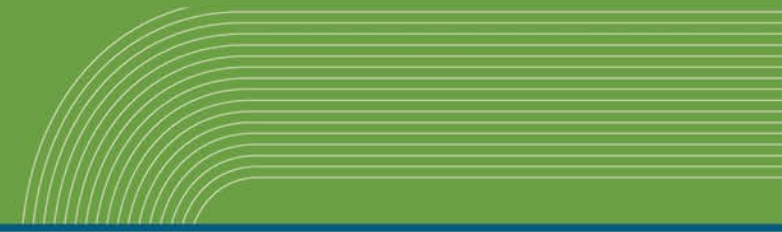


# CAIRP Forums Presentation- Supplemental Information



**André Bolduc**  
CPA, CA, FCIRP, LIT  
**CAIRP Chair**



## **CAIRP 2024-25 Preliminary Results**

- Annual Business Plan Process tied to Strategic Plan
  - Goals, strategies, action plans
  - Performance targets/measures/quarterly dashboard
  - Ensures transparency & accountability
- Sound financial position & controls
  - Financial risk mitigation efforts
  - Expecting a small operating surplus in 2024-25
- Membership fees held flat for 10<sup>th</sup> year

## 2024 – 2028 Strategic Goals/Priorities



### Revitalize the CIRP and LIT brands

#### Strategies to support the goal

- Embark on outreach programs with members, educational institutions and industry stakeholders to raise profile of the CIRP designation and LITs
  - Focus on raising CIRP designation among industry stakeholders
  - Focus on raising profile of LIT among public
- Advocate to OSB and promote with members the need to uphold fair and ethical CIRP and LIT practices
- Humanize the image of CIRPs and LITs and the delivery of services to debtors and other stakeholders
- Promote inclusiveness and diversity of membership

# Raising the Industry's Profile

## CAIRP in the Media

- Ongoing media outreach efforts:
  - 6 media releases in the last year with stories running on CBC, Globe & Mail, BNN, Toronto Star, Wealth Professional, Le Devoir, TVA, City News and regional media.
  - Over 1,000 media mentions and more than 434 media outlets have carried a CAIRP news story
  - All initiatives were amplified through CAIRP's social media channels

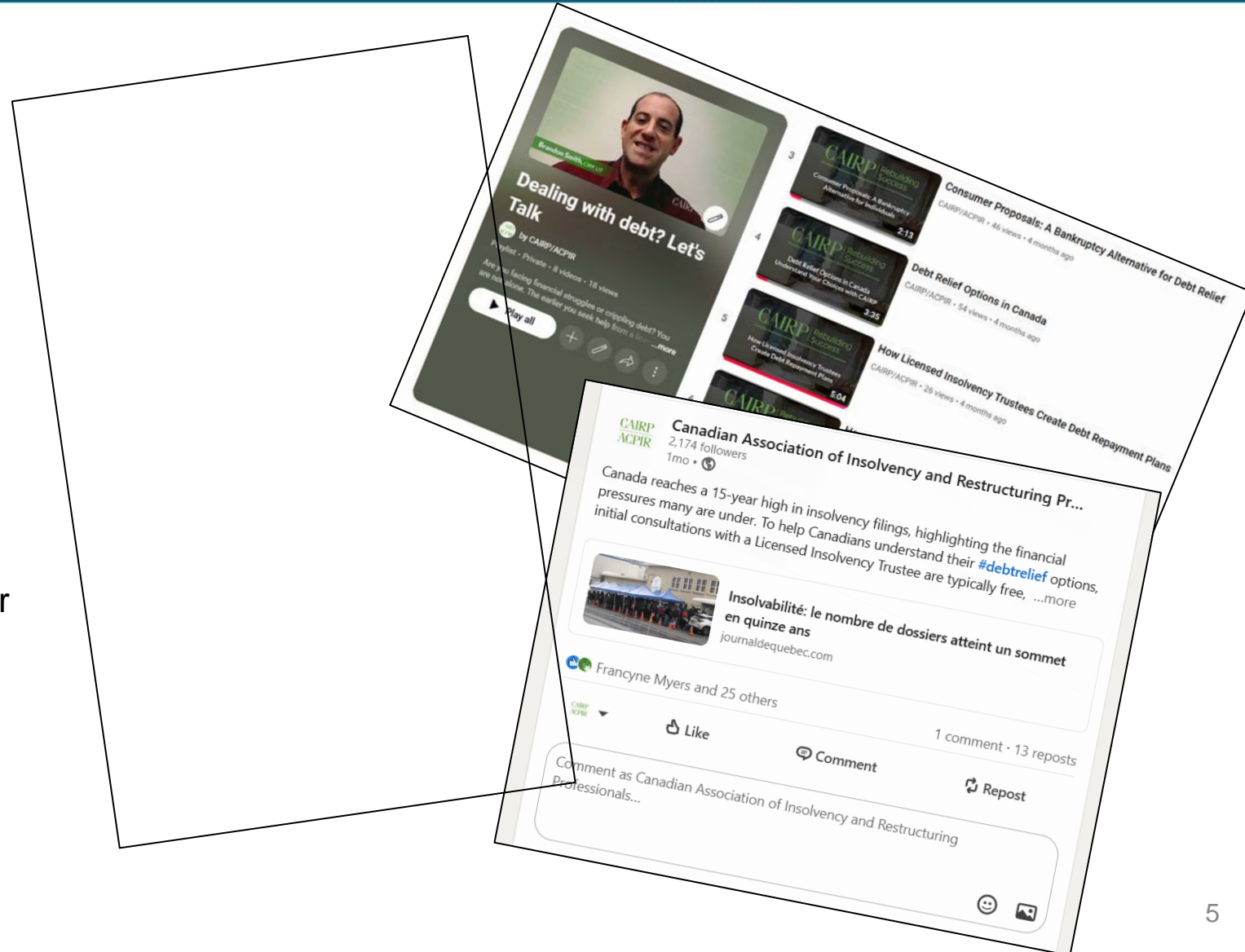




# Raising the Industry's Profile

## Social Media

- 16 blogs posts created by the Media Communications Committee on a variety of consumer-focused topics.
- CAIRP launched a new video + blog series called “Dealing with Debt? Let’s Talk” during Financial Literacy Month 2024.
- The videos were uploaded to CAIRP’s new YouTube channel and promoted across all our social media channels.



## Raising the Industry's Profile

Developed:

- National and Provincial Backgrounders about the Insolvency and Restructuring industry

- Key Messages for members' use
- Materials available on the member's only website

## Upcoming efforts:

- Developing a Recruitment package
- Organizing Provincial briefings

Message / Question	Support / Additional Information
In 2024, consumer insolvencies reached the highest volume in 15 years, surpassing levels not seen since the 2009 Great Recession.	<p>The surge underscores the mounting financial pressures faced by many Canadians amid increasingly challenging economic conditions and rising living costs.</p> <ul style="list-style-type: none"> <li>• 137,395 consumers filed insolvencies in 2024, an 11.4% increase</li> <li>• +6.1% consumer insolvencies in Q4 2024 vs. Q4 2023</li> <li>• +2.5% consumer insolvencies in Q4 2024 vs. Q3 2024</li> </ul>
As financial pressures mount, many Canadians may feel overwhelmed by increasing debt.	<p>The rising cost of living is putting increasing pressure on already stretched household budgets.</p> <p>At the same time, homeowners facing mortgage renewals this year may see significant increases to their monthly payments.</p>
Anyone struggling to manage their debt should speak with a Licensed Insolvency Trustee first.	<ul style="list-style-type: none"> <li>• LITs are the only federally regulated debt professionals in Canada.</li> <li>• LITs are the only professionals authorized to administer debt relief options including consumer proposals and bankruptcies.</li> <li>• LITs are required to deliver reliable, unbiased advice, ensuring individuals have access to all available debt-relief solutions.               <ul style="list-style-type: none"> <li>◦ This may include options such as budget management, debt consolidation, consumer proposals and bankruptcy.</li> </ul> </li> <li>• LITs have legal authority to negotiate binding agreements with creditors on your behalf.</li> </ul>
Licensed Insolvency Trustees can provide expert guidance to Canadians struggling with debt.	
Initial consultations with a Licensed Insolvency Trustee are typically free.	<p>This provides individuals with valuable advice and no obligation, helping them better understand their debt relief options.</p> <p>To find a government-regulated Licensed Insolvency Trustee visit: <a href="https://cra.ca/en/ind-eng">https://cra.ca/en/ind-eng</a></p>
Business insolvencies in 2024 reached their highest number of filings in 15 years, showing that many businesses already face significant obstacles with an uncertain economic environment ahead.	<ul style="list-style-type: none"> <li>• Annual business insolvencies:               <ul style="list-style-type: none"> <li>◦ 6,188 filings in 2024</li> <li>◦ +28.6% in 2024 vs. 2023</li> <li>◦ +46.2% in 2024 vs. 2020</li> </ul> </li> <li>• Quarterly business insolvencies:               <ul style="list-style-type: none"> <li>◦ +1.5% business insolvencies in Q4 2024 vs. Q3 2024</li> <li>◦ -12.4% business insolvencies in Q4 2023 vs. Q4 2022</li> </ul> </li> <li>• The construction sector experienced the largest increase in the number of insolvencies in 2024 (+20%)</li> </ul>

CAIRP Key Messages – For Members Use – Updated Mar 24, 2025

Page 1

# PEI'S INSOLVENCY INDUSTRY

## SUPPORTING ECONOMIC RECOVERY, RESILIENCE & VITALITY

The Insolvency Industry in Prince Edward Island enables honest individuals facing financial difficulties to make a fresh start and offers struggling companies the opportunity for financial rehabilitation.

Mutuals related to bankruptcy and insolvency are governed federally, primarily, by the Bankruptcy and Insolvency Act (BIA) and the Companies Creditors Arrangement Act (CCAA). These two acts provide legal means for individuals and companies experiencing financial difficulties to receive temporary protection from their creditors, the opportunity to be financially reorganised from their debt, and the fair and distributed distribution of available money from realised assets to creditors, affecting the lives and livelihoods of thousands of Islanders every year by

***Providing Distressed Businesses: The Insolvency Industry supports the survival of companies that provide essential goods and services vital to the economy's well-being, as well as those that preserve a significant number of jobs.*** Studies suggest that when creditor rights are protected in insolvency systems, it leads to lower borrowing costs, increased access to capital, faster creditor recovery, and job preservation ultimately benefiting the economy.

***Providing Relief for Debt-Burdened Consumers: Financial control and personal assets are key aspects of an individual's overall well-being. Just as anyone experiencing a health crisis would need help, the same is true for those in financial distress. Once an individual is in severe financial difficulty, for whatever reasons, it is everyone's interest – theirs, their lenders and their investors – that they seek professional debt advice.***

## ROLE OF LICENSED INSOLVENCY TRUSTEES

Licensed Insolvency Trustees play a critical role in assisting P.E.I. consumers and businesses facing financial distress as the most educated, trained and qualified debt relief professionals in Canada. And the current economic conditions, exacerbated by the financial impacts of the pandemic, more transfers are insolvency prone companies and debt. LITs across the province provide tailored advice and debt solutions to help these individuals and businesses navigate provincial resources in insolvency law and make informed decisions about their debt.

© Central Services Inc. • Canada's Official Creditor, 2390C, St. Catharines (2022) 5-C.A. 97 page 44 of 68  
\* The Debt Relief, Insolvency Industry

INSOLVENCY SYSTEM (PEI) 1

# NEWFOUNDLAND AND LABRADOR'S INSOLVENCY INDUSTRY

## **SUPPORTING ECONOMIC RECOVERY, RESILIENCE & VITALITY**

The Insolvency industry in Newfoundland and Labrador enables honest individuals facing financial difficulties to make a fresh start and offers struggling companies the opportunity for financial rehabilitation.

Matters related to bankruptcy and insolvency are governed federally, primarily by the Bankruptcy and Insolvency Act (BIA) and the Companies Creditors Arrangement Act (CCAA). These two acts provide legal means for individuals and companies experiencing financial difficulties to receive temporary protection from their creditors, the possibility to be discharged from their debt, and the fair and orderly distribution of assets to creditors in accordance with the law.

The size and scope of the insolvency industry in Newfoundland and Labrador reflects every year the livelihoods of thousands of Newfoundland and Labrador residents every year by:

- ***Revitalizing Distressed Businesses:** The insolvency industry supports the survival of companies that provide essential goods and services vital to the economy's well-being, as well as those that preserve a significant number of jobs.<sup>1</sup> Studies suggest that when creditor rights are protected in insolvency systems, it leads to lower borrowing costs, increased access to credit, faster consumer confidence, and job preservation, ultimately benefiting the economy.<sup>2</sup>*
- ***Providing Relief for Debt-Burdened Consumers:** Financial control and opportunities are key aspects of an individual's overall well-being. Just as anyone experiencing a health crisis would seek help, the same is true for those in financial distress. Over an average lifetime, most Canadians will experience some form of financial difficulty, so it is important to intend - think, their lenders and their loved ones - that they seek professional debt advice.*

## **ROLE OF LICENSED INSOLVENCY TRUSTEES**

Licensed Insolvency Trustees play a crucial role in assisting Newfoundland and Labrador consumers and businesses facing financial distress as the most educated, trained and qualified debt relief professionals in Canada. Amid the current economic conditions, exacerbated by the financial impacts of the pandemic, more Newfoundland and Labrador residents are considering unmanageable debt. More than 30 k+ in the province provides tailored advice and debt solutions to help these individuals and businesses navigate practical resources in insolvency law and make informed decisions about their debts.

<sup>1</sup> Central Business & Consumer Affairs Council of Canada (CBCAC), (2018) S.C.R. 99-167 at para. 16.  
<sup>2</sup> The World Bank, Resilient Recovery

INSOLVENCY SYSTEM IN NEWFOUNDLAND

# NOVA SCOTIA'S INSOLVENCY INDUSTRY

## SUPPORTING ECONOMIC RECOVERY, RESILIENCE & VITALITY

The Insolvency Industry in Nova Scotia enables honest individuals facing financial difficulties to make a fresh start and offers struggling companies the opportunity for financial rehabilitation.

Matters related to bankruptcy and insolvency are governed federally, primarily, by the Bankruptcy and Insolvency Act (BIA) and the Companies' Creditors Arrangement Act (CCAA). These two acts provide legal means for individuals and companies experiencing financial difficulties to receive temporary protection from their creditors, the possibility to be discharged from their debt, and the fair and orderly distribution of available money from realizable assets to creditors, affecting the lives and livelihoods of thousands of Nova Scotians every year.<sup>1</sup>

***Revolving Distressed Businesses:** The insolvency industry supports the survival of companies that provide essential goods and services vital to the country's well-being, as well as those that preserve a significant number of jobs.* Studies suggest that when creditor rights are protected in insolvency systems, it leads to lower borrowing costs, increased access to credit, better creditor recovery, and job preservation, ultimately benefiting the economy<sup>2</sup>.





















































***Providing Relief for Debt-Burdened Consumers:** Financial comfort and prosperity are key aspects of an individual's mental well-being. Just as anyone experiencing a health crisis would seek help, the same is true for those in financial distress. Once an individual is in severe financial difficulty, for whatever reason, it is in everyone's interest – theirs, their lender's and their lender's – that they seek professional debt advice.*

## ROLE OF LICENSED INSOLVENCY TRUSTEES

Licensed Insolvency Trustees play a crucial role in assisting Nova Scotia consumers and businesses facing financial issues in the most educated, trained and qualified debt-related professionals in Canada. Amid the current economic conditions, exacerbated by the financial impacts of the pandemic, more Nova Scotians are shoulder an unsustainable debt. Over 50 LITs across the province provide tailored advice and offer solutions to help these individuals and businesses navigate provincial resources in insolvency law and make informed decisions about their debt.

<sup>1</sup>Canadian Services Inc., Canada's Insolvency General, 2019/20, at 2019/20, 2019/20 C.S.P. 379 at para. 10.  
<sup>2</sup>The World Bank, *Revolving Industries*

INSOLVENCY SYSTEM IN NOVA SCOTIA | 1



# NEW BRUNSWICK'S INSOLVENCY INDUSTRY

## SUPPORTING ECONOMIC RECOVERY, RESILIENCE & VITALITY

The Insolvency Industry in New Brunswick enables honest individuals facing financial difficulties to make a fresh start and offers struggling companies the opportunity for financial rehabilitation.

Matins' role to bankruptcy and insolvency is governed federally, primarily, by the *Bankruptcy and Insolvency Act (BIA)* and the *Consumer Credit Protection Act (CCPA)*. These two acts provide legal means for individuals and companies experiencing insolvency to receive temporary protection from their creditors, the possibility to be discharged from their debt, and the fair and orderly distribution of available money from an insolvent estate to creditors, affecting the lives and livelihoods of thousands of New Brunswick residents every year by:

- Revolving distressed businesses: The insolvency industry supports the survival of companies that provide essential goods and services vital to the economy's recovery, as well as those that provide a significant number of jobs.* Studies suggest that when creditor rights are protected in insolvency systems, it leads to lower borrowing costs, increased access to credit, better creditor recovery and job preservation, ultimately benefiting the economy.
- Providing Relief for Debt-Burdened Consumers: Financial comfort and peace of mind are key aspects of an individual's overall well-being. Just as anyone experiencing a health crisis would seek help, the same is true for those in financial distress. Once an individual is in severe financial difficulty, for whatever reasons it is in everyone's interest – ethics, better business and their loved ones – that they seek professional debt advice.*

## ROLE OF LICENSED INSOLVENCY TRUSTEES

Licensed insolvency trustees play a crucial role in assisting New Brunswick residents and businesses facing financial distress as the most educated, trained and qualified debt-related professionals in Canada. Due to their neutral, non-partisan, confidential role, the financial impacts of the pandemic, more New Brunswick residents are seeking out non-partisan debt help. More than 30,000 in the province have sought earlier advice and debt solutions to help these individuals and businesses navigate provincial New Brunswicks in insolvency law and make informed decisions about their debt.

\*Centar Services Inc., a Canada's largest network, 229006, 40 Kewell, (2010) 336.37 at paragraph 1A.  
The World Bank, Resolving Insolvency

INSOLVENCY SYSTEM IN NEW BRUNSWICK | 1

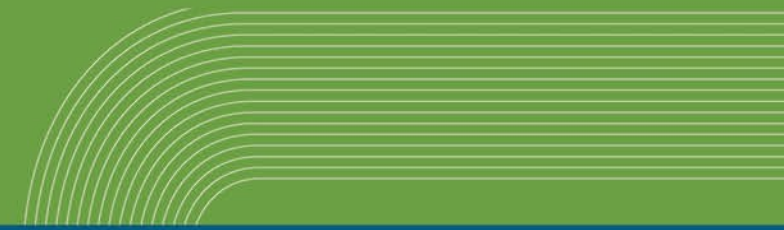
## 2024 – 2028 Strategic Goals/Priorities



**Deliver  
best-in-class  
professional  
education**

### Strategies to support the goal

- Complete CQP and other program renewals and evaluate their impact through stakeholder assessments of programs / courses / experiences
- Engage membership in determining topics/content for CPE offerings
- Ensure CQP and Continuing Education address how industry is affected by emerging issues and innovation / technology
- Explore potential to provide new courses, outside of CQP stream, to meet member needs
- Explore partnership opportunities with other educational and marketplace stakeholders
- Ensure CAIRP educational experiences set students up for success



## Education: 2024-25 results

Education program delivered completely virtually, including the tutorial, all exams and CNIE assessment and appeal centres.

CQP Renewal has been completed.

**CNIE  
pass rate**

**68%**

**iP3  
pass rate**

**76%**

**PCIC average  
pass rate over  
2 exams**

**96%**

(June 24/Feb 25)

**IA pass rate  
12 months**

**79%**

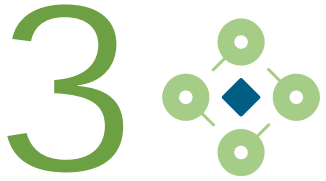
(exam is on-demand)



# Professional Development



## 2024 – 2028 Strategic Goals/Priorities



**Timely  
response to  
developments  
in insolvency  
marketplace**

### Strategies to support goal

- Institute a comprehensive plan to update LIT compensation models
- Collaborate with OSB and provincial governments, in cooperation with provincial industry associations, to address lack of regulation of provincial Debt Advisory marketplace
- Identify, monitor, advocate and act on issues that may necessitate interventions, response to consultations, policy review, and position statements to stakeholders
- Provide thought leadership in shaping the profession and industry

## **OSB/CAIRP Collaborative & Strategic Relations**

- Open dialogue – OSB Superintendent, CAIRP Chair, Vice Chair and CEO (Bi-weekly meetings)
- CAIRP/OSB/CRA Liaison Committee
- Consumer Practice Liaison Committee w/representation from OSB, CAIRP, Debtor, Creditor
- Quarterly meetings to discuss the issues around Debt Advisory Marketplace
- OSB-CAIRP-Vendor Working Group launched fall 2024– evolved to Digital Insolvency Governance Network (DIGN)
- Organized joint meeting of OSB-CAIRP Senior Executive to discuss a range of issues including the Debt Advisory Marketplace – February 2025
- OSB-CAIRP Joint Initiatives: Consumer Alerts, Diversity Initiatives

## **CAIRP 2024-25 Consultations/Working Groups - Advocacy**

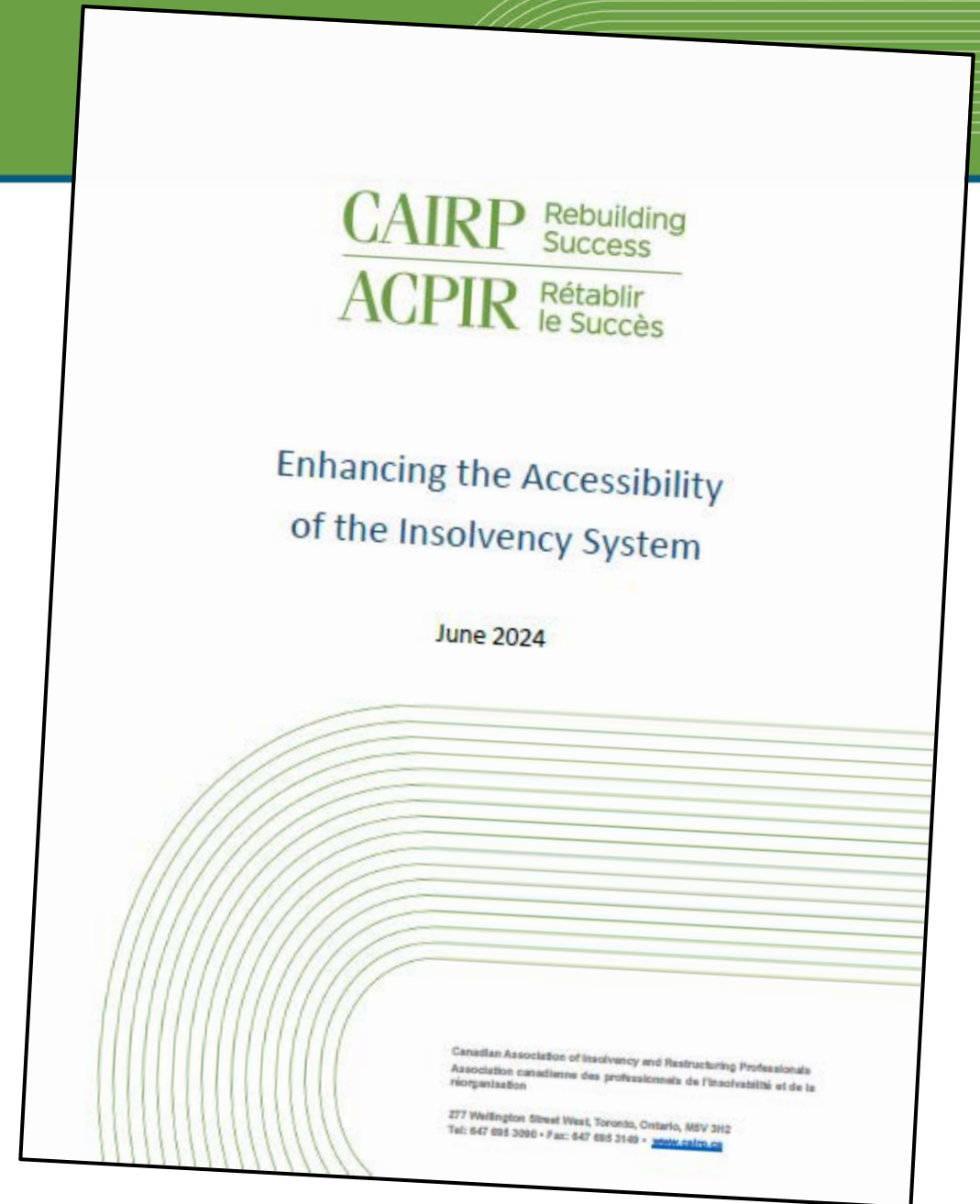
### **OSB**

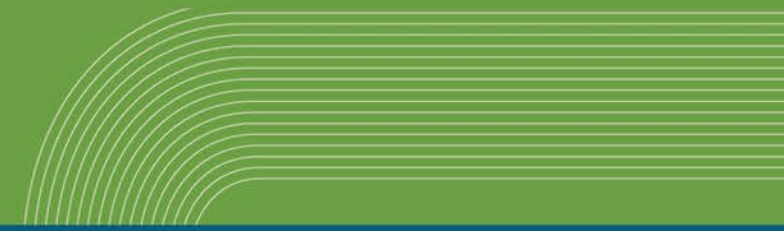
- Surplus Income Review Committee Working Group – Summer 2022- Spring 2025
- Consultation on Proposed changes to Form 31, Proof of Claim, Form 65, Monthly Income and Expense Statement of the Bankrupt/Debtor and the Family Unit and Information (or Amended Information) Concerning the Financial Situation of the Individual Bankrupt, Form 78, Statement of Affairs (Business Bankruptcy/Proposal) and Form 79, Statement of Affairs (Non-Business Bankruptcy/Proposal) – Fall 2022 – Fall 2024
- OSB-CAIRP-Vendor Working Group – now Digital Insolvency Governance Network (DIGN) – Fall 2024
- CAIRP's Submission for Enhancing the Accessibility of the Insolvency System – LIT remuneration – June 2024



## LIT Remuneration - Tariff

- CAIRP Tariff Review Task Force put in place Summer 2023
- CAIRP Submission Enhancing the Accessibility of the Insolvency System - LIT Remuneration – June 2024
- Meetings with the OSB-CAIRP through the summer and fall





# **ISED/CRA/FCAC/EDC – Collaborative & Strategic Relations**

## **ISED-CAIRP Meetings**

- Discuss a range of insolvency and restructuring policy issues including Bill C-280, MSMEs and other emerging policy issues

## **CRA-OSB Regular Meetings**

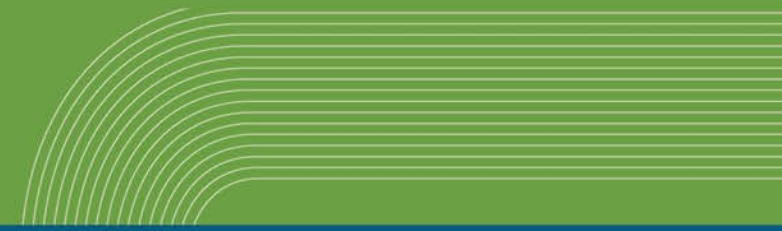
- Regular OSB/CRA/CAIRP Liaison Committee meetings and ad hoc discussions as required to resolve member issues such as Underused House Tax, CAIP and T3
- CRA Portal Project – CAIRP provided working group members for the initiative which would allow CAIRP members to e-File documents with the CRA, allow for two-way communications and better integration with systems – Commenced December 2021 with recent meetings held throughout 2024-25

## **FCAC/EDC/Student Loans/Labour Canada**

- CAIRP's CEO is a member of the FCAC Consumer Protection Advisory Committee which meets regularly
- Established new relationship with Export Development Corporation (EDC) who have been tasked to manage the CEBA Loan Program. Meetings held quarterly going forward to share information and issues.
- Meetings with Canada Student Financial Assistance (CSFA) and Labour Canada (WEPP)

## **Interventions – Supreme Court of Canada**

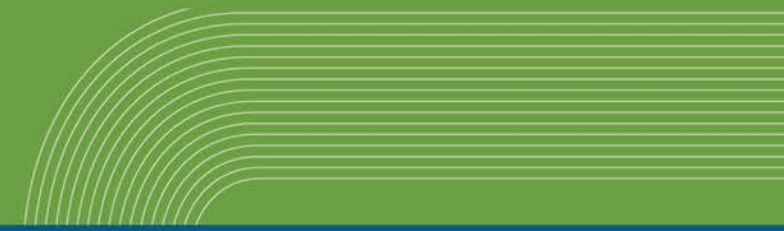
- Supreme Court of Canada decision in Poonian vs. British Columbia Securities Commission decision – July 2024
- Piekut vs. His Majesty the King in Right of Canada as Represented by the Minister of National Revenue – November 2024/ Decision April 2025



## Government Consultations - Advocacy

CAIRP participated in six consultations with OSB, ISED, Finance Canada/Treasury Board and appeared before the Senate Committee reviewing Bill C-280 in September 2024. CAIRP provided the following submissions in 2024-25:

- CAIRP Submission for Enhancing the Accessibility of the Insolvency System – LIT remuneration – June 2024
- CAIRP Submission to Finance Canada on new Reporting Requirements for Trusts and Bare Trusts – September 2024
- CAIRP Opening Comments to the Standing Senate Committee on Banking, Commerce and the Economy – Bill C-280 – September 2024
- CAIRP Response to OSB Environment Scan Questions – January 2025
- CAIRP Response to OSB Consultation on Proposed Cybersecurity Measures – February 2025
- CAIRP Submission to annual Pre-Budget Consultations in advance of the 2025 Federal Budget – March 2025



## 2024 – 2028 Strategic Goals/Priorities



**Ensure  
resilience in  
CAIRP's  
operations  
and services**

### Strategies to support goal

- Refresh member communications to provide timely information about issues facing the industry and showcase the value CAIRP is providing through its efforts in education, advocacy and standards of practice
- Explore potential merits and challenges to expanding membership categories to other groups in the insolvency marketplace
- Enhance potential revenue through value-added member education in core and ancillary areas
- Promote inclusiveness and diversity in its leadership and volunteer base



# Membership: Member Firm Directory

## New Member Firm Profiles

- CAIRP is planning to further enhance the Member Firm Directory by creating separate profile pages for each member firm.
- This will provide the public with more fulsome information on each member firm.
- It will also help to drive traffic to member firm websites and social media pages.

