

## BUSINESS NETWORKS PROGRAM



### PURPOSE

The Business Networks Program enables Newfoundland and Labrador companies to work together cooperatively to enhance their export potential and to accomplish what an individual business may not do alone.

Financial assistance is available to business networks participating in activities related to export development, including international export initiatives.

### AVAILABLE FUNDING

The program will provide assistance of up to 50% of eligible costs to a maximum of \$50,000. However, financial assistance of up to 75% may be available, at the discretion of the department, for costs such as training and consultant fees. This program will provide support only to the extent that assistance is not eligible through other federal and provincial programs and activities.

### WHO CAN APPLY

A business network comprising three or more small and medium-sized incorporated companies or firms of professionals based in Newfoundland and Labrador, which represent the majority of participants in the network, are eligible to apply.

Canadian companies, foreign companies, as well as non-profit organizations (i.e. industry associations), non-commercial organizations, universities, research institutions, and community colleges, with a mandate that includes international business development and/or technology development, are eligible network partners, but are not considered core members of the business network for funding approval purposes.



### ELIGIBLE ACTIVITIES

Projects considered under this program include:

- Activities designed to enhance domestic capabilities and competitiveness and increase exports of goods and services, which may include market information and intelligence, international marketing activities (e.g. participation in trade shows/trade missions) and other marketing development initiatives.
- Activities designed to address exporter preparation, including exporting awareness and promotion, pre-export planning and one-to-one counselling.
- Activities designed to enhance export skills, knowledge and experience of small and medium-sized companies, including international trade training, export skills seminars and international business/education linkages.
- Seminars, round tables, training and network development activities.
- Commercial activities that contribute to export business growth, diversification and long-term job creation.
- Initiatives incremental to the existing activities of particular companies.
- Cooperative initiatives in strategic areas including, but not limited to, opportunity identification, market and/or product development, transportation, manufacturing, R & D, technology commercialization and training.

### HOW TO APPLY

Application forms are available at [www.gov.nl.ca/intrd](http://www.gov.nl.ca/intrd). For assistance, call the Trade and Investment Division at 1-800-563-2299 or (709)729-2781.