

Business Establishment Plan

The Business Establishment Plan (BEP) is a plan for successful settlement and business development in Saskatchewan. The BEP should contain a well thought-out idea to ensure that the business has a reasonable chance of success and can be implemented upon your arrival in Saskatchewan. Information presented should show that the business meets the minimum investment requirements and that the applicant will have an active ongoing role in the management of the business.

In developing this BEP, you must conduct extensive research and consider relevant economic and market factors. You must also take your management strengths and weaknesses into account.

There is no penalty for a third party developing a BEP; however, you must be involved in its design and contribute to the content. You must have complete knowledge of your BEP and will be held accountable for any proposals, meetings, partnerships or activity listed within the BEP.

In the event that you're unaware of your BEP's contents you may be deemed ineligible, and the points for the BEP on your EOI may not be awarded.

Please note that the SINP reserves the right to have BEPs assessed by professional third parties identified by the Government of Saskatchewan. The assessment will only focus on the preparation and due diligence you conducted, when preparing your proposed business plan.

The BEP must include all of the following information, whether you're buying an existing business or planning to establish a new business:

BEP Content

Business Idea

Include information such as:

- The proposed industry/sector. Include the [NAICS – North American Industry Classification System code](#);
- Description of your proposed business: If you're planning to purchase an existing business, please include its legal name as well as its trading name. Also include details of any changes you're considering to the business operation;
- Business ownership information: Partnership, proprietorship, corporation, franchise, acquisition;

- The proposed location for the business (city or town);
- Market analysis: Provide information on your customers, suppliers and competition.
- Your businesses' products or services;
- Your distribution channels;
- Your hours of operation;
- The regulations or licenses you need to operate your business; and
- The number of jobs you'll create for Canadians or Permanent Residents living in Saskatchewan.

Please include full details of the research undertaken to support these plans.

Economic Benefit

Describe the economic benefit to the community being served, e.g. the business will be:

- Adopting and introducing new technology;
- Developing new products or services;
- Developing innovative approaches to tradition businesses;
- Increasing exports;
- Increasing research and development, or technology commercialization;
- Providing products or services to an under-served local or regional market; and
- Transferring technology and specialized knowledge to Saskatchewan.

Investment

Include the following:

- The proposed investment amount including how the money will be spent;
- The forecasted start-up funds and expenses. Include a cash flow projection for the first year of operation; and
- The source of financing for investment (you must provide the minimum investment amount from your own funds). If credit will be required in addition to investment you're your own resources, please specify the amount of credit.

Business Relationships

Include the following:

- The name, organizations, mailing addresses, phone numbers and emails of contracted professional business service providers who you've contacted and/or have established an active working relationship or paid contractual agreement with;
- The name, organization name, mailing address, email and telephone number of the person who compiled or assisted in the compilation of the BEP; and
- A summary of people contracted or consulted in preparation of the BEP.

Human Capital

Include the following:

- Management contribution you'll make with respect to the proposed business (e.g., sales, distribution, production, research and development etc). Please include an estimate of the hours you'll spend managing and/or working in the business on a weekly basis;
- Preparation and training for entrepreneurship in Saskatchewan (including course titles and institution names, if applicable);
- Educational background and its relevance to the proposed business idea;
- Entrepreneurial experience and its relevance to the proposed business idea; and
- If you have no relevant experience or background directly related to your business idea, please explain how your knowledge or experience can be applied to the proposed business idea.