

Thunder Bay is a great place to operate a business.

Thunder Bay is well connected and is the central economic hub for Northwest Ontario, Canada.

- Port of Thunder Bay is the sixth largest port in Canada
- Served by Canadian National and Canadian Pacific Railways
- Easy access to the east-west Trans-Canada Highway and the north-south Interstate 35 "NAFTA highway"
- Thunder Bay's international airport is the third busiest in Ontario

Both skilled and unskilled workers are available.

- 63.4% of our 25-64 year olds have a postsecondary education; 87.6% have at least a high school diploma
- Lakehead University and Confederation College graduate over 3600 students every year

Thunder Bay is affordable and has a pro-business attitude.

- No development charges
- Low land and operating costs
- Northern Ontario-specific incentives are available through FedNor and the Northern Ontario Heritage Fund Corporation

Thunder Bay offers a rich quality of life.

- Vibrant urban lifestyle with all city amenities
- Easy access to vast wilderness and all types of recreation
- Short commutes and a low stress lifestyle

**UNEXPECTED
UNPARALLELED**

GO TO THUNDER BAY. FOR LIFE.

Take the next step – get confidential advice from CEDC.

Contact the CEDC for free and confidential advice about buying or selling a local business.

If you are considering buying a business, CEDC can help you search our listing of businesses for sale or help you find an unlisted business that is the perfect fit.

If you are considering selling your business, CEDC will work with you to provide advice and connect you to the right professionals that can help you develop your succession plan, find a buyer and manage the transition process.

Thunder Bay Community Economic Development Commission (CEDC)

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GO TO THUNDERBAY
WWW.GOTOTHUNDERBAY.CA

Buy or Sell a Business in Thunder Bay

**Reduce risk – buy instead of starting from scratch.
Maximize equity – sell instead of shutting down.**



GO TO THUNDERBAY
GO TO THUNDER BAY. FOR LIFE.

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Want to own your own business? Buying can be smarter than building from the ground up.

Most entrepreneurs start a business from scratch, jumping in with both feet and a lot of energy. They invest heavily over time, in the form of their own savings, their time and then in the form of the business profits that are re-invested.

Many entrepreneurs don't consider that buying a business is a viable option. They believe they can't afford it or they have just never considered it.

Be up and running right away.

An existing business comes with proven products, processes, staff, customers and cashflow. Financial statements can show the business history and its strengths and weaknesses. When starting from scratch it often takes many years of trial and error and cost before a working business model is determined.

Reduce your risk.

Did you know that your chances of success are 7x higher if you buy instead of starting from scratch? 10% of people who start a business are still in business after 5 years. 70% of people who buy a business are still in business after 5 years.

10% VS 70%
SUCCESS SUCCESS

- Buying a business greatly reduces start up risk.
- It may cost a lot less than you think!
- There are many ways to finance a business acquisition.
- Find out more - get help and advice!

GO TO THUNDER BAY. FOR LIFE.

More choices and opportunities than ever before.

Due to our aging population, 75% of small business owners will retire in Canada over the next decade, so there are many businesses to choose from.

Finding the money.

Businesses are valued in different ways, you may find out that the business you are interested in would cost a lot less than you think. There are also many ways to finance a business acquisition, ranging from buying shares full out to work-to-own arrangements. Banks are often willing to provide loans to finance entrepreneurs that are interested in taking over an existing business.

Take the next step.

Contact the CEDC for free and confidential advice about buying a local business. Search our listing of businesses for sale or let us help you find an unlisted business that is the perfect fit.



Is it time to exit your current business? Selling is better than closing down.



Learn more about how to exit your business.

Whether you wish to inform yourself for the future, retire soon or start a new venture, it's always a good idea to learn more about how businesses are valued, how business exits can be structured and how to prepare.

Participate in our Succession Matching program.

CEDC is offering a succession matching program for those interesting finding ways to exit their business. This database works to connect buyers and sellers across Canada. Apply at CEDC for your chance to win free coupons.

Contact us for confidential advice on planning your business succession.

CEDC will work with you to provide advice and connect you to the right professionals that can help you develop your succession plan, find a buyer and manage the transition process.

- Learn how to exit your business
- Participate in the Succession Matching program
- Contact us for free confidential advice