



CANADIAN GERMAN CHAMBER OF INDUSTRY AND COMMERCE INC.
LA CHAMBRE CANADIENNE ALLEMANDE DE L'INDUSTRIE ET DU COMMERCE INC.
DEUTSCH-KANADISCHE INDUSTRIE - UND HANDELSKAMMER

TORONTO | MONTREAL | VANCOUVER



Memberportrait De Civita

Interview with Pat De Civita

1. Pat, for over 20 years now your firm provides assurance (audit and review) or related services, engagements on financial statements or financial information for companies that want to start a business in Canada. A long time, in an always changing sector. What has changed – if you compare the time you started and today?

Today, the financial world is uncertain and hence constantly altering. Over the past 25 years, the business environment has changed significantly, Enron, for example, the most recently scandal. This has led to force the profession to increase regulations in order to protect the public interest and the users of financial statements.

2. What kind of services do you offer? Can you describe them briefly?

In addition to being Chartered Accountants, we also maintain Certified Public Accountants, Certified Financial Planners and Certified Internal Auditors designations. Specific services range from corporate structuring to strategic management. Services such as bookkeeping enable our firm to help the client create timely and accurate financial statements which are the foundation and serve as a basis for all strategic decisions. Risk management is also another one of our many services and an integral part of our "Always two steps ahead" philosophy. Creating a corporations risk profile and implementing the proper internal controls to mitigate risks, businesses may take the risk they need to succeed while also feeling as if they took the proper precautions beforehand.

3. You are providing your services in four languages (English, French, German, and Italian). From which country are you getting your most clients? Has that changed over the last years?

Our clients come from around the world starting here in Canada and moving throughout Europe, with clients predominantly from Germany and others from Switzerland, France, Italy, and Finland to name a few.

4. According to your experience: what do foreign companies starting in Canada expect from this country? Why do they choose Canada?

Canada allows new companies opportunities that many other countries may not offer. As one of the top ten trading nations, Canada's independent foreign policy and historic ties as well as strong, positive relationships with countless countries, endless benefits and prospects are given to those who set-up their companies here. Canada is also a multicultural nation, allowing for Europeans to easily adapt to the business environment.

5. How did the market for start-up companies develop over the last years?

The governments have increased task forces to encourage foreign companies to start-up in Canada.

6. Are there more young people starting a business? If so, are they more willing to take risks?

There has been a noticeable increase in the younger entrepreneurs in the Canadian market. The young entrepreneurs generally have a higher risk tolerance. If one doesn't take risks, then one may not be able to obtain the rewards associated with the risks. Our "Always two steps ahead" philosophy helps the young entrepreneurs understand their risks.

7. You also provide person financial planning and taxation. Who can use these services? And how early should people start to plan their future financial situation?

Anyone can and should use these services. It is important to create a personal financial plan at the start of ones career or employment. Through this, they may maximize their financial wealth and gain the tax credit they are entitled too.

8. Last but not least, can you explain us the two names in your company name?

The name of the firm is the personal names of the two founding partners. As the saying goes "We put our names on the line" and provide personalized services. It is through this personalized service approach and the use of our personal names that we instill confidence within our clients while being able to respond to their complex business challenges and needs.

For more information please read [the recent article about De Civita Haubenreisser published in La Reussite](#) (article is in French).

We thank Pat De Civita for the interview and appreciate his time and support.

