BRITISH COLUMBIA PROVINCIAL NOMINEE PROGRAM
(BC PNP)

ENTREPRENEUR IMMIGRATION

Entrepreneur Immigration Application Guide
BC PNP Entrepreneur Immigration Application Guide

The British Columbia Provincial Nominee Program (BC PNP) Application Guide will assist you as you prepare to complete and submit your application.

**Before you can submit an application, you must:**
- Have a valid invitation to apply, and
- Obtain a net worth verification report from a BC PNP-qualified supplier

**NET WORTH VERIFICATION REPORT**

In order to be able to submit an application to the BC PNP, you must obtain a verification report from a BC PNP-qualified supplier. You are responsible for all costs associated with this verification.

For a complete list of required documents for the qualified supplier, please refer to Appendix B of this Guide.

Notwithstanding the conclusions of the net worth verification report by a qualified supplier, the BC PNP has sole responsibility for assessing and evaluating your application including information relating to your reported personal net worth and source of funds. The BC PNP may request additional information, supporting documentation or clarification of details.

For more information about obtaining a verification report from a qualified supplier, please refer to the Entrepreneur Immigration Program Guide in the Documents page of the PNP website.

**PREPARING YOUR APPLICATION**

For the timely processing of your application, please ensure the following:

- You MUST complete each section of every form. If a section does not apply to you, please type “Not applicable”. The BC PNP will not accept forms that are not signed and dated.
- If your documents are not in English, you must provide a **certified translation** with photocopies of the originals. Documents must be stamped and certified by a person officially authorized to notarize documents as accurate translations.
- Do not send original supporting documents – only photocopies should be provided. Keep the originals for yourself.
- Please provide double-sided photocopies if possible.
- Please use standard “letter size” paper (8.5 x 11 inch) if possible.
- Do not staple, bind, or place documents in folders.
- The numbers listed below correspond to the Application Checklist.
- **Incomplete applications will be returned without being processed.**

For more information on the BC PNP’s program requirements, please refer to the current Entrepreneur Immigration Guide available on our website at [www.WelcomeBC.ca/PNP](http://www.WelcomeBC.ca/PNP).

For Frequently Asked Questions, please refer to our website at [www.WelcomeBC.ca/PNP](http://www.WelcomeBC.ca/PNP).
SECTION 1: ENTREPRENEUR IMMIGRATION APPLICATION FORMS

ENTREPRENEUR IMMIGRATION CHECKLIST

To demonstrate you have submitted all the required documents, complete the Checklist and include it with your application.

FEE PAYMENT RECEIPT

You must pay a non-refundable processing fee of $3,500 CAD from your BC PNP Online account. Your spouse/common-law partner and dependent children are included in the BC PNP application fee.

If you are proposing a Key Staff member, you must pay an additional $1,000 CAD.

You must include a copy of your automated fee payment receipt with your application.

ENTREPRENEUR IMMIGRATION APPLICATION FORM

If any information is found to be false or intentionally misleading, your application will be refused, and if applicable, your nomination for permanent residence will be withdrawn.

We may refuse your application if the information in your application is different from what you submitted in your registration. You also may be ineligible to register or apply to the BC PNP for two years.

You must complete the each section of the Entrepreneur Immigration Application form.

If a section does not apply to you, please write, “N/A”.

Question 2 and 3: If there has been no change in your personal information and contact information, please do not fill in this section. Simply write, “N/A”.

Question 7: Please summarize the general description of the type of business you intend to operate. You will be able to provide significantly more detail in the formal business plan. Please refer to the Business Plan Guide in Appendix A.

You must provide the North American Industry Classification System (NAICS) code of your proposed business. You can search for the NAICS codes at: http://www23.statcan.gc.ca/imdb/p3VD.pl?Function=getVDPage1&db=imdb&dis=2&adm=8&TVD=118464. The NAICS code is used to identify what type of business you intend to operate in B.C. and, if you are approved, will be the basis of your Performance Agreement.

You must provide the National Occupational Classification (NOC) code of your proposed position with the business. You can search for the NOC at: http://www5.hrsdc.gc.ca/NOC/English/NOC/2011/Welcome.aspx.

Question 13 and 14: If you answered “Yes” to either of these questions, you must also provide a photocopy of the rejection letter.
USE OF A REPRESENTATIVE FORM (if applicable)

The BC PNP requires permission from the applicant to disclose information about the application to a third-party representative.

Applicants do not need a representative in order to submit an application to the PNP. Special attention, faster processing, or a more favourable outcome should not be expected on the basis that the application was submitted using the services of a representative.

For more information on using a Representative visit the PNP website.

SECTION 2: CITIZENSHIP AND IMMIGRATION CANADA (CIC) FORMS

You must submit photocopies of all of the Citizenship and Immigration Canada (CIC) forms listed on the appropriate Application Checklist. Please follow the CIC Guide for Provincial Nominees. The CIC guide provides detailed instructions on completing all of the CIC forms.

- Do not send original documents
- Do not submit CIC application fees to the BC PNP
- Do not submit any forms to CIC until advised to do so by the BC PNP
- Do not submit police certificates or medical results to the BC PNP

The PNP employs CIC’s definition of an eligible, dependent child. For the purpose of the application for permanent residence, a dependent child must meet certain conditions, including age and marital status. Please see CIC’s website for more details.

SECTION 3: NET WORTH VERIFICATION REPORT

You must include a copy of your net worth verification report from your chosen BC PNP-qualified supplier.

Do not send any supporting documents unless requested to do so by the BC PNP.

SECTION 4: BUSINESS PLAN

You must submit a business plan to describe your business proposal in detail.

The Business Plan Guide is found in Appendix A.

SECTION 5: SUPPORTING DOCUMENTS

11. Copy of passport pages: You must provide a clear photocopy of the biographical page and bearer’s signature page (if they are separate) of you and your spouse/common-law partner’s passports.

If you live in a country different from your nationality, include a photocopy of your visa for the country where you currently live.
12. **Identity and civil status documents**: Birth certificates for you and each of your dependants (which names the parents), marriage certificates, and final divorce, annulment or separation certificates for you and your spouse (if applicable).

13. **Current photograph**: You must submit a passport-style photo taken within the last four months. Spouses/common-law partners and dependants do not need to submit photographs. The photo should meet the standard passport requirements of 50mm wide and 70 mm in height. A guarantor is not required.

14. **Educational certificates**: You must provide a copy of your educational certificates as evidence of past studies.

15. **Evidence of business ownership and/or senior management experience**: You must provide evidence of your business owner-manager and/or senior management experience. This may include:
   a. Reference letters and/or income certificates from present and former employers (for the past 10 years), which includes businesses you have owned. The letters must be signed by a person occupying a position of authority and must include that person’s name and title. These letters must also include:
      i. Address and telephone numbers of the business
      ii. Number of years worked
      iii. Position and the responsibilities related to the position
      iv. Annual salary earned, including bonuses, dividends and commission received
   b. Evidence of authority to sign banking documents for your organization.
   c. Business registration licence of each business/company
   d. Business items of your current business/employer such as product brochures, photos, business cards, etc.

   **In addition, if you are a shareholder or owners of a private business**
   e. Documentation indicating ownership structure for each business
   f. Share registry, indicating shareholding of each business and amount of investment

### RECOMMENDED DOCUMENTS *(if applicable)*

16. **Evidence of exploratory visit(s) to B.C. *(if applicable)***: Exploratory visits are encouraged for all Entrepreneur Immigration applicants to help acquire first-hand knowledge about living and doing business in B.C. Visits may include market analysis/research, in-person meetings with industries and government departments or agencies, industry tours, and other important considerations in establishing or buying an existing business.

   If you have made an exploratory visit to British Columbia, you must provide evidence of your visit(s).

   Evidence to demonstrate you have conducted an exploratory visit(s) may include a copy of the stamp pages from your passport showing entry and exit from Canada, accommodation/hotel receipts while in B.C., photographs of you at the target business premises, email communication or letters, supporting letter provided by local economic development office or other community representatives.

17. **Evidence of previous Canadian experience *(if applicable)***: If you have any previous work/business or educational experience in Canada, please provide a copy of your work permit(s) or study permit(s) as evidence of your legal status while performing these activities in Canada.
If you worked at a company, please provide evidence such as a T4 and/or Notice of Assessment from the Canada Revenue Agency. If you have owned a business in Canada, please provide evidence of ownership.
APPENDIX A: BUSINESS PLAN GUIDE

As an applicant to the BC PNP, and as the proposed owner-manager of the business, you should be actively engaged in the preparation of the Business Plan. If you are invited to attend an in-person interview in Vancouver, you are expected to be conversant in all aspects of your plan.

BUSINESS PLAN

The BC PNP encourages applicants to provide business plans not exceeding 8-10 pages plus appendices.

I. BUSINESS OVERVIEW

- Describe the business model and identify specific goods and services that the business will offer
- Identify the key success factors of the proposed business
- Analyze commercial viability of the business
- Describe how you as an applicant are qualified to operate and manage the business and how it relates to your past business/management experience
- Explain how you came to consider this business opportunity
- Describe the proposed location and physical outlay, including the size of the premise and property to be leased or acquired

If you are purchasing an existing business, you must provide background information on the target business including but not limited:
- Business name
- Location
- Current ownership structure
- Years in business
- Target business financial performance trends
- Purchase price and terms

II. COMPANY AND OWNERSHIP STRUCTURE

- Describe the proposed type of business structure (proprietary, partnership or corporation)
- What is your proposed percent ownership and how will the venture be financed

III. MANAGEMENT STRUCTURE

- Highlight your role in the day-to-day management of the business
- If a Key Staff is proposed, provide a rationale for the role and your current working relationship
- If business partner(s) is/are involved, explain how their prior training and past work experiences are relevant to the proposed business
- If partners, vendors or others are involved in the proposed business, indicate your prior relationship and provide a discussion of prior meetings

IV. OPERATIONS

- Identify and provide information on your potential suppliers of products, raw materials or services
- Describe how your business adds value through the process and the capacity of your operation
- Identify your immediate customers of your goods/services

If you are purchasing an existing business, you must provide an expansion or improvement plan for the business:
- Provide a rationale for the proposed expansion and/or improvement of the target business
V. STAFFING

- Provide job descriptions, qualifications and remunerations for the job(s) you are creating, and maintaining (if applicable), for Canadian citizens or permanent residents of Canada
- Provide a hiring schedule for each new position

VI. MARKET ANALYSIS AND RISK MANAGEMENT

- Identify target segment and positioning of your products/services
- Provide strategy on price, distribution channel, promotional activities
- Identify and analyze major competitors in the segment market
- Provide SWOT (Strengths, Weaknesses, Opportunities, Threats) analysis
- Describe your strategy to manage risks identified in market and financial analysis along with other external risk factors arising from barriers to entry, currency exchange risk, and other business environmental factors

VII. GOVERNING LAWS, REGULATIONS AND LICENSING

- Identify relevant laws, regulations, licensing requirements and other barriers to entry for the proposed business and describe how you will address each of them

BUSINESS PLAN APPENDICES

Appendix 1: Investment Breakdown

- You must provide an investment breakdown itemizing major investments. The investment breakdown may include any or all of the following:
  - Purchase of an existing business (if applicable)
  - Expenses related to the expansion of an existing business (if applicable)
  - Purchase of allowable real estate (if applicable)
  - Leasehold improvements
  - Capital equipment, furniture, supplies, etc.
  - Start-up inventory
  - Marketing and advertisements
  - Insurance, professional fees
  - Operating expenses (including rent, wages, utilities and other ongoing costs)

  Refer to the Program Requirements section of the Entrepreneur Immigration Program Guide for more information.

- Provide descriptions for the major investment items and a rationale for the proposed investment amounts.

- You must provide an estimated timeline for completing the above investments.

- If a partnership is proposed, provide details regarding the partner’s investment (in-kind and financial).

Appendix 2: Pro-forma Financial Statements

- You must provide 3-year pro-forma financial statements including balance sheets, and income statements.
- Provide assumption notes for your income statements including a rationale for your estimated revenue and profitability.
Appendix 3: Resume(s)

- Your resume, and if applicable, resume(s) of your Key Staff and/or partner(s).

Appendix 4: Purchase of an Existing Business (if applicable)

- If you are purchasing an existing business, you must provide copies of the following documents:
  - Most recent two years of financial statements for the existing business in B.C. including balance sheets and income statements
  - Copy of the business’s most recent T4 summary
  - Proof of current ownership of the business in B.C. such as documentation showing the business’ current owners and ownership structure, such as a share registry and incorporation documents
  - Business licence of the business in B.C.
  - Evidence that efforts have been made to establish a fair market value for the target business. Provide a description of due diligence performed and negotiations with the vendor to arrive at the final purchase price. If a business valuation has been completed by a professional, submit the report.
  - Purchase agreement or memorandum of understanding to purchase an existing business (if applicable).

This is not a BC PNP requirement nor does the BC PNP encourage applicants to enter into any agreement to purchase a business or make any investment prior to obtaining approval by the PNP and a valid work permit from CIC. Signing an agreement and making a deposit is solely at your risk. If you do choose to sign a purchase agreement or MOU, ensure that it is contingent upon obtaining a valid work permit from CIC.

Appendix 5: Other Documentation

- Provide cost analysis of your operation including products/services
- Provide analysis of break-even point, Return on Investment (ROI)
- For franchise businesses (if applicable):
  - Franchise agreement with the franchisor indicating their support of you as a potential franchisee
  - Letter from franchisor demonstrating the franchisor’s acceptance of your expansion plan (for the purchase of an existing franchise location, if applicable)
- For farm/agricultural businesses (if applicable):
  - An application proposing an agricultural activity should be based on or cover the issues described in the document Taking Stock: A Farm Business Planning Workbook For The Beginning Farmer prepared by the Ministry of Agriculture and available at: www.agf.gov.bc.ca/busmgmt/FB_Advisory_Services.html.

All applications with proposing agricultural activities must include a “feasibility statement” showing how the proposed business makes economic sense, prepared by a consultant from the List of Eligible Consultants approved by the Ministry of Agriculture under its BC Farm Business Advisory Services Program. Visit the following webpage: www.agf.gov.bc.ca/busmgmt/FB_Advisory_Services.html.
APPENDIX B: VERIFICATION OF PERSONAL NET WORTH

You must engage a BC PNP qualified supplier to evaluate and verify your personal net worth and accumulation of wealth.

You must submit to the qualified supplier a copy of the Citizenship and Immigration Canada form IMM Schedule 4A – Economic Classes – Business Nominees (www.cic.gc.ca/english/pdf/kits/forms/imm0008_4Ae.pdf) and supporting documents detailed below. This section also explains how you should arrange your documents.

Your chosen qualified supplier may have additional instructions and/or requirements.

Important:
- All assets and liabilities must be identified, accompanied by supporting documentation.
- All assets must be your own personal holdings as well as your spouse’s and must be documented.
- Do not send original supporting documents – only photocopies should be provided to the qualified supplier.
- All documents not in English or French must include copies of certified translations. The copy of the document in the original language and the translation must both be notarized.
- Provide double-sided photocopies if possible.

Failure to fully disclose and substantiate your personal net worth, including your spouse’s, may result in the refusal of your application.

General Guidelines:

1. Schedule 4A Sections A (Assets), B (Real Property), C (Publicly Traded Stocks and Other Investments), E (Pensions and Other Assets), F (Real Property Mortgages), and G (Other Personal Debts) are for the disclosure of personal assets and liabilities. Do not list any type of business assets in these sections.
2. Business assets are included in the Book Value, Section D (Business), of this form.
3. Schedule 4A Section J accumulation of wealth narrative document is required and must provide a complete history of the accumulation of net worth for you and your spouse/common-law partner. For example, provide descriptions of any property purchases and sales, previous business ownership and any other sources of income and capital gains.

Ensure that you also prepare and submit the Accumulation of Funds narrative, required under Section J of CIC’s Schedule 4A – Net Worth. Refer to the CIC Guide for Provincial Nominees for instructions.

Labelling your Documents:

1. Label the supporting documents with the Schedule 4A section letter and corresponding account number, property description, business name, etc.
2. In the case of multiple properties, businesses, or other assets/liabilities, please put all documents specific to that item together in the order as they appear on Schedule 4A.
   - For example, if two properties are declared:
     - Property B1
       - B1a - title deed
       - B1b - property valuation report
       - B1c - purchase agreement
       - B1d - all other required documents relevant to that property
     - Property B2
       - B2a - title deed
       - B2b - property valuation report
       - B2c - purchase agreement
       - B2d - all other required documents relevant to that property

3. You are responsible for maintaining a photocopy/original of all documentation for your records and for referencing purposes.

4. You will be required to submit country-specific documents if you are from any of the following countries:
   - Bangladesh
   - Iran
   - South Korea
   - China
   - Pakistan
   - Ukraine
   - India
   - Russia
   - Vietnam

5. Your qualified supplier may request additional documents as part of their review.

**REQUIRED DOCUMENTS FOR ALL APPLICANTS**

1. **Personal Financial Information**
   - Personal Income Tax returns submitted for most recent two years
   - Monthly bank statements covering the most recent two years of activity, for each bank account of the applicant and spouse/common-law partner, and ending on the same day for each account
   - Term deposit certificates, share certificates, brokerage account statements, pension statements (current value must be clearly indicated), life insurance statements (surrender value must be clearly indicated), loan documents, credit card statements, as applicable

If you or your spouse have real estate holdings (for each current property)
   - Title deed
   - Purchase agreement, showing purchase price
   - Third-party real estate property valuation, completed within the last two years (the valuation must be completed by an appraiser certified by the jurisdiction)
   - Mortgage documentation showing initial and current balance, if applicable
   - If any holding is an investment property, identify as such and include rental agreement showing monthly rental income earned and evidence of rental agreement deposits

If you or your spouse have received gift(s), inheritance(s), or settlement(s)
   - Documents attesting to the transfer of sums or assets received together with proof of bank deposit. If asset or property, provide third-party valuation
   - Gift: Identification of the donor, relationship to you or your spouse and proof of financial capacity to make a gift. Provide details regarding amount of the gift and the personal
II. Employment and Business Ownership Wealth

- Reference letters from present and former employers (for the past 10 years) on the official letterhead of the business. They must be signed by a person occupying a position of authority and must include that person’s name and title. These letters must also include:
  - address and telephone numbers of the business
  - number of years worked
  - position and the responsibilities related to the position
  - salary earned, including bonuses, dividends and commission received
- Income certificate showing annual salary and bonus/commission (if applicable) prepared by your current employer and signed by a person in authority, and including their name, title and contact information.
- Evidence of authority to sign banking documents for your organization.

If you are a shareholder or owners of a private business (for each business owned in the past 10 years; this applies to publicly traded companies if you and/or spouse hold or held more than 10% ownership)

- Incorporation certificates
- Business registration licence of each business
- Registration with the taxation authorities for each business
- Documentation indicating ownership structure for each business
- Share registry, indicating shareholding of each business and amount of investment (initial and any changes)
- Statements of changes to equity
- Indicate salaries and/or dividends paid to you and/or your spouse
- Financial statements for the most recent two years (preferably completed by a Chartered Accountant and audited), including income statement, balance sheet, profit & loss statement and statements of changes to financial position. If ownership by you, spouse or combined ownership exceeds 50%, the financial statements must be audited.
- Corporate Income Tax returns from most recent two years
- Business items of your current business such as product brochures, photos, business cards, etc.

COUNTRY-SPECIFIC DOCUMENT GUIDELINE

In addition to the documentation requirements outlined for all applicants under the BC PNP Entrepreneur Immigration stream, the following lists provide clarification for applications from specific countries.

This list is not exhaustive and is for guidance only.
BANGLADESH

Required for Applications from Bangladesh

- Trade Licence issued by the municipality where the business is located
- Memorandum of Association with terms of reference and a list of shareholders showing percentages of ownership and number of shares owned
- Property valuation reports must be prepared by a professional appraiser, approved either by a municipal authority (for the property located in same municipal area), court, nationalized bank, or wealth tax department.
  - The professional appraiser must enclose a copy of his credentials along with the valuation report.
  - The BC PNP does not accept a valuation report prepared for the “purpose of visa only”.
  - The BC PNP does not accept the following as proof of property ownership: Power of Attorney, Gift Deeds, Affidavits or being the eventual beneficiary of an estate.
  - The ownership must be registered with a Land Titles Office, either in the name of applicant, spouse or dependent children, and this registration must be submitted.

CHINA

Required for all Applications from China

- Original certificate of work history issued by the Notary Public Office
- For each reference letter submitted, include the original certificate issued by the Notary Public Office certifying the authenticity of the company seal and signature that appears on the letter
- Notarized copy of Individual Income Tax (IIT) returns endorsed by the local tax bureau
- House ownership certificate(s)

Required for Applicants who have Contractual (Chengbao) Business Agreements

- Contractual agreement to operate the business
- Original document issued by the Notary Public Office certifying the authenticity of the company seal of the business and signature on the contract
- Business registration licence of the contracting company

Required for Applicants who are Shareholders and/or Business Owners

- Original certificate issued by the Notary Public Office certifying the authenticity of the copy of the business registration for each business
- Original certificate issued by the Notary Public Office certifying the authenticity of the copy of the registration with the taxation authorities for each of your businesses
- If the applicant became an owner or partner of a collective enterprise or state-owned enterprise that has been privatized, original certificate issued by the Notary Public Office certifying the authenticity of the copy of the application approved by authorities
- Articles of incorporation and/or articles of association for business(es)
- Capital verification report(s)
- For applicants of a Sino-foreign (joint venture) business, the business registration approval certificate issued by the provincial or municipal government office
- Original certificate issued by the Notary Public Office certifying the authenticity of the copy of business registration approval certificate issued by the provincial or municipal government office

INDIA

Required for Applications from India

- Property valuation reports must be prepared by a professional appraiser, approved either by a municipal authority (for the property located in same municipal area), court, nationalized bank or wealth tax department.
The professional appraiser must enclose a copy of his credentials along with the valuation report.

The BC PNP does not accept a valuation report prepared for the “purpose of visa only”.

The BC PNP does not accept the following as proof of property ownership: Power of Attorney, Gift Deeds, Affidavits or being the eventual beneficiary of an estate.

The ownership must be registered with a Land Titles Office, either in the name of applicant, spouse or dependent children, and this registration must be submitted.

**IRAN**

**Required for Applicants who are Shareholders or Business Owners**
- Copy of the official licence, registration or incorporation documents for business by way of:
  - The announcement of the registration of the company published in the local gazette; and/or
  - The Guild Union Licence; and/or
  - Notice of change in the shareholders published by the local gazette.
- Documents providing proof of rent or ownership of the location where the business operates. If you are renting the location, include a copy of the “sargofli” (key money) agreement
- Letter from the Social Security Organization indicating the number of insured employees in your business

**Required for Applicants who have Business Management Experience**
- The most recent six monthly statements that the employer is required to submit to the Social Service Organization of Iran
- The employer’s payroll lists and the ‘salaries paid’ item of the balance sheets for the past six months

**PAKISTAN**

**Required for all Applications from Pakistan**
- Property valuation reports must be prepared by a professional appraiser, approved either by a municipal authority (for the property located in same municipal area), court, nationalized bank or wealth tax department.
  - The professional appraiser must enclose a copy of his credentials along with the valuation report.
  - The BC PNP does not accept a valuation report prepared for the “purpose of visa only”.
  - The BC PNP does not accept the following as proof of property ownership: Power of Attorney, Gift Deeds, Affidavits or being the eventual beneficiary of an estate.
  - The ownership must be registered with a Land Titles Office, either in the name of applicant, spouse or dependent children, and this registration must be submitted.

**Required for Applicants who are Shareholders or Business Owners**
- Letter from the Board of Investment, Company Registration Office and/or Security and Exchange Commission of Pakistan confirming the amount of the original investment, at the time the business was registered
- List of shareholders and shareholdings, including proof of individual investment (investment capital to start up business)

**RUSSIA**

**Required for Applications from Russia**
- All pages of the applicant and spouse’s Work Book

**Required for Applicants who are Sole Proprietors**
• Extract from the Uniform State Register of Individual Entrepreneurs

**SOUTH KOREA**

**Required for all Applications from South Korea**
- If the applicant is renting property or are a property landlord, include a copy of the key money agreement

**Required for Applicants who are Shareholders or Business Owners**
- Business Register and/or Certificate of Business Cessation
- Income Distribution Statement for Business Partners

**Required for Applicants who are Business Managers**
- Certificate of Class Kap Income Tax Withholding Statements for the employees

**UKRAINE**

**Required for Applications from Ukraine**
- All pages of the applicant and spouse's Work Book

**VIETNAM**

**Required for Applications from Vietnam**
- Company literature indicating size and scope of the company
- List of shareholders and shareholdings, including proof of individual investment (investment capital to start up business)