



# BUSINESS EQUITY FUND (BEF)

In a special agreement with “Aboriginal Affairs and Northern Development Canada” and the “National Aboriginal Capital Corporation Association” All Nations Trust Company is recognized as an “External Delivery Organization” for the Business Equity Fund (BEF). Also known as Aboriginal Business Canada (ABC).

[www.aadnc-aandc.gc.ca](http://www.aadnc-aandc.gc.ca)

## Eligible Applicants

To be eligible for support, an applicant must be a Canadian Aboriginal individual or a Canadian corporation, partnership, association or other legal entity that is majority-owned and controlled by Canadian Aboriginal people. Cases where Aboriginal communities have a minority interest in a partnership or joint venture can be supported. In these situations, eligible costs will be prorated based on the level of Aboriginal ownership and control in the venture. Any agreement to support the venture must be with the Aboriginal proponent.

A Canadian Aboriginal individual is a person who is one of the following:

- Status Indian
- Non - Status Indian
- Inuk
- Métis

Aboriginal entrepreneurs and communities that are proposing to establish a business, acquire a business or expand existing business, are eligible for support under the program.

If you are eligible to access (BEF) funding, your first step is to submit an application and a business plan. Applicants must demonstrate that they can contribute a minimum 10% cash equity. In addition to the cash equity requirements, we will also take the following into consideration:

- Related Work Experience/Education
- Market
- Credit History
- Ability to access commercial financing

## The following business activities are in-eligible for support:

- direct alcohol production, marketing, distribution or sales
- tobacco production, marketing, distribution or sales
- games of chance operations, casinos, bingo halls, small scale gaming operations, etc. sexually exploitive, materials, services, products, marketing, distribution and sales, including any web-based activities
- pawn shops, cheque cashers, finance companies and others, making small, short- term high interest rate loans that go by a variety of names: payday loans, cash advance loans cheque advance loans, post-dated cheque loans or deferred deposit cheque loans
- passive investments (real estate acquisition or development) or any other activity where the applicant is not involved full time in daily business operations
- replacement of assets, and
- refinancing existing debt

Once the application and business plan are submitted and it appears to be a viable business, the project is reviewed by a screening committee who makes a decision to approve or decline funding for the project.

## Eligible Project Costs

Eligible costs, include capital costs, costs of related infrastructure development, costs of shares and assets, some operating costs (limited to 3 months for ongoing costs), marketing costs, costs associated with business innovation/growth, costs of engaging consultants and other qualified professionals, and initial inventory purchases.

**1. Business Support:** You can prepare your own business plan or get an experienced business person to assist you. BEF program provides grants up to 75% for business support costs such as:

- Business plans
- Feasibility studies
- Business valuations
- Legal expense
- Accounting advise
- Modernization plans
- Environmental and archeological assessments
- and other related business support services

The applicant must be able to contribute a minimum of 25% of their own cash equity towards business planning costs. If accessing BEF funds for a business plan or other consulting cost, you must provide at least three quotes from “arms-length” consultants if costs exceeds \$25,000. Once the business plan is complete, it is reviewed and assessed for business viability. If the business has merit BEF can assist with your start-up costs, marketing and operation support.

**2. Capital Costs:** Capital costs can be supported up to a maximum of 40% of the project costs and are pro-rated based on Aboriginal ownership. A minimum of 50% of project costs must be commercially financed. Commercial financing includes Aboriginal Financial Institutions, commercial banks, credit unions Government funding agencies, Trusts and Community Futures. Other registered financial organizations may be considered.

**Maximum contribution for individual owned businesses is \$99,000. Maximum contribution for Band and Community owned businesses is \$250,000.**

**Commercial loans can be obtained from  
All Nations Trust Company**

**3. Marketing Costs:** If you have stand-alone marketing/advertising costs that will expand your market reach, BEF can assist **up to 60%** of your costs. Applicants must contribute a minimum of 40%.

**\*\*Any costs for which you have made a legal commitment or have been incurred prior to project approval will not be eligible for support\*\***

## **BEFORE YOU APPLY**

Before you submit an application for financing, be sure that you are ready to do so. The best way to make sure you are ready is to phone and speak to one of our Business Development Officers or better yet make an appointment to meet in person. We will gladly meet with you in our office, or during one of our community visits if you are not located near our office.

To book an appointment please phone: 778-471-4110 or email [shelliea@antco.bc.ca](mailto:shelliea@antco.bc.ca)