KEEPING WEALTH LOCAL:
INNOVATIVE BUSINESS OWNERSHIP MODELS

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The Silver Tsunami

“Trillions of dollars of business value are going to change hands in the next 10 to 20 years.”

Image: Brett Ryder, The Economist
Quote: Bob Balaban, Headwaters MB, a Denver-based investment bank
Nationally…

- The largest single source of avoidable job loss in the US is from business closings due to owner retirement.

- Over half of business closings are due to owner retirement.

- The annual rate of retirement for the next 20 years is projected to double compared to the previous 20 years.
In Maine…

- 98% Small Business

- Of the 32,062 small businesses with employees:
  - 80% have < 100 employees
  - 50% have < 20 employees

- 75 – 80% of Maine business owners are baby boomers and want to retire within a decade

- Research shows fewer than 20% of these owners have concrete succession plans
CLOSING DOWN SALE
EVERYTHING MUST GO

SALE up to 70% OFF