

# Small Business in B.C.


- Small businesses impact every sector of the *BC Jobs Plan*
- Small business is a key driver of job creation and economic growth:
  - 98% of businesses in B.C. have fewer than 50 employees
  - Small businesses account for 31% of the province's GDP
  - Small businesses account for 86% of all provincial exporters
- Small business benefits all British Columbians through increased job creation, innovation and economic competitiveness.



**382,200**  
small businesses  
in B.C.



**45%**  
of all **JOBS**  
ACROSS ALL SECTORS OF THE ECONOMY



**BC CON**  
**83.4 70.1**  
Most small businesses per capita  
(per 1,000 people vs. national average)

# Small Business in B.C.

- **BC Jobs Plan progress made:**
  - Removed red tape
  - Sponsored Small Business Roundtable's Awards
  - Introduced Short-form Request for Proposals
  - Launched LNG-Buy BC program
  - Released Starting a Restaurant in B.C. guide
  - Two more communities have joined BizPal
- **Spotlight:**
  - B.C.'s Northeast saw a 3.9% increase in small businesses from 2008-2013
  - Mainland/Southwest saw an addition of about 4,200 net new small businesses in a five-year period
  - Small business confidence in B.C. continues to outpace the country

## Fastest Growing Sectors (2008-2013)

Increase in small businesses

 +**3,196**  
Real Estate

+**1,874**   
Health Care

 +**1,771**  
Professional, scientific  
& technical services

# Small Business in B.C.

- **Looking ahead:**
  - Cut small business tax rate
  - Increase government procurement spending with small businesses
  - Simplify government processes and regulatory requirements
  - Help small businesses connect to and pre-qualify for opportunities in LNG
  - Simplify and streamline process of starting a restaurant in B.C.
  - Continue successful implementation of the B.C. Small Business Accord



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# George Hunter

**CEO**

**Small Business BC**

**April 23, 2015**





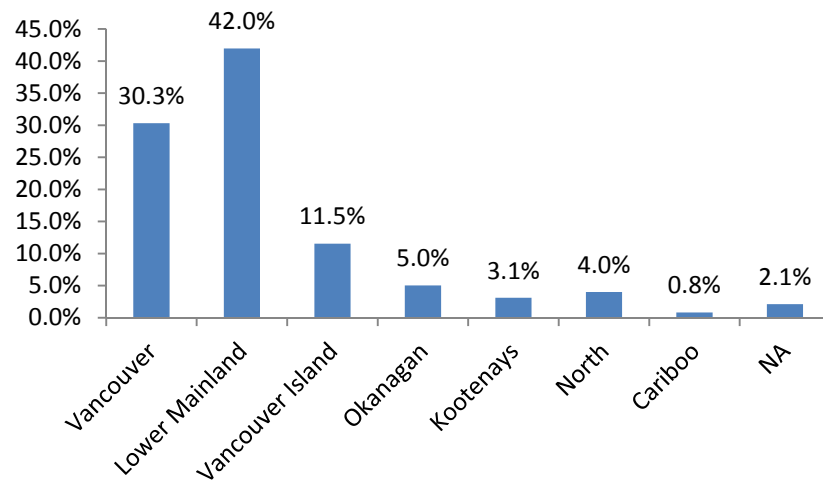
# Small Business BC at a Glance

Founding	2002 – BC & Canada
Not-for-profit	Social Enterprise 2008
End	Solutions for every issue, every company, everywhere
Partnerships	86+ Public and Private
JTST	Aligned goals & program support
Clients	110,000 small businesses across BC



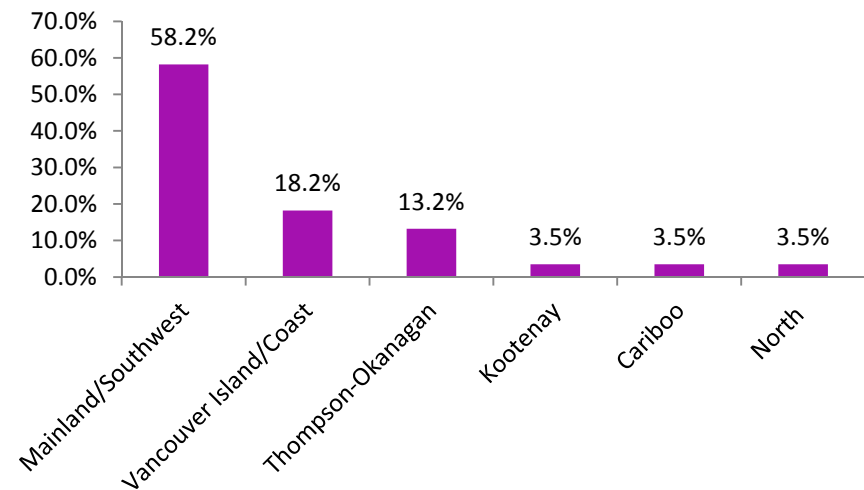
# Client Base Mirrors SB Community

SBBC Clients



Source: Q4 survey, N=1100

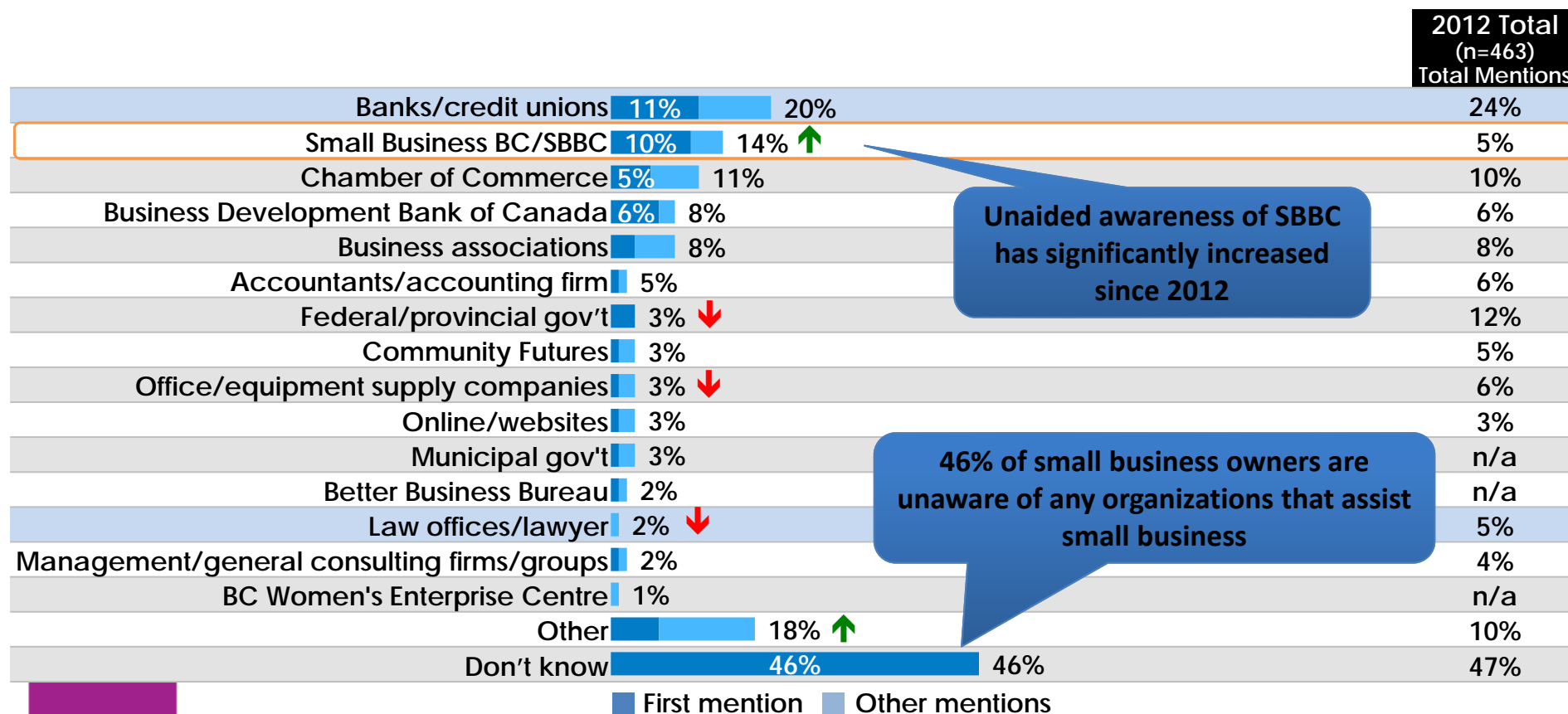
Number of Small Businesses by Region, 2012



Source: Small Business Profile 2013, JTST / BC Stats



# Top-of-Mind Awareness



Statistically significantly higher than previous wave



Statistically significantly lower than previous wave

Base: All respondents (n=459)





# Presentation

**Presented by Bridget Field**  
**Small Business BC**  
**April 23, 2015**







# About Small Business BC

## Who are we?

- Small Business BC is B.C.'s premiere resource centre for knowledge-based business products and services.
- SBBC is a non-profit organization

## Our vision

- Be a champion for British Columbia's small businesses

## Our mandate

- To provide the relevant information, appropriate tools and resources needed to achieve successful and sustainable business





# About Small Business BC

## Where are we?

- Resource Center located at 601 West Cordova Street in downtown Vancouver
- Services and resources available via in-person, phone, email, skype and webinars
- Serve regional BC through our email askus service, toll-free phone and education webinars





# Services and Products Offered

- Guided Company Registration Services
- Business Plan Advisory Services
- Market Research Services
- International Trade Advisory Services
- Ask the Expert Days
- Business Kits
- Education
- Events



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# Guided Company Registration & Information Services

- Name Approvals
- Sole Proprietorship and General Partnership Registration
- BN and GST Registration
- PST
- Business Licensing Information
- Employment Standards
- Worksafe and other business insurance
- Income Tax, Payroll
- Opening a business bank account
- Acts and Regulations



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# Business Plan Tools, Resources, Services

## SMALL BUSINESS BC OFFERS:

- **Financing Referrals**  
Funding Basics Assessments  
Traditional Lenders, Partners, Gov't Programs
- **Business Plan Writing Tools**  
Online Business Planning Tools and Templates  
Sources for Sample Business Plans, Guides and Checklists
- **Business Planning Services**  
Business Planning Assessment  
Business Plan Coaching and Reviews (fee based)



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# Market Research Services

## SMALL BUSINESS BC OFFERS:

- One On One Market Research Coaching
- Customized Market Research Reports
- Prospect Lists
- Market Research Seminars/Webinars



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# International Trade Advisory Services

## SMALL BUSINESS BC OFFERS:

- One On One Import/Export Coaching
- Import/Export Registration
- Complete Company Registration and Import/Export Registration
- Importing/Exporting Seminars/Webinars







# Ask the Expert Days

## SMALL BUSINESS BC OFFERS:

- Ask an Accountant
- Ask a Lawyer
- Ask a Business Broker
- Ask an HR Specialist
- Ask a Brand Strategist
- Ask a Website Expert
- Ask a Social Media Expert





# Business Kits

## SMALL BUSINESS BC OFFERS:

- Incorporation Kit for BC
- Startup HR Kit
- Media Communications Toolkit





# Education Center

- Quality education to launch and grow a business

Over 40 seminars/webinars with experienced industry experts including: business planning, finance, marketing, legal, accounting, branding, social media, marketing, etc.

- Focused Business Planning Package - 22 hours of education
- Market Research for your Business – Primary and Secondary
- Are You Thinking of Importing / Exporting?
- Start Smart Series
- Tax Tips
- Legal Tips



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# Events

- **Small Business BC Awards**
- **Inspire**
- **Local Leaders**
- **Outreach events**





# Contact Us

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# Nonna Pia's Balsamic Reductions

**Natasha Strim**

**Co-founder and President  
Nonna Pia's Gourmet Sauces Ltd.  
April 23, 2015**



# Nonna Pia's Balsamic Reductions

- Who created Nonna Pia's Balsamic Reductions?
- Where Nonna Pia's started
- Our first taste at selling in the retail market





# Nonna Pia's Balsamic Reductions

- Building distribution and sales
- Some challenges during our first growth spurt:
  - Exhaustion
  - No business background
  - Cash flow struggles
- The decision to grow nationally



# Nonna Pia's Balsamic Reductions

- Dragons Den and David Chilton pushing our limits
- 2nd growth curve was very steep
  - 356 to 1600 stores in Canada within 7 months
- Early insight from David Chilton during this growth
  - Cash flow demands
  - Hiring a CFO



# Nonna Pia's Balsamic Reductions

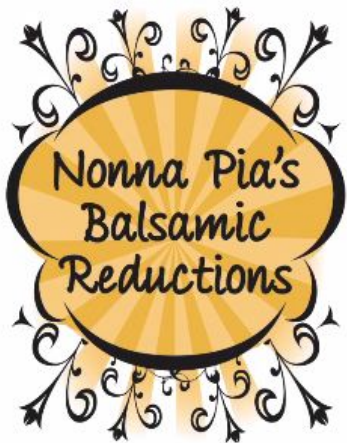
- Being scared during our steep growth curve!
- Advice to small business owners
  - Ask lots of questions: peers, consumers, family
  - Work hard, make compromises
- “The harder you work, the luckier you get!”





# Nonna Pia's Balsamic Reductions

- How Small Business BC has helped our company
  - Best Company winner at the Small Business BC Awards 2015
  - Resources from Small Business BC
  - Webinars
  - Social Media support



**THANK YOU**  
for your participation in this webinar

Questions?