



ABORIGINAL FINANCING OPTIONS IN ALBERTA

Contents

Foreword	2
Introduction	3
Aboriginal Business Canada	4
Access to Capital	6
Alberta Indian Investment Corporation - AIIC	7
Alberta Women Entrepreneurs - AWE	7
Apeetogosan (Métis) Development Inc.	8
Canadian Council for Aboriginal Business – Western Region	9
Canada Council for the Arts – Aboriginal Arts Secretariat	10
CESO Aboriginal Services	19
Community Economic Development Program	20
First Nations Bank Micro Loan Program	21
First Nations Forestry Program	22
Growth Capital for Aboriginal Business - BDC	23
Indian Business Corporation	24
Indigenous Peoples Partnership Program - CIDA	25
Procurement Strategy for Aboriginal Business	27
Set-Aside Program for Aboriginal Business	29
Settlement Investment Corporation	30
Treaty Seven Economic Development Corporation	30
Aboriginal Business Service Providers Registration / Data Update Form	32

Disclaimer:

The information presented in this document is intended as a guide only, and while thought to be accurate, is provided strictly "as is" and without warranty of any kind. **The Business Link**, its employees, its directors and members, its agents or contractors will not be liable to you for any damages, direct or indirect, or lost profits arising out of your use of information provided within this document, or information provided within **The Business Link's** websites.

This material may be used, reproduced, stored or transmitted for non-commercial purposes; however, **The Business Link's** copyright is to be acknowledged. You may not use, reproduce, store or transmit this material for commercial purposes without prior written consent from **The Business Link**.

© 2009 **The Business Link**

Foreword

The Business Link is Alberta's primary business service centre, providing information and services that are fundamental to starting and growing your business anywhere in the province. As a member of the Canada Business Network, *The Business Link* is a not-for-profit organization supported by the Governments of Canada and Alberta, as well as other organizations committed to serving Alberta's small business community.

Aboriginal Business Development Services (ABDS) is a specialized service of The Business Link designed to assist Alberta Aboriginal entrepreneurs by providing:

- Personal "one-on-one" service
- Informative guides
- Small business training
- Business library resources
- Guest Advisor Program
- Networking events
- Connections to a network of service providers

This publication is part of a series of informative guides designed for Aboriginal Albertans in business. To find out more about ABDS services and to request copies of our guides, contact us at:

The Business Link

Business Information Line: 1 800 272-9675

Edmonton: 100 - 10237 104 Street NW, Edmonton, Alberta T5J 1B1

Tel: 780 422-7722 ***Fax:*** 780 422-0055

Calgary: 250 - 639 5 Avenue SW, Calgary, Alberta T2P 0M9

Tel: 403 221-7800 ***Fax:*** 403 221-7817

Email: abds@canadabusiness.ab.ca ***Website:*** www.canadabusiness.ab.ca/abds

Supporting the growth of Aboriginal entrepreneurship in Alberta!

Aboriginal Business Development Services (ABDS) is a specialized service of *The Business Link* which is supported by the Governments of Canada and Alberta.

Canada

Government
of Alberta ■

Introduction

You will probably need to borrow money to start, run or expand your business. Your local bank, credit union, trust companies and other financial institutions can help you start your business. Aboriginal programs have been established to provide business developmental products and services including developmental business loans to Aboriginal entrepreneurs throughout Alberta. We have compiled a number of these programs in an easy-to-use guide entitled ***Aboriginal Financing Options in Alberta***.

Aboriginal Financing Options in Alberta is intended to help guide you to the appropriate lending agency. We have updated our information and will continue to find current programs and services to help you and your business succeed. Please note that this document is intended as a guide only and should not be relied upon as the only source of information for investment and business decisions.

Under each heading you will notice that there is a brief summary of the program, their eligibility criteria, a description of the program and contact information. Please use the contact information for further information on each program.

Aboriginal Business Canada

Indian and Northern Affairs Canada (INAC)

SUMMARY

Aboriginal Business Canada is a program of Indian and Northern Affairs Canada (INAC). Working with clients and partners, they provide a range of services and support that is helping to promote the growth of a strong Aboriginal business sector in Canada. Their support varies depending upon the needs of the client, the availability, and sources of funding, the eligibility of costs, the economic benefits, and the reasonableness and timing of financial returns on investment.

ELIGIBILITY CRITERIA

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, clients should also be involved full-time with the proposed business in a management capacity and must be able to provide some level of cash equity to support the project.

DESCRIPTION

For eligible applicants, Aboriginal Business Canada provides financial assistance, information, resource materials and referrals to other possible sources of financing or business support. They also work in partnership with Aboriginal financial and business institutions, and with a range of other agencies, boards, and departments, on initiatives that are helping to strengthen business skills and promote greater awareness of Aboriginal business achievement. In this way, they are working towards the shared goal of an inclusive and prosperous economy for all Canadians.

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 \$1 million. The level of support for your business project will depend on a number of factors that you will need to discuss with your Aboriginal Business Canada Development Officer.

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, i

The minimum level of equity for each project depends on the following factors:

For youth applicants (over 18 and under 36), the minimum equity requirement is 10 per cent of eligible capital costs. For applicants who are 36 years of age or older, the minimum equity requirement is 15 per cent of eligible capital costs. For applicants applying as a legal entity, the minimum equity requirement is 15 per cent of eligible capital costs.

Non-commercial projects that promote Aboriginal entrepreneurship such as conferences, special events, and research may qualify for contributions to defray up to 100 percent of costs. The level of support for your business project depends on a number of factors, which your Development Officer will discuss with you. While there are ceilings for the average contributions offered, the actual investment from INAC will be limited to what is required to ensure your project proceeds and is viable. Talk to your Development Officer about inventory and operating costs.

The vast majority of Aboriginal Business Canada contributions are made to small and medium-sized businesses and are in the form of non-repayable contributions. In the case of larger, community-based projects, other conditions will be taken into account in order to determine contribution levels and repayments.

What is available for advocacy initiatives?

Financial support may be available if your Aboriginal organization is seeking support for activities designed to improve the business climate for Aboriginal firms in Canada. Suitable activities include:

- Organization or coordination of business-specific conferences, trade shows, or other events or initiatives related to program objectives.
- Private-sector-led development of economic research, sector information and analysis, or other material which increases the data available regarding progress of Aboriginal businesses in Canada.

These activities must result in widespread benefits, not in financial benefits for the applicant. The results of the initiative are expected to be shared in some way — such as through published or on-line reports. It should be noted that for these types of projects, the applicant equity requirement may be waived.

Where and how to apply?

Applying to Aboriginal Business Canada for financial assistance for your business is a three-step process.

Step One:

Visit the Information for Applicants section of the INAC website for further information on eligibility requirements.

To be eligible:

- You must demonstrate Aboriginal heritage.
- Have a balanced financial package (involving debt financing from other sources, as well as your own equity).
- Have a viable business opportunity and experience in your sector.

Additional requirements may also apply. These are explained in our policies and guidelines which are available from your Development Officer.

Step Two:

Contact the INAC Aboriginal Business Canada office nearest you to discuss your project with a Development Officer. The Development Officer will provide further clarifications on eligibility requirements and will be your ongoing contact person.

Step Three:

If you think you may be eligible for support, submit a completed application form (also referred to as a Business Proposal). You can download a copy from the website, or you can request a form from the Aboriginal Business Canada office nearest you.

A Development Officer will review your application and present it to a screening committee. If you are eligible for support, you will then be asked to submit a business plan to determine the viability of your business venture. The time needed to process your application for support will depend on the complexity of your project. Your Development Officer will discuss the timelines when you apply.

Alberta Contact:

Aboriginal Business Canada, Indian and Northern
Affairs Canada

Room 725, Canada Place, 9700 Jasper Avenue
Edmonton, Alberta T5J 4C3
Telephone: 780 495-2954 Fax: (780) 495-4172

4th Floor, 639 - 5th Avenue South West
Calgary, Alberta T2P 0M9
Telephone: 403 292-8807 Fax: 403 292-4578

Access to Capital

Indian and Northern Affairs Canada

SUMMARY

There are approximately 59 independent Aboriginal business financing institutions operating today with over \$200 million in capital, covering about 85% of the Aboriginal population. The Access to Capital program involves a comprehensive range of complementary products and services designed to strengthen the network of Aboriginal-controlled lending institutions and to foster increased availability and affordability of capital for developmental lending. The National Aboriginal Capital Corporation Association (NACCA) acts as Program Manager for this work delivering Support and Training, Interest Rate Buy-Down and Enhanced Access programming, while Peace Hills Board oversees the delivery of the program.

ELIGIBILITY CRITERIA

Aboriginal financial institutions must qualify under Enhanced Access, Interest Rate Buy-Down and Credit Enhancement while any AFI is eligible under Support and Training.

DESCRIPTION

The Access to Capital programming will support the independent Aboriginal business financing institutions to create a national network to pool their strength and expertise. It will help develop new products and instruments for their clients, provide member institutions with efficient training and support services that will enhance their viability and enable them to borrow capital from the private sector to increase their lending capacity. The National Aboriginal Capital Corporation Association (NACCA) will act as Program Manager for this work delivering Support and Training, Interest Rate Buy-Down and Enhanced Access, while Peace Hills Trust will serve as Program Administrator delivering Credit Enhancement. A private sector Aboriginal-led Board oversees the delivery of the program.

What are the components?

Support and Training Fund

A specific focus on support and training will increase the capacity of qualified Aboriginal financial institutions. This element will also enable the network to explore and develop new lending and business support products and services to assist Aboriginal businesses and to increase the viability of the financial institutions.

Interest Rate Buy-Down (IRB) Fund

Many Aboriginal financial institutions have fully loaned out their capital base and need to find additional funds to meet the growing demand for loans. In order to enable them to continue to offer competitive rates to their Aboriginal business clients, an interest-rate buy-down of prime rate minus 2.5% to a maximum of 6% will be provided on the capital borrowed from private sector institutions.

Enhanced Access Fund

This component provides enhanced access to developmental lending in parts of Canada not currently served or under-served by Aboriginal Capital Corporations and Aboriginal Community Futures Development Corporations. Funds will be allocated on an individual basis to provide loan capital and related operating costs to qualified Aboriginal financial institutions, making loans available to Aboriginal businesses outside the geographic areas they normally serve.

Contact:

National Aboriginal Capital Corporation Association (NACCA)
Suite 605, 75 Albert Street
Ottawa, Ontario K1P 5E7
Telephone: 613 688-0894
Email: office@nacca.net
Website: www.nacca.net

Alberta Indian Investment Corporation - AIIC

Aboriginal Capital Corporations

SUMMARY

To actively support viable First Nations businesses throughout Alberta through Direct business loans, equity investments and general business assistance.

ELIGIBILITY CRITERIA

- must be a Status Indian who has resided in Alberta for at least one year;
- if a corporation or partnership, the Status Indian must own at least 51% of any shares, participate more than 51% in profits, and above all, must be active in managing the business;
- The applicant's head office must be in Alberta.

DESCRIPTION

- Direct interest bearing term loans to First Nation controlled businesses on or off the reserve at fixed interest rates to a general loan limit maximum of \$250,000. Within specific criteria consideration may be given to loan requests exceeding \$250,000 to a maximum of \$480,000;
- Equity investments in First Nation controlled businesses;
- General business assistance includes business planning, business start-up and operational assistance.

Contact:

Rocky Sinclair, General Manager
Box 180, Enoch, Alberta T7X 3Y3
Telephone: 780 470-3600
Toll-free: 1 888 308-6789
Fax: 780 470-3605
Email: info@aiicbusiness.org
Website: www.aiicbusiness.org

Alberta Women Entrepreneurs - AWE

NextStep for Aboriginal Women Entrepreneurs

SUMMARY

Alberta Women Entrepreneurs (AWE) is dedicated to assisting women entrepreneurs to start, grow and expand their businesses. In 2008, AWE offered the Business Startup Program – a pilot project – to encourage and support Aboriginal women entrepreneurs through a range of activities.

The results of the pilot were positive and the program has been enhanced to become NextStep.

ELIGIBILITY CRITERIA

- Ownership and control of at least 50% of the business by and Aboriginal woman;
- Residence and business location in Alberta;
- 18 years or older;
- A strong idea and personal commitment.

DESCRIPTION

What services are offered by AWE NextStep?

Sharing experience and knowledge through mentoring and coaching.

Examples:

- Working with clients to create a strong business plan;
- Assisting clients to build a network of resources.

Providing access to learning opportunities related to owning and managing your own business.

Examples:

- Business skills training;
- Workshops;
- Tradeshows;
- Conferences.

Offering non-traditional financing for business ventures.

Example:

- Loans up to \$10,000 that can be supplemented by other sources of financing.

How can you get involved?

The AWE NextStep Program Manager will be visiting Alberta communities to share our services and learn from Aboriginal women entrepreneurs.

If you would like to find out more about their program please contact AWE or visit their website at www.awebusiness.com.

Contact:

Alberta Women Entrepreneurs
610-736 8 Avenue SW
Calgary, Alberta T2P 1H4
Phone: 403 777-4250
Fax: 403 777-4258

100- 10237 104 Street NW
Edmonton, Alberta T5J 1B1
Phone: 780 422-1410
Toll-free: 1 800 713-3558

Apeetogosan (Métis) Development Inc.

Aboriginal Business Canada, Indian and Northern Affairs Canada

SUMMARY

Apeetogosan (Métis) Development Inc. provides the Métis and Non-Status Indian people of Alberta with business financing and related services and administers and allocates funds that will be instrumental in the economic development and self-sufficiency of the Métis and Non-Status Indians of Alberta.

ELIGIBILITY CRITERIA

- Métis or Non-Status Indian individuals over 18 years of age;
- Resident of Alberta (must be resident for at least 6 months);
- Must demonstrate capacity to repay the loan;
- Must have minimum cash equity of 10% of the total project cost.

DESCRIPTION

- Commercial Loans – available for establishing, acquiring or expanding a profitable commercial business;
- Advisory Services – through a subsidiary company (Pinnacle Business Services Ltd.) assistance with the development and preparation of business plans, feasibility studies and accounting, marketing and general management support is available for a fee.

Loan Application Process:

Complete the loan application. Call the office to obtain a copy and to discuss your idea. Information provided to Apeetogosan is kept confidential.

- Include your business plan and any available financial statements and other relevant support documents.
- Submit the above to the office for evaluation and produce any additional information that the loan officers may require. Turn around time for a loan application depends on the accuracy and completeness of the

- information submitted. A meeting or site visit may be required at this stage.
- Information and outlines are available that can help you prepare a business plan. Professional business consultants can also assist on a fee for services basis. (Funding may be available.)
- Once all information has been obtained, the loan officer will make a recommendation for approval (decline) or amendment of the loan.

Contact:

Michael Ivy, General Manager
 Apeetogosan (Métis) Development Inc.
 #302, 12308 - 111 Avenue
 Edmonton, Alberta T5M 2N4
 Phone: 780 452-7951
 Toll-free: 1 800 252-7963
 Fax: 780 454-5997
 Email: office@apeetogosan.ab.ca
 Website: www.apeetogosan.com

Ken Balcom, Senior Business Consultant
 Pinnacle Business Services Ltd.
 Edmonton, Alberta
 Toll-free: 1 800 252-7963
 Telephone: 780 453-1992
 Email: office@pinnaclebusiness.ab.ca

Canadian Council for Aboriginal Business - Western Region

Canadian Council for Aboriginal Business

SUMMARY

- Canadian Council for Aboriginal Business (CCAB) was founded in 1984 as a national non-profit organization. More than 200 Aboriginal and non-Aboriginal businesses are members and supporters of CCAB across Canada.
- CCAB is non-political and receives no government funding. We are a business organization that is entirely supported by the private sector.
- CCAB is Canada's leading organization dedicated to promoting the full participation of Aboriginal people in the Canadian economy. We envision a country in which the economic and social well-being of all Canadians is enhanced through the achievement of this goal.
- Our mission is to connect Aboriginal and non-Aboriginal people and companies with the opportunities they require to achieve personal and business success.
- CCAB is a broker of relationships. We use our expertise to help build successful partnerships in employment, business creation, youth development and community relations.

DESCRIPTION

- PAR (Progressive Aboriginal Relations) is a program that allows companies to benchmark their performance and earn the right to use a hallmark that recognizes their achievements in implementing positive relations with Aboriginal people, businesses and communities.
- FAAY (Foundation for the Advancement of Aboriginal Youth) is a scholarship program dedicated to developing the future generations of Aboriginal leaders. Over the past 15 years, through the generous support of corporate sponsors, FAAY has awarded over \$2.3 million to more than 1,400 Aboriginal students.
- Aboriginal Business Hall of Fame - The Canadian Council for Aboriginal Business is proud to present the Aboriginal Business Hall of Fame, celebrating the accomplishments and contributions of Aboriginal business leaders to sustainable economic development for Aboriginal communities across Canada.

The Hall honours leaders who have built full and rich careers by expanding the frontiers of Aboriginal business. CCAB believes the stories of the men and women who overcame great adversity to break trails for others to follow will give hope and encouragement to the next generations of Aboriginal business people. The men and women we honour are well advanced in their careers - they have, over many years of effort, built a legacy that serves as an example of excellence for future generations of Aboriginal business leaders.

Each of the nominees should be a role model for his or her community, and also a force for change in the economic reality of Aboriginal Canada. Each should be an innovator, creative in identifying and capturing opportunity for themselves and their communities. Each should be a key player in helping other Aboriginal business people develop and prosper. Each will have built viable and sustainable organizations, and be recognized as innovators by both their own community and the wider business community.

Contact:

Canadian Council for Aboriginal Business

Phone: 416 961-8663

Website: www.ccab.com

Canada Council for the Arts – Aboriginal Arts Secretariat

For more information on the following programs, contact the Aboriginal Arts Coordinator, Aboriginal Arts Secretariat at 1 800 263-5588 or 613 566-4414 (ext. 5482), or visit www.canadacouncil.ca/aboriginal for program guidelines and downloadable application forms.

Aboriginal Peoples Collaborative Exchange

SUMMARY

The Aboriginal Peoples Collaborative Exchange program assists individual artists or artistic groups from Aboriginal communities to travel to other Aboriginal communities to share traditional and/or contemporary knowledge or practices that will foster development of their artistic practice.

ELIGIBILITY CRITERIA

Eligible Aboriginal Applicants

Canadian individual applicants, groups, collectives and organizations are eligible to apply to this program. Foreign Indigenous artists must have a Canadian Aboriginal group, collective or organization apply on their behalf.

Individual Applicants must be Aboriginal artists. They must be Canadian citizens or permanent residents of Canada, as defined by Citizenship and Immigration Canada. Individual artists must have completed their basic training (not necessarily in a formal educational institution but perhaps through a mentorship process); produced an independent body of work; and received the recognition of their peers through the public presentation of their work or have been recommended by an established Aboriginal artist or an Aboriginal arts organization.

Groups or collectives must have Aboriginal artists as a majority of their members. Their artistic direction must be provided by Aboriginal artists of Canada. Arts organizations must be owned and operated by Aboriginal people. At least 51% of the directors on their board must be Aboriginal people, and one of them must sign the application. Groups, collectives or organizations must show an ongoing commitment to Aboriginal arts.

In Canada, Aboriginal peoples include Status, Non-Status, Métis and Inuit people. For this program, Aboriginal peoples also include Indigenous and Aboriginal people from outside Canada.

DESCRIPTION

The program fosters unique artistic relationships and networks among Aboriginal artists in all disciplines. Priority will be given to projects not eligible for support from other Canada Council for the Arts programs.

The program provides two categories of support:

- National Travel, which allows artists and artistic groups to travel within Canada to study/work and create with prominent, or highly regarded Aboriginal artists and artistic groups. This category also assists highly regarded or prominent Aboriginal artists and artistic groups to travel to another Aboriginal community to create/present or lead workshops with Aboriginal artists and/or arts organizations in Canada.
- International Travel, which allows artists and artistic groups from Canada to travel to other countries to study/work and create with prominent or highly regarded Aboriginal artists and artistic groups. This category also supports projects that bring highly regarded Aboriginal artists and artistic groups from other countries to work with Aboriginal artists and/or arts organizations in Canada.

VALUE OF GRANT

- Individuals travelling within Canada may request a maximum of \$5,000. Individuals travelling outside Canada may request a maximum of \$10,000.
- Organizations, groups or collectives may apply for up to \$20,000 for travel within Canada. They may apply for up to \$30,000 for travel outside Canada.
- Those travelling to or from the North of Canada may request a higher amount, but the circumstances creating the higher costs must be clearly expressed in the application.
- Organizations, groups or collectives applying for assistance to bring in an individual or group from outside Canada are subject to the same maximum amounts noted above.

Eligible Costs

- Travel (excursion fares only), accommodation and per diem costs.
- Administration costs (e.g. fax or telephone), to a maximum of 10% of the total budget.
- Freight and shipping charges.
- Costs of materials, supplies and other miscellaneous items related to the work being created.
- Rental fees for rehearsal and production/presentation space.
- Equipment rental fees (e.g. video, photographic and audio).
- Guest artists' or groups' fees or honouraria.
- Promotional and marketing material expenses.

Support to Aboriginal Peoples Dance Organizations and Collectives

SUMMARY

This program is for the creation and presentation of traditional and contemporary dance or movement, and the development of artistic, professional and administrative skills. The program offers Annual Support Grants and Project Grants. Native Women in the Arts received a grant to host "From Seed 2 Stage", a performance and panel discussion exploring sources of inspiration for Aboriginal dance (Zapotec, Mexican, Ojibway, Greenlandic, and Inuit).

DESCRIPTION

Other programs in dance include support for dance professionals, creation/production projects, travel, touring, international co-productions and audience development.

Aboriginal Media Arts Grant Program

SUMMARY

The Aboriginal Media Arts Program offers grants to individual Aboriginal artists to develop their careers and to help them produce independent media artworks. The program works to address historical barriers to media arts production by Aboriginal artists and encourages the use of media arts as a tool for artistic expression. Decisions on who receives grants are made by a peer assessment committee of Aboriginal artists.

ELIGIBILITY CRITERIA

- You must be an Aboriginal person of Canada (Status, Non-Status, Métis or Inuit) and be a Canadian citizen or a permanent resident of Canada. You need not be living in Canada when you apply.
- Individuals or groups of up to three artists working collaboratively on a project may apply.
- If you are a full-time student at a school, college or university, you are not eligible to apply. If you are not a full-time student, you may apply for funding to take training courses in media arts (but not to get a degree).
- You must maintain complete creative and editorial control over the project you are proposing. Other funding sources must not compromise your creative and editorial control.
- You must be the director of the production. Producers may not apply.

Please note: Although the Aboriginal Media Arts Program is open only to Aboriginal peoples of Canada. All Canada Council for the Arts programs are accessible to Aboriginal artists, who may apply to any of the Canada Council media arts programs for which they are eligible.

DESCRIPTION

This program supports only independent productions and projects, which are defined as those over which the artists/directors maintain complete creative and editorial control.

You may apply for funding to cover the costs of:

- research, scriptwriting and concept development for an independent film, video, audio or new media artwork;
- experimentation with media arts techniques;
- professional development in the media arts techniques;
- professional development in the media arts, including training, workshops, residencies, mentorships and internships, etc.
- production and completion of an independent media artwork.

VALUE OF GRANT

To apply as an emerging artist, you must either have completed basic training in media arts production or have an experienced mentor or creative team who has agreed to work with you on your project. Basic training can be formal (university or college studies) or informal (production courses, workshops, hands-on experience in media arts production, etc.). Grant amounts range from \$3,000 to \$16,000, in increments of \$1,000.

If you receive a grant for research on a project, you may apply later for the production of the same project. Grants for production projects are a one-time-only contribution towards the total cost of production and post-production.

If costs are high because the community where you live is extremely remote (fly-in, “north of 60”, etc.), you may apply for up to 15% more than the grant amounts listed above.

Aboriginal Peoples Music Program

SUMMARY

The Aboriginal Peoples Music Program supports activities that contribute to the career and artistic development of Aboriginal musicians, and to the continued vitality of Aboriginal music. Activities funded through this program develop professional skills of Aboriginal music artists; strengthen organizations dedicated to Aboriginal music; and support other activities that restore, preserve, invigorate and raise the profile of Aboriginal music and musicians.

This program has three components:

- Professional Development Project Grants;
- Community Presence and Preservation Project Grants;
- Single-Even Performance Travel Grants.

Please note that all activities previously eligible under the Aboriginal Peoples Music Program are still eligible for support through this revised program.

ELIGIBILITY CRITERIA

This program accepts applications from:

- Individual music artists;
- Music groups, bands or ensembles;
- Music or arts organizations or ad hoc groups dedicated to Aboriginal music.

Eligible individual applicants are professional Canadian Aboriginal musicians. This includes Métis, Inuit, Status and Non-Status First Nations people. Applicants must have completed their basic music training and be recognized as professionals by other artists working in the same tradition. They should demonstrate a commitment to the development of their musical craft and career (as shown by their ongoing career activity), and have a history of public performance of at least two years. Basic training may include academic training in post-secondary institutions, mentorships, private instruction, workshops and periods of independent study.

Music groups, bands or ensembles led by eligible individual applicants may also apply. They must be made up of professional artists, and they should have a professional performance history of at least two years.

Organizations must be led by Aboriginal people and have a music or arts focus, or have a significant history of activity in the arts, particularly music. Ad hoc groups that have come together for the purpose of a project focusing on Aboriginal music are also eligible.

First-time applicants must contact the Music Section Officer responsible for this program before applying to confirm their eligibility criteria allows them to apply for a grant, but it does not guarantee funding.

Eligible and Ineligible Genres of Music

The Canada Council for the Arts supports music made for artistic and cultural purposes. It values distinctive artistic voices and supports excellence in established traditions of music, as well as innovation, experimentation and creativity in new traditions of music. As a result, music that is created to conform to the current demands and format expectations of the mainstream music industry is generally not eligible for support. The Aboriginal Peoples Music Program is interested in music that has the expression of an Aboriginal worldview, either through musical form, language or lyrics, as a central feature. Projects whose sole focus is music that is outside of the Music Section's general principles for funding, such as mainstream rock, pop, R&B, rap, hip-hop, techno, new country and adult contemporary, may be considered ineligible. However, to maximize the impact of program funds, the Music Section will take the broadest possible view of eligibility. Potential applicants should contact the Program Officer to discuss the eligibility of their project.

VALUE OF GRANT

The maximum amount of grants offered under all components of this program is \$20,000. To be eligible for support, the expenses must relate directly to the project proposed. For Single-Event Performers Travel Grants requests submitted at a time other than the March 1 deadline date, the maximum amount of grants is \$2,500. Grant amounts vary according to the requests and the evaluation. Please note that applicants are not necessarily awarded the full amount they request. Retroactive funding is not available.

Grants to Aboriginal Writers Storytellers and Publishers

SUMMARY

The objectives of the Grants to Aboriginal Writers, Storytellers and Publishers program are to encourage the artistic development of established and emerging Aboriginal writers and storytellers, to encourage the development of Aboriginal publishers and collectives, and to help increase appreciation for Aboriginal literature in Canada. Aboriginal peoples include Status, Non-Status, Métis and Inuit people. Definitions of the established and emerging categories are provided in the Eligibility section.

ELIGIBILITY CRITERIA

- Applicants must be Canadian citizens or permanent residents of Canada.

Writers and Storytellers

- For this program, established writers who have had at least one book, but no more than two, published professionally. Writers who have had more than two books published professionally may not apply to the Creative Writing component but may apply to the Storytelling and Creative Writing in Aboriginal Languages Grants component. They may also apply to the Canada Council's Grants for Professional Writers program. Full-time students are not eligible to apply.

Publishers and Collectives

- For this program, publishers or collectives must be Aboriginal-controlled (Aboriginal people must constitute a majority of the leadership in the organization).
- More details regarding "Established and Emerging Publisher/Collectives" on the Canada Council website.

Other Eligible Criteria

Non-literary writing or publishing projects (e.g. Linguistic material, guides, manuals, scholarly books, cookbooks, self-help books, catalogues or reference material) are not eligible for support from this program. For projects involving the use of stories belonging to a particular individual, family or community, it is necessary to show that permission to tell/publish the stories has been granted. Where elders are involved, it is also important that a honourarium based upon the protocol of that community, is provided.

Collaborative projects are accepted under this program, and writers/storytellers may collaborate with professional artists from disciplines other than writing.

Individuals, publishers and collectives can apply to only one component of the program per competition, for support of one project only.

DESCRIPTION

Storytelling and Creative Writing in Aboriginal Languages Grants

The program offers four components:

- Aboriginal Emerging Writers Residencies;
- Storytelling and Creative Writing in Aboriginal languages Grants;
- Creative Writing Grants; and
- Publishing Grants.

Aboriginal Emerging Writers Residencies

This component encourages the artistic development of emerging Aboriginal writers and storytellers in a supportive, professional, artistic and cultural environment. Successful applicants will participate in a two-week intensive writing program at the Banff Centre, in Alberta. Under the leadership of an established Aboriginal writer, accepted writers will undertake a specific writing project while participating in a program designed to refresh and refine their own writing skills.

Consult the program summary, application guidelines and form for this component for a detailed description of the residencies and of the application procedures.

Storytelling and Creative Writing in Aboriginal Languages Grants

These grants provide support to Aboriginal writers; storytellers and collectives to work on oral or written literary projects that are in an Aboriginal language or are bilingual (translated into English or French). Eligible projects include storytelling, fiction, poetry, children's literature, legends/mythology or literary non-fiction. There are two categories for individuals: established and emerging.

Creative Writing Grants

Creative Writing Grants provide support to established and emerging Aboriginal writers and storytellers. Grants support creation, in English or French, of new projects in the field of fiction, poetry or creative non-fiction.

Publishing Grants

Publishing Grants provide support for Aboriginal publishers and collectives to publish Aboriginal literature. The program supports publishing projects in French, English, or Aboriginal languages. There are two categories for publishers/collectives: established and emerging. Support is available for the creation, production, distribution and marketing of the project only, which must be literary in content. Self-publishing projects (i.e. A writer wanting to publish his or her own book).

VALUE OF GRANT

Storytelling and Creative Writing in Aboriginal Languages Grants

For this component, there are three levels of support:

- Established writers/storytellers may apply for a maximum of \$10,000;
- Emerging writers/storytellers may apply for a maximum of \$5,000;
- Collectives may apply for a maximum of \$20,000

Creative Writing Grants

This component offers two levels of support:

- Established writers/storytellers may apply for a maximum of \$10,000;
- Emerging writers/storytellers may apply for a maximum of \$5,000.

Publishing Grants

This component offers the following levels of support:

- Emerging publishers/collectives may apply for a maximum of \$20,000;
- Established publishers/collectives may apply for a maximum of \$40,000.

Established Publishers/Collectives

Eligible costs include:

- Costs for professional development, including initiatives for marketing and distribution, editorial improvements, co-operative projects with other Aboriginal organizations, and research;
- Costs for projects focused on audience development, including author promotions, book fairs, festivals and readings specifically targeting the Aboriginal community;
- Costs related to other reasonable projects that are not eligible for support from other Canada Council for the Arts programs.

Emerging Publishers/Collectives

Eligible costs include:

- Costs for editing, translation, design and publication of literary material, including books, magazines, periodicals, CDs, DVDs, CD-ROMs, Internet and broadcast initiatives.

Developmental Support to Aboriginal Theatre Organizations

SUMMARY

This project assistance program provides developmental support to Aboriginal theatre organizations. Developmental support means contributions towards the costs of producing theatre works and contributions towards the costs associated with developing aboriginal theatre artists and organizations.

ELIGIBILITY CRITERIA

Aboriginal include Status, Non-Status, Métis and Inuit people. Artists/members must be Canadian citizens or permanent residents of Canada.

DESCRIPTION

This program has two components: one for established and the other for emerging companies.

Established: companies that have been in existence for five years or more of sustained activity.

Emerging: companies or groups have been in existence for less than five years of sustained activity and demonstrate a commitment to professional artistic practice according to the Canada Council for the Arts' definition:

- Specialized training in the field (not necessarily in academic institutions);
- Recognition as such by peers (artists working in the same artistic tradition);
- History of public presentation or publication;
- Commitment to devoting more time to artistic activity if financially feasible.

VALUE OF GRANT

Recommended levels of assistance will be from \$5,000 to \$20,000.

Aboriginal Traditional Art Forms Program

SUMMARY

This program supports Aboriginal artists (working individually or together), groups, collectives, cultural centers and other organizations to undertake activities that contribute to the knowledge, sharing, understanding and development of Aboriginal traditional art forms. Such activities include research, as well as preservation, creation, production and dissemination (sharing the knowledge) of Aboriginal peoples' traditional visual arts forms.

For this program, individual artists working with other artists are defined as individual applicants. The term "organization" is used in a general sense to include groups, collectives, cultural centres and other organizations.

The term "Aboriginal traditional visual arts forms" refers to activities by Aboriginal artists or Aboriginal organizations that are directed toward the research, preservation, creation, production, exhibition or dissemination, and documentation of objects within Aboriginal communities as well as the broader arts community. These activities involve high levels of technical knowledge and ability, and knowledge of materials and media.

Through their work, artists who practice Aboriginal traditional visual arts forms show their respect for and knowledge of the historical traditions and the development and context of their art form. They are committed to ensuring the survival of that knowledge for future generations.

Aboriginal artists and arts organizations can apply to this program or to any other Canada Council for the Arts program, if they meet the requirements in the program guidelines (including the eligibility criteria).

ELIGIBILITY CRITERIA

Who Can Apply to This Program?

This program is open only to Aboriginal people of Canada, which the Canada Council defines as Inuit, Métis, and Status and Non-Status people.

Individual Artists

Applicants must be Canadian citizens or have Permanent Resident status, as defined by Citizenship and Immigration Canada. To be eligible, artists must demonstrate a continuing commitment to their artistic practice, and have:

- Specialized training in the art form, through formal education, an apprenticeship or self-directed study; a commitment to devoting the majority of their time to artistic activity, if financially possible;
- Community/regional recognition as fully qualified artists in their art form.

Individual artists may apply for only one grant in any fiscal year (April 1 to March 31). The Canada Council for the Arts will also accept one request for a Travel Grant per fiscal year. Artists can receive a maximum of two Grants for Professional Artists from the Canada Council any 48-month period.

ORGANIZATIONS

Groups, collectives, cultural centres and other organizations applying to this program must be operated by Aboriginal people and must have the support and recognition of other arts service professionals and organizations.

WHAT TYPES OF ACTIVITIES DOES THIS PROGRAM SUPPORT?

This program has three components, and they support the following activities.

RESEARCH GRANTS

Under this component, Aboriginal artists and organizations can apply for financial support to research the techniques and materials used traditionally by Aboriginal peoples in the making and use of artworks. Research projects can include activities to prepare for the creation of artworks and activities to regain knowledge for the benefit of the Aboriginal community at large.

Creation/Production Grants

This component is open only to individual artists. It provides financial assistance for the creation and production of new and innovative works of Aboriginal traditional visual arts.

Dissemination Grants

Aboriginal artists and organizations may apply to this component. Aboriginal artists can receive financial assistance to teach their art form within their immediate community/region. Aboriginal organizations may apply for funding that will assist with the costs of producing documentation and publications about the history and contexts of Aboriginal traditional art forms. Such documentation can include catalogues, anthologies, brochures and booklets, as well as videotapes and CD-ROMs.

Funding is also available for organizing workshops, lecture series, conferences and round-tables that expand the knowledge and understanding of Aboriginal traditional visual arts forms.

What Art Forms Does This Program Fund?

All three program components support work that is driven by a desire to create, preserve or disseminate knowledge and understanding of Aboriginal traditional visual arts forms as a means of artistic expression. These art forms include basketry, appliqué, beadwork, birch bark biting, quillwork, button blankets, Salish and Raven's Tail weaving, Aboriginal pottery/clay techniques, wood-carving, and stone and bone carving. This may not be a complete list, and others will be considered equally.

What Activities Are Not Funded by This Program?

The following are not eligible for funding:

- Projects (or parts of projects) that have been completed already; studio and/or business set-up costs;
- Ongoing costs for previously operating studios and/or businesses;
- Costs of producing a line of commercial production items;
- Costs of copying or reproducing existing works;
- Commissioned projects;
- Student projects;
- Purchase of major equipment.

HOW MUCH ARE THE GRANTS WORTH?

Research Grants

Aboriginal artists and organizations may apply for a maximum of \$20,000. Grants can be used to cover travel, subsistence (maximum of \$2,000 a month), equipment rental, and transcription and translation costs. Organizations may also apply for honourarium fees and administration costs related to the project.

Creation/Production Grants

Aboriginal artists may apply for a maximum of \$20,000, which can be used to cover the costs of subsistence (maximum of \$2,000 a month), materials, equipment rental and travel.

Dissemination Grants

Individuals may apply for grants of \$4,000 to \$8,000. The grants are intended to cover honourarium fees, travel expenses, materials, teaching aids and equipment rental.

Organizations may apply for grants of \$3,000 to \$20,000. The grants are intended for publishing and translation costs as well as costs related to organizing workshops, lecture series and conferences and presenting exhibitions that contribute to the knowledge and understanding of Aboriginal traditional visual arts forms.

Canada Council for the Arts
P.O. Box 1047, 350 Albert Street
Ottawa, Ontario K1P 5V8
Toll-free: 1 800 263-5588
TTY: 613 565-5194
Email: info@canadacouncil.ca
Website: www.canadacouncil.ca

CESO Aboriginal Services

Canadian Executive Service Organization - CESO

SUMMARY

In 1969, CESO Aboriginal Services began offering the services of its Volunteer Advisers (VAs) to Canada's First Nations as they began to emerge into a new world of greater self-government and economic independence. Since then, CESO has worked alongside more than 40,000 Aboriginal client-partners--entrepreneurs, Band and Tribal Councils, Non-status, Métis and Inuit communities, and women's and youth groups from coast to coast.

ELIGIBILITY CRITERIA

Services are available to any Canadian Status or Non-Status Indian, Métis and Inuit individual or group.

DESCRIPTION

Our mission is to assist Aboriginal communities and businesses of Canada to achieve greater self-sufficiency and growth. Our objectives are to transfer skills and knowledge, to best utilize the experience and expertise of CESO Volunteer Advisers (VAs), to develop needed products and services, to accumulate and disseminate knowledge of best practices and to provide accessible and cost effective services.

How much do we cost?

Our work is affordable. You pay for costs such as the Adviser's travel, lodging and meals, workshop materials and a minimal administrative fee. Should you be unable to cover these costs, CESO will discuss cost-saving alternatives with you.

Alberta Contact:

Regional Manager
Princeton Place
Suite 610, 10339-124th Street
Edmonton, Alberta T5N 3W1
Phone: 780 421-4740
Toll-free: 1 800 763-6372
Fax: 780 429-3186
Email: alberta@ceso-saco.com
Website: www.ceso-saco.com

Community Economic Development Program

Indian and Northern Affairs Canada - INAC

SUMMARY

The Community Economic Development Program (CEDP) provides core financial support for First Nation and Inuit communities for public services in economic development through Community Economic Development Organizations (CEDOs). The financial support is intended for community economic development planning and capacity development initiatives, development of proposals, leveraging financial resources and carrying out economic development activities.

ELIGIBILITY CRITERIA

First Nation Councils, government of self-governing First Nation and Inuit communities, representative organizations of Inuit communities and other organizations mandated by the foregoing to carry out ongoing activities and projects on their behalf may apply.

DESCRIPTION

The CEDP is expected to lead to community economic benefits including more community employment, greater use of land and resources under community control, enhanced community infrastructure, more and larger community businesses, more business opportunities, and a better climate and environment for community economic development. Tribal councils, First Nations and Inuit communities can utilize their CEDOs to deliver the following services:

- Developing community economic strategic plans;
- Proposal development and leveraging of financial resources;
- Providing advisory services;
- Planning business or resource development projects;
- Providing contributions, repayable contributions or loans to community members for training, business or resource development projects;
- Holding equity positions in private or community enterprises;
- Providing job-related training and employment programs; and
- Managing financial and technical services.

The CEDO program is fully devolved to First Nations and Inuit through DIAND's regional offices.

Funding

Funding is determined annually by INAC.

Accountability

As a departmental funding requirement, all CEDOs are required to submit an annual Economic Development Report. This report outlines in a quantitative and qualitative manner the performance results achieved. As well, an Operational Plan is required at the beginning of each year which includes such things as:

- A brief description of the projects/activities to be carried out with the funding in the coming year, the expected results, and possible performance measures;
- A cost estimate for the projects/activities, and;
- A monthly cash flow forecast.

Alberta Contact:

Indian and Inuit Affairs, Indian and Northern Affairs Canada
Room 630, Canada Place, 9700 Jasper Avenue
Edmonton, Alberta T5J 4G2
Phone: 780 495-2773
Fax: 780 495-4088
Website: www.ainc-inac.gc.ca

First Nations Bank Micro Loan Program

Western Economic Diversification Canada - WD

SUMMARY

The First Nations Bank Micro Loan Program from Western Economic Diversification Canada (WD) and the First Nations Bank of Canada offer loans to help start or expand a business. The \$10-million program will enhance self-employment opportunities for Aboriginal peoples by supporting the ideas and skills of Aboriginal and non-Aboriginal entrepreneurs who lack the assets and capital required by traditional lenders.

ELIGIBILITY CRITERIA

The First Nations Bank Micro Loan Program is specifically designed to benefit people meeting the following criteria:

- Operating or about to operate in Western Canada; and
- Enrolled in or a graduate of the Self-Employment Benefits Program or similar entrepreneurial program; or
- Referred to First Nations Bank by Western Economic Diversification.

To be eligible, interested applicants must clearly show a commitment to starting or expanding a small business. This may involve demonstrating a significant time commitment to the start-up or management of the business and some financial stake in the prospective or existing business.

DESCRIPTION

What can the loans be used for?

The First Nations Bank Micro Loan Program provides access to loans for small business start-up or expansion in Western Canada. This may include activities such as:

- Getting your product or service ready for sale;
- Developing or enhancing your product or service;
- Marketing;
- Purchasing equipment or other assets.

What are the terms of the loans?

For qualified applicants, the loan terms are designed to be flexible to help you maintain adequate cash flow throughout the year. Individual loans are subject to the following terms:

- Up to five years for repayment;
- Loans can range to a maximum of \$25,000;
- Interest rates may be floating or fixed over the term of the loan;
- First Nations Bank makes the final decision on all loan approvals.

A feature of the micro loan program will see WD offer its in-house resources and extensive business network to help applicants fine-tune their business proposals and enhance their prospects of securing loan capital. All lending decisions will be made by the First Nations Bank.

How can my company apply?

If you or your company is eligible, or if you would like more information about this program, call Western Economic Diversification at 1-888-338-WEST (9378), or First Nations Bank at 1-888-454-3622.

Contact:

Fund Manager, Western Economic Diversification
Canada
P.O. Box 2025, Room 601, S.J. Cohen Building
119-4 Avenue South, Saskatoon, SK S7K 3S7
Phone: 306 975-4373
Toll-free: 1 888 338-WEST (9378)
Website: www.wd.gc.ca

David Ross, First Nations Bank of Canada
224 - 4th Avenue South
Saskatoon, Saskatchewan S7K 5M5
Phone: 306 955-3622
Toll-free: 1 888 454-3622
Email: firstnationsbank@quadrant.net
Website: www.firstnationsbank.com

First Nations Forestry Program

Indian and Northern Affairs Canada - INAC, Natural Resources Canada - NRCan

SUMMARY

The First Nations Forestry Program (FNFP) is jointly funded by Natural Resources Canada and Indian and Northern Affairs Canada and delivered in partnership with First Nations. The FNFP provides funding and support to improve the capacity of First Nations to develop and sustainably manage their forest resources and to participate in and benefit from forest-based development opportunities. The purpose of the program is to improve economic conditions in status First Nation communities with full consideration of the principles of sustainable forest management.

ELIGIBILITY CRITERIA

Eligible recipients are elected First Nations Bands and Tribal Councils, First Nations organizations, and other First Nations group or company involved in improving First Nations economic conditions and who can contribute to the objectives of the FNFP.

DESCRIPTION

The FNFP supports First Nations in their pursuit of economic self-sufficiency through various forest-related initiatives. The First Nations Forestry Program has four objectives:

- Enhance the capacity of First Nations to sustainably manage their forest lands.
- Enhance the capacity of First Nations to operate and participate in forest-based development opportunities and their benefits.
- Advance the knowledge of First Nations in sustainable forest management and forest-based development.
- Enhance the institutional capacity of First nations at the provincial and territorial level to support their participation in the forest-based economy.

All approved projects are implemented through formal contribution agreements between the Canadian Forest Service, Natural Resources Canada, and First Nations in all provinces and territories, except Nunavut.

How Do I Apply?

The First Nations Forestry Program is administered and managed by the National Management Committee. The management and delivery of the First Nation Forestry Program in each province and territory is the responsibility of provincial and territorial management committees. These committees are responsible for receiving and approving project proposals from Indian band councils and Tribal councils representing Indian bands, and First Nation organizations and other First Nation groups or companies involved in improving economic conditions in Status Indian communities.

If you are interested in submitting a project proposal and would like further details on eligibility, application guidelines, activities supported, or screening criteria, please contact the program representative for your province or territory, listed below. A listing of national projects that are either completed or currently in progress is also available. For more information, you may visit the Website at <http://cfs.nrcan.gc.ca/subsite/fnfp>.

Alberta Contact:

Lorne West, MBA/MF
Forestry Liaison Manager
Natural Resources Canada
5320 - 122 Street
Edmonton, Alberta T6H 3S5
Phone: 780 435-7279
Fax: 780 435-7356
Email: lwest@nrcan.gc.ca
Website: <http://cfs.nrcan.gc.ca/subsite/fnfp>

Growth Capital for Aboriginal Business - BDC

Business Development Bank of Canada - BDC

SUMMARY

BDC's specialized financing increases access to capital for Aboriginal entrepreneurs wanting to expand an existing business or start a new one, on or off a reserve in Canada. Under the GCAB program, you can obtain financing to a maximum amount of \$25,000 for start-ups and up to \$100,000 for existing businesses. If your business requires additional funds, BDC offers other financing options.

ELIGIBILITY CRITERIA

BDC's Aboriginal financing can provide support to businesses that:

- Have a commercially viable business proposal;
- Have an acceptable level of management expertise;
- Demonstrate financial commitment;
- Are willing to take part in a mentorship program;
- Operate on or off reserve in all areas of Canada.

DESCRIPTION

Loan Criteria

- Financing of up to \$100,000 for existing businesses and up to \$25,000 for start-ups.
- Interest rates and security requirements determined on a project-by-project basis;
- Payments of principal may be deferred for the first year, stepped and seasonal payments are available, where appropriate.

Business Management Support

- Support is available through a special alliance with CESO Aboriginal Services which includes ongoing mentoring and business management counseling for the first two years following loan approval.
- Costs for management support can be incorporated into a financing package.

Security

- Band Council Resolutions and other letters of support when the business is located on reserve land.
- Realty mortgages.
- Security agreements providing a charge on chattels.
- Personal or corporate guarantees.

Community Support

BDC will refund a portion of the interest paid on a loan to a community organization or the chosen borrower. It will be calculated at the rate of 0.5% of the average loan balance with a minimum amount of \$100 and paid annually after the first year of the loan. To qualify, the loan must be satisfactorily and be fully current.

Possibilities

- Finance fixed assets such as land, buildings, or new/used equipment;
- Purchase a production line or automate your current one;
- Boost sales by increasing support for inventory and receivables, or by reducing trade payables;
- Provide working capital needed for R&D, developing new markets and products;
- Finance development of e-commerce initiatives such as Internet sites, intranet, or extranet;
- Explore new export markets;
- Adopt quality management standards such as ISO certification and HACCP.

For more information and Alberta locations, visit BDC's website at www.bdc.ca

National:

Head Office, Business Development
Bank of Canada
Suite 300, 5 Place Ville Marie
Montréal, Québec H3B 5E7
Toll-free: 1 877 BDC-BANX (1 877
232-2269)
Fax: 1 877 329-9232
Email: info-bdc@bdc.ca

Edmonton
First Edmonton Place
200 - 10665 Jasper Avenue
Edmonton, Alberta
T5J 3S9
Phone: 780 495-2277
Fax: 780 495-6616

Calgary
110 Barclay Centre
444 - 7th Avenue SW
Suite 110
Calgary, Alberta
T2P 0X8
Phone: 403 292-5000
Fax: 403 292-6616

Indian Business Corporation

SUMMARY

The Indian Business Corporation provides direct and indirect financing for Alberta Indian entrepreneurs, farmers, ranchers and agri-entrepreneurs.

ELIGIBILITY CRITERIA

Alberta Treaty individuals or groups are eligible.

DESCRIPTION

- Loan services
- Financial brokerage

Financing provided for viable traditional and agri-business ventures. Financing to be used for:

- Equipment
- Land & improvements (off reserve)
- Purchase of live stock

Contact:

Rob Rollingson, General Manager
Indian Business Corporation
Unit 56, 2333 18 Avenue NE
Calgary, Alberta T2E 8T6
Phone: 403 291-5151
Toll-free: 1 800 387-4813
Fax: 403 291-0953
Email: rob@indianbc.ca
Website: www.indianbc.ca

Indigenous Peoples Partnership Program - CIDA

Canadian International Development Agency - CIDA

SUMMARY

The Indigenous Peoples Partnership Program (IPPP), funded through the Americas Branch of the Canadian International Development Agency (CIDA) has been established to provide a dedicated instrument for Indigenous organizations (IOs) in Latin America and the Caribbean (LAC) to form partnerships with Canadian Aboriginal Organizations. Partnerships are a means of contributing to improved well-being of Indigenous peoples (IPs) in the LAC region through projects that enhance the capacity of local organizations and communities to become self-sufficient. They also have an intrinsic value for social, cultural, and Indigenous knowledge exchanges that take place and for the friendships that are formed.

As a pilot project, the IPPP also seeks to increase the involvement of Canadian Aboriginal organizations in the delivery of development assistance. In addition to their role in partnerships with LAC IOs, they will be involved in the implementation of the program through the IPPP Project Review Committee and semi-annual roundtable discussions. The pilot project also provides an opportunity for learning and capturing knowledge that can be integrated into the program.

The IPPP is one of several channels within CIDA for assistance to IOs. Programming can also be carried out through bilateral country programs and through Canadian Partnership Branch's Youth Internship Program, Voluntary Sector Program, Industrial Cooperation Program and Institutional Cooperation Program. It is hoped the IPPP will serve as a catalyst for greater support of Indigenous peoples in the Americas through other CIDA programs.

ELIGIBILITY CRITERIA

Country eligibility

The IPPP is open to projects in all countries eligible for Official Development Assistance (ODA) in LAC, except Mexico, which is eligible only for regional projects involving other eligible countries in LAC.

Proposals will first be assessed on their developmental merit. The location of the project will be a secondary consideration. The guidelines below will assist the IPPP Project Review Committee to balance programming among eligible countries.

- Proposals for projects in countries with large Indigenous populations (namely Guatemala, Ecuador, Bolivia and Peru) will be prioritized.
- Proposals for projects in other countries will be assessed according to CIDA's strategy for programming and geographic concentration in the Americas.
- Proposals for projects from vulnerable Indigenous populations will also be given special consideration.

Partner eligibility and partnerships

Canadian lead partner

The Canadian lead partner must:

- be Aboriginal-controlled;
- be truly representative of Aboriginal groups;
- be legally established in Canada as a non-profit, charitable, community-based, or for-profit corporate entity and/or it must have a legal capacity to enter into valid and enforceable contractual agreements, have a place of business in Canada; and

- have significant experience in Canada or abroad, in the area or sector related to the proposed project.

First-time applicants to CIDA will need to have their eligibility for funding approved. This can be done either in advance or when they submit their first proposal. It is generally required to submit the following:

- proof of incorporation;
- constitution and by-laws;
- a letter designating the entity's signing officer(s); and
- financial statements from the past two years if the project is over \$200,000.

Latin American or Caribbean lead partner

The LAC partner or partners must:

- be established or registered in one or more eligible countries;
- have the institutional capacity to deliver the proposed project;
- be an Indigenous-controlled entity; and
- be community or stakeholder driven and/or have the strong support of its community.

In countries or regions that are almost exclusively Indigenous, the issue of specific Indigenous control may not be applicable. In such cases, the guiding criteria will be the extent to which the organization represents the Indigenous population.

Secondary Non-Aboriginal Canadian or Non-Indigenous LAC Partner

The secondary non-Aboriginal Canadian or non-Indigenous LAC partners must:

- have a clearly defined and limited role in providing support to the primary Aboriginal or Indigenous partner; and
- be able to make a substantive contribution to the project through, for instance, complementary knowledge or experience gained through past collaboration, technical or administrative expertise, experience in international development, or contacts in LAC.

The secondary non-Aboriginal Canadian partner may accept responsibility and accountability for the IPPP funds, in the case of a non-incorporated Canadian Aboriginal primary partner, but must not take the project lead.

Other partners

For certain types of projects, multi-stakeholder approaches may be very effective. Partners from other sectors, industry, government, or non-governmental organizations (NGOs), with clearly defined roles can both enhance the project's activities and extend its results. It can provide a means of increasing awareness and influence the policies and activities of the other partners.

DESCRIPTION

The overall goal of the IPPP is to contribute to sustainable development and poverty reduction for Indigenous People in LAC:

- Build the capacity of LAC IOs by ensuring local ownership and leadership of the development process by Indigenous people;
- Promote the exchange of Canadian Aboriginal experience, knowledge, and expertise with LAC IOs;
- Facilitate the development of mutually beneficial partnerships between Canadian Aboriginal organizations and LAC IOs and communities;

- Contribute to an increased international role for Canadian Aboriginal organizations in the development of Indigenous people through a responsive and flexible mechanism; and
- Improve the social and economic well-being of Indigenous communities in LAC.

FINANCIAL PARAMETERS

The maximum IPPP contribution will normally be \$100,000 per project. Larger projects may be considered on an exceptional basis for particularly strategic or high impact projects. All partners must contribute to the cost of the project either with their own funds or with in-kind contributions.

SUBMITTING THE PROPOSAL

The lead partner agency should submit proposals to CIDA in either English or French. Annexes or supporting documentation from partners in LAC may be presented in Spanish or Portuguese.

Project proposals must be co-signed or co-submitted by both the Canadian and LAC partners. Faxed or scanned signatures of partners are acceptable.

Proposals can be submitted in electronic or hard copy format. Electronic submissions are encouraged and should be sent to PPPA_IPPP@acdi-cida.gc.ca. Acceptable electronic formats are Microsoft Word, .pdf, .rtf, Corel WordPerfect, and Lotus Wordpro. Proposals may also be sent by Fax to 819 953-6088. Proponents will receive a confirmation of receipt.

Hard copies of the proposal should be addressed to:

National Contact:

IPPP Manager
 c/o Inter-American Program (BMI)
 Americas Branch, CIDA
 200 Promenade du Portage
 Gatineau, Québec K1A 0G4
 CANADA

Any Questions? Please address all questions to:

PPPA_IPPP@acdi-cida.gc.ca, or
 to the address indicated above, or
 to Fax number: 819 953-6088

Procurement Strategy for Aboriginal Business

Indian and Northern Affairs Canada - INAC

SUMMARY

The government launched the Procurement Strategy for Aboriginal Business (PSAB) to help Aboriginal firms do more contracting with all the federal departments and agencies.

ELIGIBILITY CRITERIA

The Procurement Strategy for Aboriginal Business (PSAB) is open to all Aboriginal businesses. A business can include: a sole proprietorship; a limited company; a cooperative; a partnership or a non-profit organization.

What are the criteria for eligibility?

To be considered an Aboriginal business, a firm must meet the following criteria:

- at least 51% of the firm is owned and controlled by Aboriginal people, and
- at least one third of the firm's employees, if it has six or more full-time staff, must be Aboriginal.

If a firm is starting a joint venture or consortium, it must meet the following criteria:

- at least 51% of the joint venture or consortium must be controlled and owned by an Aboriginal business or businesses, as defined above.

When a firm bids for a contract under the PSAB, it must certify that it meets the above criteria, and it must provide proof of eligibility upon request. The Department of Indian Affairs and Northern Development (DIAND) exercise the right to audit Aboriginal supplier certifications.

DESCRIPTION

How does it work?

Setting aside contracts for Aboriginal firms--reserving all contracts that serve a primarily Aboriginal population and that are worth more than \$5 000 for competition among qualified Aboriginal businesses. Federal buyers are encouraged to set aside other contracts for competition among Aboriginal businesses whenever practical.

Joint venturing--encouraging Aboriginal firms to create joint ventures with other Aboriginal or non-Aboriginal firms in bidding for and executing government contracts.

Sub-contracting--whenever contractors need assistance to fulfill a government requirement, the government is encouraging them to sub-contract to Aboriginal businesses, as long as the prime contract is not subject to the North American Free Trade Agreement or the World Trade Organization Agreement on Government Procurement.

Getting the word out--the government is making sure that Aboriginal businesses and federal public servants are aware of this strategy. Across the country, Aboriginal businesses are being told about federal procurement opportunities and contracting procedures. Federal public servants are being informed about the initiative and about Aboriginal suppliers: who they are, where they can be found, and the goods and services they provide.

How do you get started?

If you haven't already done so, the first step is to register your business on the Aboriginal Business Directory (ABD). The ABD is a valuable tool for government purchasers and other interested parties who are looking for Aboriginal businesses that can supply the goods and services they need. Registering a company on the ABD will increase the company's visibility, but does not guarantee that a government contracts will be awarded. For more information on the ABD, please contact the toll free Helpdesk at 1-800-328-6189, for all other information please contact 1-800 400-7677, Fax 819 997-9006 or Email at asi@inac.gc.ca

To register on the ABD, please visit www.ic.gc.ca/app/ccc/sld/cmpny.do?tag=248&profileId=381&lang=eng. If you need more information or assistance, contact your local DIAND office or visit the Indian and Northern Affairs Canada website at www.ainc-inac.gc.ca

*Note: "non-profit" also known as nonprofit organizations, non profit organizations, not-for-profit organizations, voluntary organizations and volunteer organizations.

Alberta Contact:

Indian and Inuit Affairs
Indian and Northern Affairs Canada
Room 630, Canada Place, 9700 Jasper Avenue
Edmonton, Alberta T5J 4G2
Phone: 780 495-2773
Fax: 780 495-4088

Set-Aside Program for Aboriginal Business

Public Works and Government Services Canada - PWGSC

SUMMARY

The government recognizes that Aboriginal business is under-represented when it comes to bidding for and winning government contracts. The hope is to change that by making it easier for the government and Aboriginal firms to do business with each other while still meeting the principles of fairness, openness and best value for the Canadian public. In accordance with the Procurement Strategy for Aboriginal Business (PSAB) and the Set-Aside Program for Aboriginal Business (SPAB), contract requirements (\$5,000 and over) designated by client departments as set aside will be restricted to qualified Aboriginal businesses.

ELIGIBILITY CRITERIA

An Aboriginal business, which can be: a band as defined by the Indian Act; a sole proprietorship; a limited company; a co-operative; a partnership; a not-for-profit organization*.

* Also known as **nonprofit, non-profit, voluntary** and **volunteer** organizations.

Aboriginal persons must have at least 51% ownership and control in the business.

Also eligible is a joint venture consisting of two or more Aboriginal businesses or an Aboriginal business and a non-Aboriginal business(es), provided that the Aboriginal business(es) has at least 51% ownership and control of the joint venture. When an Aboriginal business has six or more full-time employees at the date of submitting the bid, at least 33% of them must be Aboriginal persons, and this ratio must be maintained throughout the duration of the contract. The bidder must certify in its submitted bid that it is an Aboriginal business or a joint venture constituted as described below.

DESCRIPTION

What are the other requirements attached to bidders in the Set-Aside Program for Aboriginal Business?

In respect of a contract, (goods, service or construction), on which a bidder is making a proposal which involves subcontracting, the bidder must certify in its bid that at least 33% of the value of the work performed under the contract will be performed by an Aboriginal business. Value of the work performed is considered to be the total value of the contract less any materials directly purchased by the contractor for the performance of the contract. Therefore, the bidder must notify and, where applicable, bind the subcontractor in writing with respect to the requirements that the Aboriginal Set-Aside Program (the Program) may impose on the subcontractor or subcontractors.

The bidder's contract with a subcontractor must also, where applicable, include a provision in which the subcontractor agrees to provide the bidder with information, substantiating its compliance with the Program, and authorize the bidder to have an audit performed by Canada to examine the subcontractor's records to verify the information provided. Failure by the bidder to exact or enforce such a provision will be deemed to be a breach of contract and subject to the civil consequences referred to in this document.

As part of its bid, the bidder must complete the Certification of Requirements for the Set-Aside Program for Aboriginal Business (certification) and must sign the certification that is part of its bid or may obtain it at www.ainc-inac.gc.ca/ecd/ab/psa/bts/wbg/md1/frm-eng.asp, stating that it:

- i) meets the requirements for the Program and will continue to do so throughout the duration of the contract;
- ii) will, upon request, provide evidence that it meets the eligibility criteria;
- iii) is willing to be audited regarding the certification; and
- iv) acknowledges that if it is found NOT to meet the eligibility criteria, the bidder shall be subject to one or more of the civil consequences set out in the certification and the contract.

Additional Information

For more information, you may visit the PWGSC Website at www.pwgsc.gc.ca

Alberta Contact:

Set-Aside Program for Aboriginal Business
Office of Small and Medium Enterprises
10025 Jasper Avenue, 5th Floor, Telus Plaza North
Edmonton, Alberta T5J 1S6
Phone: 780 497-3693
Fax: 780 497-3506
Email: osme-wst@pwgsc.gc.ca
Website: www.pwgsc.gc.ca

Settlement Investment Corporation

Indian and Northern Affairs Canada, Aboriginal Capital Corporations

SUMMARY

The Settlement Investment Corporation provides business loans and advisory services to residents of the eight Métis settlements in Northern Alberta.

ELIGIBILITY CRITERIA

You must be a resident of a Métis Settlement to apply.

DESCRIPTION

- Provide both business loans (max \$150,000) and agriculture loans (max \$75,000).
- Business Development Division

Alberta Contact:

Wayne Gray, General Manager
104, 10335 172 Street
Edmonton, Alberta T5S 1K9
Phone: 780 488-5656
Toll-free: 1 800-661-9902
Fax: 780 488-5811
Email: wayneg@settlementinvestcorp.com
Website: www.settlementinvestcorp.com

Treaty Seven Economic Development Corporation

Western Economic Diversification Canada - WD

SUMMARY

The Treaty Seven Economic Development Corporation assists economic development for Treaty Seven Members through a self-sustaining organization.

ELIGIBILITY CRITERIA (Loan Fund)

- Business loans must be 51% owned by a Treaty 7 member.
- Agricultural loans are not provided.
- Loans up to \$ 25,000 for asset purchase (business), equity and joint venture.
- Band Council Resolution is required.
- Viable business plan is required.
- 25% equity required depending on amount of loan.

DESCRIPTION

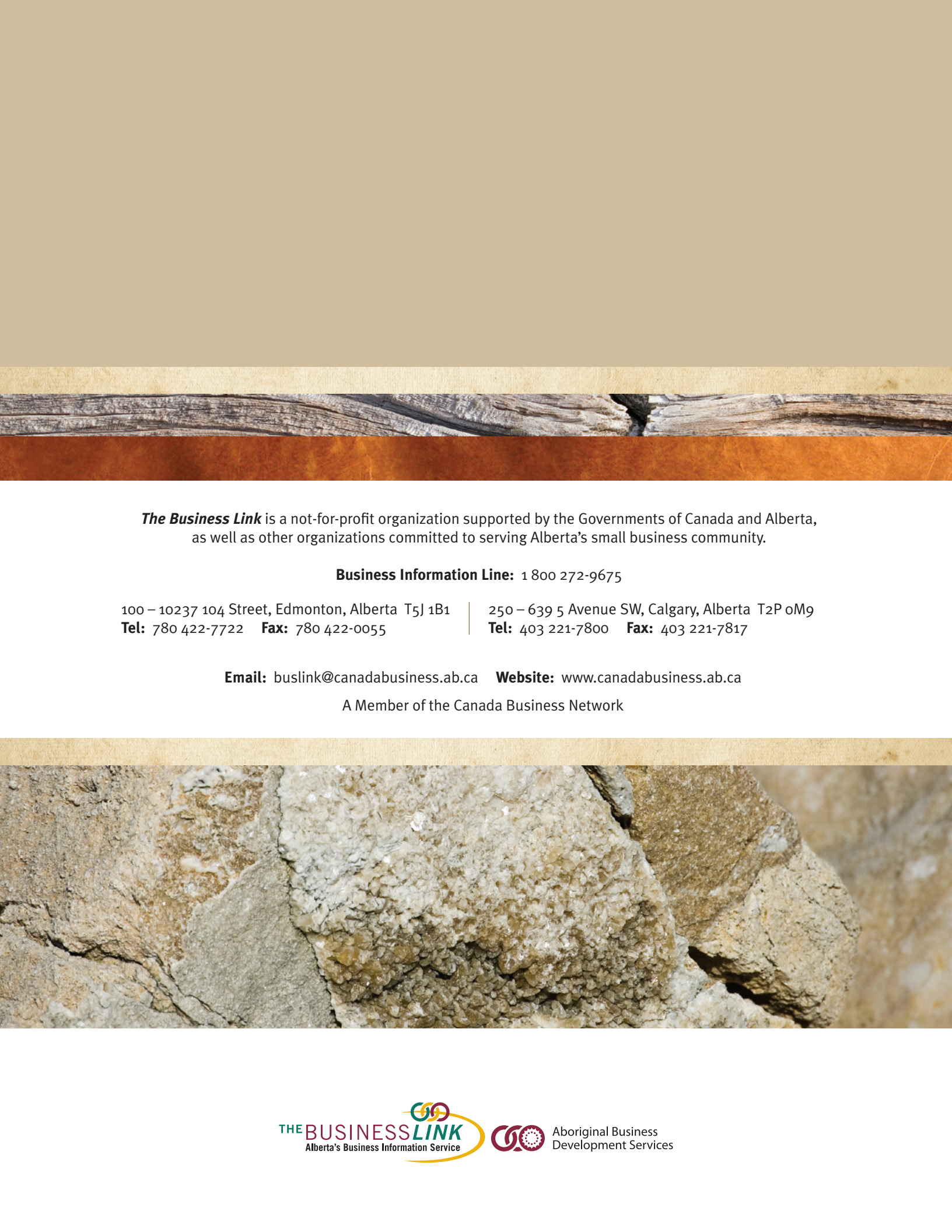
- Loans for First Nations Businesses, persons with disabilities, and young entrepreneurs
- Review of Business Plans

- Small Business Workshops
- Business Counseling
- Joint Venture Negotiation services
- Mediation and Dispute Resolution services
- Credit searches, Corporate searches, Notaries services, Commissioner of Oaths, Incorporation services

Additional information can be obtained at the Treaty Seven Economic Development Corporation website at www.t7edc.com

Contact:

Hank Shade, General Manager
Treaty Seven Economic Development Corporation
Suite 300, 6011 - 1A Street S.W.
Calgary, Alberta T2H 0G5
Phone: 403 251-9242
Toll-free: 1 800 691-6078
Fax: 403 251-9750
Email: info@t7edc.com



The Business Link is a not-for-profit organization supported by the Governments of Canada and Alberta, as well as other organizations committed to serving Alberta's small business community.

Business Information Line: 1 800 272-9675

100 – 10237 104 Street, Edmonton, Alberta T5J 1B1
Tel: 780 422-7722 **Fax:** 780 422-0055

250 – 639 5 Avenue SW, Calgary, Alberta T2P 0M9
Tel: 403 221-7800 **Fax:** 403 221-7817

Email: buslink@canadabusiness.ab.ca **Website:** www.canadabusiness.ab.ca

A Member of the Canada Business Network