

Component 3: ‘Good Practice’ Collection Template

Introduction

Human Capital drives economic growth and contributes to the development of competitive and dynamic knowledge-based economies. The knowledge and know-how of the ageing work force has to be continuously transferred from ageing workforces to newer generations. This is an important parameter in SME succession and transfer. TOK-TOC will map the SME transfer process into a model encompassing the means and procedures underlying the transfer process. Good practices supporting SME transfer by highlighting the skills and competencies needed in business continuation will be highlighted. The catalytic role of local of local authorities in the SME transfer process will be outlined. The support of a knowledgeable and continuously improving workforce will be promoted. Societies have to provide workers with learning opportunities, thus, supporting a continuous improvement of knowledge, skills, and competencies. Knowledge-based entrepreneurship allows workforce adjustment to state-of-the-art technological changes and competitive economic environments.

The overall aim of the project is to provide the ageing workforce and their successors the skills and capacity to successfully transfer businesses, through the development of innovative solutions and the active involvement of local authorities.

General objectives are:

- To enhance the involvement of local authorities towards successful transfer of businesses as major source of job creation and sustainable growth
- To support the improvement of economic performance through greater adaptability of the labour force to changing technology and equipping young and aged workers with the knowledge, skills and competences in order to succeed in the knowledge-based society.
- To explore the knowledge and experience of the ageing workforce

About this template

This template captures examples of ‘Good Practice’ from each of the transferring partner countries around policy and best practice in business transfer activity. Led by the University of Strathclyde, this Component will aim to present partner countries with a selection of possible practices that have potential to be transferred and implemented in their regions.

Section 1 – Details of the person completing the form

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Section 2: Good Practice Summary

Is the Good Practice identified:	A Policy <input checked="" type="checkbox"/> A 'Best Practice' <input checked="" type="checkbox"/>		
Title of the Good Practice	Landelijke Overnamedag (National Business Transfer Day)		
Topic and categorization ¹	An event with presentations, forum discussions, workshops, round tables, matchmaking between buyers & sellers, information market with exhibition space for intermediaries.		
Location ²	Netherlands (national level), events in every region.		
Date 'Good Practice' commenced ³	unknown	Date 'Good Practice' concluded (If relevant)	Ongoing (yearly events)

¹ Please specify the precise topic of the practice in a few words (e.g. support to SMEs, demographic change, e government, risk management, water scarcity, renewable energy). For now, please use your own words to describe this topic. During the project, we will be identifying a set of themes and subthemes. We will also be identifying approaches and preconditions. Topics should ideally cluster around these sets.

² The location of the practice is typically the region in which you're active. Please describe this region colloquially for now. When practices are published outside of our network, the location should include the country, NUTS level 1, NUTS level 2, and the City of application.

³ Please enter the date (month/year) when the Good Practice activity commenced

Section 3: Detailed description of the ‘Good Practice’

Short summary
The National Business Transfer day is annually organized by the Dutch Chamber of Commerce. All of its branch offices throughout the country organize a regional event in the same week. The target groups are local entrepreneurs, intermediaries and potential buyers.
Field of activity (Family transfer; financial measure; taxation; others please define)
Company transfer information events and face-to-face opportunities for linking potential buyers and sellers.

What is the core conceptual background of the practice?⁴

The events are specifically designed for entrepreneurs who are thinking to sell their within a few years or interested people who want to take over a company. The events are usually schedules in the evening between 18h-22h, allowing entrepreneurs to make the most of their business day.

Good preparation is half the battle and increases the chances of success. People who want to learn what is involved in the takeover process, what pitfalls there are, how to find a buyer or seller and who can support, are most welcome.

The programme usually includes:

- case studies of entrepreneurs who sold their business;
- information about finding buyers and sellers;
- tax tips from experts;
- insight into identifying and influencing company value;
- explanation of financing for takeover.
- the possibility to talk over your personal situation with various consultants.
- the chance to meet and network with potential buyers or sellers

Most of the potential sellers who attend are micro/small entrepreneurs (1-5fte).

Objectives originally intended

Providing information and facilitating matchmaking, lowering barriers for both potential buyers and sellers.

Indicative number of jobs created as a result of the practice (if known)

unknown

In terms of Equalities, is there any positive impact this Good Practice has achieved?

⁴ Context of implementation and main issues foreseen

Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
If 'Yes', please explain
Is there any environmental impact as a result of the practice?
Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
If 'Yes', please explain

Section 4: Policy impact ⁵ (if any)

Which Policy instrument?	Relevance?
1.	
2.	
3.	
What was the key factor that made this Good Practice successful?	
The provision of information so people get an overview of what is involved in buying or selling a business, low barriers for buyers and sellers to get together (events are free of charge), and the regional character.	
Key Stakeholders involved	
<ul style="list-style-type: none"> • Chamber of Commerce, nationwide through all branch offices. • Intermediaries like accountants, insurance companies, investors, banks, but also entrepreneurs who sold their business (practical experience, case studies), etc. providing 	

⁵ Briefly state which instruments (i.e., laws, regulations, grants, awareness campaigns) were relevant to this project, and in what way there were relevant.

presentations and 1-to-1 information at the event.

- Potential buyers and sellers.

Section 5: Financial information

How was the practice funded?
By the Chamber of Commerce, a semi-governmental organization in the Netherlands. All companies are obliged to register here.
What were the costs of implementing the practice?
Unknown.
What are the expected benefits of implementing the practice?
Increase the number of successful business transfers by connecting potential buyers and sellers and providing information on the topic.
Conditions for potential transfer
No major barriers. Could be implemented with ease by organisations like Chambers of Commerce in other countries.

Section 6: Evidence of success⁶

General description of main achievements
<p>Each regional event attracts around between 200-400 guests every year. In 2013, 12 regional events are scheduled in May.</p> <p>Direct effects of success (number of transfers as a result) are not available.</p>

Section 7: Additional documentation⁷

Description of the document	Link for download
Events website (in Dutch)	www.kvk.nl/overnamedag

Signed: _____

Date: 16-05-2013

⁶ Please explain why this practice is considered as good.

⁷ Please include a brief description of the type of reference document. (power point of the practice; report; evaluation; etc.)