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Press Release

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FOR IMMEDIATE RELEASE

Venture Connect Celebrates 10 years Helping Businesses Stay Open in Rural BC

Port Alberni, BC, October 4th, 2021: September marked the 10 year anniversary of Venture Connect, an Island Coastal Community Futures subsidiary that provides specialized business retention services across rural BC. Originally an initiative from Port-Alberni-based Community Futures Alberni-Clayoquot, their services are now offered across the province. When research by Community Futures BC indicated that 7 out of 10 businesses in rural BC could face closure within 10 years through pending owner retirements and inability to find a buyer, it became clear there was an urgent need to help businesses across the province remain open through new ownership.

Venture Connect was created as the provincial resource for business owners looking to move on and transition out of their businesses. “We know that businesses that are able to get quick, friendly service and practical, realistic input have a much high chance of a successful sale.” said Lori Camire, Executive Director of Community Futures Alberni-Clayoquot, part of the Island Coastal Community Futures network. “It works the same for buyers” said Darrell Goertzen, Venture Connect Business Advisor, “when we help a buyer understand how to make an informed purchase and can mediate between both parties, the business has a chance to grow even stronger after its sale.”

In an era when remote work has become commonplace, Venture Connect was an early adopter of remote technology to deliver services such as business transition plans, price determinations, seller preparation packages, Offer of Sales documents, and more. “Everything we do can be accessed from your computer or phone” says Camire, “we’re proud to offer flexibility and responsiveness for our clients, because we know timing can be critical when it comes to a sale.”

“It’s a good time to be a buyer” says Goertzen, urging would-be entrepreneurs to consider buying a business instead of pursuing a startup “prices are competitive, there’s lots of inventory, you avoid the hassles of a startup and you can immediately start earning revenue.”

Venture Connect has helped hundreds of businesses across BC, and the need for its services isn’t showing any signs of decreasing. To celebrate this latest milestone, its logo was refreshed to include the year of its inception. The company looks forward to helping business owners and buyers continue to navigate change so that rural BC communities can retain the businesses they rely on.

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