

Thinking of starting a business?

Starting a business is a big step! Make sure you don't waste your time and your money on a business idea that doesn't work. This brochure offers tips and web links to help you know where to start and who is there to help you build a successful business.

Quick Guide to Business Resources in Hamilton

MAY 2015

START



Workforce Planning Hamilton
Planification de main d'oeuvre de Hamilton



Information and Referral

There are many agencies that can help match you with the services you need.

- a. **Canada Business Ontario** - offers free information and referral website and Business Info Line phone service. Call centre services in English and French only. More than 20 business documents available in 12 languages on website. www.cbo-eco.ca
- b. **CanadaBusiness.ca** - Government services for entrepreneurs. www.canadabusiness.ca
- c. **CoBALT Connects** – is a non-profit organization that is the connecting element for creative communities. www.cobaltconnects.ca
- d. **Futurpreneur Canada** – is a non-profit organization on a mission to empower young entrepreneurs as they start and grow successful businesses. www.futurpreneur.ca
- e. **Hamilton Small Business Enterprise Centre** – is a one-stop source for business information, guidance and professional advice on starting and running a business. Interpretation services available. City Hall, 71 Main Street W. Call 905-540-6400 or go to: www.investinhamilton.ca/small-business
- f. **Global Hamilton** - is an initiative of Economic Development that works to attract and support immigrant entrepreneurs. Call 905-546-2424 ext 4882
- g. **Innovation Factory - Regional Innovation Centre** - 175 Longwood Drive, Suite 101A. Call 905-667-2611 or go to: www.innovationfactory.ca
- h. **Ontario Network of Entrepreneurs (ONE)** –is a collaborative network built to help entrepreneurs start and grow their businesses. www.onebusiness.ca
- i. **ServiceOntario – Integrated Business Services.** To register your business and get a master business licence, check out the ServiceOntario website at: <http://bit.ly/registeryourbusiness>

Training

There are free or low cost workshops and courses you can attend including information about

- starting and running a business
- writing and following a business plan
- understanding Canadian business law
- creating and keeping your business

Sign up today with one of these great programs and get started on growing your business.

- a. **Canadian Federation of Independent Business**
Online courses on business operations for members only. www.cfib.ca
- b. **Hamilton Small Business Enterprise Centre**
 - hosts in-person workshops
 - provides a resource centre
 - has one-on-one consultants to help build your businesswww.investinhamilton.ca/small-business/
- c. **Innovation Factory**
 - hosts seminars and events
 - has peer to peer groups
 - offers 1-1 mentoring
 - helps Start-ups commercialize their ideas
 - helps Small/Medium Enterprises innovate within their organizationwww.innovationfactory.ca
- d. **Ontario Works Self Employment Development**
Offers a 60 week program with income supports for select individuals on social assistance. Call your OW Case Manager 905-546-4800 or go to: www.hamilton.ca/ontarioworks



Usman Khan, Owner of G-Class Driving School, Hamilton and Burlington branch

When I arrived in Hamilton, I searched for a job related to my field. However, I could not find a job to provide me with a secure income, so I started working in a factory.

A relative, who owned a driving school, encouraged me to go for the beginner driver education course. I got certified and started working as a driving instructor, initially at a driving school in Burlington and later in Hamilton. In 2009, I launched my first driving school in Burlington, and a year later, another one in Hamilton.

ADVICE FOR NEWCOMERS: Do not expect to find a job right away. Get some sort of training or certification after landing here or if you have the means, start your own business and become an entrepreneur.

Tips

When thinking about starting a business:

- don't be in a hurry
- learn about the local business community through investinhamilton.ca or workforceplanninghamilton.ca
- upgrade your language and training if needed
- visit workplaces that interest you
- meet people outside of your own community wherever you can
- create a business plan, but know that it is likely to change over time
- work for a local business in your area of interest to build your knowledge base
- build your local networks by attending events at a Chamber of Commerce or industry sector organization

Financing

Some small businesses and start-up companies struggle to find funds and financing for their business. Here are some resources that offer funds or capital for creation and maintenance of a business. Funds range from under \$1000 to \$500,000 investments.

- a. **Business Development Bank of Canada**
Get a loan of up to \$50,000 to start your small business. www.bdc.ca
- b. **Canada Small Business Financing Program**
Offers small business loans of up to \$500,000 through banks and credit unions. Contact your local bank or credit union.
- c. **Futurpreneur**
Supports young entrepreneurs with:
 - up to \$45,000 in financing
 - expert business mentors for up to 2 yearswww.futurpreneur.ca
- d. **Ontario Centres of Excellence (OCE)**
Works with private industry to invest in innovative ideas coming out of Ontario's publicly funded colleges, universities, and research hospitals.

You can find out more through your local Regional Innovation Centre at www.oce-ontario.org
- e. **National Research Council Industrial Research Assistance Program (NRC-IRAP)**
 - focuses on small and medium-sized businesses
 - supports you in developing and making a profit through new technology-driven products, services, or processes
You may be able to get financial support for eligible research and development projects. www.nrc-cnrc.gc.ca/eng/services/irap/financial-assistance.html
- f. **YWCA Hamilton Microlending for Women**
Helps women on limited incomes get financial help and business training to successfully start or grow their own small business. Call 905-522-9922 ext. 313

Business Incubation

Delivers support services to businesses during the start-up phase, including:

- management and consulting assistance
- office space and shared facilities
- shared equipment
- shared administrative services

You must meet certain criteria to use these services including focus and feasibility of business. Many workshops are open to the public.

a. **The Forge at Innovation Factory**

An accelerator program and space that takes startups and fast tracks them to the point of investment and sales validation. The Forge is located at McMaster Innovation Park in Suite 301A. www.the-forge.ca

b. **Hamilton Incubator of Technology (HIT)**

Rents space to new technology-based businesses once they are already started. Offers other start-up supports such as

- assistance to financing
- mentorship programs
- business workshops

7 Innovation Dr, Ste 200, Flamborough
Call 905-689-2400 or go to www.hitcentre.ca



Mari Yegorgorji, Owner, Safora Unisex Hair & Beauty Salon

I owned my own hair salon for 15 years before coming to Canada, but when I arrived here I could not speak any English and was unable to pass the hairdresser's license exam. So I got some resources from my ESL teacher and passed it on the second attempt.

ADVICE FOR NEWCOMERS: When you first arrive, attend ESL classes and get a part-time job at the same time to get local work experience. Then be prepared to work towards your dreams. I never expected to have my own business before I came here. It was like a dream come true, but it has been a lot of hard work.

Business Networking

Chambers of Commerce are membership organizations for local businesses which

- host networking events
- publish an annual business directory
- help members to better understand the business scene

Hamilton
120 King St. W., Plaza Level 507
Call 905-522-1151 or go to:
www.hamiltonchamber.on.ca

Flamborough
Call 905-689-7650 or go to:
www.flamboroughchamber.ca

Stoney Creek
Call 905-664-4000 or go to:
www.chamberstoneycreek.com

Shared Workspaces

Looking for a shared workspace? Co-working involves working in a shared working space. It is a group of small businesses sharing the space. Check out the following co-working locations as you start your small business.

a. **The Seedworks**

126 Catharine St. N.
www.seedworksoffices.ca

b. **Platform 302**

302 Cumberland Ave.
www.platform302.com

c. **CoMotion on King**

115 King St. E., 3rd Floor
www.comotiononking.com

d. **Uptown Business Club/Financial Wellness Centre**

236 Pritchard Road (East Mountain/Upper Stoney Creek)
www.fwchamilton.ca

e. **The Studio at Hotel Hamilton**

195 James Street N.
Call 905-979-3234

f. **At Your Service**

Suite #252, 77 James Street N.
www.officeatyourservice.ca