

SMALL BUSINESS BC

Presentation to the
Vancouver City Council COVID-19 Recovery Committee
June 17, 2020

Tom Conway, CEO
Sara Clark, VP of Strategic Projects



SBBC: An Overview

- Small Business BC (SBBC) established as an independent non-profit society in 2002
- Mandate: Help BC's entrepreneurs grow successful/sustainable businesses
- SBBC funding:
 - Federal;
 - Provincial;
 - Program/Project Supports;
 - Corporate Sponsorships;
 - User Fees
- Governed by a Board of 10 Members
- Staffed by @ 40
- Community Network

SBBC Products and Services

- **Client Services**

- Free Resources – Information
- Guided Business Registration
- Business Plan Advisory
- International Trade Advisory
- Market Research Advisory
- Talk to an Expert
- Bookstore

- **Education**

- Seminars
- Webinars
- Workshops
- Custom Education
- Room Rentals

- **Events**

- SBBC Awards
- Inspire
- MyBizDay
- Meetups
- PopUps
- Custom

- **Projects / Programs**

- Export Navigator
- Bizmap



SBBC Service Area

Net Change in Number of Small Businesses by Region, 2014-2018

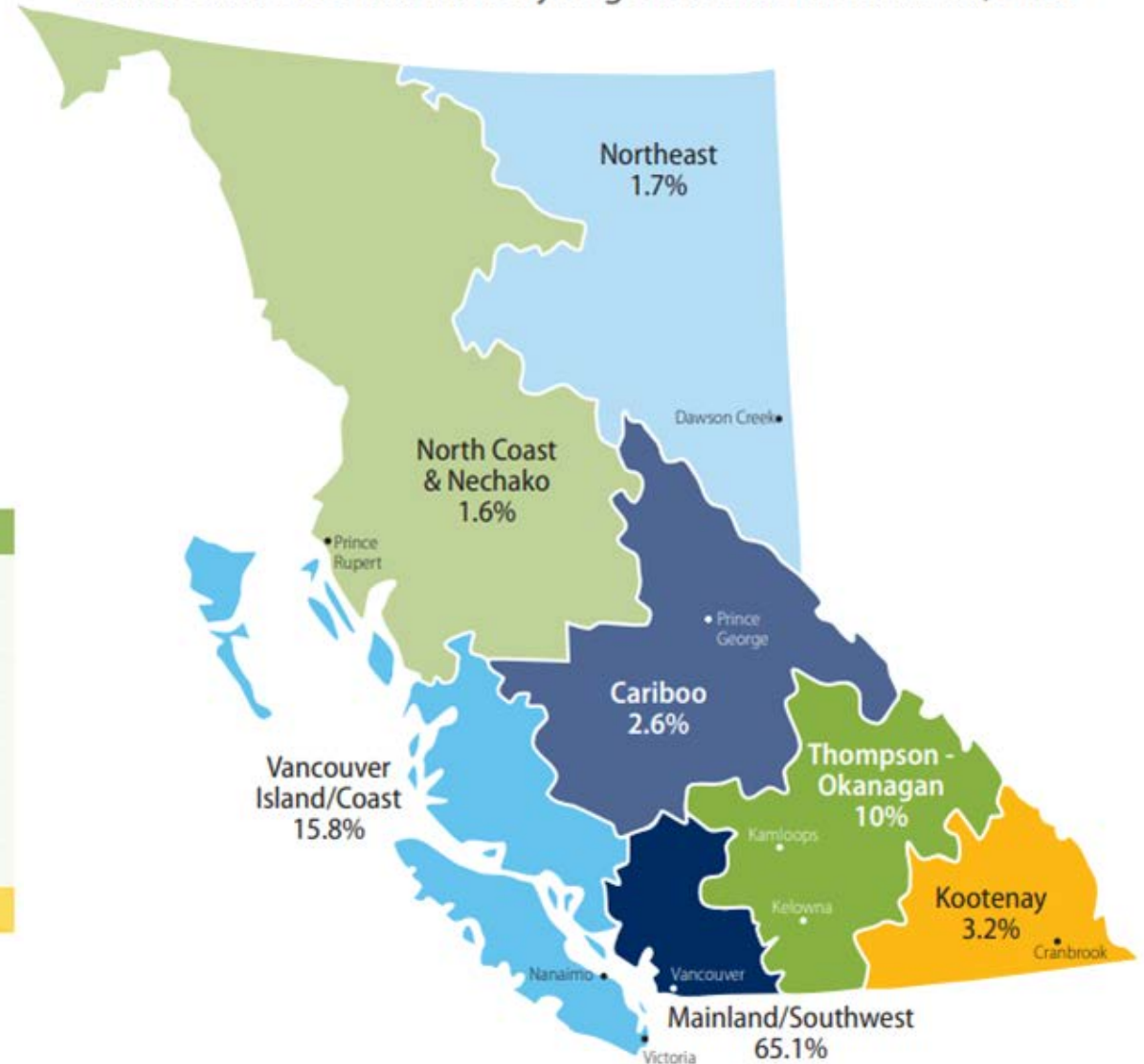
	Total, 2018	Net change (#)	Growth rate
Vancouver Island/Coast	79,900	1,500	1.9%
Mainland/Southwest	330,100	46,100	16.3%
Thompson-Okanagan	50,700	-2,100	-3.9%
Kootenay	16,000	3,000	22.8%
Cariboo	13,200	-400	-2.8%
North Coast & Nechako	8,100	2,000	31.9%
Northeast	8,800	500	6.2%
Provincial Total†	508,700	50,700	11.1%

† Figures do not add to the total because the provincial total includes some businesses for which the region is unknown.

Note: Due to a data break in 2014, growth can only be calculated from 2014-2018

Source: BC Stats using data supplied by Statistics Canada




Small Business Distribution by Region in British Columbia, 2018



SBBC: Response to Committee Questions Around COVID-19

- 1. What is particularly important to you?**
2. What do you feel are the key challenges?
3. How do you think our city can best support, especially within our powers, economic recovery and complete communities?

B.C. Business COVID-19 Support Service

 <p>LATEST UPDATES</p> <p>Read the latest updates and announcements about COVID-19 programs, services and resources.</p> <p>FIND OUT MORE</p>	 <p>B.C. GOVERNMENT RESOURCES</p> <p>Explore the B.C. government's support services and resources for COVID-19 including business updates, programs and services.</p> <p>FIND OUT MORE</p>	 <p>GOVERNMENT OF CANADA RESOURCES</p> <p>Read the latest Government of Canada programs and support available to business and individuals for COVID-19.</p> <p>FIND OUT MORE</p>
<p>SUPPORT DIRECTORY</p> <p>COVID-19 SUPPORT DIRECTORY</p> <p>Prepared by the B.C. government, this practical document contains links to a list of resources and websites to help businesses.</p>	<p>BC'S RESTART PLAN</p> <p>BC'S RESTART PLAN</p> <p>BC's Restart Plan lays out a series of steps that we will take together to protect people and ensure that our province can come back from COVID-19 stronger than before.</p>	<p>WEBINARS FOR COVID-19</p> <p>SBBC COVID-19 WEBINARS</p> <p>Free special topic webinars for managing your business through COVID-19. Topics include <i>Managing Cashflow</i>, <i>Remote Teams</i> and more.</p>

- Latest Updates
- Support for Individuals
- Funding and Financial Relief
- Reopening Your Business
- Additional Resources

<https://covid.smallbusinessbc.ca>

Email – covid@smallbusinessbc.ca

Call – 1-833-254-4357

Monday to Friday, from 8 a.m. to 6 p.m. (Pacific time) and Saturday from 10 a.m. to 4 p.m.

Small Business BC Marketplace



- Initiative to foster support for local small businesses
- Over 900 B.C. businesses featured – more than 300 in Vancouver

The screenshot shows the website's navigation and product listings. At the top, the SBBC logo is followed by menu items: RESOURCES, ADVICE, EDUCATION, EVENTS, COMMUNITY, CONNECT, COVID-19, a search icon, LOG IN, a heart icon, a shopping cart icon, and a notification icon. On the left, a vertical sidebar lists categories: NON PROFIT ORGANIZATION, REAL ESTATE, RETAIL, TECHNOLOGY, TOURISM, TRADES, TRANSPORT, WHOLESALE, and AGRICULTURE. Below this is a "CITY" dropdown menu currently set to "Vancouver (345)". The main content area displays three featured business cards. Each card includes a photo, a category (FOOD & DRINK), the business name, a short description, and a "Find Out More" button. The businesses shown are Baker & Table Cafe, Cafe Etico, and Kafka's Organic.

SBBC | RESOURCES | ADVICE | EDUCATION | EVENTS | COMMUNITY | CONNECT | COVID-19 | | LOG IN | | |

- NON PROFIT ORGANIZATION
- REAL ESTATE
- RETAIL
- TECHNOLOGY
- TOURISM
- TRADES
- TRANSPORT
- WHOLESALE
- AGRICULTURE

CITY

Vancouver (345) ▼

FOOD & DRINK
BAKER & TABLE CAFE
Specialize in melon pans filled with chocolate, mochi and Japanese cakes.
[Find Out More](#)

FOOD & DRINK
CAFE ETICO
A local, fair-trade, ethical coffee company operating as a social enterprise.
[Find Out More](#)

FOOD & DRINK
KAFKA'S ORGANIC
Kafka's Organic is a Vancouver-based fresh pet food delivery service.
[Find Out More](#)

SBBC: Response to Committee Questions Around COVID-19

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SBBC and City of Vancouver Supports for Business

- Continue collaboration on [Small Business Guides](#)
- [Employment Lands and Economy Review](#)





BIZMAP

Market Area Profiles

Bizmap's market research can help you:



EXPLORE NEIGHBOURHOODS

Find your customers or competitors and discover major business clusters



COMPARE NEIGHBOURHOODS

Compare data across neighbourhoods or regions with Bizmap's easy comparison tool



SEARCH FOR A LOCATION

Find the optimal business location by searching real-time real estate listings

light

Vancouver Neighbourhood:
MOUNT PLEASANT

[DOWNLOAD PROFILE](#)
[COMPARE](#)

MOUNT PLEASANT
BUSINESS IMPROVEMENT AREA

Mount Pleasant Business Improvement Association

- www.mountpleasantbia.com
- 604.874.9816
- connect@mpbia.ca
- 301 - 3102 Main Street
Vancouver, BC V5T 3G7

NEIGHBOURHOOD OVERVIEW

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Aenean euismod bibendum laoreet. Proin



Bizmap Featured Neighborhoods



KERRISDALE VILLAGE



GASTOWN





BIZMAP is marketing tool for the participating communities to showcase their market area and what it offers. The key audiences have been identified as:

- Businesses Looking to Locate, Relocate or Expand
- Business Owners/Managers
- Property Owners, Realtors and Developers
- Special Events Planners
- BIAs, Economic Developers & City Staff



- Only platform offering analysis and comparison of data at the neighborhood level
- Interest from BIAs, EDOs and interest groups
- Scale to other communities
- Sponsor interest



- COVID-19 has pushed many businesses to reassess and re-strategize
- Business are seeking to pivot to digital platform
- [Digital Main Street](#) helps main street businesses achieve digital transformation.
- Digital Main Street is scalable
- Digital Main Street is built around an online learning platform and structured training programs
- Digital Main Street helps main street businesses grow and manage their operations through the adoption of digital tools and technology.



- SBBC working with Digital Main Street on a “DMS for BC” concept.
- Municipalities, BIAs and local main street businesses benefit.
- Thank you for City and BIA letters of support.
- SBBC prepared to rollout Digital Main Street quickly.
- Additional [Digital Main Street](#) Information and [Video](#)

Questions



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