

Aboriginal Business Canada works to increase the number of Aboriginally owned and operated firms in Canada. We are building on more than a decade of partnership with the Aboriginal private sector, and on the creation of thousands of Aboriginal business ventures.

For applicants with eligible and viable proposals, we provide financing to help you establish or acquire a business. This assistance is intended for first-time entrepreneurs and existing entrepreneurs/businesses that are proposing to carry out a particular commercial activity for the first time. Support falls into four categories.

Tourism creates opportunities for Aboriginal businesses in most parts of Canada. Eligible ventures include destinations and attractions, accommodation, transportation companies, food and beverage establishments, retail outlets and tourism services. You must be able to demonstrate that you expect to make 60 percent of your revenue from tourists. (*Tourism* is defined as people's activities when they are travelling outside their usual environment for leisure, business or other reasons.)

We are encouraging **manufacturing** as a business type because of the many related innovation, employment and market expansion benefits that result. Manufacturers turn materials into new, ready-to-use products or into materials that another business will use in further manufacturing. You may establish your business in production facilities or at home, using either machinery or hand tools.

Aboriginal Business Canada also supports individuals who offer **business, professional, scientific or technical services**, such as lawyers, accountants, architects, engineers, surveyors, consultants and providers of selected telecommunications services, such as Internet service providers. You must have

a college diploma or university degree in your field, or an equivalent combination of education and experience, or be a member of your profession's national governing body.

To increase the development of Aboriginal small business, particularly in remote areas of Canada, assistance is also available for Aboriginal **businesses linked to specified major developments**, as follows:

- ▶ nickel mining (Voisey's Bay, Newfoundland and Labrador);
- ▶ hydroelectric development (Lower Churchill Falls, Newfoundland and Labrador);
- ▶ hydroelectric expansion (northern Manitoba);
- ▶ oil sands expansion (Athabasca region, northern Alberta);
- ▶ diamond mining (Northwest Territories);
- ▶ pipeline construction (northern Canada);
- ▶ off-shore gas development (Nova Scotia);
- ▶ hydroelectric expansion (northern Quebec); and
- ▶ 2010 Winter Olympics (British Columbia).

For other new businesses, Aboriginal Business Canada can consider support for marketing and information technology needs.

In addition to meeting the typical Aboriginal Business Canada eligibility requirements, you may also be required to take training in management, financing or other areas to be eligible for support.

To find out more about the type of projects Aboriginal Business Canada supports, and to consult detailed eligibility and funding requirements, please visit the Aboriginal Business Canada Web site (abc-eac.ic.gc.ca), or call 1 800 O-Canada (1 800 622-6232).

Aboriginal Business Canada has helped thousands of entrepreneurs take the necessary steps to grow their businesses. Most often this involves innovation, marketing or market expansion projects.

Aboriginal Business Canada provides financial and other assistance to projects involving **innovation**. To be eligible your firm must have been in operation for at least one year. Your project must also represent a significant change in the operation of the business and must improve its profitability. The innovation must be something new to the firm and, ideally, be a change that helps you meet or exceed industry standards.

Some examples of business innovation include developing new products or adapting existing ones, improving processes to make your business run more smoothly and reduce costs, getting ISO certification or investing in equipment that features new or improved technology.

Aboriginal Business Canada supports businesses in all sectors taking steps to **expand their existing markets**. Eligible costs include marketing costs, costs of engaging consultants and other qualified professionals, and costs associated with providing financial and business services.

Another important way for your business to succeed is to **expand into new markets**. Businesses seeking to enter new domestic or international markets that can clearly demonstrate they need additional support are eligible for Aboriginal Business Canada funding for capital costs.

If you are interested in expanding into a new market *in Canada* (generally, to a market located at least 100 kilometres away from where you currently do business), and would like help from Aboriginal Business Canada to do so, your business must:

- ▶ have been operating successfully for at least one year;
- ▶ be financially stable and have the cash flow to expand;
- ▶ have a targeted marketing plan; and
- ▶ have catalogues, price lists and other promotional material, adequate inventory levels, production capacity and distribution systems to show that you can supply the new market.

Aboriginal Business Canada also supports businesses looking to expand into new markets *outside Canada*. To be eligible for funding, your business must:

- ▶ have been operating in Canada for at least two years;
- ▶ have minimum annual sales of \$75 000;
- ▶ have clear sales growth and profits;
- ▶ be financially stable and have the cash flow to expand;
- ▶ have experience exhibiting in Canadian trade shows;
- ▶ have a targeted export marketing plan; and
- ▶ have the capacity to supply the new market.

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The evidence is in! Aboriginal young people are becoming entrepreneurs at significant rates.

Starting your own business may be a good way for you to take advantage of a talent, be your own boss, create a job for yourself and others, and start to build your own future. But it takes hard work, specific business skills, and money to invest in your proposed venture.

If you are ready for the challenges involved, and you are currently between the ages of 18 and 35 (inclusive), Aboriginal Business Canada may be able to help you. We have financial assistance, business support and information for youth entrepreneurs with eligible and viable proposals to help establish, acquire or expand a business. Your commercial venture can be in any business sector.

There are two requirements you must meet.

- ▶ You must have a cash investment (equity) in the proposed project of at least 10 percent of the amount of project costs eligible for support (check with Aboriginal Business Canada about this).
- ▶ If you own the business with partners who are not Aboriginal youth, you must hold a majority interest in the business.

You may also be required to take training in management, financing or other areas to be eligible for support.

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In addition to working with individual businesses, Aboriginal Business Canada has helped to create a network of Aboriginal business and financial organizations. It has also worked with various sectoral organizations and other institutions to develop important information and resources about Aboriginal entrepreneurship in Canada. Initiatives are led by the private sector, with support from Aboriginal Business Canada for advocacy and economic research activities designed to improve the business climate for Aboriginal enterprise.

Because of the potentially broad range of opportunities possible in this area, Aboriginal Business Canada must have a very clear idea of the specific activities you wish to carry out before it can consider financial support. You will need to submit a detailed proposal that outlines the objectives of the project, as well as the expected results and Aboriginal economic benefits. This includes a detailed work plan with costs and a time frame for activities.

Aboriginal Business Canada also continues to deliver programs and services in partnership with Aboriginal financial and business development organizations that, in turn, provide business services and support to Aboriginal firms.

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