

Introducing a confidential program that matches businesses for sale with qualified business immigrants

The City of North Bay and The City of Greater Sudbury are pleased to introduce a unique program designed to support businesses with their succession planning and exit strategies. The Business Immigration Attraction Program matches qualified business immigrants with targeted investment opportunities in North Bay and Sudbury through a new customized web based business matchmaking program.

If you are looking to sell your business or know a business that is for sale, this program can help.

Why is this an ideal program for businesses looking to sell?

- There are a limited number of tools and resources available to help businesses market their business sale;
- Many businesses do not want to publicly announce their business sale and would prefer to quietly seek potential buyers;
- Businesses that do not sell are often forced to close their doors, potentially resulting in job loss and financial difficulties.

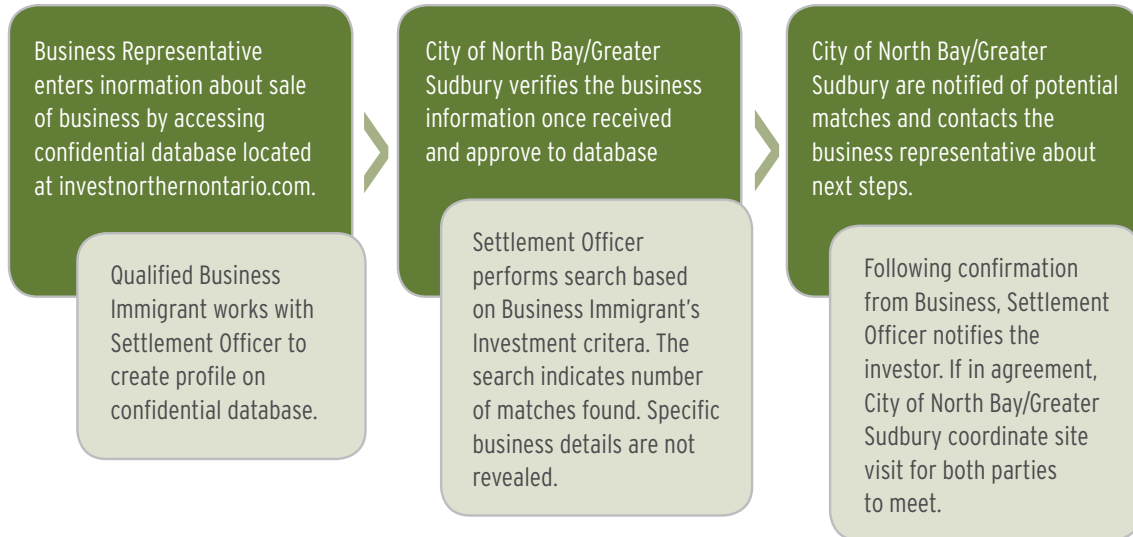
Why are Business Immigrants an ideal target group for businesses looking to sell?

- Business Immigrants living in Canada are required to invest in the economy within a specific period of time;
- As pre-qualified investors with a net worth of \$300,000 and business management experience, this demographic is an ideal target for Northern businesses looking to sell;
- With a formalized strategy in place, both business and potential investor will be provided with the support they require, facilitating a smooth transaction.

As a result of the opportunities at hand, and in efforts to foster economic growth in Northern Ontario, the City of North Bay and the City of Greater Sudbury have partnered together to create this program.

How it works

This confidential program has been designed to collect information about the prospective buyer's investment criteria such as price, sector, location, etc. and match it with suitable businesses. With support from the Ministry of Economic Development and Trade, the businesses and prospective investors will be matched. The following illustrates how this process works.



Did you know?

In order to ensure future growth and develop sustainable communities, Canada has welcomed an average of about 240,000 newcomers each year for the past five years. The majority of the immigrants to Canada are in the skilled worker and business immigrant categories. Roughly two-thirds of Canada's population growth now comes from net international migration, with the major urban centres being the biggest recipients of newcomers. Ontario continues to be the main attraction centre for immigrants to Canada. More than half of all new immigrants to Canada settle in Ontario and 84% of those settle in the Greater Toronto Area.

Given North Bay and Sudbury's proximity to the Greater Toronto Area, we are in an ideal position to promote our region and showcase our small business sector to Business Immigrants residing in Southern Ontario.

If you are interested in learning more about this program, please contact us. Given the confidential nature of this initiative, signed confidentiality agreements can be provided prior to the businesses involvement.

The information collected will be kept confidential and will be stored in a secure database accessible only by the project leads. During the search process, Business Immigrants will receive the number of potential matches available, however information about any specific business will not be released without written consent from the business representative.

For more information please contact:

Jean-Mathieu Chénier, Business Development Officer, Greater Sudbury Development Corporation
705-674-4455 ext.4637, jean-mathieu.chenier@sudbury.ca