

# Ownership Transitions in the Green Industry

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# Ownership Transitions...

## Succession

- Internal transition to family and / or Company employees
- Flexible process that may take years (flexible timeline, ownership purchase or gifting over time)

## Sale

- External transition to third-party buyer / investor (e.g. larger green industry company, private equity)
- Expedited process typically taking months (buyer focus on quickly growing, capital for full purchase)

# ...Driven by Significant Market Tailwinds

**\$10 Trillion**

Value of private businesses expected to change hands in next two decades

**\$1 Trillion**

Capital held by private equity firms for investment in private companies

*Sources: EY, Headway*

# Select Reasons for Ownership Transitions

## Retirement

- Start next chapter after years of hard work
- Most common

## Liquidity

- Unlock financial value of ownership in company (e.g., diversify net worth)
- Capitalize on favorable company valuation environment

## Personal

- Achieve lifestyle-related goals (e.g., spend more time with loved ones, focus on health, pursue other interests, etc.)

## Business Optimization

- Improve operations and/or drive growth
- Procure capital and resources to enhance performance (e.g., retain and attract more labor, respond to competitive pressure)

# Illustrative Ownership Transition Processes

## Succession

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1. Define Exit Vision and Timeline
2. Identify and Assess Successors
3. Formalize Organizational Structure and Go-Forward Strategy
4. Establish Valuation and Ownership Transfer Mechanism/Transaction
5. Phased Management and Ownership Transition

*Timing: ~3 - 10 Years*

## Sale

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1. Financial Review and Valuation
2. Prepare for Buyer Engagement
3. Identify and Solicit Interest from Buyers
4. Receive, Negotiate and Accept Proposal
5. Buyer Diligence, Documentation and Finalize Transaction

*Timing: ~4 – 12 Months*



Q&A



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