As business owners retire, how do we
RETAINT BUSINESSSES
BELLINGHAM, WA
and turn the risk of the Silver Tsunami into opportunity?

Bellingham has a population of 88,500 and is the county seat of Whatcom County which is on the border of Canada in the uppermost western corner of Washington State. The median household income in the city is close to $50,000 and the poverty rate is over twenty percent. Employee ownership can help keep good businesses rooted in Bellingham and expand opportunities to create wealth and equity for their employees.

1,100 businesses with employees in Bellingham are over 20 years old. They account for $4B or 63% of small business revenue. These businesses employ 2 in 5 workers.

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 Bellingham?

Statistics according to Barlow Research Associates and Securian Research.
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
Median job tenure is
Median income from wages is

92% HIGHER
53% LONGER
33% HIGHER

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