



# 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 Aboriginal Business Canada programming (ABC). 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, but 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.

### If you wish to propose a project for financial support, here's what you need to know ...

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

#### Aboriginal ancestry

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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 support. Businesses and organizations must be majority Aboriginal-owned and controlled.

#### Equity to invest in the proposed venture

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Generally, this means a minimum of 15 percent cash equity to invest in the costs considered eligible for ABC support. Youth entrepreneurs (aged 18-35 years, inclusive) require at least 10 percent cash equity.

## Appropriate experience

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

## Project viability

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Key viability factors (financing, marketing plans, management and operational capacity) must be outlined at this stage.

***Note that 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 an applicant's own cash equity is required. It is important to discuss all requirements with a Development Officer before proceeding with an application.***

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

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