

## Appendix A: Entrepreneur Points Grid - Expression of Interest

The Entrepreneur Points Grid is a key component of the Entrepreneur Stream. The points assessment allocates points for language, education, business ownership or management experience, investment, net worth, age, adaptability and Nova Scotia economic priorities. **Please refer to the Entrepreneur Document Checklist in Appendix B for detailed instructions on the forms and supporting documents required to earn assessment points.**

### Factor 1: Language

First official language	Points				Points (minimum of 20 points from first official language) maximum 35	Documentation required
	Speaking	Listening	Reading	Writing		
CLB level 7 or higher	7	7	7	7	28	English language: CELPIP – General test or IELTS-General training test
CLB level 6	6	6	6	6	24	
CLB level 5	5	5	5	5	20	
<b>Note:</b> You can only get 7 points in total for basic-level skills in your second official language, and only if you have a score of at least CLB 5 in each of the four language abilities in your first official language.						French: TEF or TCF  Test must be taken no more than two years prior to the date the EOI is submitted.
<b>Second official language</b>						
At least CLB 5 in all of the four abilities					7	

### Factor 2: Education

Education	Points (maximum 25)	Documentation required
Canadian high school diploma, or equivalent	8	Canadian educational credential or foreign credential and Educational Credential Assessment (ECA) Report.* The ECA Report must not be more than 5 years old prior to the date the EOI is submitted.
Canadian post-secondary degree or diploma for a one-year program, or equivalent	12	
Canadian post-secondary degree or diploma for a two-year program, or equivalent	19	
Canadian post-secondary degree or diploma for a program of three years or longer, or equivalent	21	
Two or more Canadian post-secondary degrees or diplomas or equivalent (at least one must be for a program of at least three years)	22	Proof of your completed Canadian or foreign educational credential(s) can include copies of your: <ul style="list-style-type: none"> <li>• Secondary or post-secondary education documents (certificates, diplomas or degrees), and</li> <li>• Transcripts for successfully</li> </ul>
Master's degree or equivalent	23	
University level entry-to-practice professional degree	23	
Occupation related to the degree must be: <ul style="list-style-type: none"> <li>• NOC 2016 Skill Level A, and</li> <li>• Licensed by a provincial regulatory body.</li> </ul>		

University degree at the Doctoral (PhD) level or equivalent	25	completed secondary or post-secondary studies
* You can get an ECA at any of the designated organizations listed at <a href="http://www.cic.gc.ca/english/helpcentre/answer.asp?qnum=681&amp;top=29">http://www.cic.gc.ca/english/helpcentre/answer.asp?qnum=681&amp;top=29</a>		

### Factor 3: Business Ownership or Senior Management Experience

Business Ownership or Senior Management Experience	Points (maximum 35)	Documentation required
3 to 5 years of business ownership experience (minimum 1/3 ownership) in the last 10 years	20	<ul style="list-style-type: none"> <li>• Resume</li> <li>• Business registration/license</li> <li>• Tax registration</li> <li>• Reference letters</li> <li>• Labour contracts</li> <li>• Pay stubs or payroll records</li> <li>• Income certificate</li> <li>• Income statement</li> </ul>
Greater than 5 years of experience in a senior management role in the last 10 years	20	
Greater than 5 years of business ownership experience (minimum 1/3 ownership) in the last 10 years	35	

Applicants must either have a minimum of three years of business ownership experience in the past 10 years including 33.33% ownership and active role in the management and operations of a company or greater than five years of experience in a senior management role in the past 10 years. An active role means that you are personally involved in the day-to-day operations of the company and have direct involvement in the decision-making.

In general, senior management means that you primarily:

- Manage the organization, a department, subdivision, or component of the organization; or an essential function within the organization.
- Supervise and control the work of other managers or supervisors or professional employees.
- Have the authority to hire and fire, or recommend these and other personnel actions, such as promotion and leave authorization.
- Exercise discretion over the day-to-day operations of the activity or function for which the employee has the authority.

Applicants claiming 5 or more years of senior management work experience must demonstrate that they have a history of work experience in an occupation that corresponds to the National Occupational Classification (NOC) 2016 Skill Type 0, Skill Level A or B. In order to prove this experience, applicants must provide a reference letter from previous employers explicitly stating how the applicant performed the duties described in the specific occupation under the specific NOC. Visit <http://noc.esdc.gc.ca/English/home.aspx> to find the corresponding NOC Code and a detailed description of the duties involved with that occupation.

You need to demonstrate that you:

- Performed the actions described in the lead statements for the occupation as set out in the occupational description of the NOC 2016, and
- Performed a substantial number of the main duties, including all of the essential duties, of the occupation as set out in the occupational description of NOC 2016.

The reference letters should:

- Be written on company letterhead
- Be signed by a person occupying a position of authority and must include that person's name and title
- Show company's full address, telephone and fax numbers, e-mail and website addresses
- Be stamped with the company's official seal (if applicable)
- indicate the specific period of your employment with the company
- indicate the positions you have held during the period of employment and time spent in each position
- state your main responsibilities and duties in each position including number of employees supervised.
- state your annual salary plus benefits in each position, and
- state the number of hours worked per week in each position.

#### Factor 4: Net worth

Net Worth	Points (maximum 10)	Documentation required
\$600,000 CAD – \$999,999 CAD	5	<ul style="list-style-type: none"> <li>• Net Worth Verification Report</li> </ul>
1 Million CAD – \$1.5 Million CAD	7	
Greater than \$1.5 Million CAD	10	

Net business and personal assets are mandatory threshold criteria that all candidates must meet. Entrepreneur Stream applicants must have unencumbered net business and personal assets of no less than \$600,000 CAD that are readily available for transfer to Canada to be eligible for points. Assets belonging to an applicant's spouse or common law partner will also be included in the calculation and must also pass verification. The IRCC form Schedule 4A – *Economic Classes – Provincial Nominees – Business Nominees* includes details about how to calculate personal net worth: [http://www.cic.gc.ca/english/pdf/kits/forms/imm0008\\_4Ae.pdf](http://www.cic.gc.ca/english/pdf/kits/forms/imm0008_4Ae.pdf)

#### Factor 5: Age

Age	Points (maximum 10)	Documentation required
21-24	5	<ul style="list-style-type: none"> <li>• Birth certificate,</li> <li>• Passport, or</li> <li>• National Identity Card</li> </ul>
25-32	7	
33-39	10	
40-44	7	
45-55	5	
56+	0	

Applicants are eligible for points on the basis of the applicant's age at the time of submission of EOI.

#### Factor 6: Adaptability

Adaptability	Points (maximum 10)	Documentation required
<b>Your spouse or common-law partner's language level</b> Your spouse or common-law partner has a language level in either English or French at CLB 4 level or higher in all four language abilities (speaking, listening, reading and writing)	5	English language: CELPIP – General test or IELTS- General training test  French: TEF or TCF  Language test results must not be older

		than two years at the time of submission of EOI
<b>Your past study in Nova Scotia</b> You have finished at least two years of full-time study (in a program at least two years long) at a secondary or post-secondary school in Nova Scotia (full-time study means at least 15 hours of instruction per week), and have remained in good academic standing (as defined by the school) during the period of full-time study in Nova Scotia.	10	<ul style="list-style-type: none"> <li>• Study permits</li> <li>• Academic transcripts</li> <li>• Certificate, diploma or degree you received for completing the program</li> </ul>
<b>Your spouse or common-law partner's past study in Nova Scotia</b> Your accompanying spouse or common-law partner has finished at least two years of full-time study (in a program at least two years long) at a secondary or post-secondary school in Nova Scotia (full-time study means at least 15 hours of instruction per week), and has remained in good academic standing (as defined by the school) during the period of full-time study in Nova Scotia.	5	
<b>Your past work in Nova Scotia</b> You did at least one year of full-time work in Nova Scotia: <ul style="list-style-type: none"> <li>• In an occupation listed in Skill Type 0 or Skill Levels A or B of the National Occupational Classification (NOC), and</li> <li>• on a valid work permit or while authorized to work in Canada.</li> </ul>	10	<ul style="list-style-type: none"> <li>• Letter(s) of reference from past Nova Scotia employer(s)</li> <li>• A copy of any T4s if available</li> <li>• A copy of employment authorization</li> </ul>
<b>Your spouse or common-law partner's past work in Nova Scotia</b> Your spouse or common-law partner did at least one year of full-time work in Nova Scotia on a valid work permit or while authorized to work in Canada.	5	
<b>Relatives in Nova Scotia</b> You, or, if it applies, your spouse or common-law partner, have a relative, either a parent, grandparent, brother/sister, aunt/uncle, niece/nephew, who is living in Nova Scotia for at least one continuous year, 19 years or older, and a Canadian citizen or permanent resident.	5	<ul style="list-style-type: none"> <li>• Proof of relationship</li> <li>• Proof of status</li> <li>• Proof of residency in Nova Scotia</li> </ul>

### Factor 7: Nova Scotia Economic Priorities

Nova Scotia Economic Priorities	Points (maximum 10)	Documentation required
Export-oriented business	5	<ul style="list-style-type: none"> <li>• Business establishment plan</li> </ul> For business succession also include the following: <ul style="list-style-type: none"> <li>• Proof of fair market value</li> <li>• Financial statements from business</li> </ul>
Proposed business location outside of Halifax County	5	
Business succession	5	

		<ul style="list-style-type: none"> <li>• Employee employment offer, salary and employment term information</li> <li>• Enterprise's pay stubs or payrolls</li> </ul>
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**Export-oriented business:** In order to claim points for this category applicants must have noted an export oriented business within their business establishment plan.

**Proposed business located outside of Halifax County:** Applicants may claim points under this criterion if their business establishment plan specifically states that the applicant will run their business in another county other than Halifax.

**Business Succession:** The Nova Scotia based business must have been in continuous operation by the same owner for the previous five (5) years. Applicants must also complete an exploratory visit to meet current business owners and provide evidence to support this meeting in their Business Establishment Plan. Applicants are encouraged provide preliminary business purchase price and evaluation in order to prove their intent to purchase an existing Nova Scotia business.

#### Factor 8: Investment

Investment	Points (maximum 15)	Documentation required
\$150,000 CAD– \$300,000 CAD	10	<ul style="list-style-type: none"> <li>• Business Establishment Plan</li> <li>• Conditional purchase/sales agreement</li> <li>• Invoices</li> <li>• License and/or registration</li> <li>• Net Worth Verification Report</li> </ul>
Greater than \$300,000 CAD	15	

Points may be awarded when the applicant has committed to make an investment to establish or to purchase and operate an eligible business in Nova Scotia from the applicant's personal equity. Investment amounts derived from loans or other forms of financing are not eligible. The following list of equity expenditures may be included as business investments: land; buildings; equipment; software; licenses; franchise fees; leasehold improvements; professional fees associated with the establishment of business (fees associated with immigration are not eligible); one vehicle (in accordance with Canadian Revenue Agency (CRA) guidelines for personal use of vehicles in a business); and furniture and fixtures.

Operating expenses refer to regular, recurring monthly expenses which includes rent, wages and salaries, utilities, advertising, accounting, and insurance. NSOI may consider eligible operating expenses in the following circumstances:

- For the establishment of a new business: A maximum of six months of operating expenses.
- For the purchase of an existing business: A maximum of three months of operating expenses.

Exceptions may be made for additional vehicles used in transportation, manufacturing or construction companies where vehicles are used in the movement of goods or equipment, or the cost of the vehicle is greater than CRA's guidelines. The applicant's principal residence is not an eligible business investment and home-based businesses are not considered an eligible business and will not be considered as part of the business investment.

The following working capital investments may also be considered: inventory; start-up costs;-marketing cost; prepaid insurance and business supplies.

To be considered eligible, investments must be relevant and directly related to the candidate's Business Establishment Plan, with evidence to demonstrate that the investment has been made within the first two (2) years of business operation after receiving approval from NSOI. Evidence may include, but is not limited to receipts, invoices, signed contracts for goods and services, signed purchase and sales agreements, licenses, and registrations.

Ineligible Investment(s):

- Cash is NOT an eligible investment.
- Any expenses incurred prior to the mutual signing by both parties of the Business Performance agreement will NOT be eligible as proof of investment. Any investment made prior to the mutual signing of the Business Performance Agreement and obtaining a valid work permit is solely at your own risk.
- Operating Expenses are NOT an eligible investment for Franchise purchase/start up.