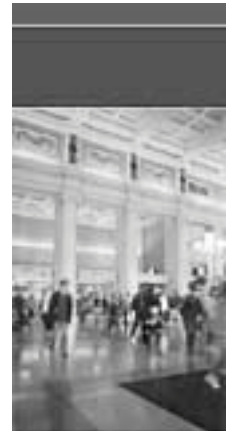




Overview of Government Financing 2005

Revised: February 2005



Small Business BC

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Overview of Government Financing

February 2005

The Overview of Government Financing 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 Small Business BC's website where you can access the complete collection of government programs and services.

The collection is at: <http://www.smallbusinessbc.ca/searchSite.php>

Select the financing database on the right and type a keyword into the search bar. Leaving the search bar blank will return a listing of all programs within the database.

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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 and Skills Development Canada
CONTACT your local Human Resource Centre of Canada
Listing of offices in BC:

http://www.hrsdc.gc.ca/en/gateways/where_you_live/regions/offices/bc-yk.shtml

In the Greater Vancouver area, check: <http://www.beyourownboss.org/programs>

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 financial assistance, information, resource materials and referrals to other possible sources of financing or business support.

They also work in partnership with Aboriginal financial and business institutions, and with a range of other agencies, boards, and departments, on initiatives that are helping to strengthen business skills and promote greater awareness of Aboriginal business achievement.

ELIGIBILITY CRITERIA

Clients must be individuals of Canadian Indian (on or off-reserve), Métis or Inuit heritage, or majority-owned Aboriginal business and financial organizations or development corporations.

DESCRIPTION

If you are already operating a business, you may be eligible for business planning, capital cost, marketing and business support financing related to activities, such as: expanding sales into other regional, national or international markets; improving your business processes, productivity or sales through technology or other improvements including the use of information and communications technologies in commercial applications; and developing, enhancing and commercializing new or existing products, technologies, systems and processes.

If you want to start a business, Aboriginal Business Canada's role reflects the priorities outlined above. Aboriginal Business Canada can help you to establish or acquire:

- a tourism business;
- a manufacturing business;
- a business, professional, scientific or technical services business; or
- a business linked to a specified major development (in limited situations).

Each proposal and request for financial support is assessed on its own viability and merits. This takes into account need, the scope of the project, and other sources of financing available. A balanced financial package, involving debt financing from other sources, as well as a minimum level of your own equity is required. For youth entrepreneur clients, the minimum cash equity required is equivalent to 10% of eligible project costs; for other applicants, the minimum required is 15%.

CONTACT

Aboriginal Business Canada
300 West Georgia Street, 21st Floor
Vancouver, BC V6B 6E2
Telephone: (604) 666-3871
Fax: (604) 666-0238
<http://abc.ic.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 does the program offer?

Entrepreneurs with disabilities can pursue their business goals and contribute to the economic growth of their rural communities 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.

The program provides entrepreneurs with disabilities, who are unable to obtain financing from a traditional financial institution, access to business loans up to \$125 000. 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 this program include:

- starting or expanding a business;
- purchasing and applying new technology to a business;
- upgrading facilities and equipment;
- establishing working capital for anticipated sales increases.

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

With core funding assistance provided by Western Economic Diversification (WD), Community Futures Development Corporations (CFDCs) take a grassroots approach to community and economic development with the primary focus on job creation in areas outside major urban centres. There are 90 CFDCs across Western Canada. They are non-profit corporations run by volunteer boards of directors, supported by salaried staff. CFDCs deliver a variety of services to small businesses, including advisory services and financing.

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 mandate of the Community Futures Development Corporations is community and business development. Each CFDC delivers a variety of services ranging from:

- local strategic economic planning;
- technical and advisory services to businesses;
- loans to small and medium enterprises;
- self-employment assistance programs; and services targeted to youth and entrepreneurs with disabilities.

CFDC Loan Program

A wide range of services and financing opportunities are available to small businesses and entrepreneurs at the local CFDC. In general, businesses seeking financing must:

- be located in a rural area of one of the four Western provinces (Manitoba, Saskatchewan, Alberta, and British Columbia);
- be operating, or about to operate, in a designated CFDC area;
- contribute to local economic growth;
- be seeking financing of up to \$125 000.

Loans on commercial terms, equity financing, and loan guarantees are available through the CFDCs. Applications are assessed by the CFDC's local volunteer Board of Directors. Training and assistance on preparing business plans are also available at the CFDC offices.

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)

Ministry of Agriculture, Fisheries & Food - Financial Programs

There are a variety of programs and services available from the Ministry of Agriculture, Fisheries and Food that may be of assistance to your business.

Safety Net Funding - British Columbia farmers are eligible for safety net funding recently announced by the federal government. For details and industry contacts visit the website link at <http://www.agf.gov.bc.ca/finance/safetynetfunding.pdf>

Orchard Renovation Program - The Investment Agriculture Foundation of British Columbia is a non profit organization that invests federal and provincial funds to help the agri-food industry adapt to change. For complete details on programs available, visit the website link at <http://www.agf.gov.bc.ca/ovtfa/>

BC Farm Distress Operating Loan Guarantee - for complete details on this program visit the website link at <http://www.agf.gov.bc.ca/finance/fdlg/index.htm>

Crop Insurance Program - Crop insurance offers financial protection against crop losses due to uncontrollable weather. For complete details on this program, visit the website link at <http://www.agf.gov.bc.ca/cropins/index.htm>

British Columbia Whole Farm Insurance Program - is a comprehensive multi-component program which is part of the agricultural safety net and risk management series of programs available to British Columbia Farmers. For complete program details, visit the website link at <http://www.agf.gov.bc.ca/finance/arm/wfip/wfiptoc.htm>

Whole Farm Negative Margin Insurance Pilot Program - is a new risk management option for British Columbia farmers. Negative margin insurance allows producers of hogs and eligible vegetables to insure against the risk of negative margins. For complete program details, visit the website link at <http://www.agf.gov.bc.ca/finance/arm/nmi/nmitoc.htm>

BC Feeder Associations Loan Guarantee Program - The Bred Heifer Program allows farmers to start a cow herd or increase an existing herd under an expanded provincial feeder associations programs. For complete program details, visit the website link at <http://www.agf.gov.bc.ca/finance/loanguarantee.htm>

CONTACT

Ministry of Agriculture, Fisheries & Food
808 Douglas Street,
Victoria, BC, V8W 9B4
Telephone: (250) 387-5121
Fax: (250) 387-1023
<http://www.agf.gov.bc.ca/finance/index.htm>

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 / Existing Businesses

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.equitycapital.gov.bc.ca>

specifically:

http://www.cse.gov.bc.ca/ProgramsAndServices/BusinessServices/Investment_Capital/Venture_Capital_Programs/vc_equity_capital.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 \$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
Telephone: (403) 233-0748
Fax: (403) 269-9544
E-mail: eyc@cchrei.ca
Web site: <http://www.cchrei.ca>

Opportunities Fund for Persons with Disabilities

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 or similar provincial or territorial programs.

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://www.hrsdc.gc.ca/en/gateways/where_you_live/regions/offices/bc-yk.shtml

or check the government listings in your telephone directory.

Info on program:

www.sdc.gc.ca/asp/gateway.asp?hr=en/epb/sid/cia/grants/of/desc_of.shtml&hs=oxf

NRCan Science and Technology Internship Program

SUMMARY

The Science and Technology Internship Program provides an opportunity to recent graduates in science and engineering 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, forestry, energy, mines and minerals.

ELIGIBLE INTERNS

- unemployed or underemployed youths;
- have graduated, with a post-secondary degree in a relevant science, engineering, 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/st/intern-e.htm>

Summer Work Experience Program

SUMMARY

The Summer Work Experience program is an initiative of Youth Employment Strategy. The program helps employers/sponsors by providing them with wage subsidies if they hire secondary and post-secondary students for the summer in a career-related job. There are special provisions for employers who hire students with disabilities. This program is delivered in partnership with various private, public and non-for-profit groups.

ELIGIBILITY CRITERIA

Secondary and post-secondary students must:

- be between the ages of 15 and 30 (inclusively);
- plan to return to full-time studies; and
- be legally entitled to work in Canada.

Who can become a sponsor?

- a business;
- an organization (including not-for-profit, professional, employer and labour association);
- a public health institution;
- an educational institution;
- a band/tribal council;
- a municipal government.

Federal partners involved in the program

The following federal departments are also involved this program:

- Canadian Heritage;
- Indian and Northern Affairs Canada;
- Industry Canada;
- Parks Canada.

Financial Parameters

The size of financing may vary with different federal partners.

How to apply?

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

CONTACT

Human Resources Centres of Canada (HRCC)

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

http://www.hrsdc.gc.ca/en/gateways/where_you_live/regions/offices/bc-yk.shtml

or check the government listings in your telephone directory.

Program info:

www.hrsdc.gc.ca/asp/gateway.asp?hr=en/epb/yi/yep/newprog/summer.shtml&hs=yxp

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.hrsdc.gc.ca/en/gateways/where_you_live/regions/offices/bc-yk.shtml

or check the government listings in your telephone directory.

Program info: http://www.hrsdc.gc.ca/en/epb/sid/cia/grants/tws/desc_tws.shtml

Young Canada Works

SUMMARY

The Department of Canadian Heritage is continuing to take action to support Canada's Youth Employment Strategy. Working with employers, sponsors and delivery organizations since 1996, Young Canada Works (YCW) provides wage subsidies to help secondary and post-secondary students access summer work experience in key cultural and heritage sectors; and to provide internships for college and university graduates who need some assistance to enhance their skills and career prospects. The students hired under YCW can bring some of their innovative ideas and their enthusiasm to help reach workplace goals.

ELIGIBILITY CRITERIA

Canadian companies, institutions and organizations financially healthy.

DESCRIPTION

For 2003-2004, employers and sponsors can participate in the following YCW components:

YCW for Aboriginal Urban Youth

- YCW in Both Official Languages
- YCW in Heritage Organizations
- YCW at Building Careers in English and French
- YCW at Building Careers in Heritage

Check the website for more information on these components.

CONTACT

Canadian Heritage

Toll-free: 1-800-935-5555

http://www.pch.gc.ca/special/ycw-jct/html/welcome_e.htm

Exporting

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.

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>

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.

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

Suite 833, Three Bentall Centre

595 Burrard Street

Vancouver, BC, V7X 1C4

Tel: 604-664-5828

Fax: 604-664-5838

Toll Free 1-800-663-9288

<http://www.northstar.ca>

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/>