

As business owners retire, how do we
RETAIN BUSINESSES IN
LONG BEACH, CA

and turn the risk of the Silver Tsunami into opportunity?

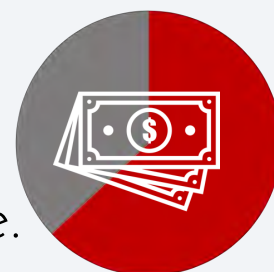
The city of Long Beach has a population of 470,000 and is located on the Pacific Coast in the Los Angeles metropolitan area. With a median income household income of \$60,000, Long Beach is a critical city for the region's small business economy. Close to half of the city's population identifies as Hispanic. Long Beach has a poverty rate of almost twenty percent. Employee ownership can help keep good businesses rooted in Long Beach and expand opportunities to create wealth and equity for their employees.

2,500 businesses in



Long Beach are over **20** years old.

They account for **\$12.3B**
or **63%** of small business revenue.



These businesses employ **1** in **3** workers.



According to a Project Equity study. Measurements indicate percentages of total businesses included in the study and do not include nonprofits, publicly traded companies, franchises, public sector and related companies.

HALF of all business owners in the US are looking to transition out in the next **5** years, yet, up to **85%** have no succession plan in place. **ONE-THIRD** plan to simply close their doors. As their owners retire, how do we keep these businesses and jobs in Long Beach?



Statistics according to Barlow Research Associates and Securian Research.





DISCOVER THE POWER OF **EMPLOYEE OWNERSHIP**

By selling businesses to the employees, owners can



RETIRE WELL

and keep businesses

LOCALLY ROOTED



And for

EMPLOYEE-OWNERS

Household
net worth is



92%
HIGHER

Median job
tenure is



53%
LONGER

Median income
from wages is



33%
HIGHER

Statistics obtained from the National Center of Employee Ownership 2017 study.