



ABORIGINAL BUSINESS CANADA

ABC At-a-glance Fact Sheet

Many more Aboriginal entrepreneurs and communities may now qualify for **BUSINESS DEVELOPMENT** support under new provisions of Indian and Northern Affairs Canada's (INAC) Aboriginal Business Canada (ABC) programming. Depending on the nature of your project, you may be able to obtain funding to assist with a wide range of activities, including:

- business planning
- establishment (capital) costs
- business acquisitions
- marketing initiatives
- new product or process development
- adding technology to improve operations and competitiveness
- operating costs
- financial services and business support
- business-related training and mentoring services

ABC programming also supports certain “advocacy” initiatives that help to improve the business climate for Aboriginal firms. This funding is not intended for individual entrepreneurs or commercial ventures. It is available to business or sector organizations to support conferences, economic and sectoral research with widespread application, or other activities that promote Aboriginal economic opportunities.

Proposing a project for financial support

Before INAC 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 Aboriginal ancestry—First Nation (status or non-status Indian living on or off a reserve), Métis or Inuit. Aboriginal business and financial organizations, as well as development corporations, are also eligible for support. Businesses and organizations must be majority Aboriginal-owned and -controlled.

Equity to invest in the proposed venture

Generally, applicants must have a minimum of 15 per cent cash equity to invest in the costs of the venture to be considered eligible for ABC support. Youth entrepreneurs (aged 18 to 35 inclusive) require at least 10 per cent cash equity.

Appropriate experience

ABC will assess the training, skills and experience of the applicant. If the applicant operates an existing business, the track record of the business will be assessed. Support may be available for additional training in management, financing or other areas that address the needs of the business.

Project viability

Applicants must provide an outline of key factors (financing, marketing plans, management and operational capacity) to help determine the viability of the proposed venture.

Please note that each business proposal and request for financial support is assessed on its own merits. Assessments take into account the financial 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 an applicant's own cash equity, is required. It is important to discuss all requirements with an ABC Development Officer before proceeding with an application.

To learn more about INAC's ABC programming, or to contact the office nearest you, please visit www.ainc-inac.gc.ca/eac-abc or call 1 800 O-Canada [1 800 622-6232]

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