

Let's Talk Support

Dawn McCoey
Business Advisor



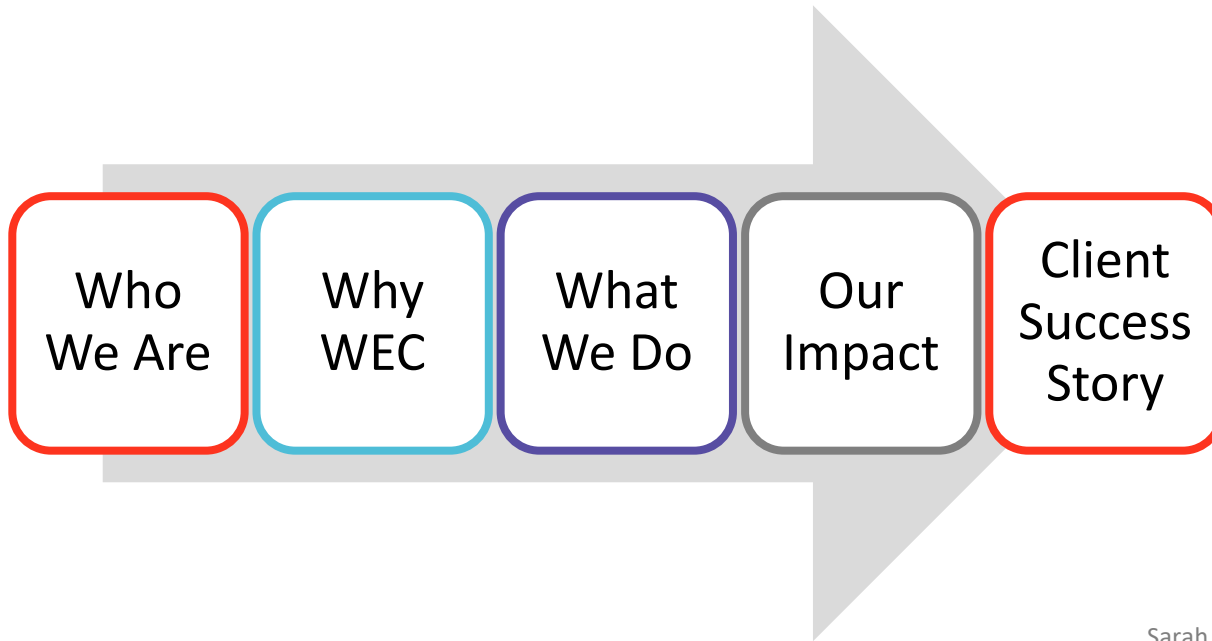


WELCOME

Dawn McCooey
Business Advisor

THE PLAN

Today's road to success



Sarah Clair
Bark Busters, Kelowna
WEC Loan Client



WHO WE ARE

Our place in the entrepreneurial ecosystem



- Non-profit devoted to helping BC women launch, lead and grow their own businesses
- Offices in Vancouver, Victoria, Kelowna and Tricities
- Provide a holistic approach to support, offering access to capital, capacity building, skills development and other resources

Inna Shekhtman
Red Dog Deli Raw Food Company Inc., Vancouver
WEC Loan Client

@businesswomenbc

THE BUSINESS CASE

Why support women entrepreneurs?

- Women own over 1/3 of small businesses in BC
- About 8% of women-owned businesses export—that's half as many as men
- Female-owned businesses perform better when they receive women-focused services

@abeego: Today is a proud day. I paid out my loan to @businesswomenbc. Thanks for the support #WEC. Abeego wouldn't be where it is without you.



WHAT WE DO

Our passion is...

to EMPOWER women entrepreneurs
to their business SUCCESS.



Daiya Anderson
Origin Wines, Penticton
WEC Loan Client

HOW WE DO IT

Our services



Cecilia Mkondiwa
Senior Director, Program Delivery



BUSINESS LOANS UP TO \$150K
plus access to an additional \$100K through
our partnership with BDC



BUSINESS ADVICE
for entrepreneurs in all stages



BUSINESS SKILLS TRAINING
on topics pivotal to business success



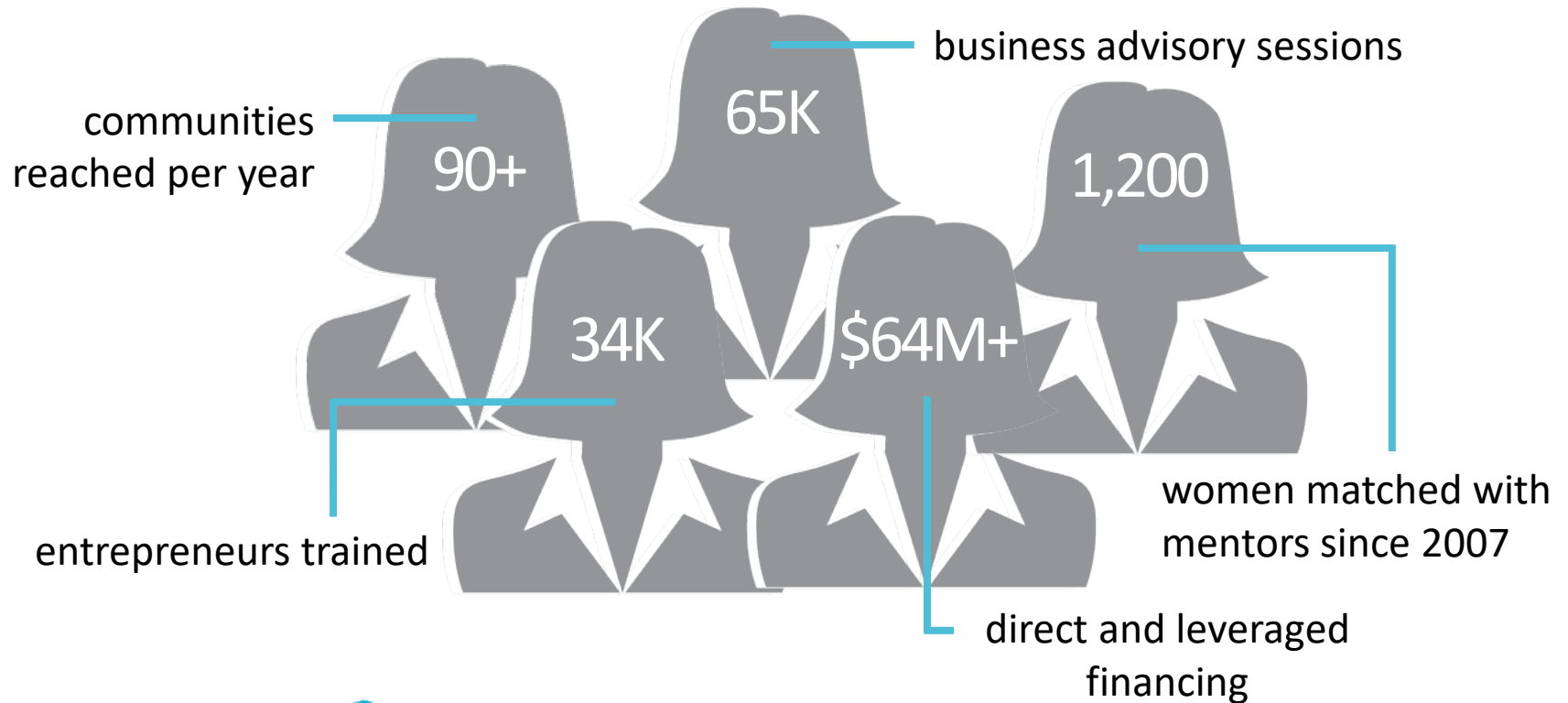
MENTORING CONNECTIONS
uniting women with successful role models



SUPPORTIVE COMMUNITY
to help build networks and profile

OUR REACH

We help thousands of women every year



OUR IMPACT

Of our business loans



Brie Rimes and Laura Forbes
Building Blocks Educare, Kelowna
WEC Loan Clients
53 jobs created/maintained

- Over \$1.95 Billion in economic activity has been created and 3,100 jobs have been created or maintained in BC as a result of our loans
- Our clients attribute over 50% of their increased sales to our training
- 32% of mentees hire new staff, or plan to do so, after six months of mentoring

OUR LENDING PHILOSOPHY

We're different because we...

- Look beyond the numbers
- Focus on viability and business plan
- Don't have a minimum credit score
- Provide all loan clients with FREE ongoing support:
 - Advice from your personal Business Advisor
 - Workshops and resources
 - Access to mentors



Carolyn Williams
The Bar Method, Vancouver
WEC Loan Client

BUSINESS LOANS UP TO \$150K

To start, grow or buy a business



- Eligibility:
 - 51% women-owned and controlled
 - Husband/wife teams where woman runs the business
- Partner with other lenders, such as BDC, Community Futures and Vancity
- Equal Access to Capital (EAC) loans available for immigrants, Indigenous women, youth

TYPES OF LOANS

You have options...



Growth

- Invest in new equipment
- Access working capital
- Develop new markets
- Enhance productivity



Purchase

- Management buy-outs
- Business acquisitions
- Business valuation support



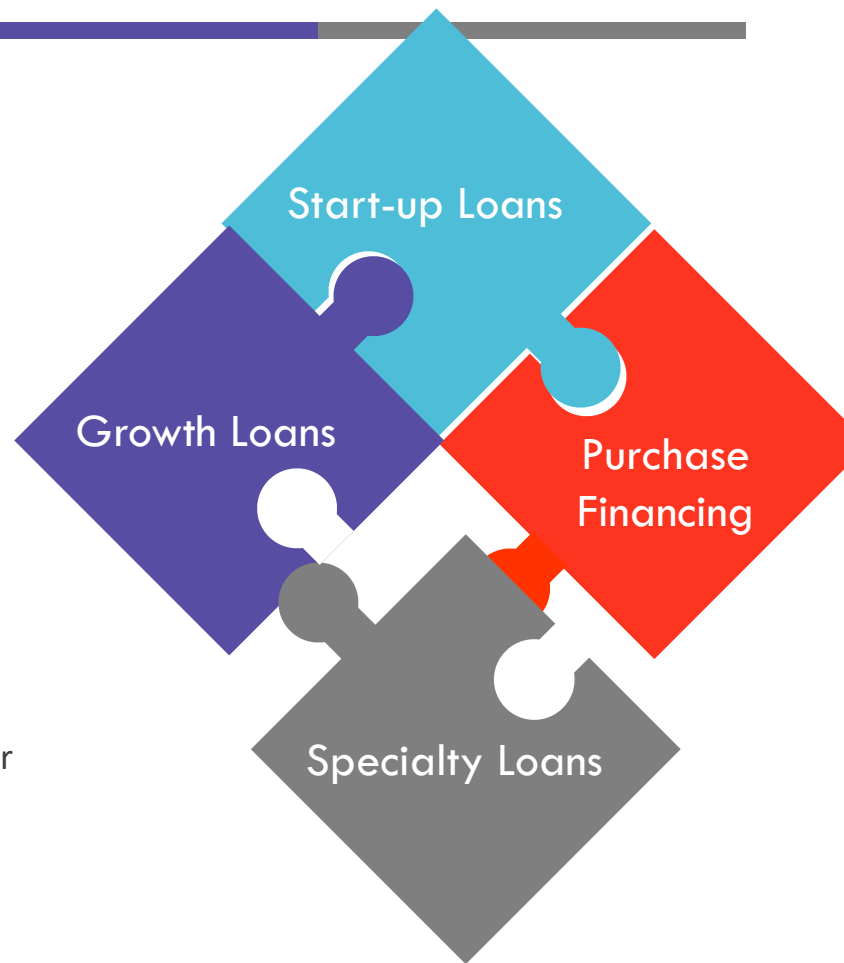
Start-up

- For market-ready businesses



Specialty

- Up to \$50K unsecured for immigrants, youth and Indigenous women



SUCCESS STORY: ORIGIN BAKERY

Health and community development

“Women’s Enterprise Centre was essential to the opening of our business.”

Tara Black and Marion Neuhauser



START

Saw opportunity in gluten-free products.

Attracted by autonomy of self-employment.

Opened gluten-free stall in public market.

WEC SERVICES PROVIDED

Start-up loan to open Victoria’s first 100% gluten-free bakery.

Expansion loan to open second location.

Business advising to manage rapid growth.

SUCCESS

Operate 2 locations.

Head a team of 24 staff.

Created Origin Community Health Network.

Won 2015 SBBC Best Employer Award.

Remember:

You're in business **FOR** yourself, not **BY** yourself



inquiry@womensenterprise.ca

1.800.643.7014

womensenterprise.ca

Learn more about our loans program at wec.ca/BusinessLoans



@businesswomenbc



wecbc