

BUSINESS AND MARKET DEVELOPMENT PROGRAM



PURPOSE

The Business and Market Development Program provides new entrepreneurs and expanding small businesses with funding to help them acquire the necessary expertise to pursue new business ideas and new markets for their products or services. The program supports new growth opportunities in the economy, such as value-added manufacturing activities and export-oriented opportunities.

AVAILABLE FUNDING

The program will provide assistance of up to \$25,000 in the form of a non-repayable contribution. These funds must be matched on an equal basis by the applicant.

ELIGIBLE APPLICANTS

Small businesses (those with less than 50 employees and less than \$5 million in annual sales) located and operating in Newfoundland and Labrador, including corporations, co-operatives and other similar structures, are eligible to apply.

The applicant must demonstrate that it has the appropriate financial structure and management ability to carry out the project.

ELIGIBLE ACTIVITIES

Applications will be considered for the following projects:

- Developing new markets or researching new product development opportunities.
- Technical feasibility research relating to potential new business opportunities.
- Acquiring external expertise on production processes, marketing, financial management or other internal company needs for growth and expansion.

INELIGIBLE ACTIVITIES

Projects that are not eligible for funding include pre-commercial industrial research and development activities and generic business plans for new business startups or expansions, unless extenuating circumstances exist.

HOW TO APPLY

For program details and an application form, contact any office of the Department of Innovation, Business and Rural Development or visit www.gov.nl.ca/ibrd. For assistance, call 1-800-563-2299 or the departmental office closest to you:

LABRADOR REGION

Charlottetown	949-0378
Labrador City	944-4046
Happy Valley-Goose Bay	896-2400
Postville	896-2400
Forteau	931-2908

WESTERN REGION

St. Anthony	454-3508/3521
Port Saunders	861-3004/3096
Corner Brook	637-2980
Deer Lake	635-2613
Stephenville	643-2600/1228
Port aux Basques	695-9871

CENTRAL REGION

Springdale	673-3481
Baie Verte	532-4772
Grand Falls-Windsor	292-4450/4451
St. Alban's	538-3796
Gander	256-1484/1486

EASTERN REGION

Clarenville	466-4174/4175
Marystown	279-5533/5531

AVALON REGION

Carbonear	596-4109/4116
Placentia	227-1350
St. John's	729-7104/7112
Ferryland	432-3019



Innovation, Business and Rural Development