

Corporate FNA

Here is a non-exhaustive list of relevant information to collect when doing a financial needs analysis for a company.

Company details

- Name, corporate name.
- Contact information.
- Founded date, constitution.
- Historical.
- Description.
- External professionals, contact information.

Financial aspects

- Income statement.
- Balance sheet (cash assets, inventory, real estate, benefits, mortgages, loans, etc.).
- Payroll.
- Company's market value.
- Tax information (RRSP, pension plan, CDA, etc.).
- Contracts to be honoured.
- Leases.
- Costs incurred.
- Other financial obligations.

Organizational aspects

- Corporate structure.
- Organizational chart.
- Number of employees.
- Decisional process.
- Succession plan.

Information on the key person

- Personal and financial information (e.g. marital status, taxes payable at death, importance of their income for the family or spouse, shares held in the business, benefits, etc.).
- Duties (e.g. the key person often does unpaid accounting work; this contribution should be taken into consideration).
- Revenue they generate for the company.
- Evaluation of the likelihood and cost of replacing them.
- Estate planning.

Legal aspects

- Shareholder agreement.
- Trusts.
- Current coverage for the company, the key person and creditors.
- Current legal proceedings.

Competitive position

- Development projects.
- Customer life cycle.
- Competition.
- Growth potential.

- Need for specialized personnel.
- Growth-limiting factors.

And any other relevant information.