

Bashaw and Area



Business Navigation Supports Project

Business Risk Management



SUPPORT PROVIDED BY:







Agenda

- What is Risk & Risk Management?
- 5 Key Steps for Managing Risks
- Considerations for Procurement Management



What is Risk?



An uncertain event or condition and it can have a negative or positive effect.

- Creating a new demand
- Opportunities & benefits. Can you exploit?
- Are you take full advantage?

Have you explored the risks in your business?



Benefits of Risk Management



1. You can be proactive.
2. Provides the business with piece of mind
3. Share responsibility
4. Save business money
5. Reduce chance of Injury
6. Protects your company's resources
7. Improves company's brand image
8. Minimize conflict/litigation



Five Steps to Manage Risks



Step 1 - Identify

➤ What could go wrong, what can go right?

➤ Brainstorm with your team, have some fun and think outside of the box.

➤ What might be threats & what might be opportunities?



Step 2 – Assess & Analyze

➤ Look at the probability and the impact on a scale of high, medium & low



Risk Assessment				
Likely hood	High			
	Medium			
	Low			
		Low	Medium	High
Impact				

Step 3 – Determine Action

- **Avoid the risk** – making a change to reduce probability
- **Escalate/Transfer** - ownership to the 3rd party
- **Mitigate/Enhance** – action is taken to reduce the occurrence or impact



- **Accept** – acknowledge and no proactive action is taken
- **Exploit** – focus on adding value or benefits



Step 4 – Monitor

- Determine timeframe to review & determine if there are new ones, analyze & decide action.
- Once you have planned – assign an owner to each risk



Step 5 – Control

- Track through a log of risks, build a contingency or reserve
- Once you have planned – assign an owner to each risk



Procurement Management



Step to purchase or acquire products, goods & services from an outside source.

➤ Purchase or not? Make or Buy?

➤ Who, when and how to purchase and how much?

➤ Who will have authority to sign contracts?

➤ What is your contracting strategy?

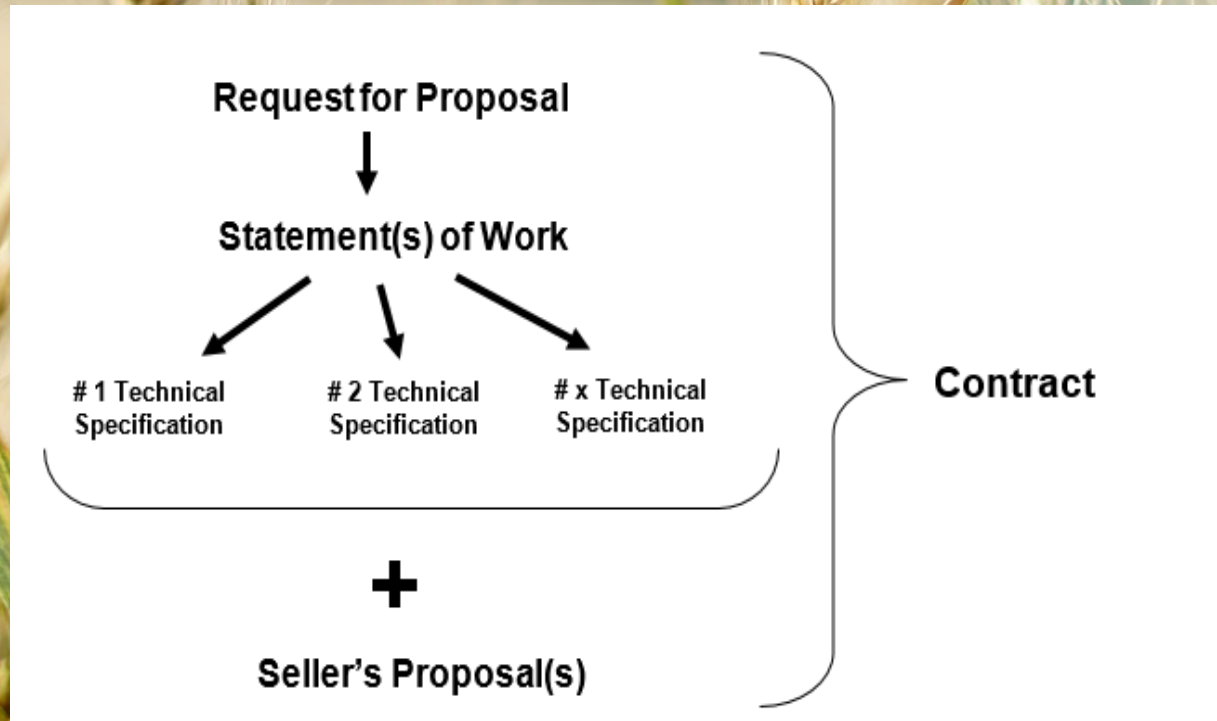
➤ Who will be sellers and how will they be selected?



Procurement Management



Types of Contracts to help Manage Risks in Procurement



- Request for Information (RFI)
- Request for Quote (RFQ)
- Request for Proposal (RFP)
- Statement of Work (SOW)
- Written Agreement or Contract

Other Resources



[Bashaw.Info](#)



[Coaches Area](#) - 5-hours of free Business Advising.



[Resources Page](#) - Links & Community Supports.



[Workshop Recordings](#) & handouts



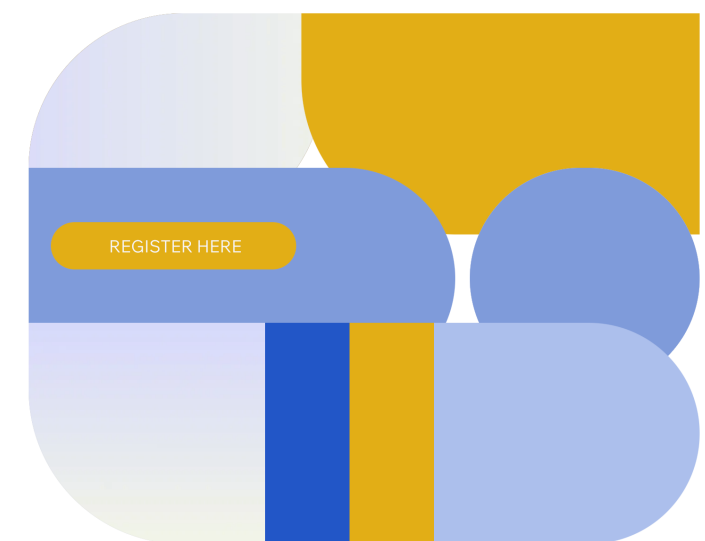
Business Navigation Supports Project

The Town of Bashaw launched the Business Navigation Supports Project in the spring of 2024 to address the unique challenges of rural businesses and provide tools to help you thrive and grow.

The Alberta government jointly funds the project through their Small Community Opportunity Program grant and the Town of Bashaw, so there is no cost to the business owner.

The project has THREE PHASES: [Needs Assessment](#), [Workshops & Coaching](#), and [Economic Development Training](#).

PHASES





Let's get your feedback Thank you!





Let's work through the BMC



Start with your Customer Segments



What Value do you provide them?



What touch points will you use?



What type of relationships?



<https://gozigzag.com/>



Procurement Management



Show me the Money! Finding Your Ideal Market



Jan. 13 - 12-1pm, 1:15 to 2:15



Financial Basics



Working with People - Human Resources



Feb. 24 - TBD



Marketing - Getting the Word Out



Mar. 31 - TBD



Apr. 28 - TBD



What is Risk?



An uncertain event or condition and it can have a negative or positive effect.

➤ Better Risk Management

➤ Apply for funds & grants

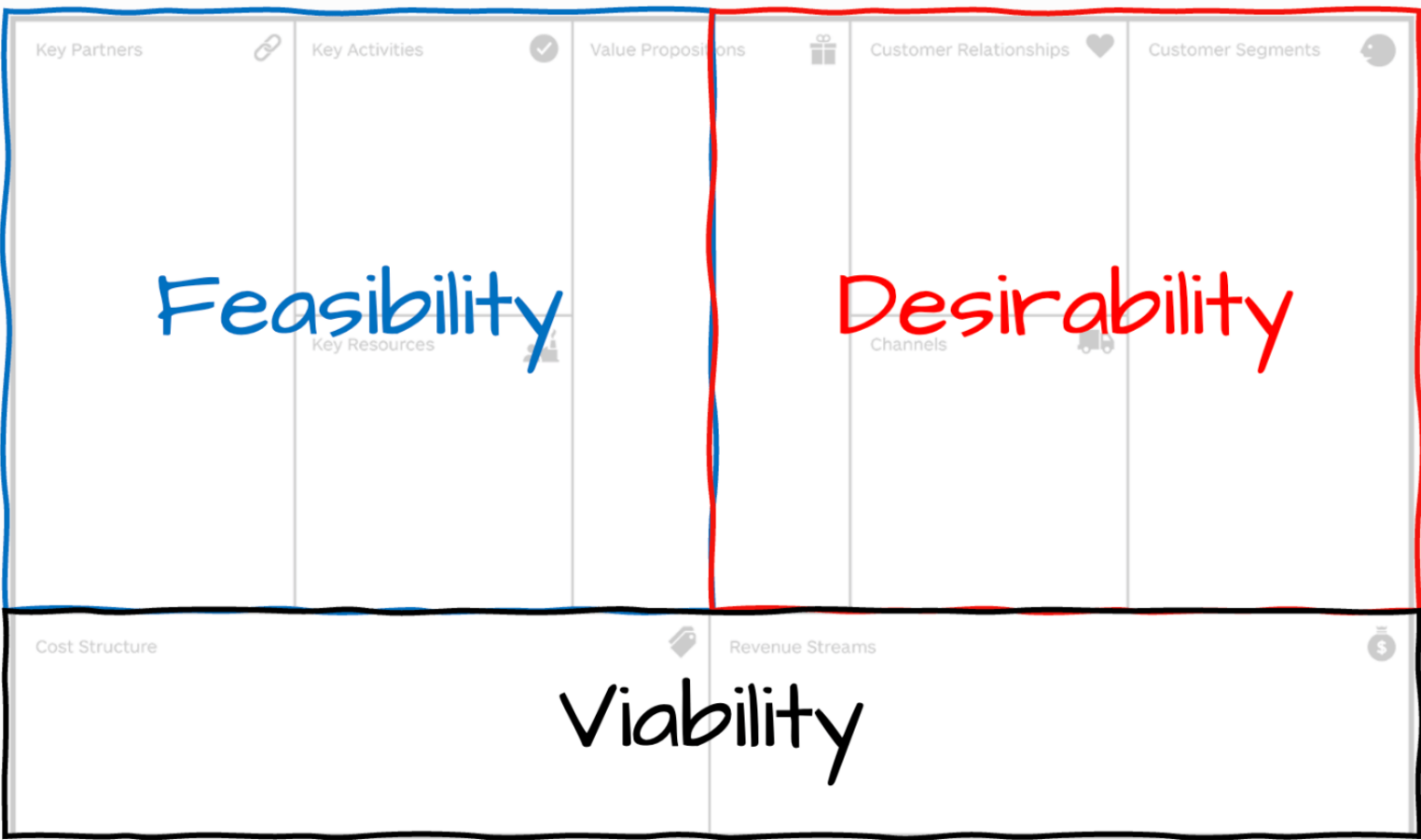
➤ Investors

Let's give the Lean Canvas a try



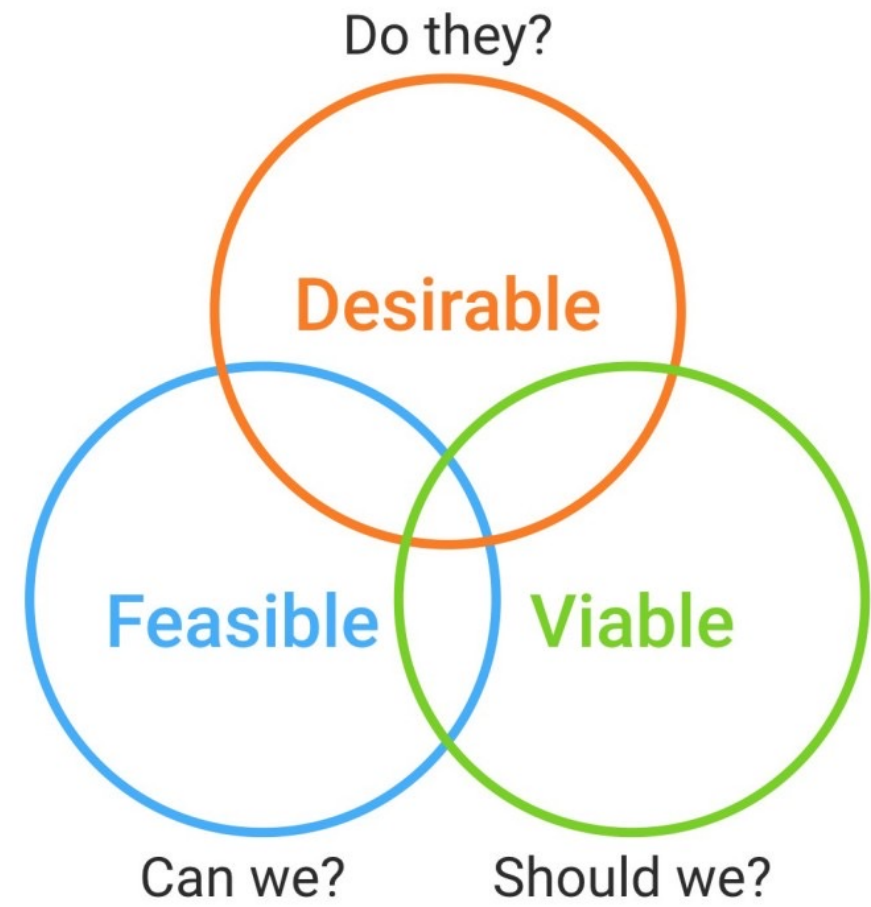
The Business Model Canvas

Designed for: _____ Designed by: _____ Date: _____ Version: _____



DESIGNED BY: Strategyzer AG
The masters of Business Model Generation and Strategyzer

Strategyzer
strategyzer.com



Coaching Expectations



- Any questions on the Contract?
- CMC Code of Conduct? Any Conflicts of Interest (real or perceived)?
- Attend any session - not included in “coaching hours”
- Only bill for time used - more funds we have the more people we can help.
- Bring any issues, concerns to me to discuss & address.
- Refer to someone else on coaching team.
- Invoices to admin@c4ner.ca by the end of the month.



Coaching Areas

- Finances & Bookkeeping
- IT & Technology
- Human Resources
- Business set up & Growth (Scaling)
- Market Research & Analysis
- Marketing Strategy & Marketing
- Business Operations and Risk Management



- Let's do introductions
- Your Experience
- Coaching Area
- What do we need to know about you?





NEW SECTION SUBTITLE HERE





- **THANK YOU!!**
- **Bullet Point # 2**
- **Bullet Point # 3**
- **Bullet Point # 4**
- **Bullet Point # 5**
- **Bullet Point # 6**



Alberta



Information Bullet Point # 1



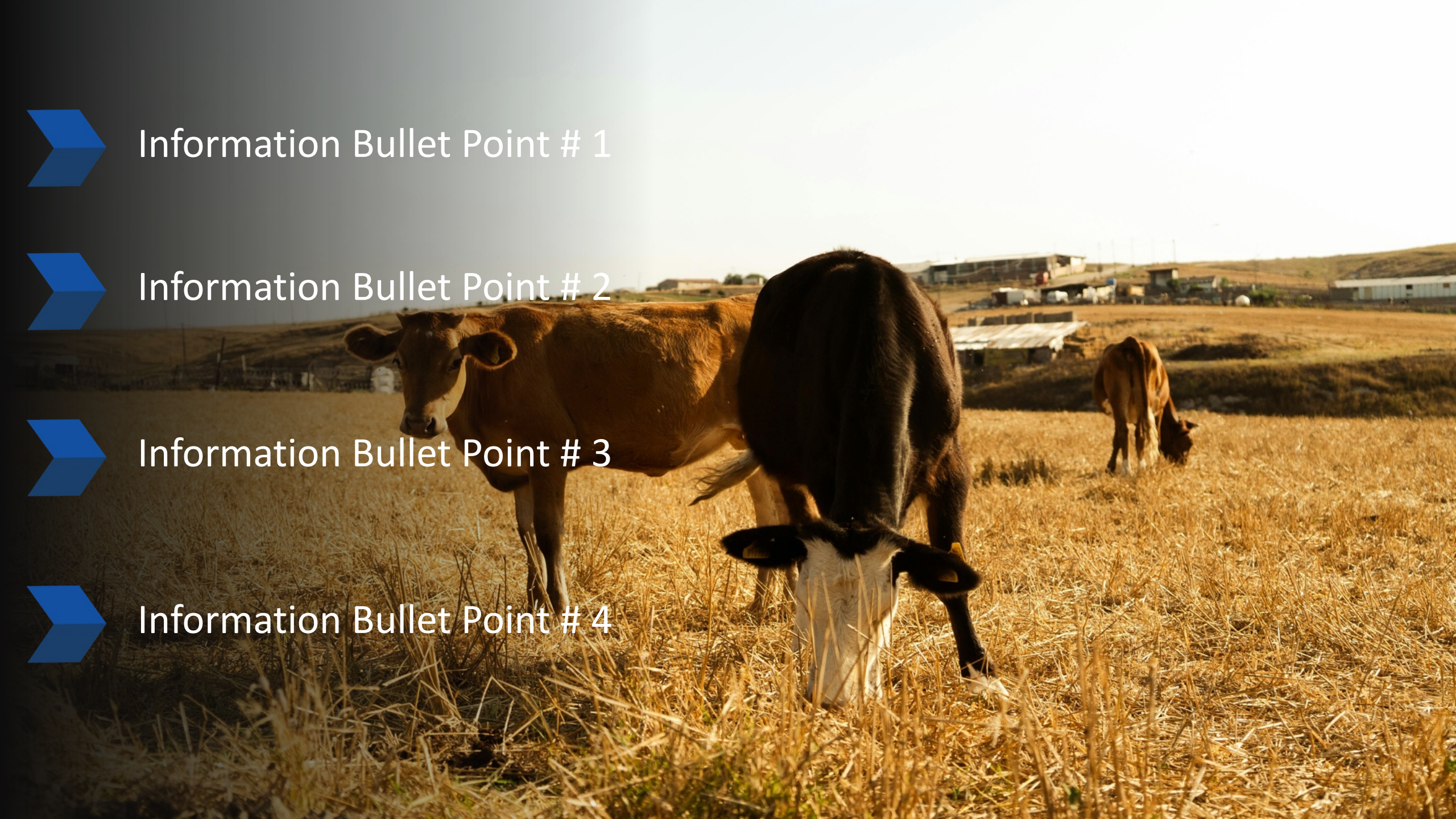
Information Bullet Point # 2



Information Bullet Point # 3



Information Bullet Point # 4









Bullet Point # 1



Bullet Point # 2



Bullet Point # 3



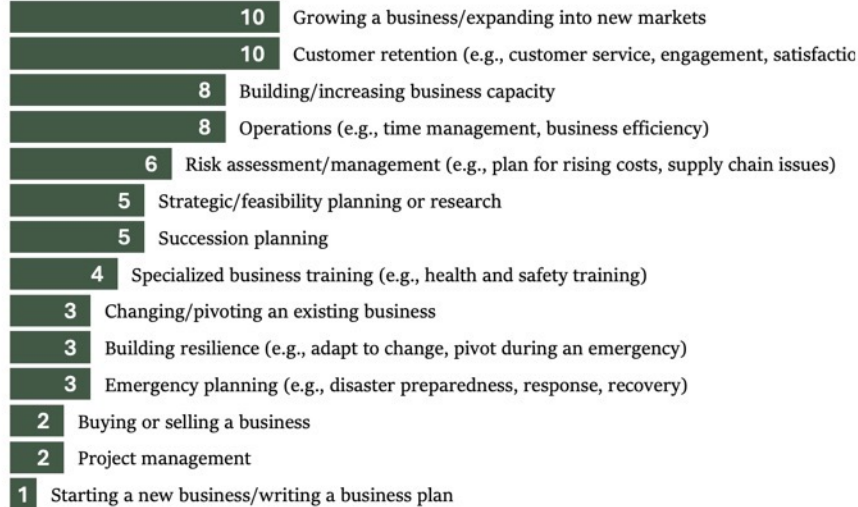
Bullet Point # 3



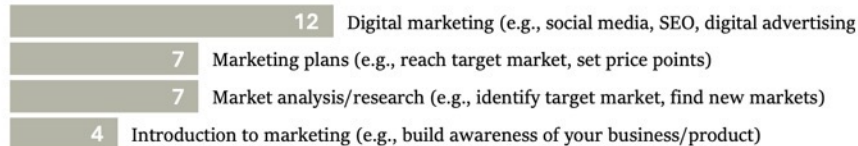
What supports do entrepreneurs want in the Town of Bashaw?

Based on input from **31 local businesses**, the top services requested were market growth/development including digital marketing, growing a business, customer retention, securing financing, building business capacity/efficiency, attracting staff, and networking.

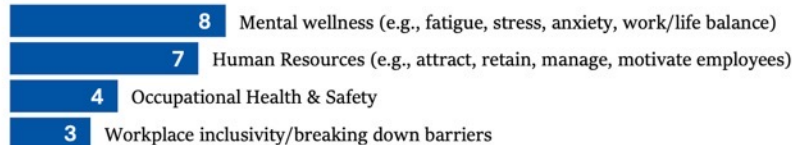
Business Planning & Operations



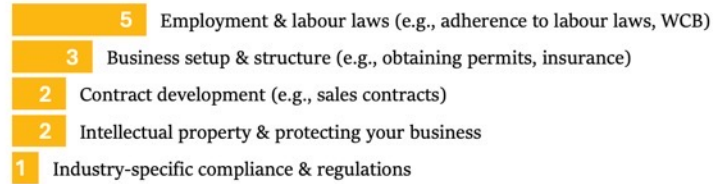
Market Growth & Development



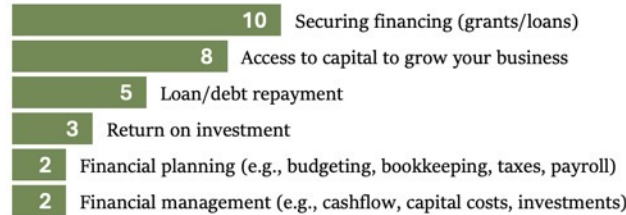
People Management



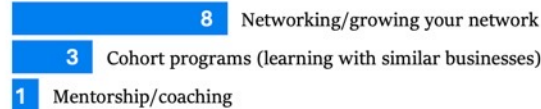
Legal & Regulatory Services



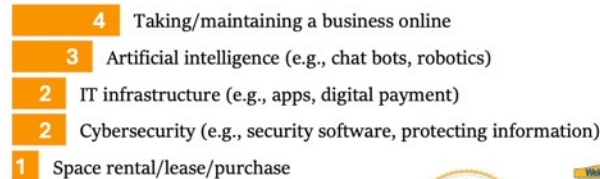
Financial Supports



Business Coaching & Networking



Physical & Technical Infrastructure



➤ Point # 1

➤ Point # 2

➤ Point # 3

➤ Point # 4

➤ Point # 5



➤ Bullet Point # 1

➤ Bullet Point # 2

➤ Bullet Point # 3

➤ Bullet Point # 4



➤ Information Bullet Point # 1

➤ Information Bullet Point # 2

➤ Information Bullet Point # 3

➤ Information Bullet Point # 4

➤ Information Bullet Point # 5



- Bullet Point # 1
- Bullet Point # 2
- Bullet Point # 3
- Bullet Point # 4

