

**Did you have a business plan in place when starting your business?**

	Total 100% (459)		Regional Breakouts				Number of Employees								New Revenue					
			Metro Vancouver		Rest of BC 100% (159)		1 100% (215)		2-5 100% (180)		6-10 100% (40)		11+ 100% (24)		less than 25k 100% (153)		25-100K 100% (127)		100K+ 100% (108)	
Yes	48%	220	47%	140	50%	80	35%	76	57%	103	65%	26	62%	15	34%	52	47%	60	68%	73
No	52%	239	53%	160	50%	79	65%	139	43%	77	35%	14	38%	9	66%	101	53%	67	32%	35

**And do you currently have a business plan in place?**

	Total 100% (459)		Regional Breakouts				Number of Employees								New Revenue					
			Metro Vancouver		Rest of BC 100% (159)		1 100% (215)		2-5 100% (180)		6-10 100% (40)		11+ 100% (24)		less than 25k 100% (153)		25-100K 100% (127)		100K+ 100% (108)	
Yes, I currently have a business plan in place	42%	192	42%	126	42%	66	31%	66	49%	89	55%	22	62%	15	33%	51	39%	50	56%	60
No, I do not have a business plan in place, but I believe it is important for my business	35%	160	33%	99	38%	61	35%	75	36%	64	35%	14	29%	7	37%	57	35%	44	31%	34
No, I do not have a business plan in place, and I do not think it is important for my business	23%	107	25%	75	20%	32	34%	74	15%	27	10%	4	8%	2	29%	45	26%	33	13%	14

**Do you have a succession plan in place for when you retire?**

	Total 100% (459)		Regional Breakouts				Number of Employees								New Revenue					
			Metro Vancouver		Rest of BC 100% (159)		1 100% (215)		2-5 100% (180)		6-10 100% (40)		11+ 100% (24)		less than 25k 100% (153)		25-100K 100% (127)		100K+ 100% (108)	
Yes, I currently have a succession plan in place	19%	89	18%	53	23%	36	10%	22	24%	44	38%	15	33%	8	15%	23	18%	23	26%	28
No, I do not have a succession plan in place, but I believe it is important for my business	43%	196	46%	137	37%	59	34%	73	49%	89	50%	20	58%	14	36%	55	39%	49	50%	54
No, I do not have a succession plan in place, and I do not think it is important for my business	38%	174	37%	110	40%	64	56%	120	26%	47	12%	5	8%	2	49%	75	43%	55	24%	26