



■ BLACK BEAR
TRADES

FRANCHISING





WELCOME

I want to welcome you to Black Bear Trades, and thank you for your potential interest in becoming a franchisee.

From the moment we opened our doors in 2016, Black Bear Trades and its franchisee tradesmen partners have been helping builders, developers and investors bridge the gap between Contractors and Tradesmen.

We currently provide a best-in-class pool of professional tradesmen under one roof, making the contracting process simpler and more efficient by delivering projects on time, on budget and on schedule.

We look forward to the opportunity to discuss in more detail the shared success we have with our current franchisee tradesmen as you learn more about Black Bear Trades and explore how we can help your business grow.



ABOUT US

Black Bear Trades is a multi-disciplined construction, construction management, and construction advisory firm.

We provide engineering, design, construction, commissioning and start up for a host of residential, commercial and hospitality projects on a nationwide basis.

Our mission is to build long-term relationships based on integrity, performance, value and client satisfaction. We value our relationships with every job and every job is handled with the intention of exceeding expectations.

We have the necessary capabilities, professional talent, universal reach and best in class tradesmen which allows us to offer our clients fully-integrated construction project delivery services that set new standards in quality, value, timeliness and cost efficiency.

We innovatively view each project independently which allows us to meet our clients' needs on time, on budget, while adhering to the highest level of safety standards in the industry.

We look forward to the opportunity to work in partnership with you on your next project.

I want to thank you for the opportunity to introduce myself and Black Bear Trades.

I am a second generation contractor with over three decades of experience having started in the construction industry working for my father. Shortly after graduating Kwantlen College University with a degree in Business Management and Marketing, I embarked on a short career in banking as my passion was and is the construction industry.

After leaving the banking industry, I returned to work for my father and shortly thereafter, I struck out on my own in early 2011 and started Projekt Homes, Ltd. as a general contractor focusing on renovation and new build projects.

As a general contractor I recognized there was a gap in the construction industry. Recognizing this gap, I started Black Bear Trades in November of 2016 to address the inefficiencies rife in the contracting business from bidding to budgeting, designing to building.

Black Bear Trades is the first company to bring together a best in class pool of tradesmen under one roof, making the entire contracting process simpler, more efficient and financially advantageous to builders, developers and investors.



SEAN

WARK

CEO

FRANCHISE & BRAND

SUPPORT



From the outset, Black Bear Trades has been built with an eye on scalable expansion.

We've worked tirelessly to refine and perfect every aspect of our business, from day to day operational support, professional marketing support, professional branding and networking opportunities..

We're now able to provide franchisees with extensive branding and marketing assistance, intensive training programs and meticulous operations manuals to make certain that our success can be replicated and every Black Bear Trades Franchisee maintains the highest standards of quality workmanship.





MARKETING SUPPORT

Our marketing and public relations team will assist franchisees with creating cohesive and effective messaging and campaigns.

These campaigns, coupled with our insights into building a robust social media presence and developing community outreach will be key in developing a loyal customer base and positive word-of-mouth.

ONGOING SUPPORT

- Black Bear Trades field staff will maintain constant contact, offering on-going guidance and support, along with periodic operations evaluations.
- We'll keep each franchisee aware of the ideas, and programs that are generating income and attention for others.

FRANCHISEE CANDIDATES

Black Bear Trades is seeking
tradesmen in a multitude of disciplines.



CARPENTRY



PLUMBING & ELECTRICAL



CABINERY & MILLWORK



STEEL STUD
DRYWALL
INSULATION



TILE



HEATING & GAS

BECOME A FRANCHISEE

NEXT STEPS



1. ■

- Complete Request For Consideration Form
- Initial Call

2. ■

- Second Call
- You receive the prospective FDD Document

3. ■

- Background Check
- Review FDD Document
- Discuss desired and available territories

4. ■

- Discovery Day
- Visit our offices and current jobs in progress

5. ■

- Approval Committee Meeting to discuss your application and make awarding of franchise decision

6. ■

- Award Franchise!
- On-boarding and initial training dates set

1

GETTING STARTED

Please complete the
"Request For Consideration" form:

This form allows us to learn more about you and to better understand your goals, background, and capabilities. The form is non-binding and all personal information is kept strictly confidential.

This form should be sent back to sean@blackbeartrades.com

We will schedule an Initial Call with a member of the
Black Bear Trades development team:

We will initiate a short 10 to 15 minute call to help us get to know you better and for you to learn more about Black Bear Trades and our franchise recruitment process.

3

DUE DILIGENCE

Background and credit check conducted. Black Bear Trades will conduct a background check and a credit check on the franchisee candidate.

Review FDD

We strongly recommend that you retain a franchise-specific attorney to help you review this detailed and rather complex document.

The FDD is written in plain English, and your responses should follow our lead of not engaging in "legalese."

We will discuss what territories both you & Black Bear Trades are interested in operating in.

2

GETTING TO KNOW YOU (AND US!)

Second Call

Seven to ten days after the initial call, we will delve further into the Black Bear Trades system and franchise recruitment process.

This call will take approximately one hour. Franchise Disclosure Document provided for your review.

Every franchisor must provide prospective franchisee candidates with a copy of its Franchise Disclosure Document (FDD) at the appropriate time during the franchisee recruitment process.

The FDD provides the franchisee candidate with important information about Black Bear Trades franchise offering and outlines the relationship between franchisor and franchisee.

4

DISCOVERY DAY

Come visit us at our corporate office to get a further understanding of the Black Bear Trades brand offering, experience and culture.

Our team will walk you through Black Bear Trades unique offering and further explore our mission and values with you and your team.

We ask that you make a presentation to our Executive Team on why you would be a proper fit as a Black Bear Trade franchisee.

5

APPROVAL COMMITTEE

The Executive Team meets to vote on whether or not to approve the awarding of your Black Bear Trades franchise.

If the decision is made to award a franchise, the Executive Team will communicate with the new franchisee and initiate the signing of the franchise agreement and/or area development agreement.



6

AWARD FRANCHISE

Come visit us at our corporate office to get a further understanding of the Black Bear Trades brand offering, experience and culture.

Our team will walk you through Black Bear Trades' unique offering and further explore our mission and values with you and your team.

We ask that you make a presentation to our Executive Team on why you would be a proper fit as a Black Bear Trade franchisee.



FRANCHISE FEES

MASTER AREA DEVELOPMENT AGREEMENT FEE

\$50,000 CDN

INITIAL FRANCHISE FEE

\$10,000 CDN

ON-GOING ROYALTY FEE

8% OF MONTHLY GROSS SALES

BRANDING FUND

1% OF GROSS SALES

DISCLAIMER

The franchise fee information detailed above is not intended as an offer to sell or the solicitation of an offer to buy a franchise. It is for information purposes only. All fees are detailed in the FDD Document once given to potential franchisee.

CONTACT

Us



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