

KEEPING WEALTH LOCAL: *INNOVATIVE BUSINESS OWNERSHIP MODELS*

Rob Brown, Director of Business Ownership Solutions,
Cooperative Development Institute

Susanne Ward, Owner
Rock City Coffee Roasters and
Rock City Café

Samantha Haskell, Owner
Blue Hill Books

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**

CLOSING DOWN SALE
SALE
up to 70%
OFF

CLOSING DOWN









