



tale'awtxw aboriginal capital corporation

Business Equity Program (BEP)

Frequently Asked Questions

Tale'awtxw Aboriginal Capital Corporation gratefully acknowledges the financial support provided by the Aboriginal Affairs and Northern Development Canada for this program.

INTRODUCTION

Tale'awtxw Aboriginal Capital Corporation (TACC) is a Coast Salish owned Aboriginal Financial Institution that provides a funding, financing and business support services to promote the growth of entrepreneurship in the Coast Salish traditional territory. Our services are available to all individuals of Aboriginal ancestry.

The Business Equity Program (BEP) can:

- Help you determine whether your proposed project is eligible for BEP assistance before you submit an application.
- Help you develop your business plan by providing you with advice as well as financial support.
- Provide financial assistance, most often in the form of a non-repayable contribution.
- Provide financing towards eligible costs of management training and for business advisors once your business is operating.

What are the differences between the Aboriginal Business Development Program (ABDP) and the Business Equity Program (BEP)?

The delivery of the Aboriginal Business Development Program (ABDP), formerly called Aboriginal Business Canada (ABC), has been moved out of government control and into qualified Aboriginal Financial Institutions (AFI's). Tale'awtxw Aboriginal Capital Corporation (TACC), as of March 1, 2013, is now delivering the program as the Business Equity Program (BEP) in the traditional Coast Salish territory. The program criteria and policies will remain unchanged until April 1, 2014.

The change in service delivery will improve service by moving decision making to TACC who already provides business products and services to Aboriginal entrepreneurs.

Am I eligible for support?

Clients must be individuals of Canadian Aboriginal heritage — Status or Non-status Indian (on or off-reserve), Métis or Inuit — or a majority-owned Aboriginal business, financial organization, or development corporation.

To be eligible for support, you should also be involved full-time with the proposed business in a management capacity and must be able to provide 15% cash equity to support the project.

What kind of support can the Program provide you?

Many Aboriginal entrepreneurs and communities can qualify for business development support. 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.*
- *Business expansions.*
- *Marketing initiatives that are local, domestic, or export oriented.*
- *New product or process development.*
- *Adding technology to improve operations and competitiveness.*
- *Operating costs in association with capital costs.*
- *Financial services, business support, business-related training, and mentoring services.*

How much funding is available?

Individual Aboriginal entrepreneurs may receive up to \$99,999 in funding assistance. For community-owned businesses, this assistance can be up to \$250,000. The level of support for your business project will depend on a number of factors that you will need to discuss with your Business Service Officer.

How are applications assessed?

Requests for financial support are assessed on each project's viability and merits. Factors include the scope of the project, the need for financing, and whether other sources of financing are available, including funds received from other government

departments and agencies. A successful application requires a balanced financial package, involving debt financing from other sources and a minimum level of your own cash equity.

How much cash equity do I need to contribute to the project?

The minimum cash equity requirement is 15 percent of eligible capital costs.

How much will the Business Equity Program contribute to my project?

The level of support for your business project depends on a number of factors, which your Business Service Officer will discuss with you. While there are ceilings for the average contributions offered, the actual investment from BEP will be limited to what is required to ensure your project proceeds and is viable. The following table illustrates typical contribution levels for various costs. These will depend upon need.

Project Costs	Typical Contribution Level
Developing business plans, marketing plans or feasibility studies	Up to 75%
Establishing a business or acquiring information technology	Between 30% to 50%
Expanding/acquiring a profitable business or developing new products, services or production processes	Between 30% to 50%
Implementing marketing initiatives	Up to 60%
Project-related management	Up to 75%
Accounting and professional business advice after you start your business	Up to 75%

What will be the time-frame for approval?

The approval process is dependent on receiving all the necessary information from an applicant in order to conduct a thorough assessment. If all the information is received the time-frame for approval is 2-3 weeks.