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Report On Industry



Focus on *Financing Options for your Business*

August 2009

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Laying the Foundation for Successful Financing

Obtaining successful financing to start, sustain and grow a business are a vital requirement for every business, and especially challenging to do during a recession. Chapter 2 ***Laying the Foundation for Successful Financing*** from CICA's ***The Financing Toolkit for Small & Medium Businesses*** provides practical information to help. It covers the importance of negotiating proper terms; how to assess operations and the strengths and weaknesses of the business; and how to decide what type of financial sources are best suited to certain businesses and situations.

www.cica.ca/service-and-products/members-services/advertising-pages/item10969.aspx

View the free webinar on "Financing Solutions in a Challenging Environment: Taking the Next Step with Confidence" featuring the author of *The Financing Toolkit for Small & Medium Businesses*, Gary Fitchett.

Raising Capital in Tight Credit Markets

The higher cost of capital and decreased debt volumes are contributing to a dramatically tighter money supply. Refinancing is also getting tougher, even for organizations with good track records and solid banking relationships. How can companies raise capital during this time of global economic upheaval? Robert Olsen, North American leader of Deloitte's Capital Advisory practice, and Russell David, leader of Deloitte's Corporate Finance practice in Canada, share their insights on raising capital amid tight credit markets.

www.deloitte.com/dtt/article/0,1002,cid%253D246843,00.html

A Source for Government and Private Sector Funding

Raising capital can be especially challenging in the current economic climate. To help you locate traditional or alternative sources of financing, check out this extensive directory of Canadian financial providers, information on different types of financing, and tips to help you secure financing.

www.canadabusiness.ca/eic/site/sof-sdf.nsf/eng/Home

Balancing Short Term Fixes with Sustainability

The effects of the credit crunch on working capital have been wide-ranging and severe, leaving CFOs scrambling to respond. Understandably, in an emergency, short-term fixes have carried the day, but are they sustainable? The importance of preserving cash in a downturn combines the results of a survey of over 500 CFOs in the U.S., U.K., and Europe, and a range of interviews with a number of leading organizations.

www.kpmg.ca/en/ms/turbulence/preservingcash.html

Dealing With Your Banker as a Partner

Dealing with your banker even in this economy doesn't have to be a nerve-racking experience. "A number of companies fail to view their bankers as partners, but they in fact are," says Vince De Luca, Managing Director of the Corporate Finance Practice at PwC. "Business owners who can demonstrate to their bankers that they are forthcoming and proactive, that they have winning plans, can potentially avert being squeezed by the credit crunch."

Read more

www.pwc.com

Building Your Business Credit Profile

Despite the credit crunch challenges, banks and other lenders will support companies with solid fundamentals and healthy practices. A strong credit profile will be the corporate ticket to capital, survival and success. Glenn Agro, FCA*CF, a partner of BDO Dunwoody LLP, discusses the actions management teams can take to strengthen the corporate credit profile, maintain relationships with current lenders, and establish creditworthiness among new lenders. These include arranging contingency borrowing and strengthening the balance sheet.

www.bdo.ca/library/publications/articles/business/financing052809.cfm

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