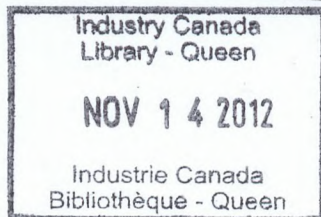




Industry
Canada

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Canada



ABC

at a glance

Aboriginal Business Canada (ABC) works with business clients, delivery organizations, Aboriginal business and financial institutions, the National Aboriginal Economic Development Board, and many government departments and agencies, to support and promote the growth of Aboriginal business. Results show that our client firms innovate, create employment, and contribute to Canada's economic and trade performance.

Building on this success, ABC has enhanced its programming and added new features to benefit Aboriginal firms. At the same time, we continue to place emphasis on **innovation, trade and market expansion, tourism, youth entrepreneurship development, and strengthening Aboriginal financial and business development organizations.**

▶ HOW CAN ABC HELP?

ABC provides financial and business support to eligible Aboriginal clients. Here's how it works.

Before ABC can consider supporting any proposed venture, the entrepreneur or organization applying for support must be able to demonstrate the following:

- ▶ **Aboriginal ancestry.** Eligible applicants are individuals of Canadian Indian (on or off-reserve), Métis, or Inuit heritage. Aboriginal business and financial organizations, as well as development corporations, are also eligible for contributions.
- ▶ **Equity** to invest in the proposed venture. Generally, this means a minimum of 15 percent of costs considered eligible for ABC support. Youth entrepreneurs must invest at least 10 percent of eligible costs.
- ▶ **Experience.** ABC will assess the training, skills and experience of the entrepreneur, and the track record of an existing business.
- ▶ **Viability.** Key viability factors (financing, marketing plans, management and operational capacity) must be outlined at this stage.

Each proposal and request for financial support is assessed on its own viability and merits. This takes into account the need, the scope of the project, and other sources of financing available, including funds received from other government departments and agencies. A balanced financial package, involving debt financing from other sources, as well as a minimum level of the applicant's own equity is required.

▶ WHAT CAN ABC FUND?

If the basic eligibility requirements have been met, ABC can consider financial assistance to **clients planning to establish or acquire a business**, when the business falls under one of the following categories.

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- ▶ **Tourism businesses.** These include destinations and attractions, accommodations, transportation companies, food and beverage establishments, retail outlets and tourism services — as long as they derive at least 60 percent of their revenue from tourists.
- ▶ **Manufacturing businesses.** These are emphasized because many innovation, employment and market expansion benefits result from manufacturing, whether this involves turning materials into new, ready-to-use products or into materials that another business will use in further manufacturing.
- ▶ **Business, professional, scientific or technical service businesses.** Aboriginal lawyers, accountants, architects, engineers, surveyors, consultants and providers of selected telecommunications services, such as Internet service providers, are eligible for assistance for business ventures. These entrepreneurs are often innovators in the Aboriginal private sector.
- ▶ **Businesses linked to specified major developments.** Where there are opportunities to establish new Aboriginal small businesses stemming from large industrial developments, ABC assistance may be available. This support is intended for specified, remote areas where small business opportunities are otherwise very limited.

For other new businesses, ABC can consider support for marketing and information technology needs.

For **clients already operating a business**, ABC provides support for projects that involve innovation or expansion into new markets.

- ▶ **Innovation** projects must result in significant change in the operation of the business, improve profitability, involve something new to the firm, and help it meet or exceed industry standards.
- ▶ Businesses seeking to **expand into new domestic or international markets** are eligible for support, subject to certain conditions.

ABC assists **Aboriginal youth entrepreneurs** — individuals between the ages of 18 and 35 (inclusive) — to establish, acquire or expand a business. To be eligible for support, these clients must:

- ▶ have a cash investment (equity) in the proposed venture equivalent to at least 10 percent of the eligible project costs; and
- ▶ hold a majority interest in the business (when the firm is owned with partners who are not Aboriginal youth).

ABC support to **Aboriginal financial and business organizations** — for Access to Capital initiatives, along with advocacy and economic research activities — helps to strengthen the network of Aboriginal institutions playing an important role in the economy, improving the business climate for Aboriginal firms, and expanding the Aboriginal private sector overall.

ABC at a glance provides only an introduction to Aboriginal Business Canada and its products and services. To learn more about ABC, or to consult more detailed eligibility and financial support requirements, please visit the ABC Web site (abc-eac.ic.gc.ca) or call **1 800 O-Canada** (1 800 622-6232).

Aboriginal Business Canada... **building on success for the future.**

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