

**BUSINESS EXPANSION AND RETENTION PROGRAM
BUSINESS SURVEY FORM**

The Village of Telkwa would like to hear from the local business community. Please provide us with your feedback by completing this confidential questionnaire. It takes approximately 3-5 minutes to complete it. Please submit the completed survey to edo-dco@telkwa.ca

A. BUSINESS INFORMATION	
This section allows the business owner to provide a snapshot of the current status of the business.	
Business Name	
Business Address	
Contact Name	
Phone Number(s)	
Email Address	
Description of Products and or Services	
Current Business Status (sales increasing, declining, prefer not to say)	
Number of Employees	
How many years has the business operated within the community?	
What is your general impression of doing business in the community? <i>Excellent/Good/ Fair/ Poor</i>	
Is your business incorporated? <i>Yes/No</i> If "Yes". What type of incorporation? <i>Sole Proprietorship/ Partnership/Corporation</i>	
How would you rate the availability of workers for your business needs? <i>Excellent/ Good/Fair/Poor</i>	
Other Considerations	
B. WHAT ARE THE COMPANY'S FUTURE PLANS OVER THE NEXT FIVE YEARS?	
This section gives the business owner an opportunity to discuss their long-term goals	
What would you say best relates to your plans over the next five years? <i>Expand/Remain the same/Downsize/ Relocate/Exit the business</i>	
Do you expect to introduce new products or services? <i>Yes/No</i>	
Do you have any expectation to exit the business in the next five to ten years? <i>Yes/No</i>	

If "Yes". Do you have a succession plan for transferring ownership of your business?	
How do you intend to exit your business? <i>Sell/transfer to family member</i> <i>Sell/transfer to non-family member</i> <i>Sell to another franchise</i> <i>Close the business</i> <i>Other (please explain)</i>	

C. WHAT IS WORKING OR NOT WORKING FOR YOUR BUSINESS?
This section gives the business owner the opportunity to discuss the pros and cons of conducting business in the area.

SITUATION	YES	NO	COMMENTS
Does the business have a good location?			
Does the business have a good signage?			
Is the business environment friendly? (taxes, permit process, etc.)			
Are there opportunities to obtain capital and attract investment?			
Are there good local infrastructure?			
If No, what kind of infrastructure is the community lacking?			
Does the business have a good level of productivity?			
Does the business have a good facility and up-to-date equipment?			
Does the business face competition?			
Other considerations			

D. WHAT ARE THE OPPORTUNITIES AND CHALLENGES EXISTING IN THE COMMUNITY
This section allows business owners to identify opportunities available and the challenges they face while operating in the community.

What opportunities are you currently assessing to expand your business and/or markets?	
Is your business currently facing any constraints to growth or challenges?	
Have you received support from any government agency before? Yes/No	

If "Yes", what kind of support?	
Is there any specific business support you would like obtain?	
Other Considerations	
E. IDENTIFYING THE SOLUTIONS	
This section allows the business owner an opportunity to discuss the solutions that would help address the issues identified above.	
ISSUES	RECOMMENDED SOLUTION
Business Location	
Signage	
Business friendly environment	
Sources for capital and investment	
Improved infrastructure	
Increasing business productivity	
Improved facilities and equipment	
Increasing the ability to compete in the market	
Other recommendations	