

‘ENTREPRENEURSHIP’ *(Repreneuriat)*

The genesis of **ETA** Business Transfers in Quebec: 2015-2025

A presentation by

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for **THECIS** - The centre for innovation studies in Calgary, AB

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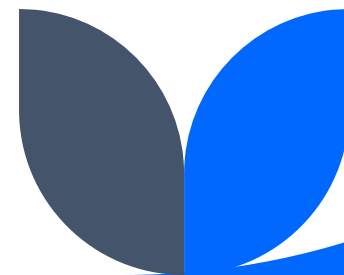
AGENDA

1. Overview and Introduction
2. Concerns from the perspectives of the business community
3. The challenge of a generation – **The Quebec Inc.**
4. A Government in action
5. The solution and the business model
6. 2015-2025 – 10 years of success



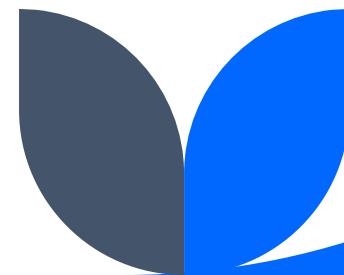
Overview and Introduction

- The baby boomers and the Quiet Revolution
- **The Quebec Inc.** and its impact on the economy
- Socio-economic impact on the 17 administrative regions
- Starting 2010, preoccupations arise about the ETA
- Finding solutions to bridge with the generational gap



Concerns from the business community

- Alarming situation within the business community
- Studies by Board of trades / Chambers of Commerce
- Recommendations by sectorial business associations
- Potential loss of jobs
- Shortage of qualified labour



The Quebec Inc.

**The challenge of
a generation**





37 %

**Business owners are
over 55 years old**

Source: CTEQ/RQ





61 %

**Entrepreneurs have no
succession plan**

Source: CTEQ/RQ





7 000+

**More than 7000
entrepreneurs intend to
close their businesses**

Source: CTEQ/RQ





16 000+

**Business intend to
transfer but don't know
how or where to start**

Source: CTEQ/RQ





30 %

**Businesses have gone
through an ETA process**

Source: CTEQ/RQ





87.5%

**Survival rate of a
business after 5 years
benefiting from ETA**

Source: CTEQ/RQ



Numbers at a glance

37% of business owners are over 55 years old

61% of business owners have no plan

More than **7 000** discouraged entrepreneurs intend to close

16 000 + business intend to transfer but don't know how

30% of business are the fruit of ETA

87.5% is the survival rate of a business through ETA

Source: CTEQ/RQ



2015 - The government's response and how it all started

To create a public service not for profit organisation

Neutral and inclusive of all public and private players

Support business leaders, protect intellectual property

Offer government programs and incentives to encourage ETA

Maintain a dynamic economy to prevent the exodus from regions

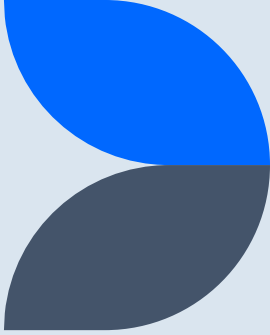
Support the labour market and keep unemployment rate low

Revitalize provincial and regional economies

Source: CTEQ/RQ



The solution and business model /1



| | |
|---------|--|
| Define | the various ETA models and solutions |
| Develop | expertise with professionals (Accounting, Legal, HR and Fiscality) |
| Create | awareness with various sectorial organizations |
| Sponsor | trainings, conferences, webinars and summits with business leaders |
| Offer | academic training to professionals to implement a ETA standards and ethics |

The solution and business model /2

Implement

- a team of experts to assist business owners and buyers in their undertaking

Propose

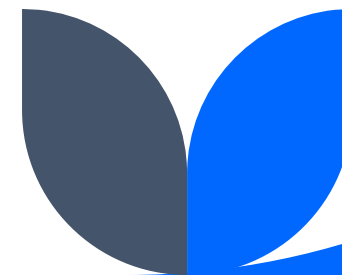
- a variety of services to assist sellers and buyers alike to attain their objectives, **including programs and incentives**

Implement

- a registry (Data Bank of Opportunities) and a strategy for matchmaking

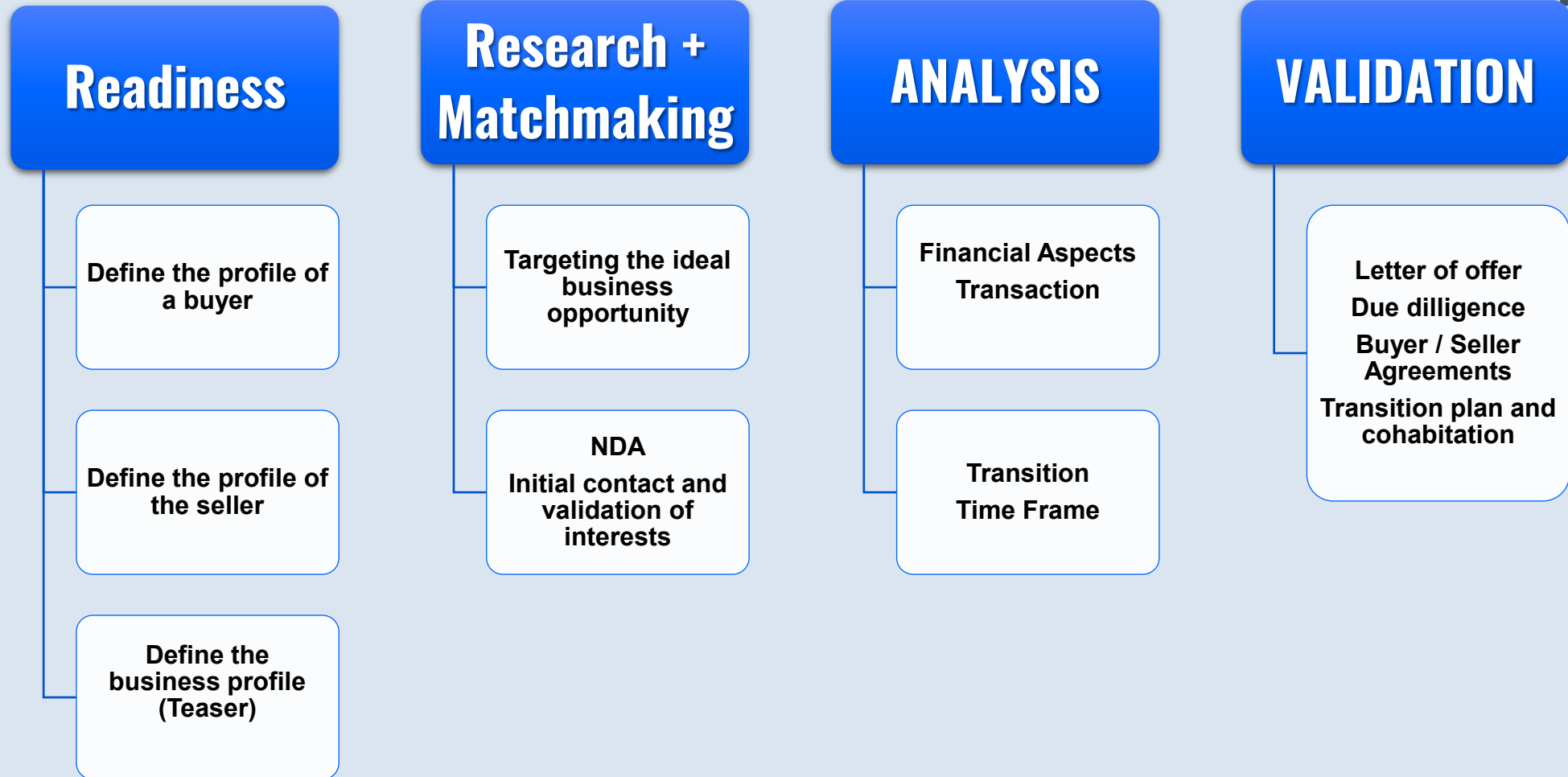
Implement

- tools to facilitate regional, national and international matchmaking activities to generate transactions

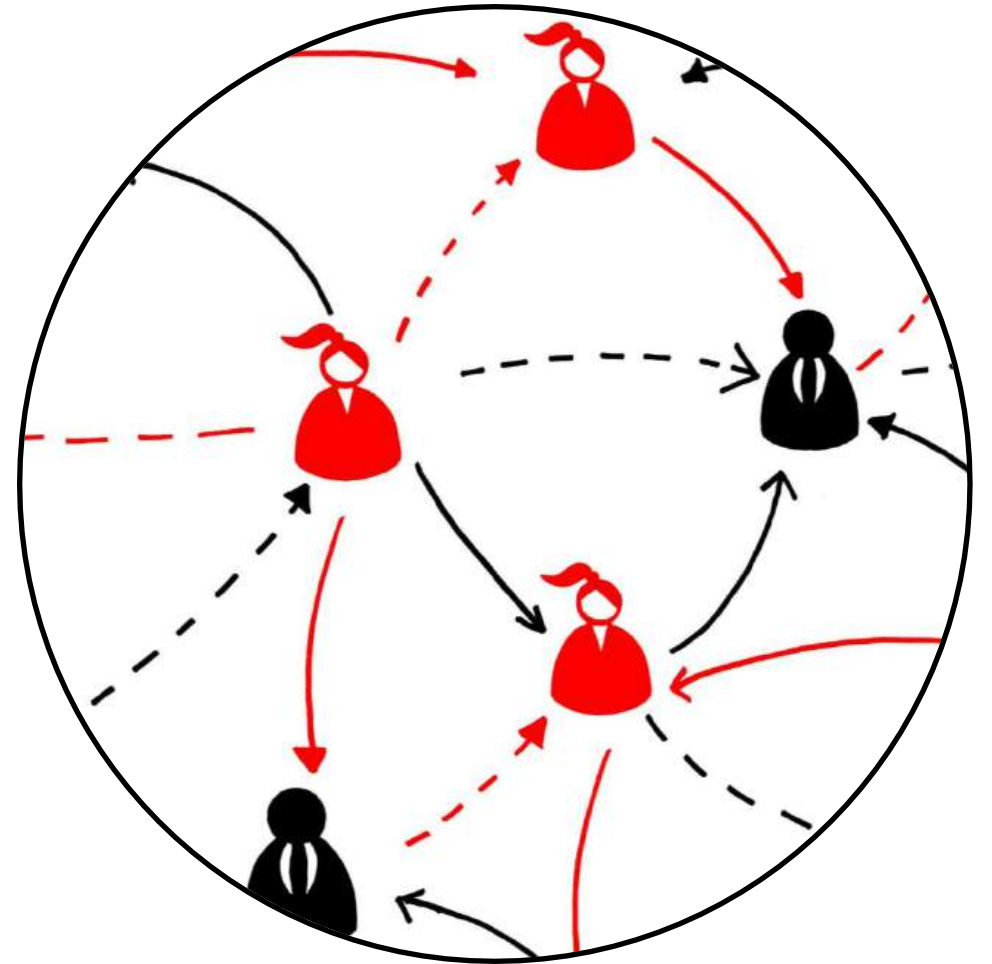


Source: CTEQ/RQ

Steps for a successful ETA



Types of ETA





59%

External Transfers

Selling to an outside interest



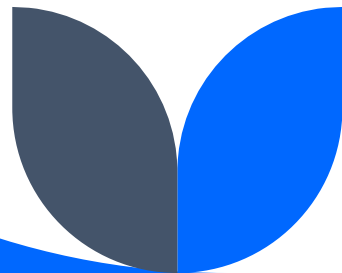
Source: Observatoire du Repreneuriat CTEQ/RQ



15%

Internal Transfers

Management buyout



Source: Observatoire du Repreneuriat CTEQ/RQ



26%

Family Transfers

Generational transition



Source: Observatoire du Repreneuriat CTEQ/RQ



1%

COOP

**Social capital -
Employee ownership**

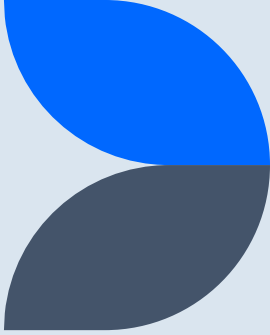


Source: Observatoire du Repreneuriat CTEQ/RQ

**2015-2025:
10 years of
proven success
and counting...**



A DECADE of SOLID results and performance



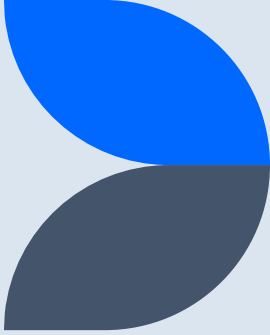
3 500 Transfers initiated

1128 Transfers completed

35 000 entrepreneurs guided and assisted

6 000 Business assisted

A DECADE of SOLID results and performance



140 Certified Business Transfer Professionals

8 Annual Business Transfer Summits

Creation of a national OBSERVATORY

ETA Immigrant Investor Program (PNP)

9 Billion dollars of cumulated business volume

National Study on ETA (2022)

- 144 000 jobs preserved
- 43 Billions in corporate revenues
- 37 Billions in transferred wealth
- 26.4% of buyers are Women
- 14.4% Are immigrants
- 5.1% are under 29 years old

Source: Observatoire du Repreneuriat CTEQ/RQ





ALBERTA, the clock is ticking!

- Our Population is aging
- Thousands of businesses will have to be transferred
- Billions of dollars are at stake
- Thousands of jobs are at risk
- All regions across Canada are affected
- **ETA is the solution for the survival of our economy**
- **Key for our Economic and National sovereignty**
- **Governments MUST engage proactively**
- Benefits of implementing a proven business model
- Next Steps for a strong economy ...





Questions ?



**MERCI !
THANK YOU !**

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