

As business owners retire, how do we
**RETAIN BUSINESSES IN
LOS ANGELES, CA District 9**

and turn the risk of the Silver Tsunami into opportunity?

City Council District 9 or the "New Ninth" encompasses some of the most culturally diverse communities in Los Angeles. While it is home to the University of Southern California, District 9 has the lowest educational attainment and highest unemployment rate in LA. The average worker earns about **\$55,600**, which is **\$8,700** below the City average. District 9 has a poverty rate of 37 percent. Employee ownership can help keep good businesses rooted in District 9 and expand opportunities to create wealth and equity for their employees.

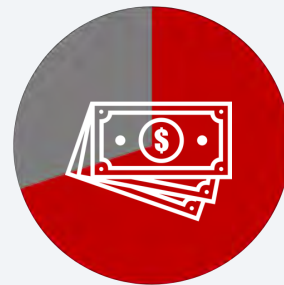
700 businesses in



LA's 9th District are over **20** years old.

They account for **\$3.75B**

or over **70%** of revenue.



These businesses employ **1** in **3** workers.



According to a Project Equity study. Measurements indicate percentages of total businesses included in the study and do not include nonprofits, publicly traded companies, franchises, public sector and related companies.

HALF of all business owners in the US are looking to transition out in the next **5** years, yet, up to **85%** have no succession plan in place. **ONE-THIRD** plan to simply close their doors.



As their owners retire, how do we keep these businesses and jobs in the 9th District of Los Angeles, CA ?

Statistics according to Barlow Research Associates and Securian Research.



THE
NEW 9th
COUNCILMEMBER
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DISCOVER THE POWER OF **EMPLOYEE OWNERSHIP**

By selling businesses to the employees, owners can



RETIRE WELL

and keep businesses

LOCALLY ROOTED



And for

EMPLOYEE-OWNERS

Household
net worth is



92%
HIGHER

Median job
tenure is



53%
LONGER

Median income
from wages is



33%
HIGHER

Statistics obtained from the National Center of Employee Ownership 2017 study.



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