

BUSINESS SUPPORT RESOURCE INVENTORY

*Helping businesses find the right
support for their needs*

Updated August 2022



BREOC
Battle River Economic
Opportunities Committee



Introduction

The Battle River Economic Opportunities Committee (BREOC) recognizes that amidst the current economic realities, our business community has a variety of needs that require support. However, when searching for supports, it can be difficult for business owners to navigate the complex system that is the private sector support network of Canada, due to the large amounts of supports available. You may be asking, “What is the right fit for me?”, or “How do I access a specific support?”. This is why the BRICs are here to help! Using this resource guide, our team at the BRICs can assist you in:

1. Finding the support that can assist you in fulfilling your specific need
2. Providing a referral to the appropriate individual that can help you
3. Assisting you along your journey should you need multiple supports

BREOC is working to ensure that our business community has access to quality information pertaining to these supports, and we are committed to doing our part in continuing to support the business community going forward. Many supports are available within Canada, Alberta, and the region, however, BREOC also has several programs that are ready to support businesses now. This document contains a complete inventory of supports within the BREOC Region, Alberta, and Canada.

For your reference, this resource guide is broken into two distinct sections:

1. BREOC Driven Supports
2. External Business Supports

Disclaimer:

The private sector support network within Canada is continually evolving. Every year, government programs change at the provincial and federal level, while other private supports can shift and adapt even more quickly. That being said, BREOC has done its best to determine and update the inventory with the most accurate supports at a point in time with an understanding that they will change.



BREOC Driven Supports

BREOC has a suite of programs and services ready to help support you and your business. They are explained further below.

Business Supports Program

The BSP has been created to provide timely and tailored service to businesses in whatever area of support they require. Through a network of resources and professionals, BREOC has been able to assist businesses through accurately assessing their needs and referring them to a professional that can assist in the implementation of a specific strategy. Funding up to \$5,000 is available to business who qualify and meet the requirements of the program. Access up to \$5,000 (20% matching) and receive professional business supports.

Social Enterprise Support Program

The Social Enterprise Support Program is a targeted program that focuses on supporting social enterprises in the region to increase the socio-economic impacts of organizations and initiatives. Similar to the structure of the Business Support Program, this program seeks to support non-profits in their effort to provide a social benefit to the region while generating revenue for their organization.

Succession Readiness Program

All too often, businesses close their doors rather than successfully selling or transferring business ownership in some way. The vitality of rural economies often relies on the retention of these businesses; therefore, this program seeks to prepare businesses for the realities of succession and support them in successfully succeeding their business. This program offers education on succession, funding for necessary supports to increase succession readiness, and provides a network for investors to interact with buyers.

Business Seminar Series

The Business Seminar Series is a group-based capacity building effort conducted to assist owners, managers, and key staff of local enterprises in increasing capacities to better plan, manage and operate their enterprises. Come to visit, experience, learn, and improve yourself and your business!

Thought Exchange Program

An effective way to develop as a business owner is to gain insight and grow relationships with other business owners. For this reason, the BRICs will be running a program that brings together business owners within the region for the purpose of helping each other and helping the region. Be an innovative leader in our business community!

Business Start-Up Supports

BREOC offers start-up supports that include group-based workshops and tools created for the purpose of learning more about becoming an entrepreneur, the building blocks of business planning, and how to model a business. The BRICs assist in the initial stages of becoming an entrepreneur before referring you to the organizations who can help you further.

Inbound Investment

In an effort to increase the number of businesses and investors interested in the BREOC region, BREOC and the BRICs have in place a strategy driving promotions and programs targeted towards potential visitors.

If you are interested in any of these programs, please contact the BRIC Centres!

Forestburg - BRIC Centre
Carly Wilkes
587 - 844 - 2111
cwilkes@breoc.com

Castor - BRIC Centre
Amanda Simpson
587 - 854 - 3233
asimpson@breoc.com



External Business Supports

The private sector development supports within Canada are vast and rapidly changing. In an effort to arrange them they are organized by the four main stages of the business lifecycle which for the purpose of this document are 1) Pre-Launch, 2) Launch, 3) Business Growth, and 4) Business Exit.

Business within these stages all have different needs and characteristics, and are therefore, supported by different organizations, services, and programs. To identify the programs that will best support you and your business, it is important to first identify the stage that your business is in currently.

Pre-Launch

Businesses in the pre-launch stage are those that are in the midst of identifying or focusing on their opportunity and/or preparing the required resources necessary for launching their business. They may have a specific idea or group of ideas and are looking to home in on the “how’s” and “what’s” of launching their business.

Businesses in this stage are looking for supports such as, but not limited to:

- Opportunity Identification
- Market Research Analysis
- Business Modelling
- Business Planning
- Training and Professional Support in Operations, Marketing, Finances, and/or Human Resource Management
- Financing – Loans, Grants, and Investors
- Business Incubators

Launch

Businesses in the launch stage are those that have finished developing their product and/or service and are ready to start marketing and selling it to their target market. During this stage, the business will become a legal business entity and being operating. This stage involves adjusting products and services according to the initial feedback from customers and market demand. Therefore, the business model and the processes are flexible to ensure that it meets customers’ expectations and maximizes profitability.

Businesses in this stage are looking for supports such as, but not limited to:

- Networking Groups and Supports
- Business Development Training/Supports
- Procurement Supports
- Business Modelling Supports
- Business Planning Supports

- Training and Professional Support in Operations, Marketing, Finances, and/or Human Resource Management
- Financing – Loans, Grants, and Investors
- Legal Support
- Business Accelerators

Business Growth

In the growth stage, business is beginning to see profit and positive cash flow. They may use this as leverage to scale up operations, marketing efforts, and/or human resources, or they may be content with saving the cash that they are earn.

Businesses in this stage are looking for supports such as, but not limited to:

- Financing - Loans, Grants, Venture Capital
- Commercialization of Technology
- Operations Scaling and Process Management
- Mergers and Acquisitions Supports
- Business Owner/Manager Training
- Staff Training
- Training and Professional Support in Operations, Marketing, Finances, and/or Human Resource Management
- Networking Groups and Supports
- Business Development Training/Supports

Business Exit

Exiting a business is a stage that is not considered by many owners; however, it is a reality that all businesses must go through no matter their product, service, or model. Some examples of business exit are succeeding the business, selling the business, or closing the doors.

Businesses in this stage are looking for supports such as, but not limited to:





- Succession Planning
- Succession Readiness Training and Supports
- Professional Services – Legal, Accounting, and Consulting
- Succession Matching – Finding a buyer or investor

External Business Supports at a Glance

In an effort to provide a visual of all the supports available in the region in the four business lifecycle stages described above, two tables were created displaying the capacities of all mapped organizations and programs. They were organized in the following tables.

- 1. Local Supports
- 2. Online Supports

Symbols were used to describe the nature of services offered which are described below.

-  Financing
-  Business and Market Research
-  Capacity Building
-  Business Strategy and Planning
-  Succession Planning
-  Business Sale

Local Supports at a Glance

Organization	Pre-Launch	Launch	Growth	Exit
Alberta Treasury Branches (ATB)	\$	\$	\$	
Agricultural Financial Services Corporation	\$	\$	\$	
Bank of Montreal	\$	\$	\$	
Business Link				
Community Futures	\$	\$	\$	
Flagstaff County Economic Development				
Flagstaff Crafted				
Paintearth Community Adult Learning Council				
Paintearth Economic Partnership Society				
Vision Credit Union	\$	\$	\$	

Online Supports at a Glance

Organization	Pre-Launch	Launch	Growth	Exit
A100+ (A100 Alberta)	\$ 			
Aboriginal Business and Entrepreneur Development	  			
Alberta Enterprise Corporation			\$	
Alberta Family Business Institute				   
Alberta Innovates		\$  	\$  	
Alberta Women Entrepreneurs (AWE)	\$   			
BizPal (Website - Information Only)				
Business Development Bank of Canada	\$ 			
Canada Alberta Job Grant				
Canada Small Business Financing		\$		
Conseil de Development Economique	  			
East Central Alberta Regional Innovation Network (ECARIN)	 			
Export Development Canada		\$		 
Farm Credit Canada			\$	
FinDev Canada		\$  		
Futurpreneur	  			
Industry Research Assistance Program (IRAP - GoC)	 			
MNP Self Employment Program	  			
Rise - Small Business Lending		\$ 		
Startup Canada	  	  		
Succession Matching				  
Venture for Canada				
Venture Capital Association of Alberta			\$	

Organization Descriptions

The below appendix provides a short description on each organization listed above to increase understanding of what supports may be received by you, the client.

Local Supports

Alberta Treasury Branches (ATB)

ATB Financial is a financial institution and Crown corporation wholly owned by the province of Alberta providing retail and business financial services.

Contact Person: Please Contact Your Local ATB

Phone Number: 780-582-3745 (Forestburg), 403-882-3110 (Castor)

Email:

Locations: Forestburg, Castor

Agricultural Financial Services Corporation

For over 80 years, Agriculture Financial Services Corporation has provided Alberta farmers with crop insurance, livestock price insurance, farm loans, commercial loans, and farm income disaster assistance.

Contact Person: Please Contact Your Local AFSC

Phone Number: 780-679-1739 (Camrose), 403-740-4200 (Stettler), 780-384-3880 (Sedgewick)

Email: info@afsc.ca

Locations: Camrose, Stettler, Sedgewick

Bank of Montreal

BMO provide personal and commercial banking, wealth management and investment services to more than 12 million customers.

Contact Person: Christine Norman

Phone Number: 780-582-3558 (Branch Number), 780-582-5172 (Branch Manager)

Email: christine.norman@bmo.com

Locations: Forestburg

Business Link

Our team of experts are here to provide clarity and confidence as you start and run your business. Reach out today and get the help you need.

Contact Person: Dale Schaub
Phone Number: 780-427-0563
Email: dale@businesslink.ca
Locations: Edmonton

Community Futures

For the last 30 years, CF has helped local people launch, grow, and scale their businesses. Whether you're looking for funding to open a new location, business coaching to explore an idea you have, or an exit strategy to sell your successful business, they have the tools and experience to help you achieve your goals.

Contact Person: Louise Jones (East Central), Kate Gislason (East Parkland)
Phone Number: 780-608-7875 (East Central), 403-788-2215 (East Parkland)
Email: louise@cfeastcentral.ca (East Central), kgislason@albertacf.com (East Parkland)
Locations: Viking, Mirror

Flagstaff County Economic Development

Flagstaff County Economic Development focuses on regional priorities and tactics to stabilize the population with investment attraction, business retention, entrepreneurship, and signature tourism development.

Contact Person: Jenalee Waring
Phone Number: 780-384-4121
Email: jwaring@flagstaff.ab.ca
Locations: Sedgewick

Flagstaff Crafted

Launched in 2019, Flagstaff Crafted helps entrepreneurs tell their stories, grow their customer base, and connect them with resources. Supporting these entrepreneurs contributes to diversifying and continuously improving our local economy.

Contact Person: Jenalee Waring
Phone Number: 780-384-4121
Email: jwaring@flagstaff.ab.ca
Locations: Sedgewick

Paintearth Community Adult Learning Council

The Paintearth Community Adult Learning Council provides education services to adults and families including English courses, online learning, adult basic education, computer use, entrepreneurship, and work search/education.

Contact Person: Cindy Heidecker
Phone Number: 403-578-3817
Email: manager@paintearthlearning.ca
Locations: Castor, Coronation

Paintearth Economic Partnership Society

The Paintearth Economic Partnership Society (PEPS) is dedicated to taking the County of Paintearth and all communities within the County to the next level of development via economic vision and innovation. This partnership involves all the municipalities in the County equally.

Contact Person: Carol Thompson
Phone Number: 403-882-3211
Email: cthompson@countypaintearth.ca
Locations: Castor

Vision Credit Union

VCU has 18 branches across Alberta, from Manning to Peace River, from Camrose to Vegreville. Member deposits and profits invested back into Alberta communities as loans, mortgages, community contributions and member dividends.

Contact Person: Please Contact Your Local Vision Credit Union
Phone Number: 780-385-3731 (Killam) ,403-882-3950 (Castor)
Email: contactus@visioncu.ca
Locations: Killam, Castor

Online Supports

The online supports available to individuals in the region are described below.

A100

The A100 is a non-profit, member-driven organization who volunteer their time and energy to help the next generation of tech entrepreneurs thrive in Alberta. They provide venture capital as well as mentorship opportunities.

Website: <https://thea100.org>

Alberta Enterprise Corporation

Since Alberta Enterprise Corporation (Alberta Enterprise) was created by the Government of Alberta in 2008, they have connected Alberta inventors, innovators and entrepreneurs to money, markets and mentors – by fostering a thriving venture capital (VC) industry in our province. They manage a fund which, the venture capital partners, invests into technology and innovation companies.

Website: <https://www.alberta-enterprise.ca>

Alberta Family Business Institute

The Alberta Business Family Institute recognizes the vital impact of family enterprise on our economy, as well as the specialized needs of this unique entity. ABFI is committed to improving the statistics through the provision of essential tools, guidance, and knowledge in such areas as succession and estate planning, corporate governance, leadership, development, conflict resolution, and more.

Website: <https://www.ualberta.ca/business/centres/family-business/index.html>

Alberta Innovates

Alberta Innovates is an Alberta government provincial corporation whose appointed Board of Directors is accountable to the Minister of Jobs, Economy and Innovation and is responsible for promoting innovation in the province.

Website: <https://albertainnovates.ca>

Alberta Women Entrepreneurs (AWE)

AWE helps women build connections with other entrepreneurs and experts by keeping you up to date with the most recent seminars, events, training sessions and conferences. They strive to bring capacity-building solutions to your business so you can develop and strengthen the skills, instincts, abilities, processes and resources that you need to survive, adapt, and thrive in a fast-changing world. AWE provides access to capital through our lending programs, and they report the news of when capacity is being made for women entrepreneurs.

Website: <https://www.awebusiness.com>

Aboriginal Business and Entrepreneurship Development

Government of Canada program that provides access to capital to Indigenous entrepreneurs and business owners in Canada.

Website: <http://inacservices.com/aboriginal-business-and-entrepreneurship-development/>

Biz Pal (Website - Information Only)

BizPal is an innovative online service that provides you with simplified access to information about business permits, licences and other requirements needed to establish, operate and grow your business.

Website: <https://www.bizpal.ca>

Business Development Bank of Canada

The Business Development Bank of Canada is a Crown corporation and national development bank wholly owned by the Government of Canada, mandated to help create and develop Canadian businesses through financing, growth and transition capital, venture capital and advisory services, with a focus on small and medium-sized enterprises.

Website: <https://www.bdc.ca/en>

Canada-Alberta Job Grant

The Canada-Alberta Job Grant is a training program where an employer applies on behalf of their present or future employees for eligible training costs. Employers decide who gets training and what type of training may be needed for their employees.

Website: <https://www.alberta.ca/canada-alberta-job-grant.aspx>

Canada Small Business Financing Program

The Canada Small Business Financing Program makes it easier for small businesses to get loans from financial institutions by sharing the risk with lenders. Loans can be used to finance the 1) purchase or improvement of land or buildings used for commercial purposes, 2) purchase or improvement of new or used equipment, 3) purchase of new or existing leasehold improvements, that is, renovations to a leased property by a tenant.

Website: <https://ised-isde.canada.ca/site/canada-small-business-financing-program/en>

Conseil de Développement Economique

To support the development of an autonomous, dynamic, and innovative Francophone economic power, promoting the mobilization and commitment of the Francophone community of Alberta and its contributors.

Website: <https://lecdea.ca/en/>

East Central Alberta Regional Innovation Network

The East Central Alberta Regional Innovation Network envisions a vibrant, innovative, and diverse business environment in the region that creates jobs, increases revenues, and grows opportunities for local business to export to the global market.

Website: <https://www.eastcentralrin.com/home>

Export Development Canada

Export Development Canada is Canada's export credit agency and a state-owned enterprise wholly owned by the Government of Canada. Its mandate is to support and develop trade between Canada and other countries and help Canada's competitiveness in the international marketplace.

Website: <https://www.edc.ca>

Farm Credit Canada

FCC builds strong relationships and shares knowledge and expertise with thousands of customers across the country. They strive to support entrepreneurs and believe in the future of agriculture and food. They're a partner, a catalyst and a champion the agricultural industry.

Website: <https://www.fcc-fac.ca/en/knowledge/helping-the-next-generation-afford-the-farm.html>

Fin Dev Canada

FinDev offers financial solutions such as debt, equity and guarantees to clients operating in developing countries that demonstrate sustainable social and economic benefits for local communities.

Website: <https://www.findevcanada.ca/en>

Futurpreneur

Futurpreneur has been fueling the entrepreneurial passions of Canada's young enterprise for two decades. They are the only national, non-profit organization that provides financing, mentoring and support tools to aspiring business owners aged 18-39. Our internationally recognized mentoring program hand matches young entrepreneurs with a business expert from a network of more than 2,400 volunteer mentors.

Website: <https://www.futurpreneur.ca/en/>

Industry Research Assistance Program (IRAP - GoC)

Industrial Research Assistance Program (NRC IRAP) is Canada's leading innovation assistance program for small and medium-sized businesses. If you operate an innovative small or medium-sized business in Canada, IRAP can help you build your innovation capacity and take your ideas to market. IRAP does this through financial assistance, advisory services and connections to the best business and R&D expertise in Canada.

Website: <https://nrc.canada.ca/en/support-technology-innovation>

MNP Self Employment Program

The MNP Self Employment Program includes business training, business plan development, access to MNP business advisors, and a network of other business owners.

Website: <https://www.mnp.ca/en/services/consulting/self-employment-program>

Rise – Small Business Lending

Rise is a national organization dedicated to empowering people with mental health and addiction challenges to achieve greater social and economic inclusion through entrepreneurship. Whether you need a small amount to attend an event or trade show, or up to \$10,000 to launch or grow your business, Rise's low-interest loans and mentorship can support you.

Website: <https://risehelps.ca/small-business-lending/>

Startup Canada

Startup Canada connects entrepreneurs with the tools, community, and support they need to start and build their businesses. They know that Canada's aspiring entrepreneurs have the talent, passion, and drive to succeed in today's economy. They want entrepreneurs to manifest their own vision, faster.

Website: <https://www.startupcan.ca>

Succession Matching

Provides the assistance required for successful ownership transitions that benefit all parties involved, ensuring farms and businesses in communities across North America continue to operate for generations to come.

Website: <https://successionmatching.com>

Venture for Canada

Venture for Canada is a national charity that links interns and recent grads to paid opportunities at Canadian start-ups and small businesses. It creates an opportunity for start-ups to hire, train, and develop quality individuals.

Website: <https://ventureforcanada.ca>

Venture Capital Association of Alberta

Alberta's primary industry association for venture capital, private equity, angel investors and others interested in furthering the industry in Alberta.

Website: <https://www.vcaa.ca>

Closing

There are a number of supports available for the business owners within the BREOC region, regardless of the need or maturity of the business. Whether or not that support is available through the BREOC organization, you can rely on the BRICs to point you in the direction you need to go. Ensure that you check in regularly to ask about new supports that you may be able to access.