

# Your Worth, Your Work, Your Legacy.

A new City-supported program to help sell your business and preserve your legacy.



*Brooklyn  
Stone & Tile,  
an employee-  
owned business  
in NYC.*



The Equitable Industrial Development Initiative is a program of the NYC Mayor's Office of Minority and Women-owned Business Enterprises, supported by Citi.

# Looking to sell your business?

You have worked hard to build your business. Now, as you consider your next venture, retirement, or exit strategy, realizing a fair market value from your enterprise while doing right by the people who helped your business succeed may be important to you.

A new City-supported partnership between local business service providers can help you sell your business to your employees.

We bring together technical expertise and funding to help you get a fair price for your business, solidify your legacy, and keep good jobs in the neighborhood for years to come.

If this interests you, give us a call to learn more about the program and the sale value of your business. Our initial assessment will be based on the profitability of the business and the potential impact conversion could have for your employees.

## Advantages to you

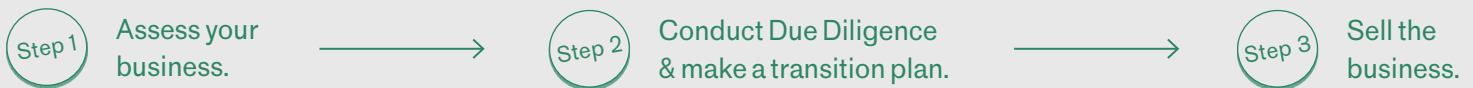
- Build financial assets through equity and the potential for increased income
- Increase job security and resiliency through economic downturns
- Improve business productivity through shared problem solving and increased buy-in



## How it works

Through the Equitable Industrial Development Initiative, the City has partnered with an experienced private lender that can provide hands-on training and technical assistance, and, when appropriate, purchase eligible businesses to support an owner transition their enterprise to a new generation of trusted employee co-owners. The timeline for an employee-ownership conversion

depends on many factors, but generally conducting an initial assessment for eligibility and thorough due diligence will generally take 3 to 6 months. The full sale and transition of ownership can happen on different timescales, depending on a business owner's desired outcomes, and retirement/exit plans.



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