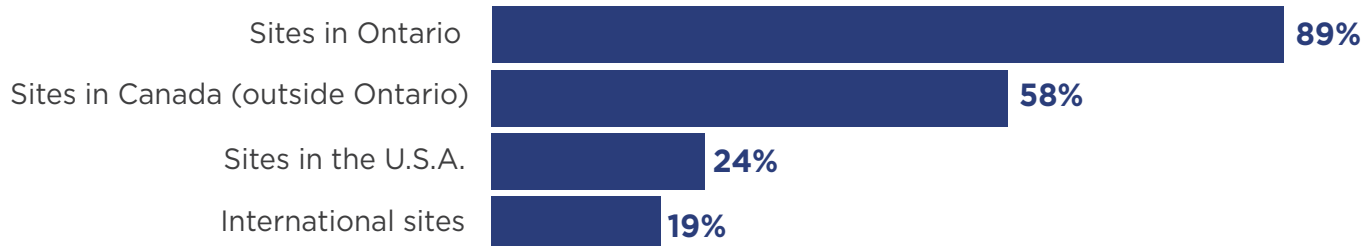
43% of businesses reported that they were members of a Chamber of Commerce and/or Lindsay BIA (n=490)



Business Locations:

51% of businesses surveyed also have sites **outside of the region** (n=514)

Location of sites outside of the region: (n=260)



Home-based Businesses:

1% are **home based** businesses (n=650)



Exporting:

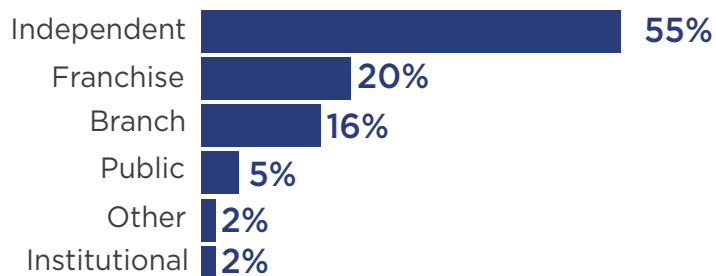
8% of businesses are **exporting** (n=486)



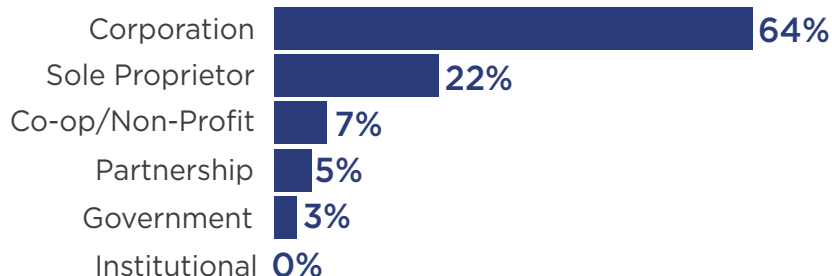
Importing:

24% of businesses are **importing** (n=476)

Ownership Description: (n=531)



Business Type: (n=526)



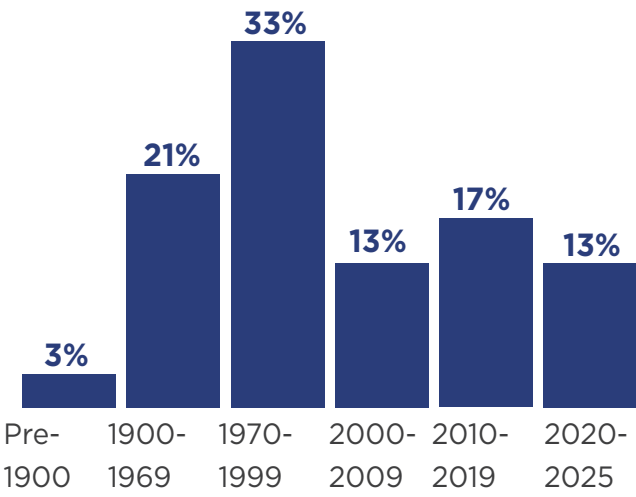
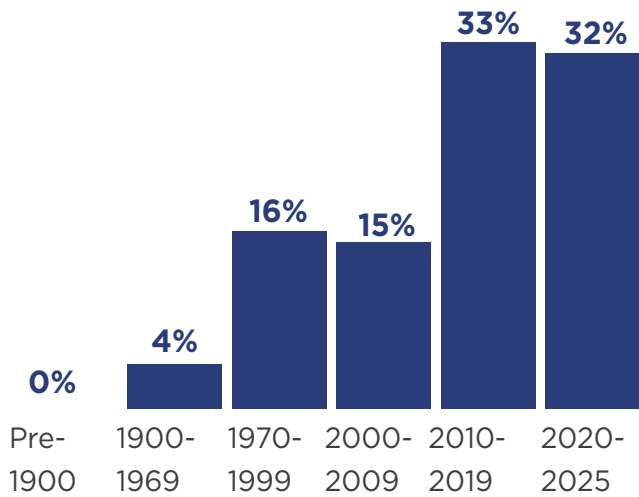
Business Establishment Dates:



the businesses surveyed were **established at their current location** (n=475)

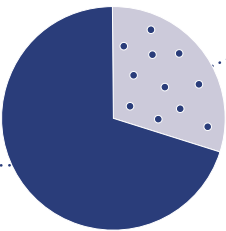


the businesses surveyed were **established** (n=521)

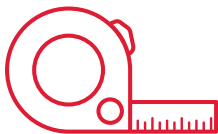


Business Spaces:

70% of businesses surveyed **lease** their site



30% of businesses surveyed **own** their site (n=554)



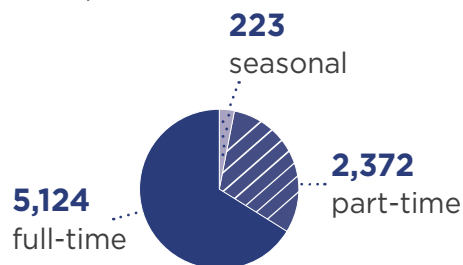
Total square footage covered by businesses surveyed (n=409):
3,230,854 sq. ft.



About the Employees

Total number of employees per business surveyed:

(n=473)

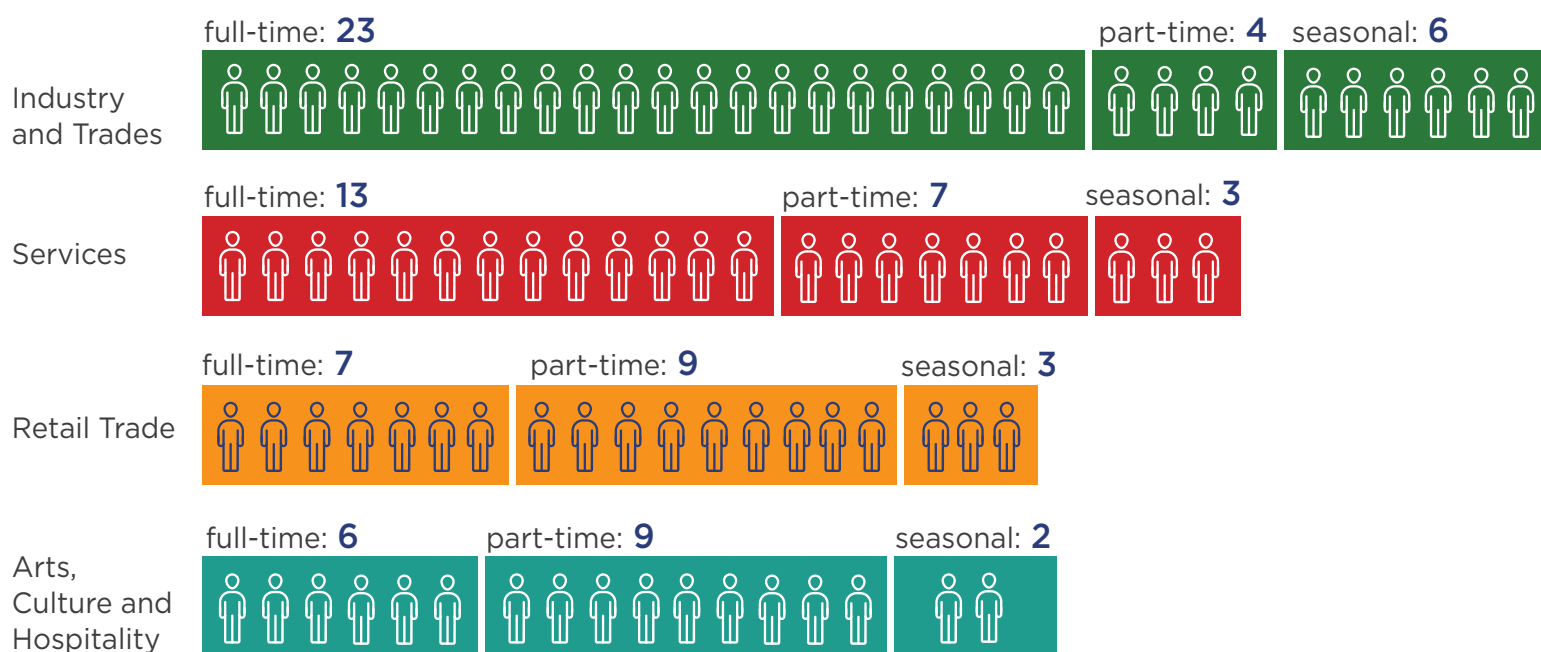


7,721 total employees
reported by businesses surveyed



40% of businesses surveyed
reported a **skills shortage**
(n=484)

Average employee count by sector: (n=449)



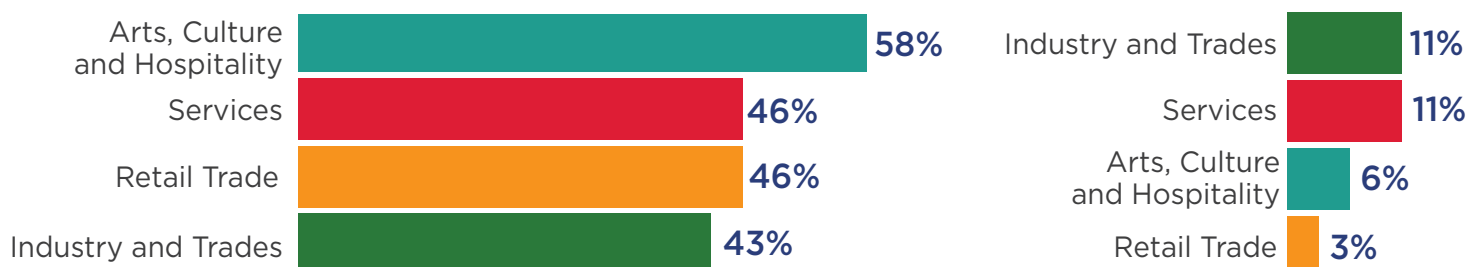
Future Plans



Hiring:
47% of businesses surveyed
plan to hire in the future
(n=484)

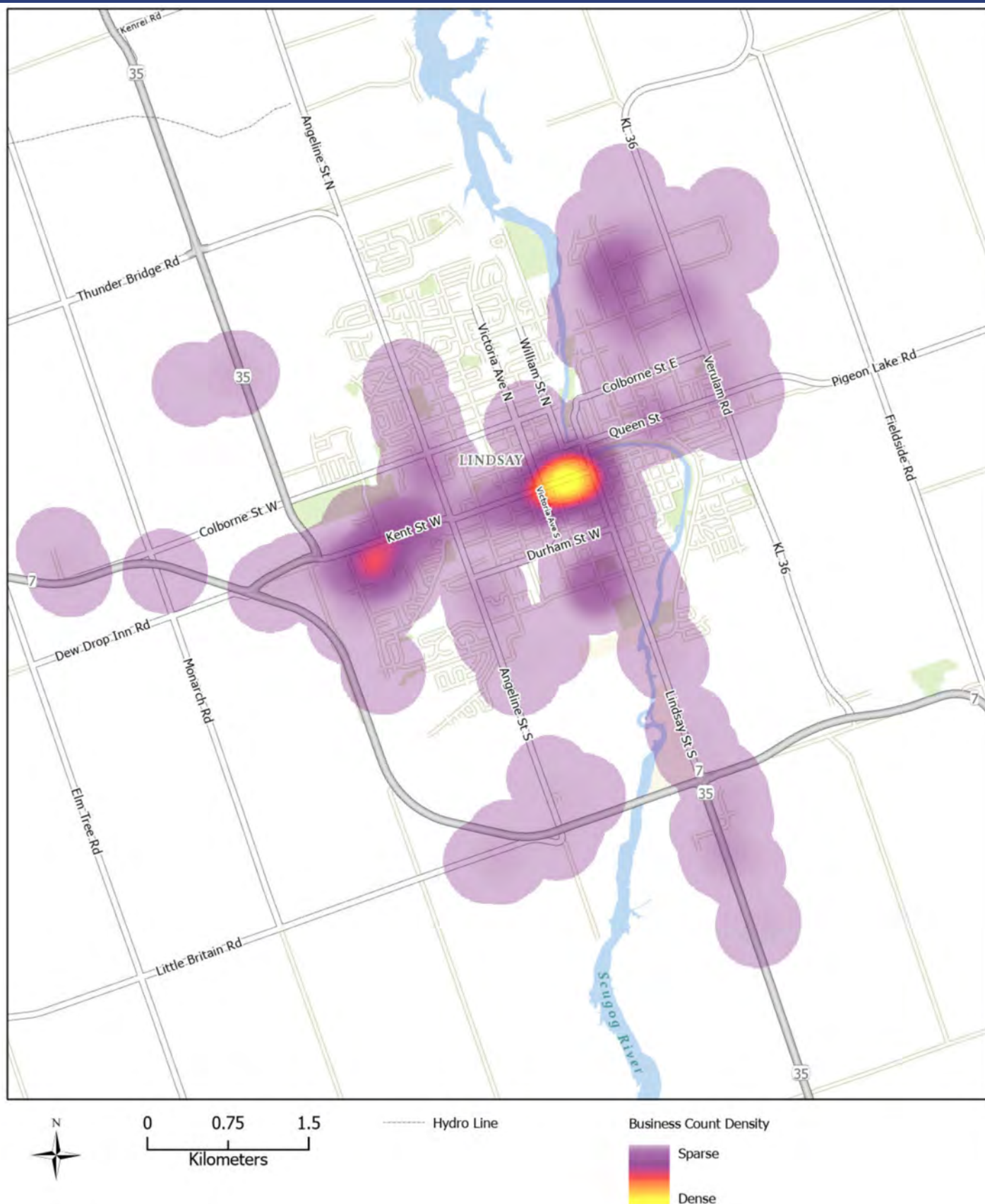


Expanding:
7% of businesses
surveyed **plan to expand**
their floor space (n=481)



Lindsay Heat Map

The 2024 Kawartha Lakes Business Count survey focused on downtown, industrial areas and commercial areas on Kent Street and Lindsay Street. This heat map shows the location of businesses that responded to the survey. The more businesses that responded from a particular geography, the heat map colour changes from purple to red to yellow.



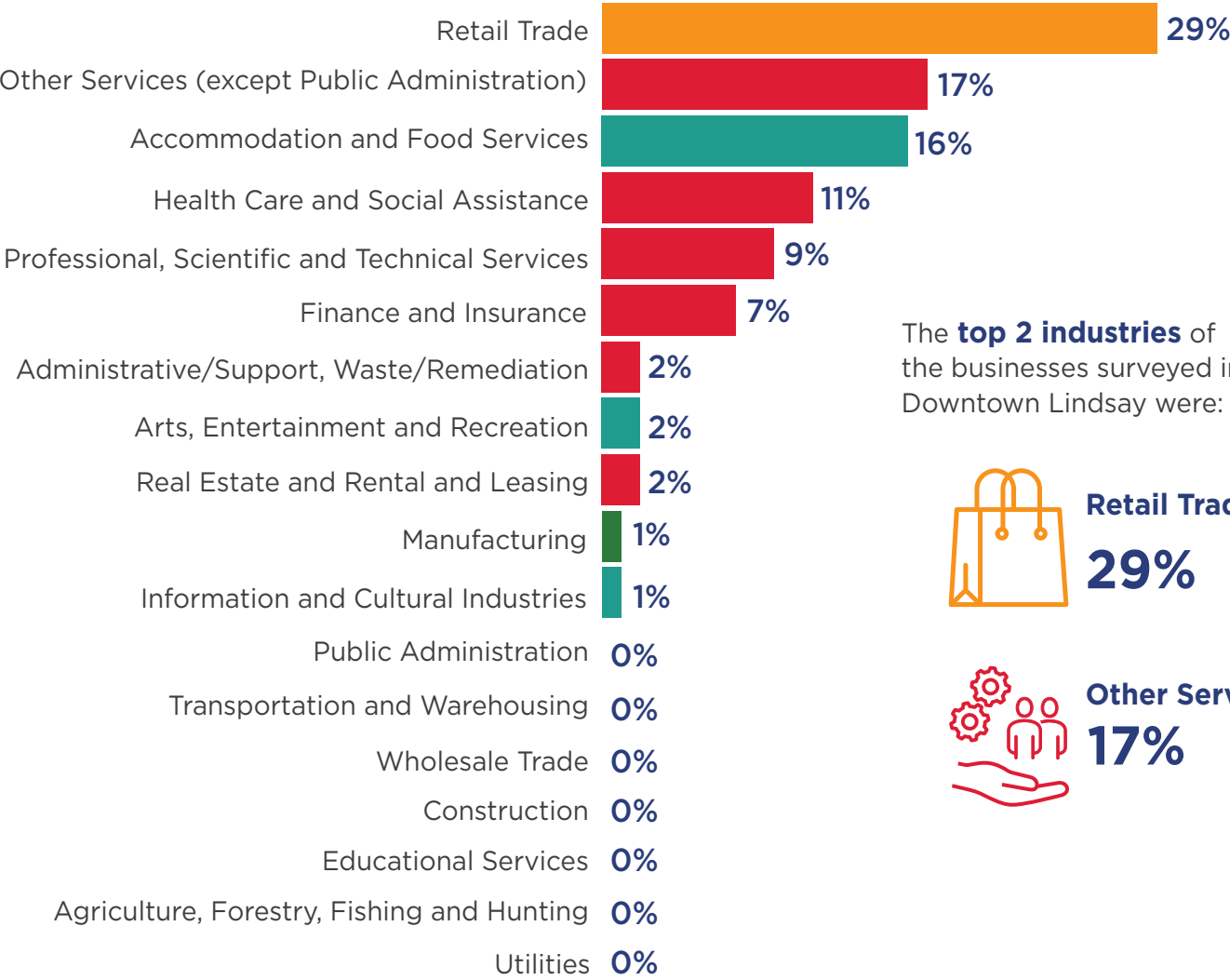


229 businesses
in Downtown
Lindsay participated
in the survey

Downtown Lindsay

Businesses that completed the survey (by industry):

Legend: ■ Arts, Culture and Hospitality ■ Industry and Trades ■ Retail Trade ■ Services



The **top 2 industries** of the businesses surveyed in Downtown Lindsay were:



Retail Trade
29%



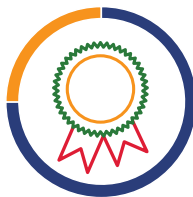
Other Services
17%

About the Businesses



Head Office Location:

64% of businesses reported that this location was their head office (n=157)



Chamber of Commerce and/or Business Improvement Association (BIA) Membership:

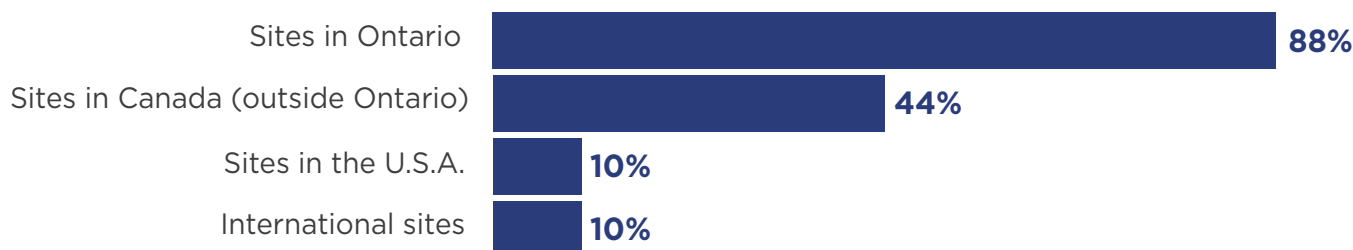
75% of businesses reported that they were members of a Chamber of Commerce and/or Lindsay BIA (n=159)



Location:

39% of businesses surveyed also have sites **outside of the region** (n=162)

Location of sites outside of the region: (n=59)



Home-based Businesses:

0.5% are **home based** businesses (n=210)



Exporting:

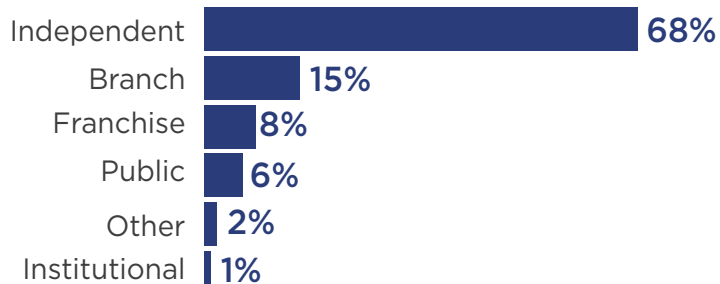
4% of businesses are **exporting** (n=159)



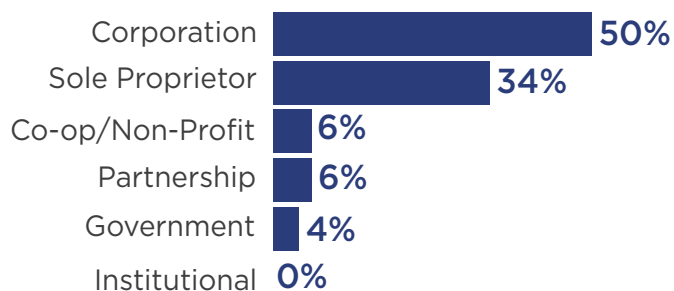
Importing:

18% of businesses are **importing** (n=154)

Ownership Description: (n=163)



Business Type: (n=161)



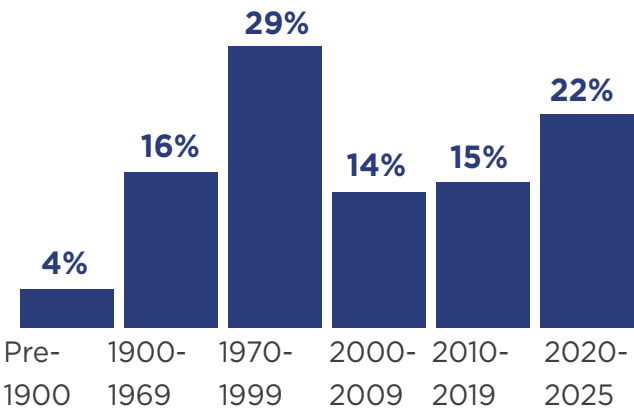
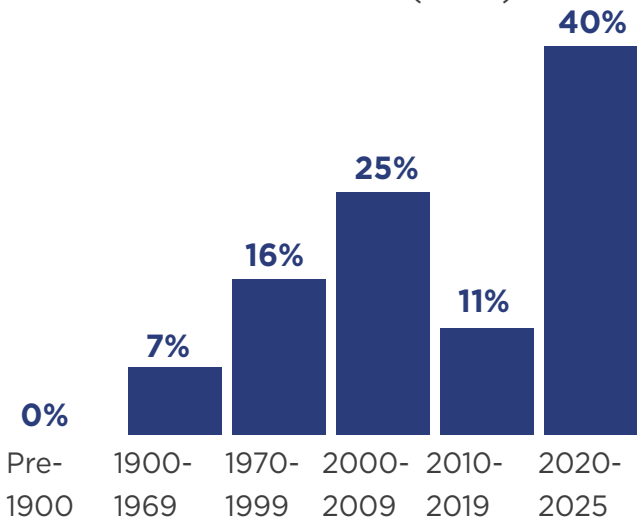
Business Establishment Dates:



the businesses surveyed were **established at their current location** (n=161)

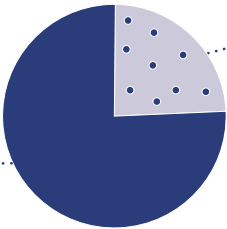


the businesses surveyed were **established** (n=166)

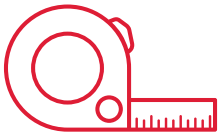


Business Spaces:

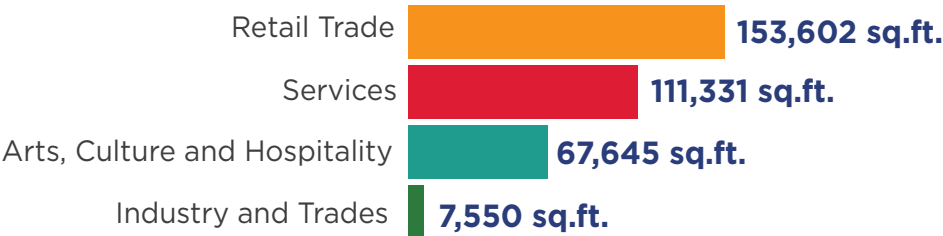
76% of businesses surveyed **lease** their site



24% of businesses surveyed **own** their site (n=181)

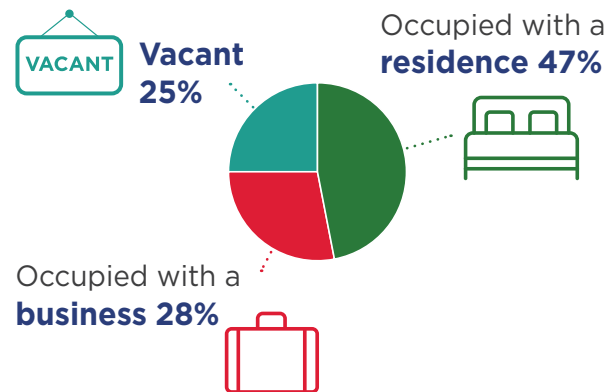


Total square footage covered by businesses surveyed (n=139):
442,083 sq. ft.



Number of Floors

What's occupying the 3rd floor: (n=32)

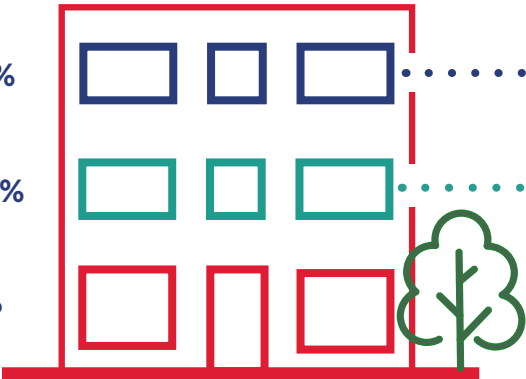


Total number of above ground floors: (n=171)

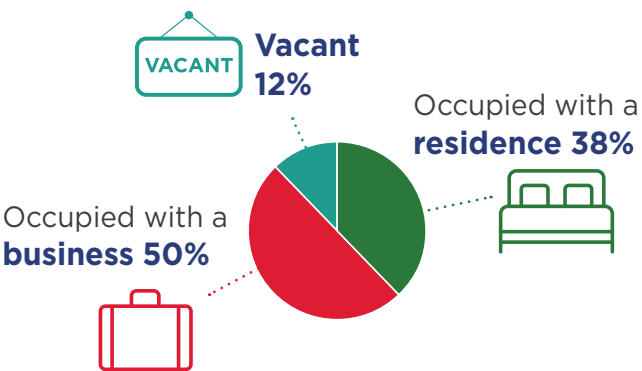
Buildings with **3 storeys** 18%

Buildings with **2 storeys** 49%

Buildings with **1 storey** 34%



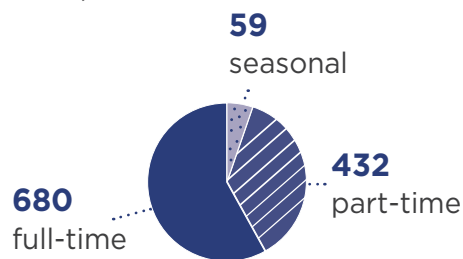
What's occupying the 2nd floor: (n=113)



About the Employees

Total number of employees per business surveyed:

(n=154)

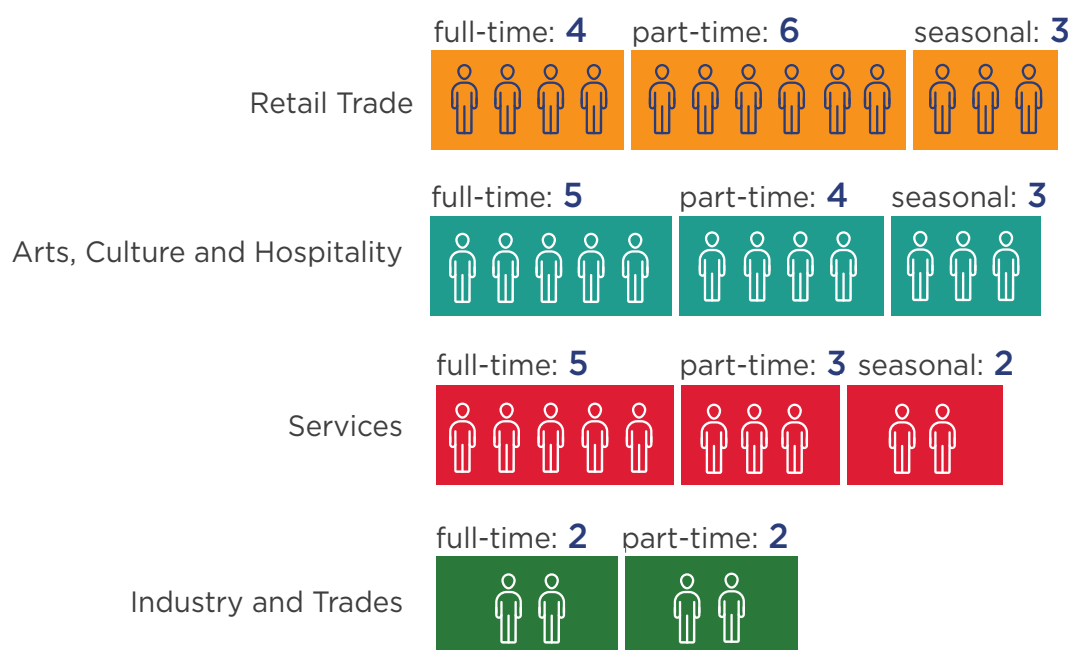


1,171 total employees
reported by businesses surveyed



35% of businesses surveyed
reported a **skills shortage**
(n=158)

Average employee count by sector: (n=154)



Future Plans



Hiring:

41% of businesses
surveyed **plan to hire in the future** (n=158)



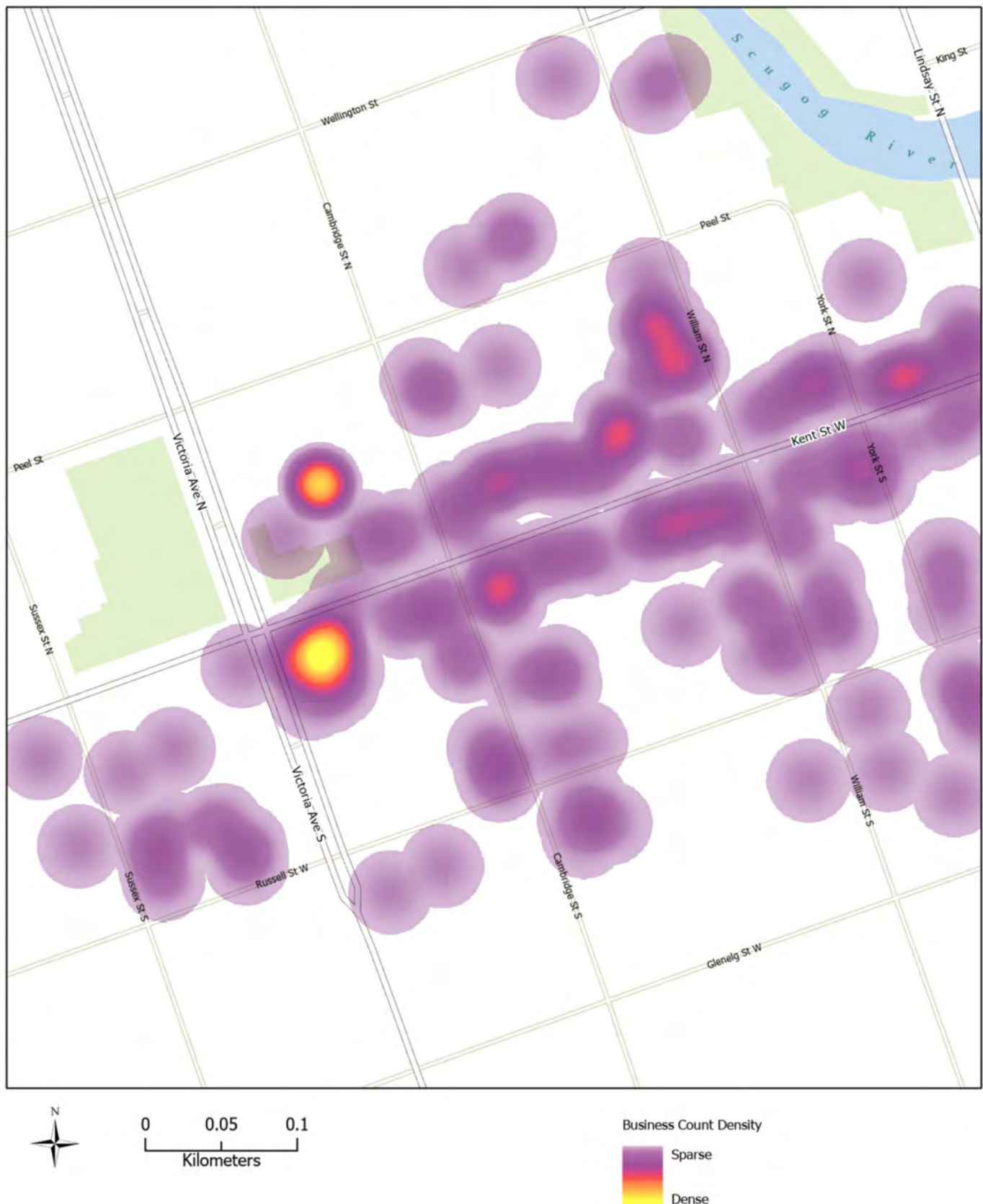
Expanding:

8% of businesses
surveyed **plan to expand their floor space** (n=154)



Downtown Lindsay Heat Map

The 2024 Kawartha Lakes Business Count survey focused on downtown and industrial areas. This heat map shows the location of businesses that responded to the survey. The more businesses that responded from a particular geography, the heat map colour changes from purple to red to yellow.





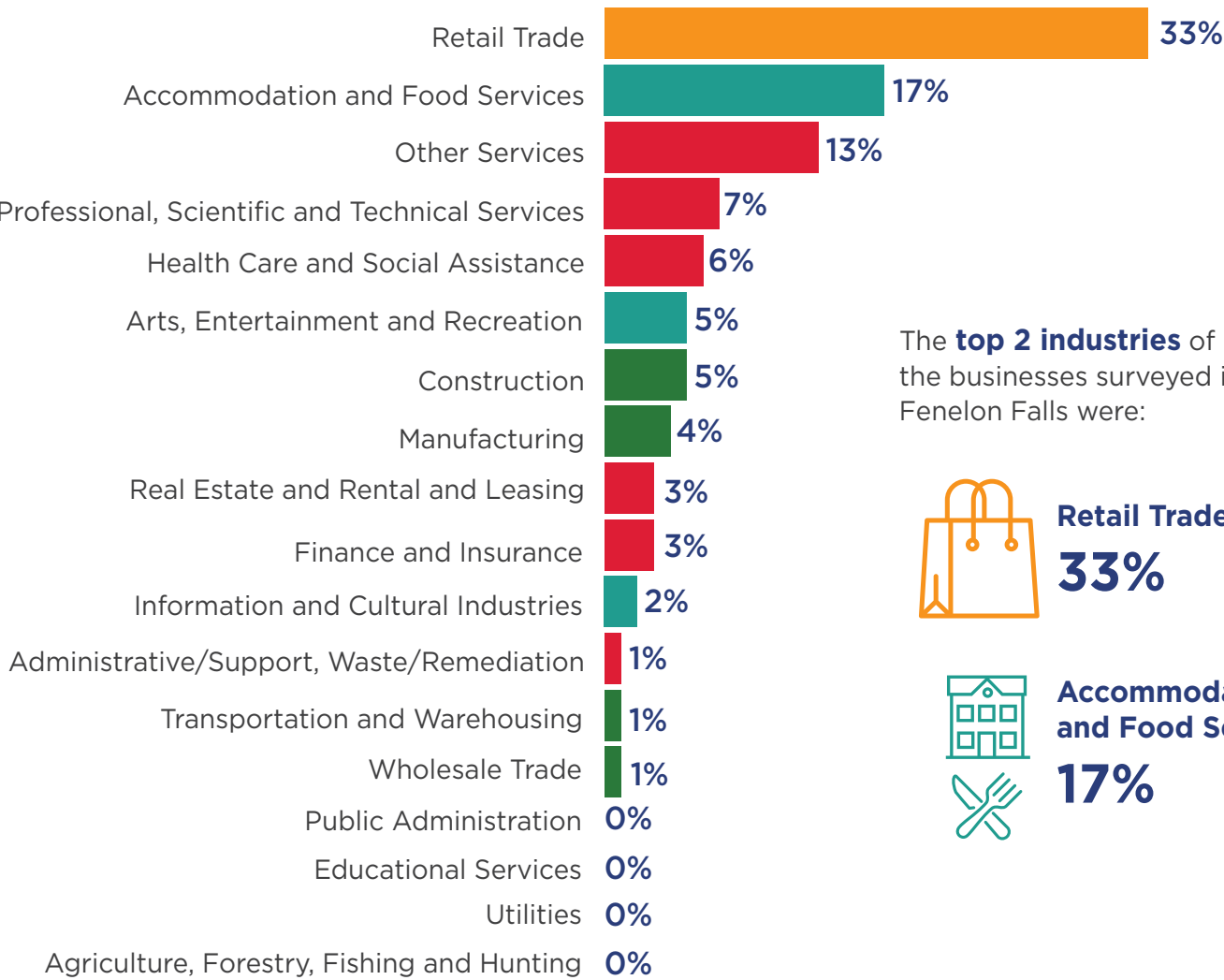
Fenelon Falls



131 businesses in Fenelon Falls participated in the survey

Businesses that completed the survey (by industry):

Legend: ■ Arts, Culture and Hospitality ■ Industry and Trades ■ Retail Trade ■ Services



The **top 2 industries** of the businesses surveyed in Fenelon Falls were:



Retail Trade
33%



Accommodation and Food Services
17%

About the Businesses



Head Office Location:

72% of businesses reported that this location was their head office (n=100)



Chamber of Commerce and/or Business Improvement Association (BIA) Membership:

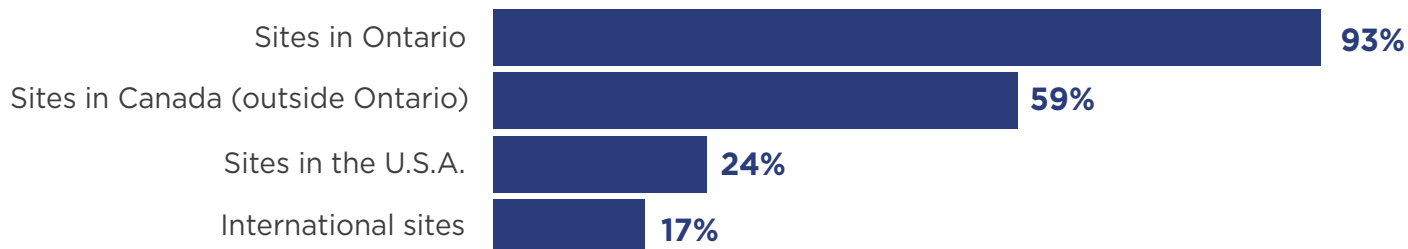
54% of businesses reported that they were members of a Chamber of Commerce and/or Lindsay BIA (n=100)



Location:

33% of businesses surveyed also have sites **outside of the region** (n=111)

Location of sites outside of the region: (n=29)



Home-based Businesses:

0% are **home based** businesses (n=127)



Exporting:

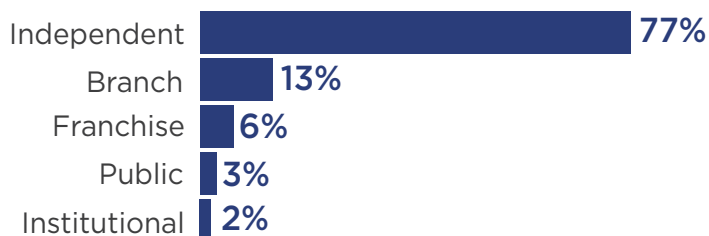
4% of businesses are **exporting** (n=100)



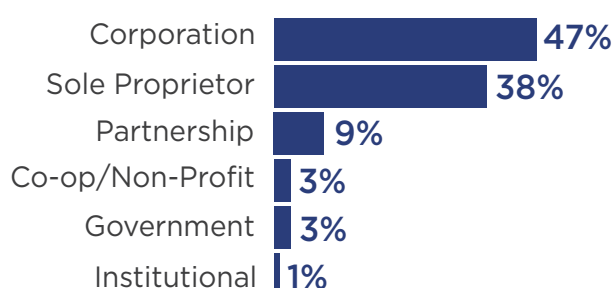
Importing:

21% of businesses are **importing** (n=100)

Ownership Description: (n=103)



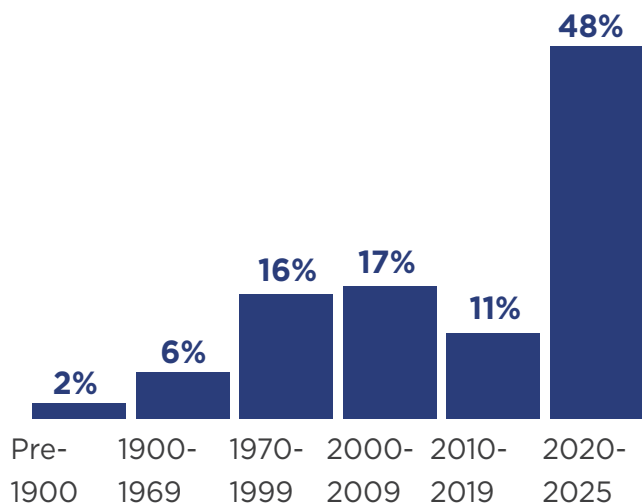
Business Type: (n=103)



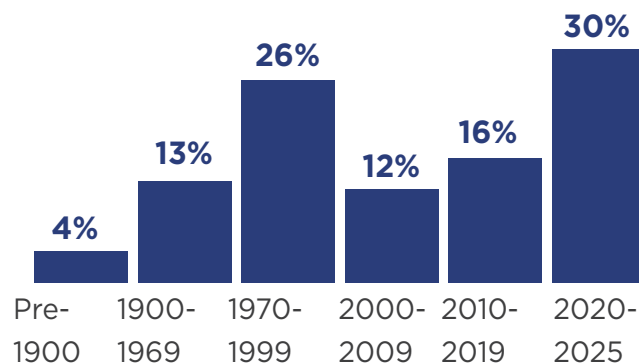
Business Establishment Dates:



the businesses surveyed were **established at their current location** (n=95)

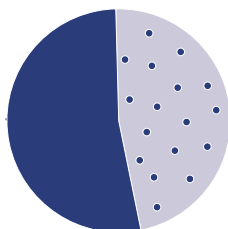


the businesses surveyed were **established** (n=109)

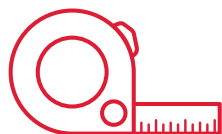


Business Spaces:

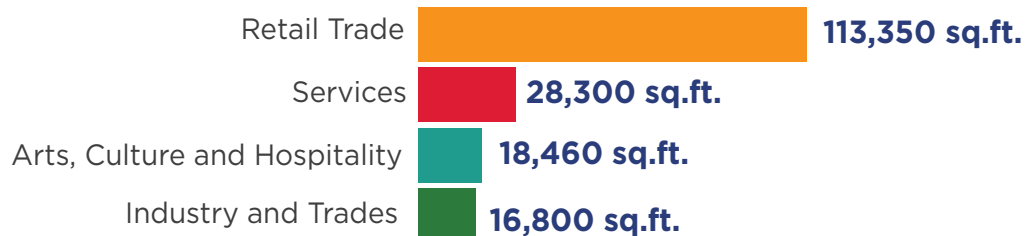
53% of businesses surveyed **lease** their site



47% of businesses surveyed **own** their site (n=99)



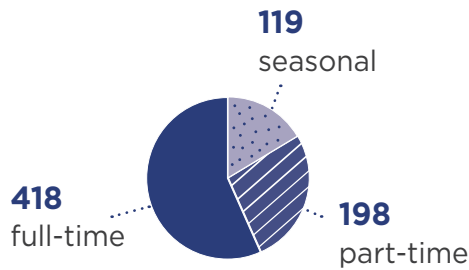
Total square footage covered by businesses surveyed (n=69):
176,910 sq. ft.



About the Employees

Total number of employees per business surveyed:

(n=96)

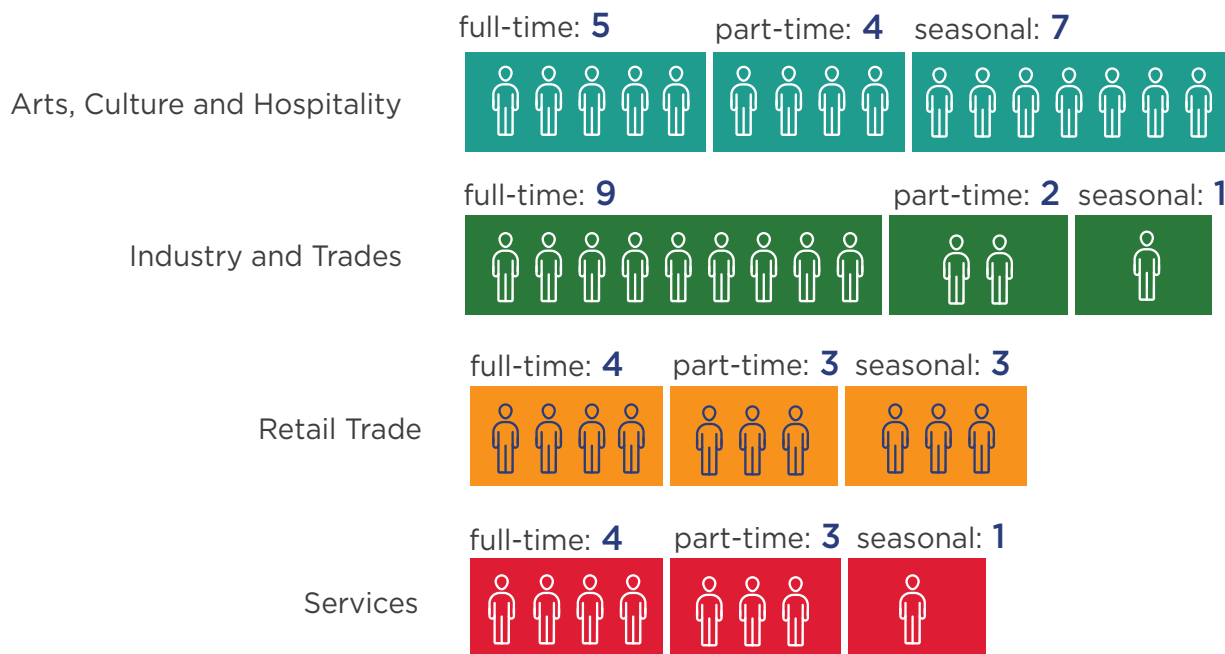


735 total employees reported by businesses surveyed



29% of businesses surveyed reported a **skills shortage** (n=100)

Average employee count by sector: (n=96)



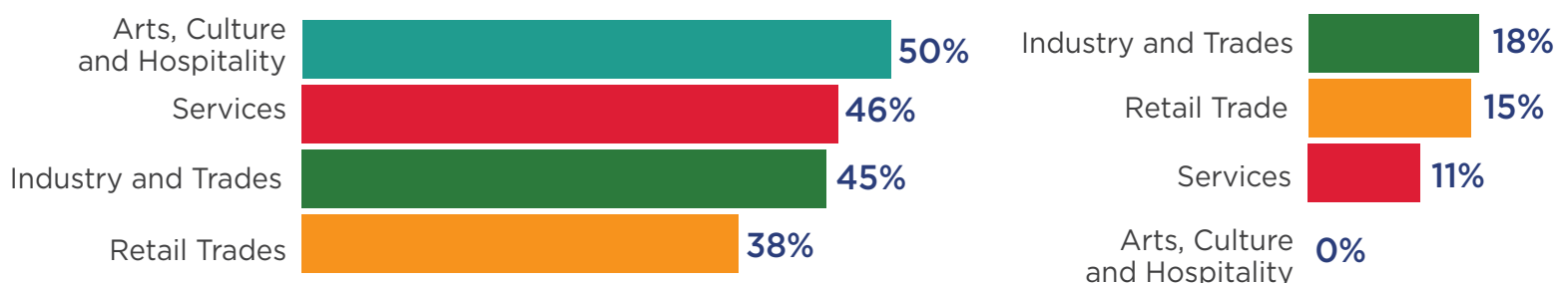
Future Plans



Hiring:
44% of businesses surveyed **plan to hire in the future** (n=100)

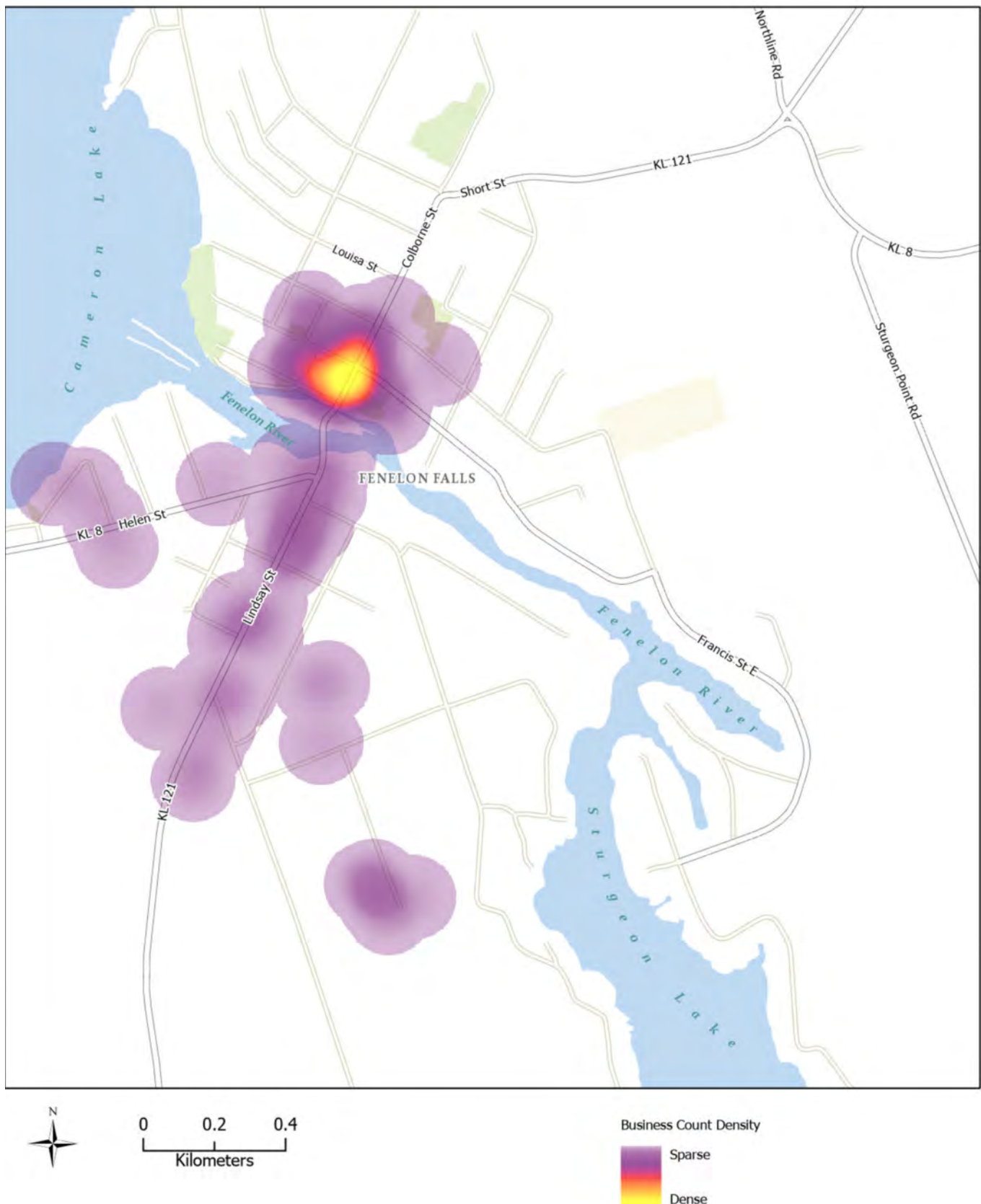


Expanding:
11% of businesses surveyed **plan to expand their floor space** (n=99)



Fenelon Falls Heat Map

The 2024 Kawartha Lakes Business Count survey focused on downtown and industrial areas. This heat map shows the location of businesses that responded to the survey. The more businesses that responded from a particular geography, the heat map colour changes from purple to red to yellow.





Bobcaygeon



139 businesses
in Bobcaygeon
participated in
the survey

Businesses that completed the survey (by industry):

Legend: ■ Arts, Culture and Hospitality ■ Industry and Trades ■ Retail Trade ■ Services



The **top 2 industries** of the businesses surveyed in Bobcaygeon were:



Retail Trade
39%



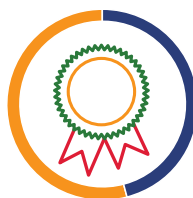
Accommodation and Food Services
16%

About the Businesses



Head Office Location:

57% of businesses reported that this location was their head office (n=77)



Chamber of Commerce and/or Business Improvement Association (BIA) Membership:

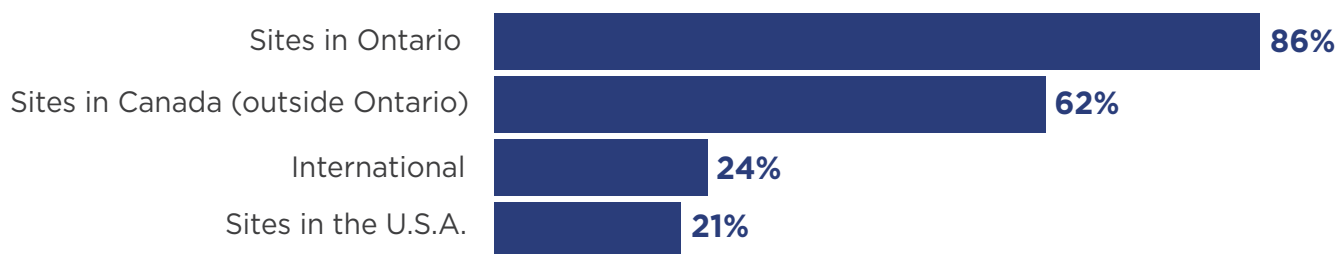
46% of businesses reported that they were members of a Chamber of Commerce and/or Lindsay BIA (n=67)



Location:

41% of businesses surveyed also have sites **outside of the region** (n=83)

Location of sites outside of the region: (n=29)



Home-based Businesses:

2% are **home based** businesses (n=133)



Exporting:

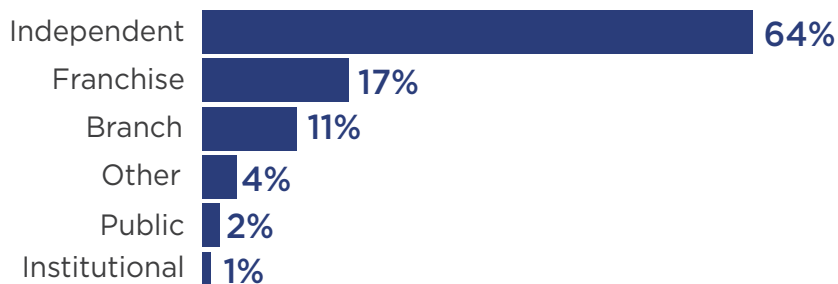
4% of businesses are **exporting** (n=73)



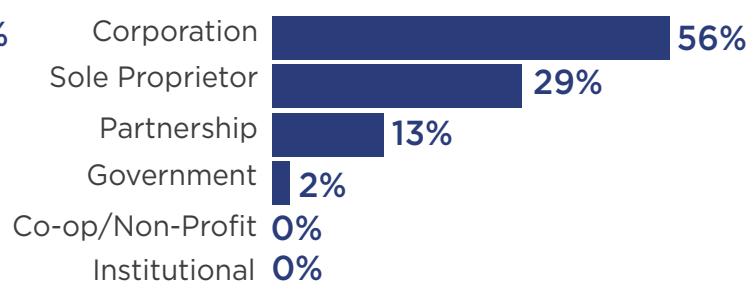
Importing:

25% of businesses are **importing** (n=67)

Ownership Description: (n=90)



Business Type: (n=88)



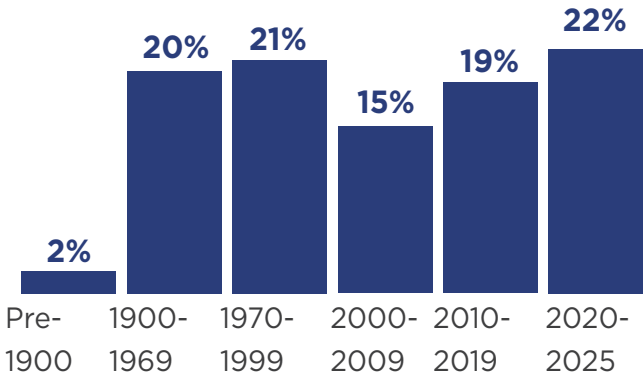
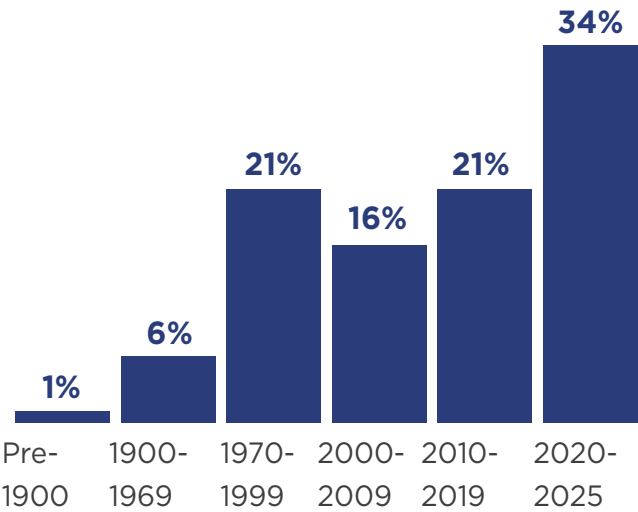
Business Establishment Dates:



the businesses surveyed were **established at their current location** (n=70)

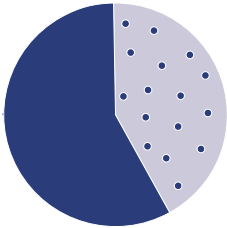


the businesses surveyed were **established** (n=85)

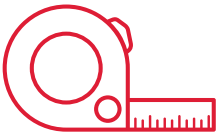


Business Spaces:

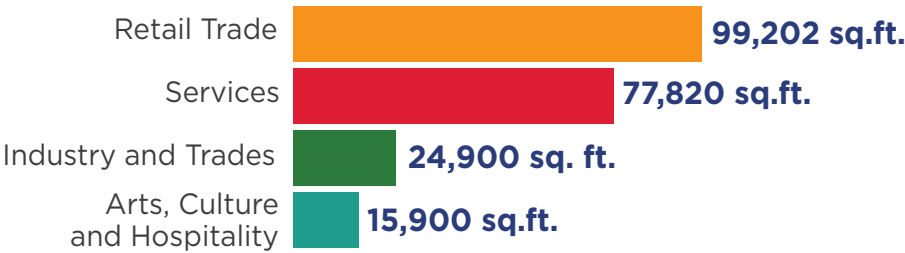
58% of businesses surveyed **lease** their site



42% of businesses surveyed **own** their site (n=76)

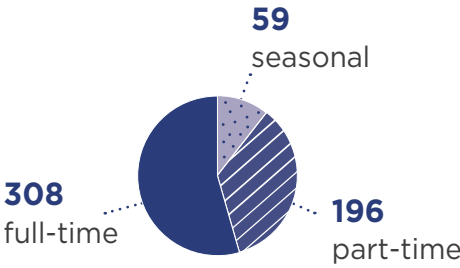


Total square footage covered by businesses surveyed (n=53):
217,822 sq. ft.



About the Employees

Total number of employees per business surveyed:
(n=76)

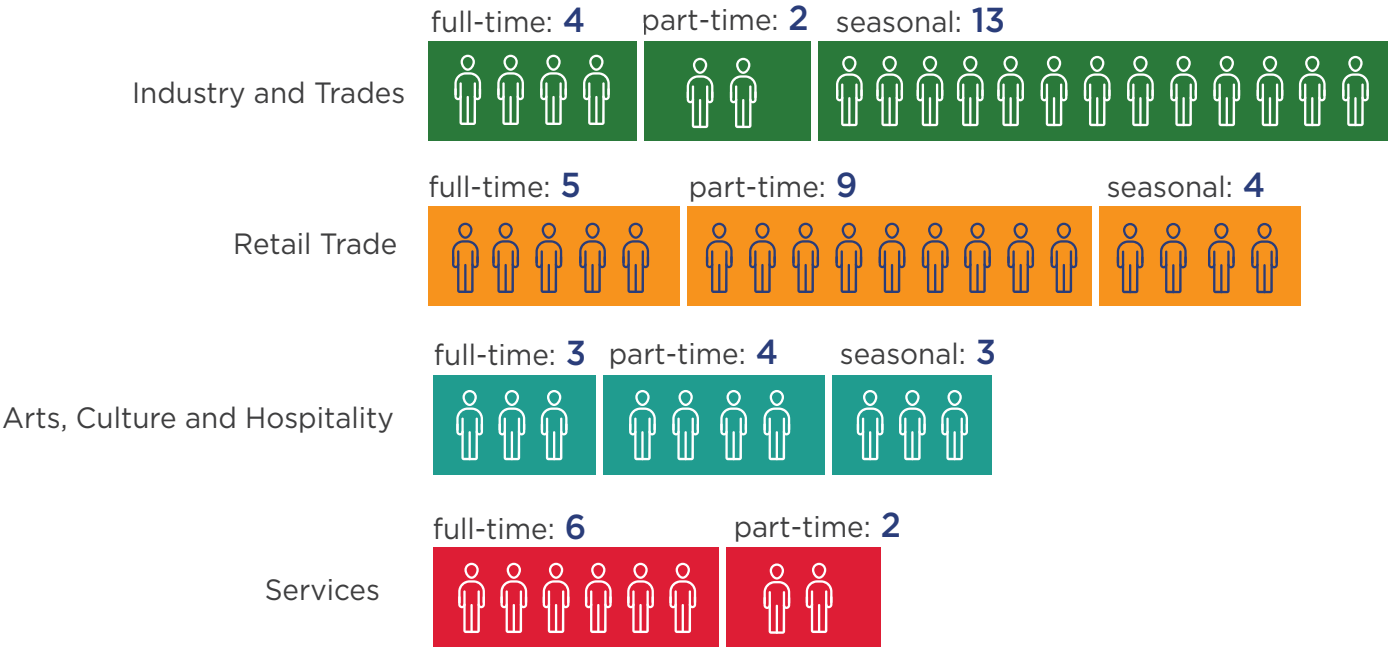


563 total employees reported by businesses surveyed



39% of businesses surveyed reported a **skills shortage** (n=69)

Average employee count by sector: (n=34)



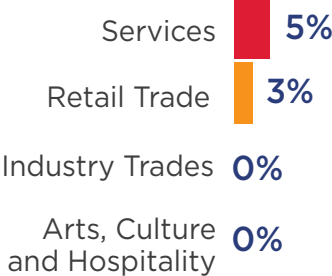
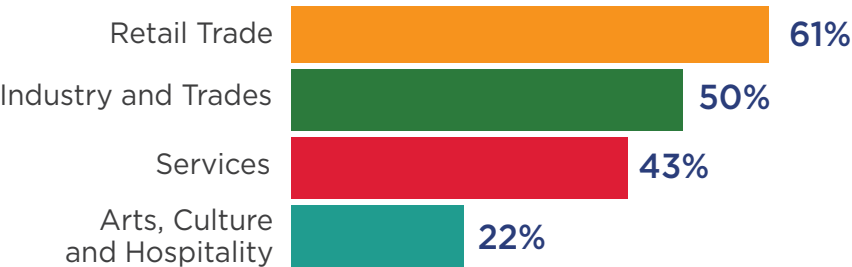
Future Plans



Hiring:
49% of businesses surveyed **plan to hire in the future** (n=73)

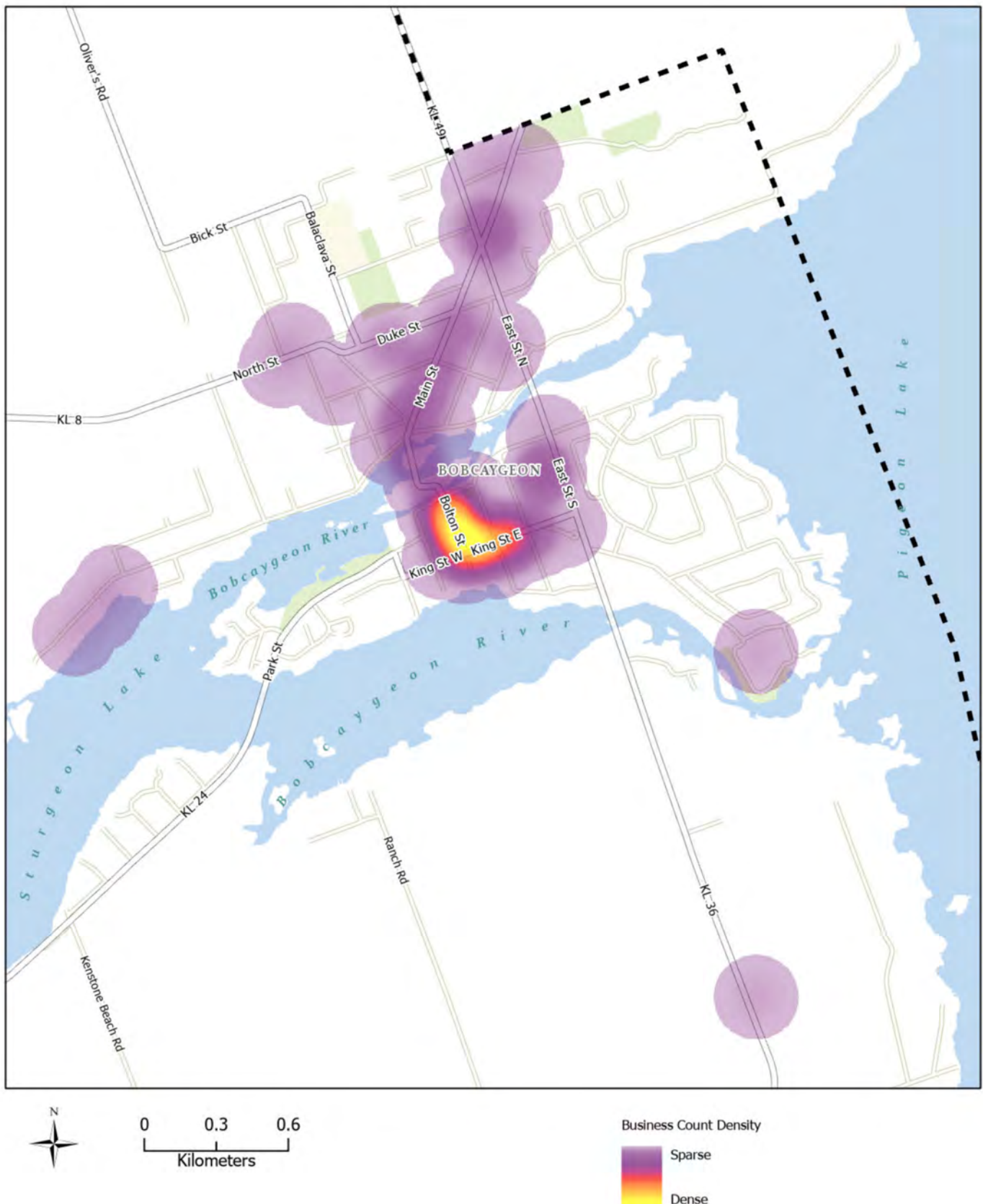


Expanding:
3% of businesses surveyed **plan to expand their floor space** (n=71)



Bobcaygeon Heat Map

The 2024 Kawartha Lakes Business Count survey focused on downtown and industrial areas. This heat map shows the location of businesses that responded to the survey. The more businesses that responded from a particular geography, the heat map colour changes from purple to red to yellow.





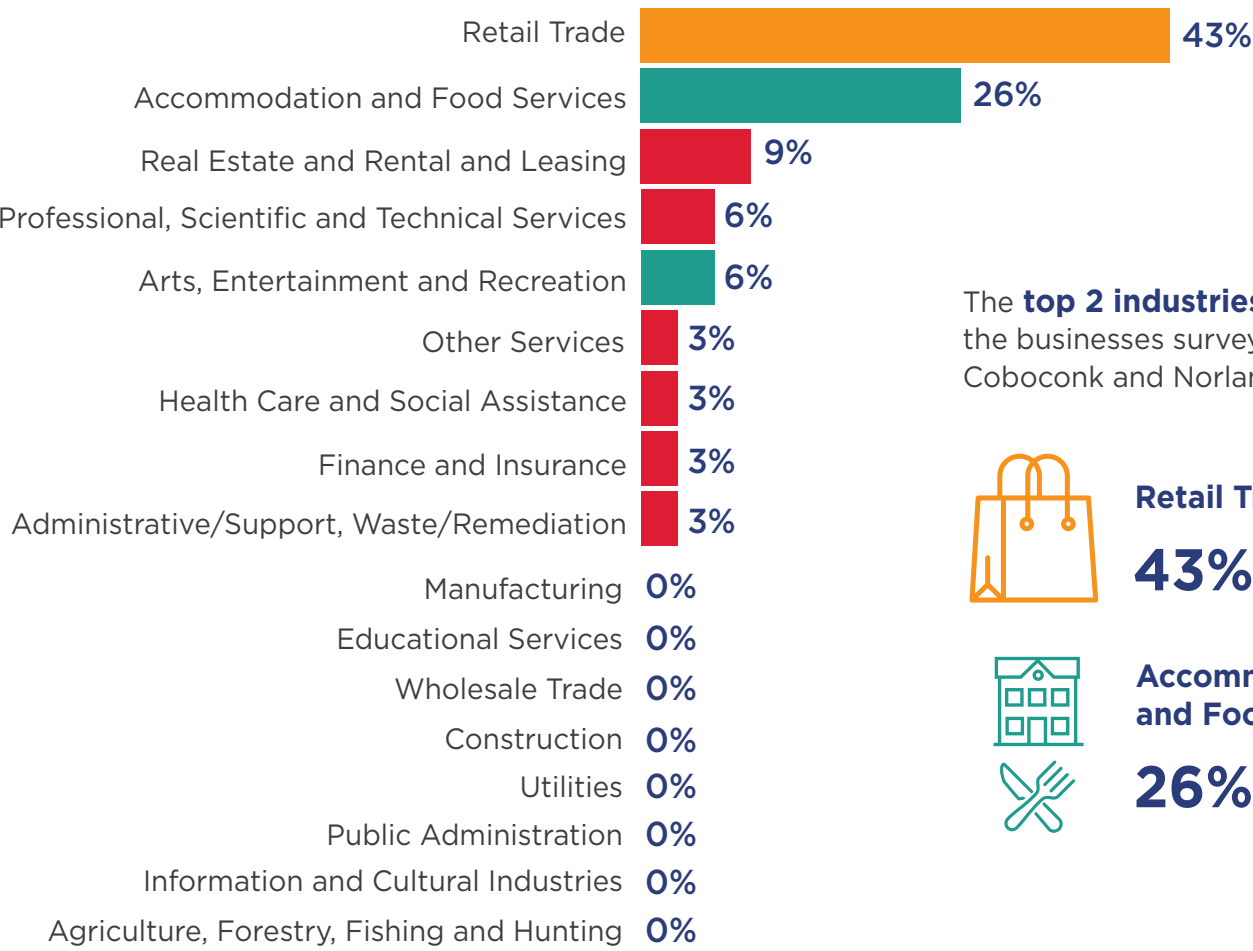
Coboconk and Norland



39 businesses in Coboconk and Norland participated in the survey

Businesses that completed the survey (by industry):

Legend: ■ Arts, Culture and Hospitality ■ Industry and Trades ■ Retail Trade ■ Services



The **top 2 industries** of the businesses surveyed in Coboconk and Norland were:



Retail Trade
43%



Accommodation and Food Services
26%

About the Businesses



Head Office Location:

64% of businesses reported that this location was their head office (n=25)



Chamber of Commerce and/or Business Improvement Association (BIA) Membership:

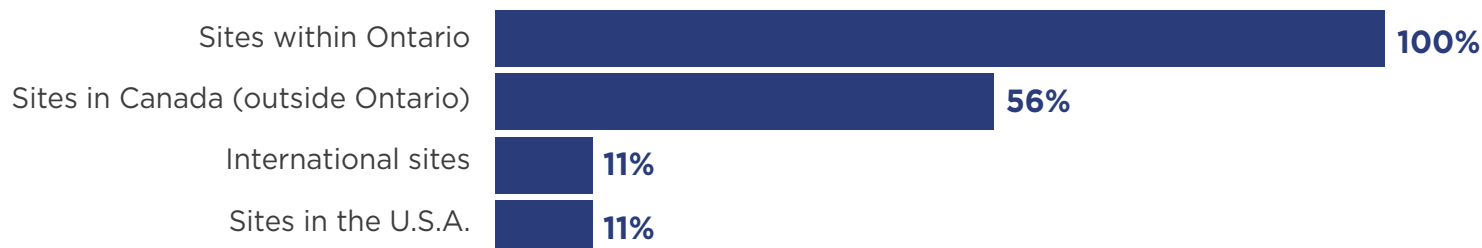
72% of businesses reported that they were members of a Chamber of Commerce and/or Lindsay BIA (n=25)



Location:

41% of businesses surveyed also have sites **outside of the region** (n=27)

Location of sites outside of the region: (n=9)



Home-based Businesses:

9% are **home based** businesses (n=35)



Exporting:

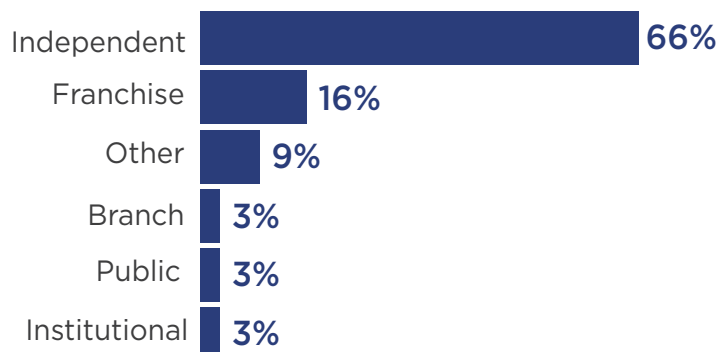
8% of businesses are **exporting** (n=25)



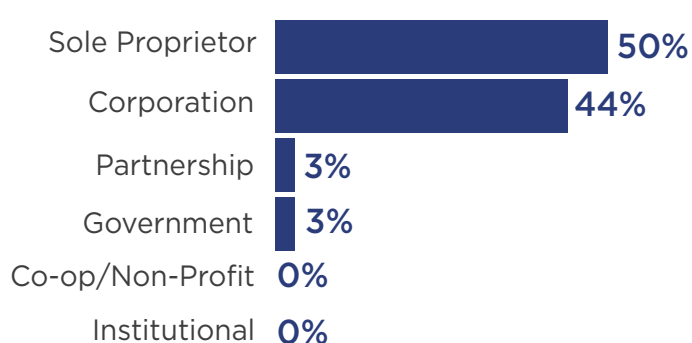
Importing:

24% of businesses are **importing** (n=25)

Ownership Description: (n=32)



Business Type: (n=32)



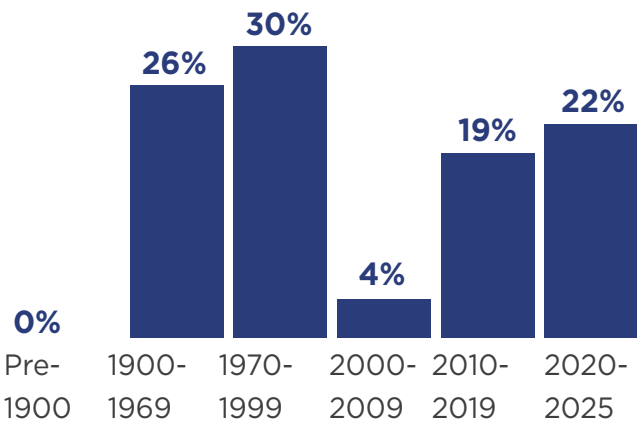
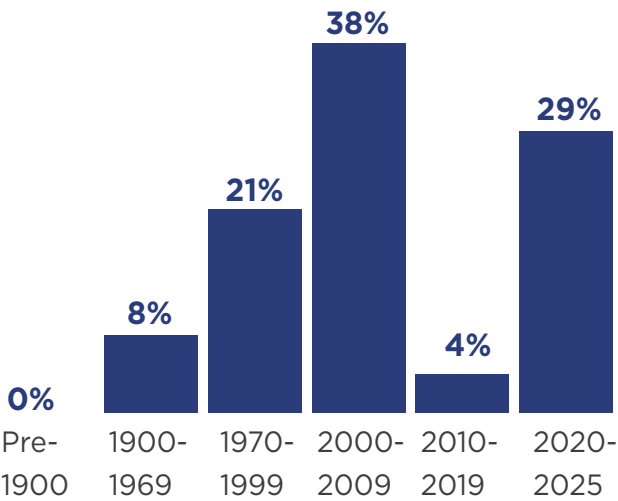
Business Establishment Dates:



the businesses surveyed were **established at their current location** (n=24)

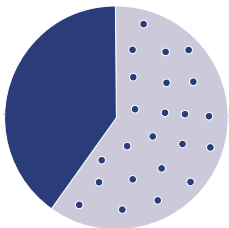


the businesses surveyed were **established** (n=27)

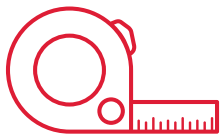


Business Spaces:

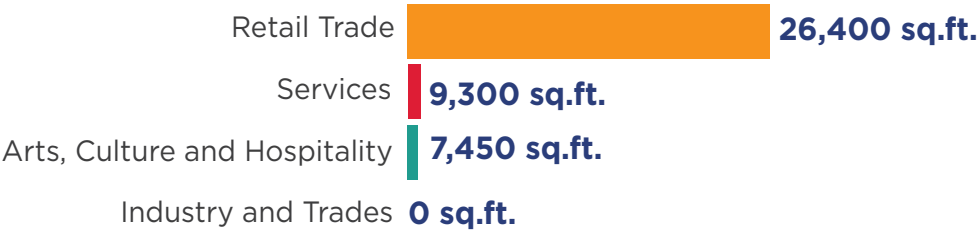
40% of businesses surveyed **lease** their site



60% of businesses surveyed **own** their site (n=25)



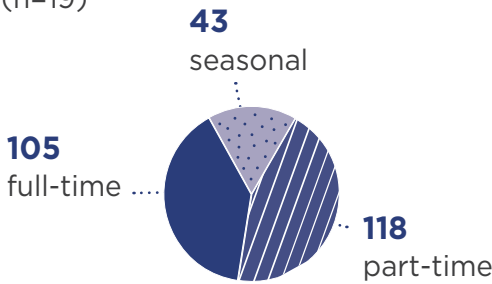
Total square footage covered by businesses surveyed (n=17):
43,150 sq. ft.



About the Employees

Total number of employees per business surveyed:

(n=19)

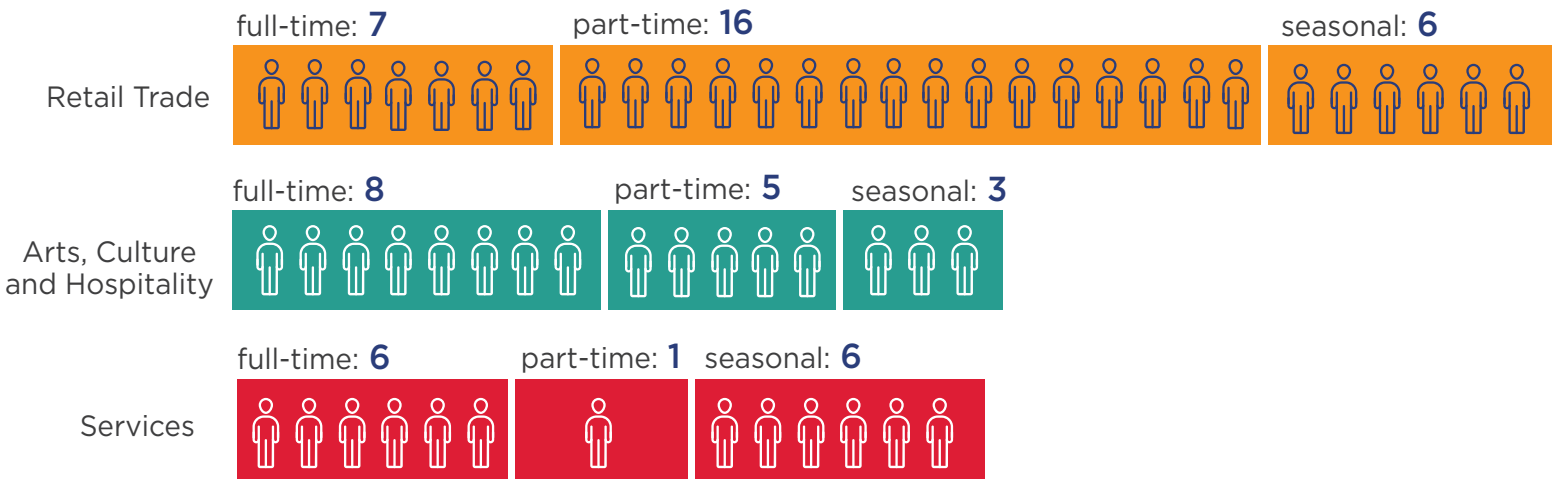


266 total employees reported by businesses surveyed



44% of businesses surveyed reported a **skills shortage** (n=25)

Average employee count by sector: (n=19)



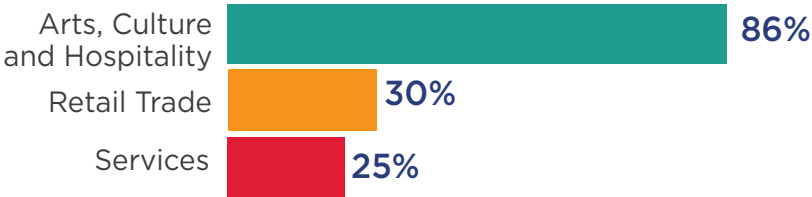
Future Plans



Hiring:
44% of businesses surveyed **plan to hire in the future** (n=25)

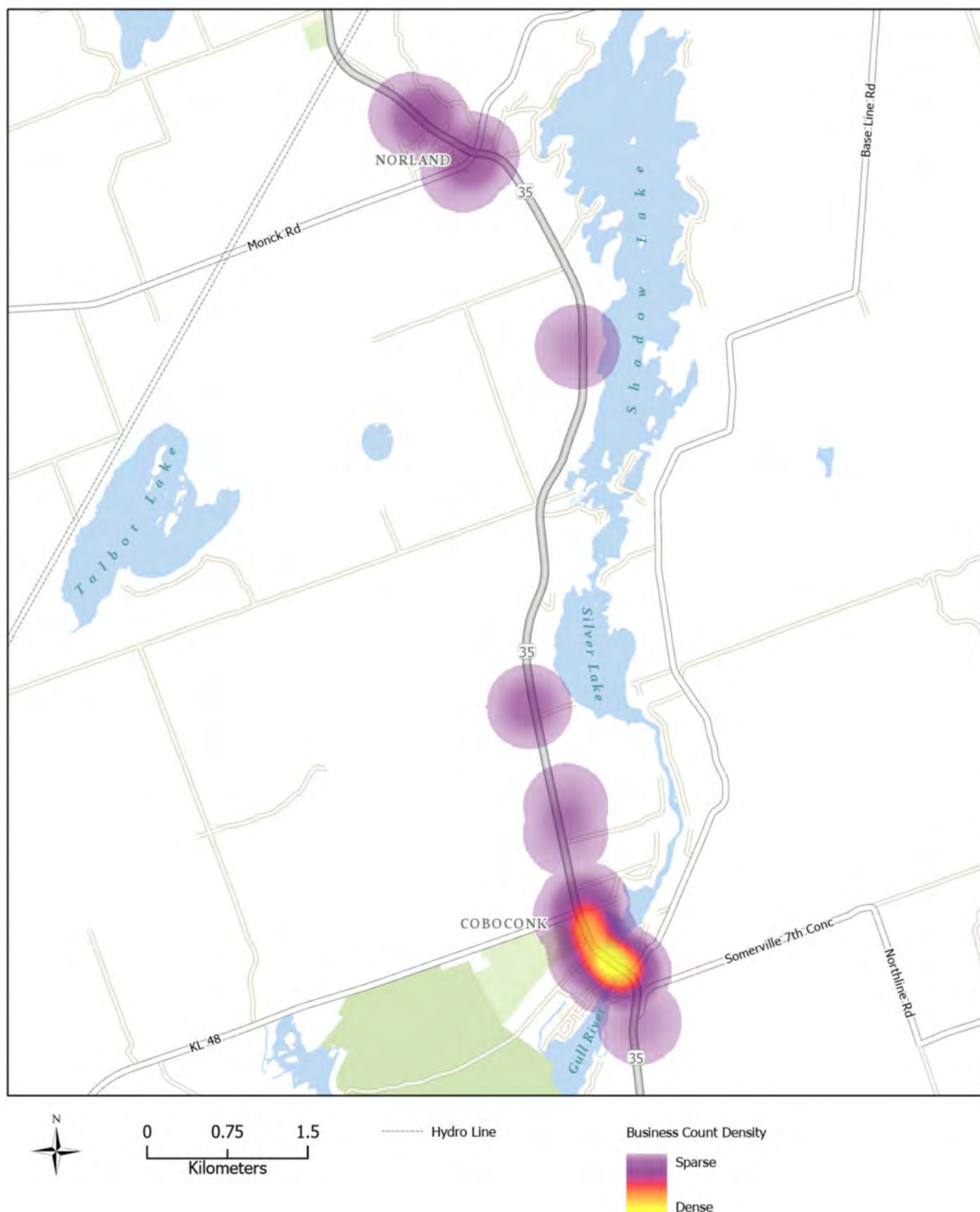


Expanding:
16% of businesses surveyed **plan to expand their floor space** (n=25)



Coboconk and Norland Heat Map

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For more information, please visit:

www.kawarthalakes.ca



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