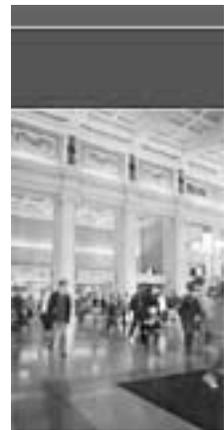


Overview of Government Financing 2003

Revised: August 2003



Overview of Government Financing

August 2003

The Overview acquaints you with government assistance programs and services for small business.

Both federal and provincial government programs are listed.

The Overview is a collection of more popular programs for small business and is not a complete listing. Programs targeted to specific industries/sectors are not listed.

To access a comprehensive listing of business assistance programs and services, check the Canada / British Columbia Business Services Society's Web Site where you can access the complete collection of government programs and services.

The collection is at: www.smallbusinessbc.ca/financing

Type a keyword into the search bar or leave blank for a listing of all programs in the database.

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Canada/British Columbia Business Services Society

601 West Cordova Street
Vancouver, British Columbia V6B 1G1
Tel: (604) 775-5525
Toll Free: 1-800-667-2272
Fax: (604) 775-5520
<http://www.smallbusinessbc.ca>

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Business Start Up

Self-Employment Program

SUMMARY

The Self-employment benefit provides unemployed employment insurance eligible individuals with financial support, planning assistance and mentoring while they get their businesses up and running.

ELIGIBILITY CRITERIA

- Eligible participants are those who, pursuant to the Employment Insurance Act, are unemployed individuals:
 - for whom an unemployment benefit period has been established or has ended within the 36 months prior to the date of requesting assistance; or
 - for whom a benefit period that included a maternity or parental claim has been established within the 60 months prior to the date of requesting assistance, after which the individual remained out of the labour market in order to care for a newborn or newly adopted child and is now seeking to re-enter the labour force.
- *Other criteria may apply.*

DESCRIPTION

Duration

- The maximum duration of support is 52 weeks.
- The maximum duration is 78 weeks for clients with a disability that will affect their ability to make the business sustainable in one year.

Financial Parameters

- Individuals currently on an active Employment Insurance (EI) claim may continue to receive their regular EI benefits until the end of their benefit period, and these may be "topped-up" to a locally determined flat rate.
- Persons no longer receiving EI benefits will have to negotiate a locally determined flat rate.
- EI eligible participants may also be eligible for personal supports, such as assistance for disabilities, transportation, dependant care, etc.

CONTACT

Human Resources Development Canada

CONTACT your local Canada Employment Centre

Listing of offices in BC:

<http://www.hrdc-drhc.gc.ca/profiles/list-BC-e.shtml>

Canadian Youth Business Foundation (CYBF)

SUMMARY

The Canadian Youth Business Foundation (CYBF) will decide whether to help finance your new business on the basis of a written description of your business idea and yourself. Our aim is to provide assistance to aspiring young entrepreneurs who are between 18 - 34 and are most likely to succeed in creating a business and for whom our financial assistance is critical. It is expected that the business will provide full-time employment for yourself and others. If you have a viable business plan, and agree to work with a mentor for the life of your loan, CYBF will consider your application for a loan.

ELIGIBILITY REQUIREMENT

Applicants must:

- be starting a new, full time business
- be a Canadian Resident between 18-34 years of age.
- be Opening a business in a region that offers the CYBF program (see http://www.cybf.ca/en_loan-locations.html)
- have training or experience related to the business
- be willing to work with a mentor for the term of the loan
- have already approached a bank, your family, your friends, or a private investor for a loan.
- have a comprehensive business plan.
- require up to \$15,000 to cover the start-up costs of your business. Support over \$10,000 is only approved for exceptionally strong proposals.

CONTACT

Canadian Youth Business Foundation
833 - 4 Avenue S.W.
Suite 1010
Calgary, Alberta T2P 3T5
Phone: (403) 265-3228
Fax: (403) 265-2343
<http://www.cybf.ca>

Business Start Up / Development

Aboriginal Business Canada

SUMMARY

Aboriginal Business Canada provides support to Aboriginal entrepreneurs seeking to start or expand their own businesses or to improve existing ones by giving them access to financing and information that will help them enhance their management skills.

ELIGIBILITY CRITERIA

Canadian Status Indians and Non-Status Indians, Métis and Inuit entrepreneurs are eligible for this program, as are partnerships, for-profit and non-profit groups, and other entities that are majority-owned or controlled by aboriginal persons.

DESCRIPTION

Primarily targeting small businesses, Aboriginal Business Canada is increasing its emphasis on supporting proposals involving expansion of domestic and export markets, tourism, technology adoption and enhancement, and youth entrepreneurship. Financial assistance in the form of repayable or non-repayable contributions is available towards the costs of:

- developing business plans and undertaking feasibility studies;
- establishing new businesses or joint ventures;
- increasing technology use in a business through acquisition of equipment, or as a way to improve competitiveness;
- marketing activities designed to expand sales inside Canada and internationally;
- business support, such as management and technical training, or hiring accounting or other professional advisors after starting a business;
- advocacy activities which can benefit more than one firm and improve the overall climate or knowledge base for Aboriginal business.

CONTACT

Aboriginal Business Canada
Industry Canada
300 West Georgia Street, 21st Floor
Vancouver, British Columbia V6B 6E2
Telephone: (604) 666-3871
Fax: (604) 666-0238
E-mail: abc.vancouver@ic.gc.ca
<http://abc.gc.ca>

Advice and Business Loans for Entrepreneurs with Disabilities (ABLED) Entrepreneurs with Disabilities Program

SUMMARY

The ABLED and Entrepreneurs with Disabilities Programs are designed to help western Canadians with disabilities gain easier access to business training and development; mentoring and one-on-one counselling services; and, financial assistance in their pursuit of self-employment and entrepreneurship.

ELIGIBILITY CRITERIA

ABLED – 1/Vancity or Coast Capital Savings member in good standing. 2/ Have a self-declared long-term disability. 3/ Operate or intend to operate a business in BC Lower Mainland, Fraser Valley or Greater Victoria area 4/ A viable business plan. 5/ Commitment

Entrepreneurs with Disabilities - Eligible applicants must be living in a rural community and have a disability that impairs their ability to perform at least one of the basic activities of self-employment or entrepreneurship.

DESCRIPTION

What do these program offer?

Entrepreneurs with disabilities can pursue their business goals and contribute to the economic growth of their rural communities (Entrepreneurs with Disabilities) or the Vancouver / Victoria area (ABLED) in Western Canada by accessing business services, such as:

- help developing customized business plans;
- mentoring and counselling services;
- training in business development;
- help identifying needs for specialized equipment and assistance acquiring it;
- access to capital.

These program provides entrepreneurs with disabilities, who are unable to obtain financing from a traditional financial institution, access to business loans up to \$125 000 (depends on the program). The terms of the loans are:

- designed to be patient and flexible;
- specifically tailored to address each individual entrepreneur's needs; and
- repayable at competitive rates.

Types of projects supported by these program include:

- starting or expanding a business;
- purchasing and applying new technology to a business;
- upgrading facilities and equipment;

CONTACT

ABLED:

Vancouver - Vancity Credit Union <http://www.vancity.ca>

Victoria - Coast Capital Savings <http://www.coastcapitalsavings.ca>

Entrepreneurs with Disabilities:

(Rural Western Canada): The Community Futures Office in your area:

<http://www.communityfutures.ca/provincial/>

Canada Small Business Financing (CSBF) Program

SUMMARY

The CSBF Program, under the *Canada Small Business Financing Act*, can assist businesses in obtaining term loans of up to \$250 000 to help finance fixed asset needs. The loans are made directly by a private sector lender (chartered banks, caisses populaires, Alberta Treasury Branches, most credit unions, many trust, loan and insurance companies).

ELIGIBILITY CRITERIA

Most small businesses starting up or operating in Canada -- excluding farming, charitable and religious enterprises -- as long as their estimated annual gross revenues do not exceed \$5 million during the fiscal year in which they apply for a loan. Businesses may be operated as sole proprietorships, partnerships or incorporated companies.

DESCRIPTION

Loan proceeds may be used to finance

- the purchase or improvement of real property or immovables;
- the purchase of leasehold improvements or improvements to leased property, and
- the purchase or improvement of new or used equipment necessary for the operation of the business;
- the one time registry fee equal to 2% of the amount loaned, provided that the individual borrower's loan maximum of \$250 000 in total is not exceeded.

Are there borrowing limits?

- The maximum value of loans a borrower may have outstanding under the CSBFA cannot exceed \$250 000.
- Loan proceeds may be used to finance up to 90 percent of the cost of the asset, including non-refundable taxes and duties.
- Lenders are obligated to take security in the assets financed. When financing leasehold improvements or computer software, the lender may take security in other business assets. The lender may take personal guarantees or suretyships not exceeding, in aggregate, 25% of the original amount of the loan. These guarantees or suretyships cannot be secured with personal assets.

CONTACT

CONTACT the private sector lender of your choice.
or <http://strategis.ic.gc.ca/csbfa> for more info.

Community Futures Program

SUMMARY

Community Futures (CF) is a community economic development program that helps people take action on local community needs. WD supports CF by funding the Community Futures Development Corporations (CFDCs), which provide local strategic economic planning services to communities as well as business counselling and loans to small businesses in non-metropolitan communities.

ELIGIBILITY CRITERIA

There are 90 Community Futures Development Corporations (CFDC) in western Canada providing coverage to the non-metropolitan population in the west. Businesses and communities within these CFDC areas are eligible.

DESCRIPTION

The CFDCs are independent, non-profit corporations that work in three areas:

- **Community Economic Development:** CFDCs assess local problems, plan, and implement entrepreneurial, employment, or economic development strategies.
- **Business Services:** CFDCs deliver a range of business and information services to small businesses including business information seminars, helping with business plans, providing market information, and providing information on other agencies and programs of interest to small business owners.
- **Access to Capital:** CFDCs provide business loans to assist existing businesses expand or to help entrepreneurs create new businesses. Loan amounts are up to \$125 000 and are approved by the CF board of directors.

CONTACT

For the Community Futures office nearest you, check:

<http://www.communityfutures.ca/provincial>

Co-Vision: Start-up Financing Program

SUMMARY

For entrepreneurs at the start-up stage or experiencing their first wave of growth, the Business Development Bank (BDC) offers Co-Vision, a customized term financing solution up to \$100 000 for new businesses demonstrating long-term viability.

ELIGIBILITY CRITERIA

BDC's financing solutions can provide support to entrepreneurs who:

- Are in the start-up or early growth phase (first 12 months of sales);
- Can demonstrate realistic market and sales potential;
- Possess experience or expertise in their chosen field;
- Demonstrate key personal characteristics of a successful entrepreneur;
- Have assembled a competent management team;
- Have invested reasonable financial resources in the enterprise;
- Can provide personal and credit references.

The BDC considers each request case by case.

POSSIBLE USES

It can be used to finance various types of projects such as:

- working capital;
- acquisitions;
- fixed assets;
- marketing; and
- start-up costs.

ADVANTAGES OF DOING BUSINESS WITH THE BDC

BDC's start-up financing provides a total solution for small businesses. Depending on your situation, BDC may be able to offer:

- Up to \$100,000 in financing;
- Up to a 6 year repayment period;
- Progressive or seasonal repayment options tailored to your business' cash flow;
- Possibility of deferred capital payment;
- Guaranteed term: financing cannot be recalled without due cause;
- Your choice of floating or fixed interest rates;
- Fast-track, no penalty repayment options up to 15% of remaining balance per year.

CONTACT

Business Development Bank of Canada

Toll-free: 1 888 INFO BDC

Telephone: (604) 666-7850

Fax: 1-877-329-9232

<http://www.bdc.ca>

Check the website for a local office (14 offices in BC)

Partners for Economic and Community Help (PEACH)

SUMMARY

Partners for Economic and Community Help (PEACH) is designed to help residents, organizations and businesses access government funds and tools to re-vitalize Vancouver's Downtown Eastside by: furthering community capacity building; enhancing entrepreneurship and business development; and creating employment opportunities and training options.

PEACH provides community development funds and business development funds and services that may not otherwise be available to enterprises and organizations in the Downtown Eastside.

Business Development Fund

ELIGIBILITY CRITERIA

Individuals; Partnerships; Limited Companies; Co-Operatives; Non-profit enterprises locating or located in the Vancouver Downtown Eastside.

DESCRIPTION

The Business Development Fund provides financial support to businesses to help rebuild a healthy economy. It does this by assisting in the creation of new businesses or in the stabilization or expansion of existing businesses.

Financial support is provided in the form of loans or loan guarantees.

The maximum amount of financing available to any one business at any one time is \$125,000.00. Interest is charged at commercial lending rates dependent upon risk.

Applicants must demonstrate that all other financing avenues reasonably available have been explored. Proposals are accepted on an on-going basis.

The Tenant Improvement program

ELIGIBILITY CRITERIA

To be eligible for either program the business must be: on Hastings Street between Gore and Cambie and be no more than 1/2 block off Hastings Street; an enterprise that provides goods or services in a storefront street-level commercial space; not be in competition with another Downtown Eastside business.

Description

assists businesses in getting started by prorating the tenant improvement costs over the period of the lease.

CONTACT

Partners for Economic and Community Help (PEACH)

125 Main Street,

Vancouver, BC, V6A 2S5

Telephone: (604) 602-9525

Fax: (604) 602-9507

info@dtes-peach.org

<http://www.dtes-peach.org>

Rising Tide

Rising Tide loans are available for community initiatives and local small business ventures that do not qualify for conventional credit. Under this category of commercial financing at Coast Capital Savings, any initiative that can present a financially viable business plan and show a contribution to the social and economic stability of the community is eligible for these repayable loans.

ELIGIBILITY CRITERIA

- Applicant will be a graduate of or be enrolled in a Self Employment Assistance (SEA) program or equivalent; and will have
- Proof of community/personal network support (2 letters of reference, documentation outlining support)
- be a member/client of CCS
- Have a financially viable business plan
- Demonstrate proof of their own contribution to business (financial or in-kind)
- Seek a loan of up to \$35,000.

DESCRIPTION

Through Rising Tide, Coast Capital Savings supports a variety of initiatives ranging from small businesses to community-owned enterprises, non-profit societies and even new technology-based ventures. Repayment terms are flexible to meet the needs of each enterprise.

Applicants need to complete a business plan, which should include a market analysis, operational details and financial information (specifically, a cash flow statement) for their enterprise. Social or environmental impacts should also be included in the plan. Lending decisions are made by a committee of representatives from Coast Capital Savings based on criteria established with a board of community advisors.

CONTACT

Coast Capital Savings
(250) 953-5800 (Victoria)
1-877-288-4466 (from anywhere else in Canada)
<http://www.coastcapitalsavings.ca>

Self-Reliance Loan Program

The Self-Reliance Loan Program is offered in cooperation with Vancouver City Savings Credit Union and is designed to improve access to patient debt capital for small businesses starting or expanding in B.C.'s Lower Mainland or Fraser Valley and in the Victoria metropolitan area.

ELIGIBILITY CRITERIA

- are a VanCity member in good standing for at least six months;
- enrolled in or a graduate of the Self-Employment Benefits Program, or similar entrepreneurial program;
- referred to VanCity by Western Diversification;
- are operating or about to operate in B.C.'s Lower Mainland, Fraser Valley or the Victoria metropolitan area.

Eligible companies must clearly show a commitment to starting or expanding a small business. This may involve demonstrating a significant time commitment to the start-up or management of the business and some financial stake in the potential or existing business.

DESCRIPTION

What are the terms of the loans?

The loan terms are designed to be flexible to help maintain adequate cash flow throughout the year. Individual loans are subject to the following terms:

- up to 5 years for repayment;
- loans can range to a maximum of \$35 000 per borrower;
- principal payments may be postponed up to two times a year, including an option to delay the first two principal payments;
- interest rates are set at VanCity's Prime Rate* plus a risk premium of 4%;
- VanCity to make final decisions on all loan approvals.

**The VanCity Prime Rate fluctuates with market interest rates.*

What information does VanCity require?

- A business plan, to show us you know your business.
- A resume, outlining your qualifications and experience.
- If the business is already operating, financial statements for the previous months or years of operation.
- Two written character references.
- Documentation showing you have invested in your business 10% of the amount you want to borrow.

CONTACT

Vancity Credit Union

(604) 877-7000

Toll free Canada/USA: 1-888-VANCITY

To find a branch near you check the Vancity website:

<http://www.vancity.com>

Women's Enterprise Society of BC – WESBC

SUMMARY

The Women's Enterprise Society of BC (WESBC) is a provincial, non-profit organization that assists women who are starting, purchasing or growing a business. Services include financing, free business counselling, training, free business-to-business linking as well as free resource information and referral.

ELIGIBILITY CRITERIA

WESBC services are available to all women entrepreneurs and potential entrepreneurs in British Columbia.

- business must be located in British Columbia and at least 51 percent owned and controlled by a woman or women;
- applicant must be a Canadian citizen or landed immigrant;
- applicants are required to submit a loan application, comprehensive business plan and \$35 non-refundable application fee;
- applicants are generally required to provide 30 percent security and 10 percent equity.

DESCRIPTION

The Women's Enterprise Society of BC (WESBC) is part of the pan-western Women's Enterprise Initiative developed, funded and coordinated by Western Economic Diversification Canada. Each western province has established its own organization with programs and services customized for the needs of women entrepreneurs in that province.

Financing:

WESBC administers a \$5 million loan for women entrepreneurs unable to obtain financing from a bank or credit union. Lending decisions are based primarily on an applicant's ability to clearly demonstrate that the business she wishes to start, purchase or grow is viable. Loans can be a maximum of \$100 000. The majority of loans WESBC approves are between \$2 000 and \$50 000 and the interest rate is comparable to that of traditional lending institutions.

Counselling and mentoring services are also available.

CONTACT

Women's Enterprise Society of BC – WESBC

103-1635 Abbott Street

Kelowna, British Columbia

V1Y 1A9

Telephone: (604) 868-3454 or Toll Free 1-800-643-7014

Fax: (604) 868-2709

<http://www.wes.bc.ca>

Business Development

BDC - Innovation Financing

SUMMARY

The Business Development Bank of Canada (BDC) has created Innovation Financing (up to \$250 000) to help innovative businesses position themselves to take advantage of new markets and new technologies available to today's global players. This financing will help businesses adapt to ever-changing rules, develop new practices, and invent new products to improve their chances of success.

ELEGIBILITY CRITERIA

The BDC considers each request case by case.

DESCRIPTION

Possible uses

- boost sales by increasing support for inventory and receivables or by reducing trade payables;
- provide working capital needed to develop new markets and products;
- pay research and development (R & D) costs associated with introducing these new products or services;
- finance development of e-commerce initiatives, such as Internet sites, intranet or extranet;
- implement a marketing plan or growth strategy;
- explore new export markets;
- adopt quality management standards, such as ISO certifications, QS 9000 and HACCP

Features

- financing up to \$250 000 when combined with other financing options;
- flexible terms include possibility of postponing principal payments for the first year and spreading them over a maximum of eight years;
- stepped and seasonal payments considered;
- personalized consulting from BDC Consulting Group

CONTACT

Business Development Bank of Canada

Telephone: (604) 666-7850 Toll-free: 1 888 INFO BDC Fax: 1-877-329-9232

<http://www.bdc.ca> Check the website for a local office (14 offices in BC)

BDC - Term Loans

Summary

BDC offers flexible term loans for a variety of commercially viable projects, including expansion projects, plant overhauls, the purchase of existing businesses and the acquisition of fixed assets. In some cases, the loan may be used to reconstitute working capital depleted by capital expenditures or to finance sales growth.

ELIGIBILITY CRITERIA

The BDC considers each request case by case.

DESCRIPTION

Possible uses

- acquiring fixed assets;
- upgrading or expanding facilities;
- acquiring an existing business;
- replenishing working capital.

Features

- Flexible repayment methods (equal, graduated monthly or seasonal payments) to accommodate cash flow fluctuations.
- Unlike a demand loan it has a guaranteed term and cannot be recalled without due cause.
- Floating or fixed interest rates for up to twenty years.

CONTACT

Business Development Bank of Canada

Toll-free: 1 888 INFO BDC

Telephone: (604) 666-7850

Fax: 1-877-329-9232

<http://www.bdc.ca>

Check the website for a local office (14 offices in BC)

Equity Capital Program

SUMMARY

The Equity Capital Program is the operating name of the investment incentive program set out in the Small Business Venture Capital Act. This program is designed to encourage arm's length investors to make equity investments in businesses which enhance export, replace imports or otherwise diversify the British Columbia economy. The BC government provides investors with an incentive equal to 30 per cent of their investment in a special holding company called a Venture Capital Corporation ("VCC") which subsequently invests in one or more eligible businesses. Tax credits are realized through the issuance of tax credit certificates.

ELIGIBILITY CRITERIA

- At least 50 per cent of the assets and expenses of the business must be used for an export enhancement, import replacement or economic diversification activity. However, not more than 20 per cent of the business' assets can be located outside the province.
- The business, together with its affiliates, must pay at least 75 per cent of wages and salaries to employees who report to work at operations located in BC.
- The business must have not more than 75 full-time employees at the time of the investment.
- Form of investment - the investment in a small business must be in the form of common or approved preferred "equity shares".
- Investors must be at arm's length - the investment in a small business must be made by unrelated parties. Investors cannot use their investment to take over, control or obtain other benefits from the business.
- VCC's investment must be at risk for at least five years - investment structures which have the effect of reducing the amount of capital or the time which it is at risk, are not acceptable.
- Maximum investment - the aggregate investment under this program in any one small business, together with its affiliates, cannot exceed \$3 million.
- New equity to finance business expansions and start-ups - the investment must result in expansion or new economic activity with a corresponding net economic benefit to the province.
- The program operates under a limited tax credit budget, which may restrict the number of VCCs that can be registered each year.

CONTACT

Ministry of Competition, Science and Enterprise
Victoria, BC

Phone: 250 952-6385 or 1-800-665-5457

Fax: 250 387-1080

http://www.cse.gov.bc.ca/Subwebs/BusInv/Business_Services/Investment_Capital/Venture_Capital_Programs/default.htm

Employment

Environmental Youth Corps

SUMMARY

The Environmental Youth Corp. (EYC) is designed to create a six to twelve month window-of-opportunity for post-secondary graduates under the age of 30. These individuals are either unemployed or underemployed and are seeking to gain experience in either a national or international environmental project.

Matching youth with growing Canadian organizations, the Canadian Council for Human Resources in the Environment Industry (CCHREI) not only supplies companies with a database of hundreds pre-screened, work-ready young professionals, they also supply a wage subsidy of up to \$8 000 - \$12 000 (depending on the length and type of project your company is undertaking).

ELIGIBILITY CRITERIA

Host Organization

- be Canadian owned or a Canadian subsidiary;
- offer a full-time position for the duration of the program;
- offer a position that has a significant environmental component;
- not access another federally funded wage subsidy for this position.

Young professional

- under the age of 30 and Canadian citizen or landed immigrant;
- be a graduate of a post secondary institution (i.e. College, University, Tech. or Trade school);
- eligible for full-time employment (i.e. not returning to school);
- underemployed or unemployed;
- has not previously participated in a Federal youth employment program (previous participants of summer employment programs are still eligible).
- Has the intention to obtain a permanent position in the environment industry.

CONTACT

Canadian Council for Human Resources in the Environment Industry
Suite 1450
700 - 4 Avenue South West
Calgary, Alberta
T2P 3J4
Toll-free: 1-800-962-9562
Telephone: (403) 233-0748
Fax: (403) 269-9544
E-mail: eyc@cchrei.ca
Web site: <http://www.cchrei.ca>

First Jobs in Science and Technology

Western Economic Diversification Canada (WD) offers the First Job in Science and Technology Program specifically for small and medium enterprises in Western Canada. This innovative business development program helps to hire recent graduates with fresh ideas or skills to help businesses grow and succeed in the knowledge-based business world.

ELIGIBILITY CRITERIA

Small and medium enterprises or industry associations with up to 250 employees who would otherwise be unable to hire the technical expertise they need.

DESCRIPTION

Businesses looking to commercialize a new technology or develop a scientific technique that increases their production capabilities may need someone who can identify the appropriate knowledge that is required. A recent graduate may be exactly what they need. Technology is more effective with staff that know how to use it and can make it work for your business.

The First Job in Science and Technology Program is designed to help companies remain competitive and profitable in today's knowledge-based business world. Graduates bring up-to-date skills in their chosen field. Their technical knowledge can help businesses develop or adapt new or existing technology.

Support Available

WD will provide up to 50% of a recent graduate's salary, to a maximum of \$20,000, for up to one year.

A maximum of three graduates at any one time may be hired under this program, or in combination with the *International Trade Personnel Program*.

CONTACT

Western Economic Diversification Canada

700 - 601 West Hastings Street

Price Waterhouse Building

Vancouver, BC; V6B 5G9

Phone: (604) 666-6256

Toll-free: 1-888-338-9378

Fax: (604) 666-2353

<http://www.wd.gc.ca>

First jobs: http://wd.gc.ca/finance/programs/innovative_business_prog_e.asp

International Trade Personnel Program (ITPP)

Summary

Western Economic Diversification Canada (WD) offers the International Trade Personnel Program specifically for small and medium enterprises in Western Canada. This innovative business development program helps to hire recent graduates with fresh ideas or skills to help businesses grow and succeed in the international marketplace.

ELIGIBILITY CRITERIA

Small and medium enterprises or industry associations with up to 250 employees who would otherwise be unable to hire the expertise they need.

DESCRIPTION

Taking advantage of the tremendous growth in trade opportunities can be costly, and making the leap from local to global markets is huge. Product adaptation, translation of marketing materials and product instructions, and the ability to provide after sales service are just a few considerations for a new exporter.

For many businesses, the main obstacle is having the personnel with the skills required to help them realize their international marketing goals. A recent graduate may be exactly what you are looking for to develop a marketing plan, find ways to expand your customer base and enable you to take advantage of new opportunities.

Support Available

WD will provide up to 50% of a recent graduate's salary, to a maximum of \$20 000, for up to one year.

A maximum of three graduates at any one time may be hired under this program, or in combination with the *First Jobs in Science and Technology Program*.

CONTACT

Western Economic Diversification Canada

700 - 601 West Hastings Street

Price Waterhouse Building

Vancouver, BC; V6B 5G9

Phone: (604) 666-6256

Toll-free: 1-888-338-9378

Fax: (604) 666-2353

<http://www.wd.gc.ca>

First jobs: http://wd.gc.ca/finance/programs/innovative_business_prog_e.asp

Opportunities Fund

SUMMARY

The objective of the Opportunities Fund is to generate innovative activities which help persons with disabilities prepare for, obtain and keep employment or self-employment.

ELIGIBILITY CRITERIA

Eligible employers:

- Businesses;
- Organizations;
- Individuals;
- Public health and educational institutions;
- Municipal governments;
- Band/Tribal councils;
- Provincial/territorial government departments and agencies if specified in a federal-provincial/territorial agreement or Memorandum of Understanding, or specifically approved by the Minister of Human Resources Development Canada.

To be eligible as a participant, an individual must:

- self-identify as having a disability;
- be unemployed;
- be legally entitled to work in Canada; and
- be in need of assistance to prepare for, find, or become employed or self-employed.

Note: Participants must not be eligible for assistance under the Employment Benefits provided by the Canada Employment Insurance Commission under Part II of the Employment Insurance Act.

DESCRIPTION

- Funding may be provided to cover costs such as participant wages or related employer costs;
- Funding may be provided to cover overhead costs related to planning, organizing, operating, delivering and evaluating approved activities, including costs such as staff wages and employment related costs. Eligible expenses will be negotiated with program officials.
- Projects may be approved for a period of up to 52 weeks, but may be extended to a total of 78 weeks.

CONTACT

Human Resources Centres of Canada (HRCC)

<http://www18.hrdc-drhc.gc.ca/programs/opportunitiesFund/desc.asp>

or check the government listings in your telephone directory.

Science and Technology Internship Program

SUMMARY

The Science and Technology Internship Program provides an opportunity to recent graduates in science, engineering or business to gain relevant and meaningful work experience. Interns are invited to work on natural resource sciences projects of commercial potential, in cooperation with Natural Resources Canada (NRCan). Activities may include all aspects of the innovation or technology process including bench level research, scale-up testing, pilot plant operations, analytical testing, calibration, technical documentation and field tests, work in the fields of geomatics and geology.

ELIGIBLE INTERNS

- unemployed or underemployed youths;
- have graduated, with a post-secondary degree in a relevant science, engineering, or business program, within the last 2 years;
- be 30 years of age or less;
- participation of youth from employment equity groups is encouraged (women, Aboriginal, visible minorities and people with disabilities);
- participants must be legally entitled to work in Canada; this includes Permanent Residents. and
- participants must not have participated in a related Youth Employment Strategy program previously.

ELIGIBLE PARTNERS

- private sector organizations;
- non-federal government organizations;
- universities/institutions.

FUNDING

- the maximum contribution per internship from the Science and Technology Internship Program fund will be \$12 000 over a maximum of 52 weeks;
- partners must match Science and Technology Internship Program funding with at least an equal amount in salary;

CONTACT

Natural Resources Canada

6th Floor, C2

580 Booth Street

Ottawa, Ontario

K1A 0E4

Telephone: (613) 995-6275

Fax: (613) 947-4117

E-mail: jlaplant@nrcan.gc.ca

<http://www.nrcan.gc.ca>

Program: <http://www.nrcan.gc.ca/css/hrsb/intern-e.htm>

Student Summer Job Action - Summer Career Placements

SUMMARY

Summer Career Placements (SCP) is a wage subsidy program that enables private, public and non-profit employers to create career-related summer jobs for students.

DESCRIPTION

Program Objectives:

To prepare students for future entry into the labour market by:

- creating summer work experiences for secondary and post-secondary students;
- funding employers through wage subsidies.

Who can become a sponsor?

- businesses;
- organizations;
- individuals;
- public health and educational institutions;
- band/tribal councils;
- municipal governments and eligible federal and comparable provincial Crown Corporations.

Financial Parameters

Private sector - up to 50% of the prevailing provincial minimum wage rate for adults.

Public sector - up to 50% of the prevailing provincial minimum wage rate for adults.

Non-profit - up to 100% of the prevailing provincial minimum wage rate for adults.

Duration

Jobs normally last from 6 to 16 weeks.

How to apply?

Application forms are available at your local Human Resources Centre of Canada office.

Assessment of Proposals

- Some factors to be considered could include:
- the ability of the job(s) to provide career-related experience;
- the potential of the job(s) to prepare students for future labour market participation;
- the contribution the employer is prepared to make towards the proposed activities.

CONTACT

Human Resources Centres of Canada (HRCC)

For a complete list of visit HRDC's Web site at:

<http://www.drhc.gc.ca/menu/profile-search.shtml#profile>

or check the government listings in your telephone directory.

Targeted Wage Subsidy Program

SUMMARY

The Targeted Wage Subsidy Program enables employers to hire individuals who face barriers to employment by offering temporary wage subsidies and assists individuals experiencing difficulty in finding work to benefit from on-the-job work experience.

ELIGIBILITY CRITERIA

Eligible employers:

- Businesses;
- Organizations;
- Individuals;
- Public health and educational institutions;
- Municipal governments;
- Band/Tribal councils;
- Provincial/territorial government departments and agencies if specified in a federal-provincial/territorial agreement or Memorandum of Understanding, or specifically approved by the Minister of Human Resources Development Canada.

Eligible participants are unemployed individuals:

- for whom an unemployment benefit period has been established or has ended within the 36 months prior to the date of requesting assistance; or
- for whom a benefit period that included a maternity or parental claim within the 60 months prior to the date of requesting assistance, after which the individual remained out of the labour market in order to care for a newborn or newly adopted child and is now seeking to re-enter the labour force.

Other criteria may apply.

DESCRIPTION

Employers must submit an application to their local Human Resources Centre of Canada.

Duration:

Agreements may be approved for a period of up to 78 weeks.

Financial Parameters:

Under normal circumstances, the wage subsidy should not exceed 60% of the total wages paid to the individual for the period of the agreement.

CONTACT

Human Resources Centres of Canada (HRCC)

For a complete list of visit HRDC's Web site at:

<http://www.drhc.gc.ca/menu/profile-search.shtml#profile>

or check the government listings in your telephone directory.

Young Canada Works

SUMMARY

Canadian Heritage, working with the private sector, as well as national and community organizations, is helping young Canadians access work experience in key cultural sectors. This initiative gives more than 2500 young Canadians the chance to earn money while they prepare to make the transition from school to work and to get the job experience they need for a successful career.

ELIGIBILITY CRITERIA

Private sector, as well as national and community organizations.

DESCRIPTION

Young Canada Works (YCW) has six components: four provide summer placements for high school and post-secondary students; two make internships available to college and university graduates.

YCW in Both Official Languages

Participants are post-secondary students, up to age 30. Those students get a chance to work in fields related to their studies, using their skills in their second official language or in both English and French, and usually working in a different part of Canada.

YCW in Heritage Institutions

Students aged 16 to 30 have the opportunity to explore the world of work as they learn more about Canada's history and cultural heritage. They help museums, archives and libraries across Canada in their efforts to showcase and reflect Canada to Canadians

CONTACT

Canadian Heritage

Toll-free: 1-800-935-5555

<http://www.pch.gc.ca/YCW-JCT/english/overview.htm>

Exporting

NORTHSTAR Trade Finance Inc.

SUMMARY

NORTHSTAR Trade Finance Inc. supports small- and medium-sized Canadian exporters by offering financing to creditworthy foreign buyers of eligible Canadian goods and services.

NORTHSTAR complements Export Development Corporation's (EDC's) export financing services by financing export sales of between \$100 000 and \$5 million, with repayment terms of one to five years.

NORTHSTAR support is available in two distinctive products: Term Finance and Floor Plan Finance. However, other packages can be tailored to complement your export sales.

Term Finance

NORTHSTAR provides fixed-rate, medium-term loans to your foreign buyer. This loan is secured by a registered lien over the exported goods and is ensured by the EDC. The buyer then has a predictable repayment stream that will not affect his banking arrangements.

Transactions are tailored to meet the needs of clients worldwide; the goods and services being exported must have Canadian benefits (material, labour, etc.) of at least 50% of the contract value.

Floor Plan Finance

The Floor Plan Finance option provides a direct loan to the foreign distributor.

NORTHSTAR pays the exporter upon shipment of the goods to the distributor who, in turn, repays NORTHSTAR when the goods are sold, or in 360 days, whichever occurs first.

ELIGIBILITY CRITERIA

Any Canadian exporter, regardless of its location in Canada, can use NORTHSTAR's facilities, provided it meets NORTHSTAR's requirements for export performance and has a creditworthy foreign buyer insurable by EDC.

DESCRIPTION

EDC insures each transaction against losses due to commercial and political risks.

Exporters may apply directly to NORTHSTAR for financing. Once NORTHSTAR and EDC are satisfied with the risk, NORTHSTAR sets up a loan directly with the buyer and disburses to the Canadian exporter at shipment.

CONTACT

NORTHSTAR Trade Finance Inc.

5811 Cooney Road, Suite 205

Richmond, BC, V6X 3M1

Telephone: (604) 664-5828 or 1-800-663-9288

<http://www.northstar.ca>

Export Development Corporation

SUMMARY

Operating in international markets provides great opportunity, but it also carries significant credit risks. That's why EDC has assembled a team of specialists to work with smaller exporters. Small exporters interested in export receivables insurance and export financing support may call toll-free 1-800-850-9626 from Monday to Friday during regular business hours from wherever the call is being made in Canada.

ELIGIBILITY CRITERIA

Any exporter, of any size, operating in any sector of the economy (including services). EDC generally looks for at least 50 percent Canadian content.

PRODUCTS AND SERVICES

Risk Management

If a credit check of your buyer looks good, you can export with the assurance that you are covered for 90 percent of the loss if your buyer doesn't pay. We can do the check for you, or show you how.

Working Capital

When your bank knows your export receivables are insured by EDC, it is more likely to accept them as security when providing working capital financing.

Account Receivables Insurance

Don't lose export contracts because you can't offer competitive terms. With EDC insurance, you can protect your financial health and extend credit to your export buyers.

Buyer Financing

EDC loans to foreign buyers of Canadian capital goods can win you the deal by giving your buyer time to pay. This also converts your credit sale into a cash sale, since we pay the Canadian exporter directly.

Bonding and Guarantees

EDC has a range of services that enable exporters to meet the requirement to post bonds (bid bonds, performance bonds, etc.) in connection with export deals.

Program information may be obtained at any of the EDC offices across Canada or by calling the number below. You may also visit the Internet site at the following address: www.edc.ca

CONTACT

Export Development Corporation

Emerging Exporter Team

Toll-free: 1-800-850-9626

Fax: (613) 598-6871

E-mail: export@edc.ca

<http://www.edc.ca>

Program For Export Market Development (PEMD)

***** NOTE: THIS PROGRAM IS UNDER REVIEW - CURRENTLY ON HOLD *****

PEMD is the federal government's primary international business development program, and is designed to increase export sales of Canadian goods and services by sharing the costs of activities through repayable contributions. PEMD encourages Canadian companies to become exporters and helps existing Canadian exporters develop new markets.

ELIGIBILITY CRITERIA

Organizations eligible for PEMD assistance must:

- be in one of the following categories:
- incorporated businesses;
- unincorporated firms of professionals such as architects or engineers;
- national trade or industry associations.
- be currently established and operating in Canada;
- be registered in the DFAIT's World Information Network (WIN Exports)
- have fulfilled reporting and repayment requirements on any and all previous Canadian government assistance.

DESCRIPTION

There are four elements to the program:

- *Market Development Strategies (MDS)* supports a package of visits, trade fair participation and marketing support initiatives, based on a company's one- to two-year international marketing plan. The annual contribution ranges from a minimum of \$5 000 to a maximum of \$50 000.
- *New-to-Exporting Companies (NEC)* - A maximum of \$7 500 for either a market identification visit or for participation in an international trade fair.
- Between \$5 000 and \$50 000 is available to help Canadian manufacturing, engineering, construction, architecture and management consulting firms bid for major capital projects outside Canada.

Visit the PEMD website for more information. The PEMD Handbook has more information on the various program requirements, program contacts and administrative details.

CONTACT

International Trade Centre
Industry Canada
2000 - 300 West Georgia Street
Vancouver, BC; V6B 6E1
Telephone: (604) 666-0005; Fax: (604) 666-0954
<http://www.dfait-maeci.gc.ca/pemd>

Progress Payment Program - Export Assistance CCC

SUMMARY

The Progress Payment Program (PPP) is designed to assist small Canadian exporters that have insufficient working capital to undertake specific export contracts. Through PPP, the Canadian Commercial Corporation (CCC) facilitates access to commercial sources of pre-shipment financing to provide working capital for their export sale.

ELIGIBILITY CRITERIA

- Companies must be in good standing with their principal banker (which has to be a signatory to the program to be eligible).
- The program is available to all firms with sales of \$50 million or less.
- Companies may be required to obtain additional insurance on the work in progress.
- CCC has to have a link to the contract with the foreign buyer, with an acceptable method of payment.
- The export project should not last longer than two (2) years.
- The export project should not have a significant level of R & D.
- The loan amount should not exceed \$2 million and the project should not present any abnormal risk.

DESCRIPTION

How PPP works

- A financial institution flags an exporting client who may qualify for PPP and refers them to CCC.
- The financial institution and CCC assesses the risk and approves the exporter's application - grants a project line of credit.
- The goods or services are delivered to the foreign buyer as per the contract terms.
- CCC receives payment from the foreign buyer and reimburses the financial institution for the line of credit.
- If the exporter defaults, CCC completes the contract and pays down the line of credit.

CONTACT

Canadian Commercial Corporation
2000 - 300 West Georgia Street
Vancouver, BC; V6B 6E1
Toll-free: (in Canada) 1-800-748-8191
Telephone: (604) 666-4781, Cellphone: (604) 839-1800
Fax: (604) 666-0954, Cellfax: (604) 839-1900
E-mail: benson.ted@ic.gc.ca
<http://www.ccc.ca/>