



"Right-Sizing Your Business"

presented by Business Development Canada



September 27th, 2023 | 5pm-7pm | 📍 Chances Casino

This September we will cover the topic of scaling your business. Local experts in the field will discuss the best strategies for growing your business, common mistakes to avoid when scaling, the financial constraints of scaling, and more. Will be followed with an hour of networking!

Food included with ticket

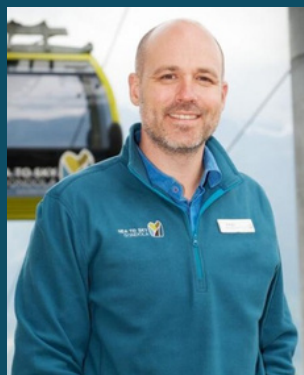
Moderator : Sarah Lloyd | Business Centre Manager, BDC

Panelists



Kate Mulligan

Economic Development
District of Squamish



Kirby Brown

General Manager
Sea to Sky Gondola



Sean Easton

CEO
Global Rope Access



Irene Dorsman

Director & CEO
Angel Forum

Check out their bios! >>

Squamish Business Blueprint - September 27, 2023



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CHAMBER OF COMMERCE
 SQUAMISH

Moderator

Sarah Lloyd, CPA & CBV
Business Centre Manager

BDC

Sarah Lloyd is a Business Centre Manager with BDC supporting the North Shore and Sea to Sky. As both a Chartered Professional Accountant (CPA) and member of the Canadian Institute of Chartered Business Valuators (CBV), Sarah has extensive experience helping businesses to become bigger, stronger and more profitable through tailored financing and advisory support.

Prior to joining BDC, Sarah was the Director of Operations at First West Capital where she supported companies' growth and key transitions by leveraging a strong network of lenders and business advisers, and as a Manager at PwC where she participated in financial and operational analysis/valuations of businesses and helped distressed companies to manage liquidity issues.

In addition to her CPA and CBV designations, Sarah holds a Bachelor of Arts in Management & Business Administration from the University of Reading in the United Kingdom. A dedicated community volunteer, Sarah currently serves as Treasurer for the North Vancouver Chamber of Commerce and was previously Treasurer with Anxiety BC. When she's not helping companies to successfully grow, you'll find Sarah skiing BC's beautiful mountains with her husband and son.

BDC, a Crown Corporation, is Canada's business development bank and the only financial institution dedicated exclusively to entrepreneurs. BDC's mission is to help create and develop strong Canadian businesses through Financing, Advisory Services and Indirect Financing.



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Kate Mulligan

Economic Development
District of Squamish

Kate Mulligan is the Economic Development Officer for the District of Squamish, one of Canada's fastest-growing municipalities. Kate leads the District's economic development efforts to achieve community outcomes aligned with social, environmental, and financial objectives. Since joining the District, Kate has helped propel 29% firm growth and 6% employment growth in the last five years by designing strategy, leading implementation, executing business and partnership development, strategic promotion, business programming, research, and service development.

Before joining the District, Kate held various roles with Canada's international tourism marketing organization, Destination Canada (DC), overseeing the creation of the award-winning Millennial Travel Program in celebration of Canada's 150th anniversary, fortifying corporate relevance among key Canadian tourism stakeholders across private, non-profit, and public sectors, and spearheading special projects for senior management, including Canada's first crowdsourced travel video, 35 Million Directors.

Kate is a Board Director for the BC Economic Development Association, the Squamish Sustainability Corporation's Board Chair, and on the Board of the newly-formed Sea to Sky Outdoor Adventure Recreation Enterprise Society (SOARE).



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Kirby Brown

Owner & Operator
Sea to Sky Gondola

In 2015 Kirby moved to Squamish to proudly join Sea to Sky Gondola as the General Manager. Since 2016 he has served as the Chair of Tourism Squamish. He also sits on the board of the Squamish Sustainability Corporation, is the Treasurer of the Granting Committee of Community Futures Howe Sound and was recently named President of the newly formed Squamish Housing Society.

Having been blessed to live and work within the unceded ancestral territory of the Squamish Nation, Kirby is honoured to be able to contribute to the work of the Hiya'án ta Sḵw̓x wú7mesh Housing Society (Hiyam Ha) as an inaugural non-indigenous board member.

Outside of work Kirby spends time on his passion project, Playground Builders which has built 260 playgrounds in Afghanistan, Iraq and the Palestinian Territories since 2007. Additionally, he is on the Canadian national organizing committee for the 2023 Duke of Edinburgh's Commonwealth Study Conference.



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Sean Easton

CEO

Global Rope Access

GRA, a Squamish headquartered company, works throughout North America providing rope access construction and geohazards mitigation services. They work on iconic construction projects such as the Las Vegas Sphere, The Golden Gate Bridge, NFL Stadium builds, and on geohazard projects such as the Kicking Horse Canyon Improvement Project, and the Fraser River Landslide Fish remediation project.

Founded in 2008 GRA has experienced avg. annual growth of over 40% and now employ a central team of 15 and 80 field technicians. As a member of the Entrepreneurs Organization (EO) they were introduced to the concept of Scaling Up thru Verne Harnish's work and have implemented this Entrepreneurial Operating system for guidance on how to Scale a company.

Sean Easton is the founder and Operator of Global Rope Access Inc., a mountain guide, former Squamish SAR team member, and long time Squamish resident. He is happy to share the lessons GRA has learned from his best success and worst setbacks on this tumultuous journey as a project based speciality contractor.



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Irene Dorsman

Director & CEO

Angel Forum

Irene is currently Director and CEO of Angel Forum, Western Canada's longest running angel network. Angel Forum connects promising early-stage tech companies with accredited investors. She is an active investor and a founding partner/investor of Women's Equity Lab (WEL), Vancouver chapter and a member of the advisory Board for WEL National. She also handles the corporate communications for Cornish Metals (AIM/TSX-V: CUSN) and Winshear (TSX-V: WINS) and has worked and consulted with many early-stage companies in both the tech and resource sectors in Canada.

Prior to coming to Vancouver, Irene was the Executive Director of the Dutch Business Association (now Dutch Chamber of Commerce) in Hong Kong. Before that she held a senior marketing position with Dutch pharmaceutical group Gist-Brocades in Hong Kong and Jakarta, Indonesia.

Irene graduated with a Master's Degree in Industrial Relations from the London School of Economics prior to which she obtained a Master's in Social and Economic History at the Erasmus University in Rotterdam, the Netherlands.