



Community Futures

Cariboo Chilcotin

Growing Communities one idea at a time.

Presentation by

Beverly Evans ~ Regional Business Liaison

Laurie Walters ~ PASS Program Coordinator

Karen Eden ~ General Manager



**Community Futures is a
Supportive non-profit partner
who walks with aspirational and
seasoned entrepreneurs from
business start up to succession
planning.**

Our Focus:

- ❖ Supporting entrepreneurs in rural and remote communities by providing supports and expertise to:
 - ❖ Start and sustain a business
 - ❖ Grow an existing business
 - ❖ Transition ownership (buy/sell)
 - ❖ Support new & existing entrepreneurs
 - ❖ 38+ years in serving Cariboo/Chilcotin/Coast Communities

What We Offer:



- ❖ Support for new or existing businesses with counseling, training, advisory services, and financing.
- ❖ Every business is unique, and we provide equitable solutions tailored to entrepreneurs..

Business Loans:

- ❖ Our Loans generally have a maximum of \$150,000
 - ❖ Competitive interest rates
 - ❖ Flexible repayment
 - ❖ No penalties for early repayment
 - ❖ All decisions made locally
- ❖ We support:
 - ❖ New Businesses
 - ❖ Expansion of a Business
 - ❖ Purchasing
 - ❖ Maintenance



Business Start Up:

Start-up Mentoring

We help individuals start businesses, answer questions, and make the process less intimidating.

Workshops and Training

Services offered include but not limited to:

- ❖ Workshops
- ❖ Business Advisory Services
- ❖ Coaching & Consulting Services
- ❖ Business Plan development support



Planning A Successful Succession



Presented by:
Laurie Walters



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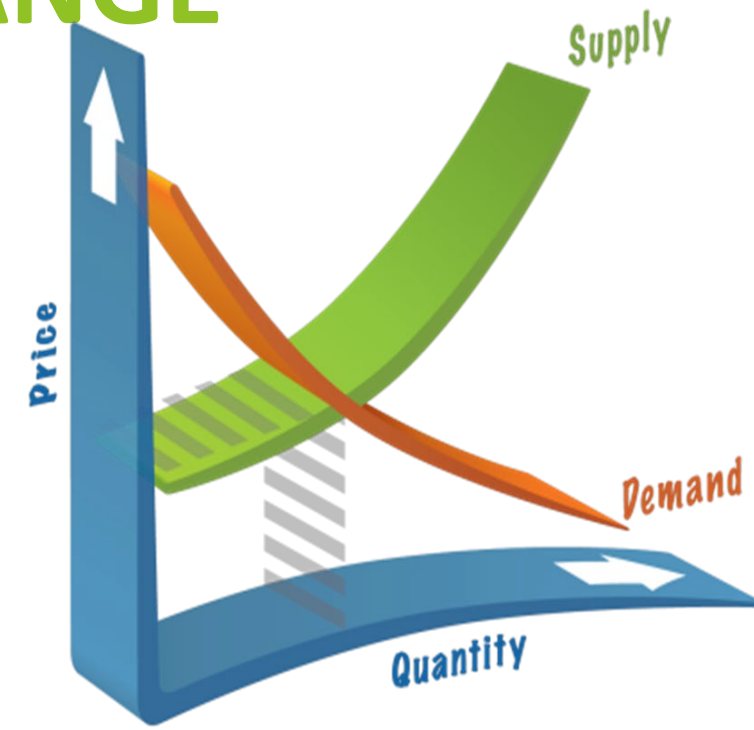


PASS Video



AN UNPRECEDENTED DEMOGRAPHIC CHANGE

FEWER BUYERS + MORE BUSINESS =
A CHALLENGING MARKET FOR SELLERS



98% of all businesses in Canada are small & medium-sized, employing 10.7 million people, nearly **63%** of the country's workforce. The majority of business owners are older and are thinking of retirement soon. It is expected that around **40%** of business owners will exit their business in the next 5 years. That's a lot of businesses that need new ownership, far more than buyers who are looking for a business to purchase. A recent CFIB study indicates **76%** of business owners are planning to exit with 10 years, $\frac{3}{4}$ of them due to retirement.

THE SUCCESSION CHALLENGE



The Root Causes:

- ❖ Demographic shift is creating unprecedented buyer shortages
- ❖ Business owners are often unable to create sound exit plans
- ❖ Lack of resources for small business owners in the exit process
- ❖ Long term livability challenges in communities struggling with business succession

MOST OWNERS LET THINGS SLIDE

ONLY 5% OF BUSINESS OWNERS SELL AT THE PEAK STRENGTH OF THEIR BUSINESS.



#3 PASS Business Owner Key Services

- ❖ **Succession Coaching:** Guidance to plan, prepare, and market your business for sale.
- ❖ **Price Determination:** Support in pricing your business, exploring exit options, and attracting buyers.
- ❖ **Business Fact Sheet:** Professional multi-page marketing document to present key business details to potential buyers.
- ❖ **Sale Mediation:** Support with sale documents and mediation between buyer and seller, even without a Realtor or Broker.
- ❖ **Sale Preparation Packages:** Step-by-step guidance to maximize your business's sale value.
- ❖ **Business Transition Plan:** Assistance in creating a smooth transition plan for clients/customers.
- ❖ **Succession Planning Tools:** Access to tools and materials for succession planning.

Community Futures Cariboo

Chilcotin

Thank you,
Q&A.

Karen Eden ~ General Manager

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Laurie Walters ~ PASS Program Coordinator

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