

SINP Entrepreneurs Category Expression of Interest System Points Grid

Human Capital				
Factor	Description (see detailed definitions)	Points	Score	Documentation Required
Age	<ul style="list-style-type: none"> • 20 or less • 21-29 • 30-39 • 40-54 • 55+ 	<p>0</p> <p>10</p> <p>15</p> <p>10</p> <p>0</p>	/15	<ul style="list-style-type: none"> • Birth Certificate • Passport • National Identity Card
Exploratory Visit	<ul style="list-style-type: none"> • Has conducted an exploratory visit to Saskatchewan for at least five working days with evidence of contact with relevant business contacts 	15	/15 (Must have a minimum of 15 points for business succession, farming, purchase of an existing business and rural business opportunity.)	<ul style="list-style-type: none"> • Passport/Visa • Exploratory Visit Report
Official Language Ability	<ul style="list-style-type: none"> • No language test • CLB Level 4 • CLB 5 • CLB 6+ 	<p>0</p> <p>5</p> <p>10</p> <p>15</p>	/15	<ul style="list-style-type: none"> • International English Language Testing System (IELTS) General Training test results • Canadian English Language Proficiency Index Program (CELPIP-General) test results • Test d'évaluation de français <p>A language test is not mandatory; however points for language will not be awarded without submission of eligible language test results.</p>

Qualifications / Education	<ul style="list-style-type: none"> Has a trade or occupational certification that required at least one (1) year full time post secondary training or apprenticeship equivalent Has completed a Bachelor Degree or Post-Graduate Degree/Designation in a Business, Agriculture, or Science/Technology field 	10 15	/15	<ul style="list-style-type: none"> Certificate of apprenticeship including program details, dates and times Education certificates, degrees or diplomas with official transcripts
Net Business and Personal Assets	<ul style="list-style-type: none"> \$500,000 - \$549,999 CAD \$550,000 - \$749,999 CAD \$750,000 - \$999,999 CAD \$1,000,000+ CAD 	0 5 10 15	/15	Third Party financial verification report
Business Experience				
Entrepreneurial or Farming Experience	<ul style="list-style-type: none"> 4 to 7 years entrepreneurial/farm experience 8 or more years entrepreneurial/farm experience 4 to 7 years entrepreneurial/farm experience with 50%+ ownership in business 8 or more years entrepreneurial/farm experience with 50%+ ownership in business 	10 15 15 20	/20	<ul style="list-style-type: none"> Resume Organizational Charts Business Registration/License Tax registration Third Party financial verification
Business Revenue	<ul style="list-style-type: none"> \$50,000 - \$99,999 CAD \$100,000 - \$249,999 CAD \$250,000 - \$499,999 CAD \$500,000 CAD+ 	5 10 15 20	/20	<ul style="list-style-type: none"> Third Party financial verification report

Innovation	Previous verifiable experience in: <ul style="list-style-type: none"> • Export Trade • Registered patents • Gazelle business 	10 10 10	/10	<ul style="list-style-type: none"> • Third Party financial verification report • Proof of Patent • Organizational charts <p>May claim a maximum of 10 points for this factor</p>
Business Establishment Plan				
Investment Amount	Total equity investment to establish or to purchase and expand an eligible business in SK: <ul style="list-style-type: none"> • \$200,000 - \$349,999 CAD • \$350,000 - \$499,999 CAD • \$500,000 - \$749,999 CAD • \$750,000 - \$999,999CAD • \$1,000,000+ CAD 	0 5 10 15 20	/20	<ul style="list-style-type: none"> • Business Establishment Plan • Conditional Purchase/Sales Agreement • Invoices • License and/or Registration • Third Party financial verification report
Investment in Key Economic Sectors	Proposed Business Activity <ul style="list-style-type: none"> • Science and technology • Manufacturing • Export • Rural business succession • Rural business development 	15 15 15 15 15	/15	<ul style="list-style-type: none"> • Business Establishment Plan • Conditional Purchase/Sales Agreement • Exploratory visit report • Resume • Education credentials <p>May claim a maximum of 15 points for this factor</p>

Definitions for Points Grid

SINP Entrepreneur Category Points Assessment Instructions

The points assessment for the Saskatchewan Immigrant Nominee Program (SINP) Entrepreneur category is a key component of the updated program. The points assessment assigns points for various elements of human capital and business innovation. The assessment also includes objective measures of business performance. It aims to select innovative entrepreneurs who will transfer their skills to Saskatchewan and diversify our growing labour market.

Please refer to the [SINP Entrepreneur Category Document Checklist](#) and the [Third Party Entrepreneur Category Document Checklist](#).

Age

You're eligible for points on the basis of your age at the time you submit your Expression of Interest.

Exploratory Visit

You're awarded fifteen points if you've participated in an exploratory visit to Saskatchewan for at least five (5) working days over the previous 12-month period before your Expression of Interest. During this visit you must have conducted meetings with local stakeholders and service providers relevant to your Business Establishment Plan (BEP) including, but not limited to suppliers, commercial realtors, lawyers, accountants, business brokers/consultants, financial institutions and economic development agencies. Activities such as meetings, information sessions and workshops are only eligible for consideration if you can demonstrate how they directly relate to your BEP.

The exploratory visit is mandatory for people buying an existing business or a business succession opportunity in all Saskatchewan communities, including Regina and Saskatoon. It's also mandatory for applicants establishing and actively managing a rural business opportunity.

To be eligible for points, you're required to complete and submit an [Exploratory Visit Report](#) that details the activities you carried out during your visit. The report must:

- Cover the entire length of your stay in Canada, including time spent in other provinces, if any.
- List the dates, times, contact information and description of the activity and/or meeting and how it relates to your business establishment or settlement.

- Should include copies of airline tickets, boarding passes, hotel receipts and business cards. Please don't include photographs, brochures, flyers, maps or other promotional information collected during the Exploratory Visit.

Official Language Ability

Acceptable language tests are:

- 1) The International English Language Testing System (IELTS) General Training.
- 2) The Canadian English Language Proficiency Index Program (CELP-IP-General).
- 3) The Test d'évaluation de français (to test proficiency in French).

The SINP will not accept any other evidence of language proficiency. A language test from the principal candidate is not mandatory; however points for language will not be awarded without submission of eligible language test results. Tests must be taken no more than two years before the date the EOI is submitted.

Qualifications

Points are awarded if you've met the requirements for a trade or occupational certification that required at least one year of full time post-secondary training or apprenticeship equivalent. One-year diploma or certificate programs from other educational institutions are also acceptable if we're satisfied the qualification is relevant to the proposed BEP. Candidates are awarded fifteen points for a bachelor or post-graduate degree in business, agriculture or science/technology from an educational institution recognized by UK NARIC. Bachelor degrees or professional certifications in other areas of study from recognized educational institutions are also acceptable if we're satisfied the qualification is relevant to the proposed BEP.

Entrepreneurial Experience

You're awarded points if you have entrepreneurship experience for a specified amount of time. Entrepreneurship experience is individual experience directly associated with the ownership and active management of a business operation, where you've assumed the risks associated with the operation and benefited from the rewards or success of the business. General business management experience does not qualify. Points are awarded for years of entrepreneurship experience gained in the 10 years immediately before the time of EOI submission. Candidates must have a minimum of three years of Entrepreneurship within the 10 years preceding submission of an EOI. The experience must be relevant to the proposed BEP.

Net Personal and Business Assets

Net business and personal assets are mandatory threshold criteria that all candidates must meet. In this category, you must have *unencumbered* net business and personal assets of no less than CAD \$500,000 that are readily available for transfer to Canada. You'll need this amount to be eligible for points. Assets belonging to a candidate's spouse will also be included in the calculation and must also pass verification.

Examples of *encumbered* assets include, but are not limited to mortgages, liens, loans, easements, wayleaves, diplomatic sanctions or exchange controls.

Business revenue

You'll be awarded points if you've had an ownership interest and ongoing active management responsibilities in one or more businesses' that have a specified amount of business revenue in at least one of the 10 fiscal years immediately before the time of your application.

Investment Amount

Points may be awarded when you've committed to making an investment to establish or to purchase and operate an eligible business in Saskatchewan from your personal equity. Investment amounts derived from loans or other forms of financing are not eligible.

To be considered eligible, investments must be relevant and directly related to the candidate's BEP, with evidence to show that the investment has been made within the first two years of arriving in Canada. Evidence may include, but is not limited to receipts, invoices, signed contracts for goods and services, signed purchase and sales agreements, licenses and registrations.

Experience and Investment in Key Economic Sectors

This component of the points assessment gives points for the items listed below. You may only claim points for one item under the innovation category of the points assessment, to a maximum of 15 total points.

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

- Export trade

You'll receive points if you've had an ownership interest in one or more main businesses that derive not less than 50 per cent of their annual turnover from export trade for at least one of the three fiscal years immediately before your EOI submission.

- Registered patents

A registered patent is a set of exclusive rights granted by a national government to an inventor or their assignee in relation to an invention. The invention may be a product or a process, for a certain limited period, in exchange for public disclosure of the invention.

You'll receive points if you've had one or more patents registered at least one year before the application was submitted. The patent must have been used in the day-to-day activities of the main business.

- Gazelle businesses

Gazelle businesses are newly established businesses experiencing rapid growth during a short period of time.

You'll receive points if a past, main business was registered for no more than five years at the time of EOI submission and the average annualized growth in revenue has been greater than 20 per cent each year for three continuous fiscal years. The business must also have had seven or more full time employees for at least one fiscal year in the same consecutive three year period claimed for growth in revenue.

Science and Technology Businesses

Points may be awarded if you've committed to invest, develop and actively manage a science and technology related business. You'll have to show you own a patent or an innovative IT idea that you intend to commercialize through an active investment in Saskatchewan.

Manufacturing Businesses

Points may be awarded when you've committed to invest and actively manage a manufacturing production business where your business will create and assemble Saskatchewan-made components and finished "make-to-stock", "make-to-sell" and "make-to-order" products for sale.

Export Business

Points may be awarded if you've committed to invest and actively manage an export business where your business will create, produce or manufacture Saskatchewan-made or assembled

goods to be shipped and sold internationally for the purpose of direct selling to end-users, regional distributors, or international retailers.

Indirect selling of exports, where you're acting as a Saskatchewan-based intermediary between third parties who are responsible for product creation or direct sale to end users is not eligible for points.

Rural Business Succession Opportunity

Points may be awarded where you've committed to invest at least CAD \$200,000 to purchase and operate an eligible business anywhere in SK, outside the City of Regina or the City of Saskatoon. To be eligible for points, candidates must complete an exploratory visit to Saskatchewan that includes a visit to the community where the proposed business is located.

The Saskatchewan-based business must have been in continuous operation by the same owner for the past two years. If the previous business owner is an SINP Entrepreneur nominee, they must have continuously operated the business for at least three years. They should also show a net profit for at least two of the previous three years.

Candidates must provide evidence that reasonable efforts were taken to establish a fair market value for the business, and the succession buy-out must result in a complete change in ownership, where the candidate will assume full control of the business.

Rural Business Opportunity

Points may be awarded when the candidate has committed to invest at least CAD \$200,000 to establish a new eligible business anywhere in Saskatchewan outside of the City of Regina or the City of Saskatoon. To be eligible for points, candidates must complete an exploratory visit to Saskatchewan that includes a visit to the community where the proposed business is located.

Job Creation

Applicants that establish or purchase and operate an eligible business in Regina or Saskatoon must create or maintain at least two jobs for Canadian citizens or permanent residents. All positions created or maintained must be over and above any position filled by the approved applicant. Jobs created for family members of the applicant are not eligible. Jobs created and/or maintained can include low-skilled occupations (NOC 0, A, B, C or D) and must meet the prevailing wage levels. Job creation is not required for applicants establishing a business outside of the City of Regina or the City of Saskatoon.

To be considered eligible, job maintenance and/or creation commitments must be relevant and directly related to the applicant's BEP, with evidence to demonstrate that the job

maintenance/creation has been made within the first two years of arriving in Canada. Evidence may include, but is not limited to business purchase agreements, payroll documents, and job advertisements.