

A Quick-Look at the Local Market Study

STATE OF OWNER READINESS REPORT

COLORADO 2022



The State of Owner Readiness Report is an analysis of data collected from business owners in Colorado to determine their readiness to exit their business.

The Colorado Employee Ownership Office at the Office of Economic Development and International Trade (OEDIT) has partnered with the Exit Planning Institute to conduct the research for the 2022 Colorado State of Owner Readiness Report.

This year we asked business owners about their transition teams, business exit timelines, and the importance of a transition strategy. The data in the report highlight the importance of educating business owners about exit options. After reading the report, professional advisors should apply the results to their practice and utilize this valuable information about emerging client markets.

OF THE OVER 400 BUSINESS OWNERS WHO RESPONDED TO OUR COLORADO STATE OF OWNER READINESS SURVEY:

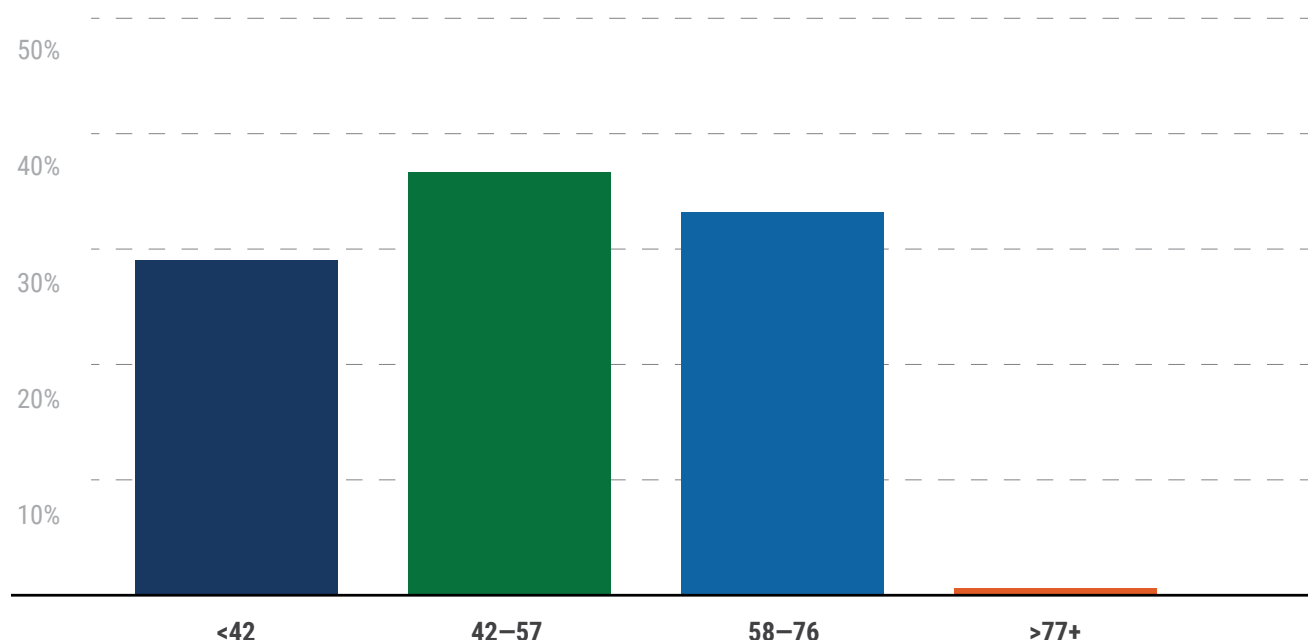
68% indicated they have spent minimal time and attention on their exit

48% indicated they have no written personal financial plan

65% indicated they have no formal or written transition plans

23% indicated they have not even considered a plan

78% indicated they do not have an exit focused team of advisors



The Colorado State of Owner Readiness survey was completed by over 400 business owners in Colorado. The response group was relatively split equally among three generations; millennials, Generation X, and baby boomers. Our sample represented approximately 29% under the age of 42, 37% between the ages of 42 and 57, 33% between the ages of 58 and 76, and 1% 77 years of age or older.

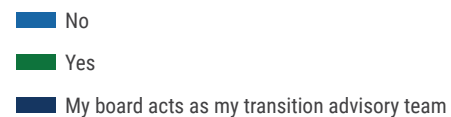
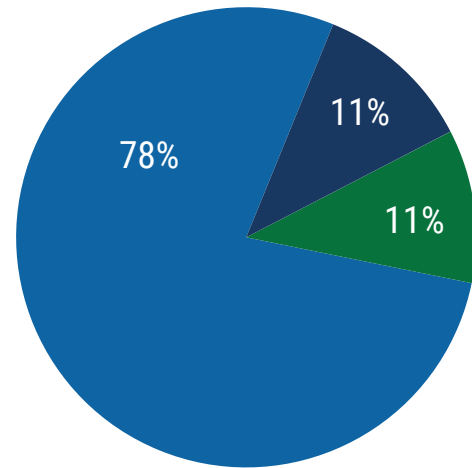
Download the full State of Owner Readiness Report at:

www.OwnerReadiness.com

68%

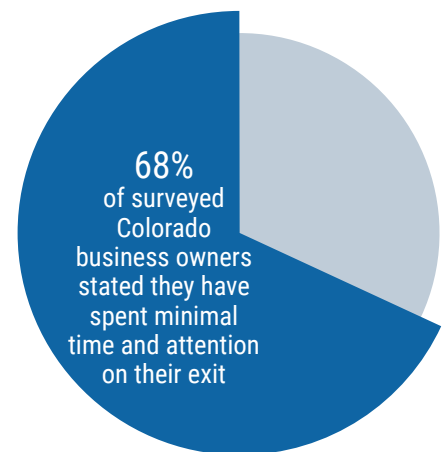
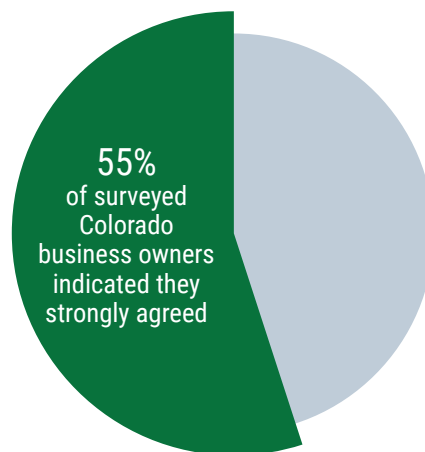
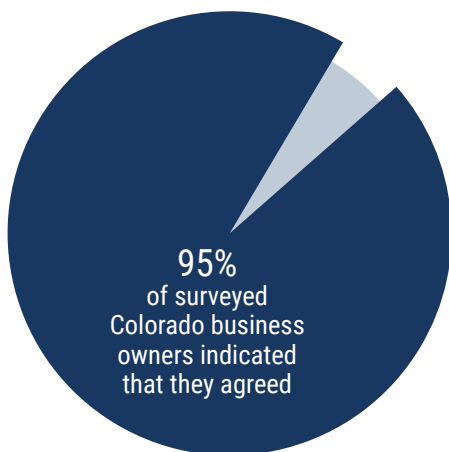
of business owners
in Colorado are
unfamiliar with their
exit options.

HAVE YOU ESTABLISHED A FORMAL TRANSITION ADVISORY TEAM?



Transition Readiness

When asked if "Having a transition strategy is important for both their future and the future of their business" 95% of Colorado owners surveyed indicated that they agreed with this statement with 55% stating they "strongly agree." However, 68% of the owners stated they have spent minimal time and attention on their exit. What causes this disconnect and how can owners improve their exit readiness?



THANK YOU TO OUR PARTNERS!



COLORADO

**Office of Economic Development
& International Trade**

Employee Ownership Office

SDR*Ventures*

SES ESOP
Strategies
A STEVENS & LEE COMPANY


Mile High Sales Solutions
Breakthrough Revenue Growth



R | W | O
ROBINSON WATERS
& O'DORISIO, P.C.

EOS
ENTREPRENEURIAL
OPERATING SYSTEM™

rfn
CITIES

 **QUIST**
Trusted. Independent. Valuation.

 **WEALTHPOINT®**
Know your story.

 **NEWPORT ADVISORS**
GROW AND HARVEST BUSINESS VALUE



**Exit
Planning
Institute™**

www.exit-planning-institute.org

216.712.4244

epiglobal@exit-planning-institute.org

www.linkedin.com/company/exit-planning-institute

@beyondCEPA