

Quick Guide to Business Resources in Hamilton



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. If you are thinking of starting a business

- visit the Hamilton Small Business Enterprise Centre (interpretation services are available in a variety of languages) to
- learn about resources and seminars
- research what you need to know to help make your business work
- learn about Canadian businesses in your area of interest by working as an employee
- find a business owner in your field who will mentor you
- build your local networks by attending events at a Chamber of Commerce

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**
City Hall, 71 Main Street W.
Call 905-540-6400 or go to: www.investinhamilton.ca/small-business
- f. **Innovation Factory - Regional Innovation Centre** - 175 Longwood Drive, Suite 101A.
Call 905-667-2611 or go to: www.innovationfactory.ca
- g. **Ontario Network of Entrepreneurs (ONE)** – is a collaborative network built to help entrepreneurs start and grow their businesses. www.onebusiness.ca
- h. **ServiceOntario – Integrated Business Services**
To register your business and get a master business licence, check out the ServiceOntario website at: <http://bit.ly/registeryourbusiness>

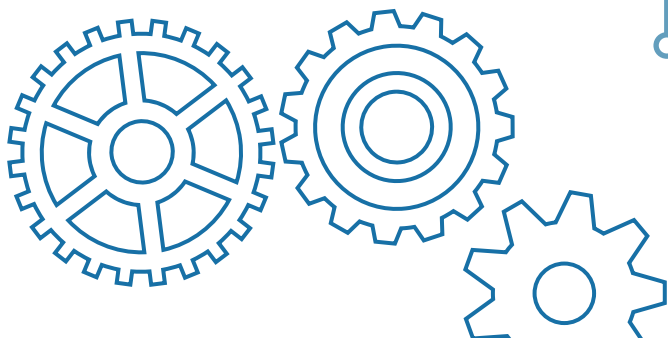
TRAINING

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**
 - workshops and programs
 - resource centre
 - one-on-one access to professionalswww.investinhamilton.ca/small-business/
- c. **Innovation Factory**
 - seminars and events
 - peer to peer groups
 - one-on-one mentoring
 - commercialization for start-ups
 - organizational innovation for small/medium enterpriseswww.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
- e. **YWCA Hamilton Business Planning Programs, Women's Entrepreneurship Program**
 - workshops on marketing, accounting for small business, insurance, legal, business plan creation and implementation
 - 1-1 business coaching and mentorship
 - access to financingCall 905-522-9922 or go to www.ywcahamilton.org



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

**Dilek Duman, Co-Founder and Co-Owner,
Dyer & Duman Design**

When I came to Canada I spent a year studying English. During this time I thought about what I loved and what kind of professional focus I wanted to have. In the end, I went back to my childhood love of drawing and craft work and enrolled in the three-year graphic design program at Mohawk College. When I graduated, I worked in my field in Hamilton. After a few years, I decided to launch my own business with partner Veronica Dyer.

ADVICE: Understanding the culture that we live in is a master key of a successful business. Watch the opportunities around you and try to involve them, including volunteering experiences, public events and any community meetings which will help you to engage in your community.

Photo credit: The Hamilton Spectator



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.

- Access Community Capital Fund** – first-time individual loans of up to \$5000, with volunteer mentors who help applicants and clients with their business. Greater Toronto and Hamilton Areas. You can phone (416) 462-0496 or visit www.accessccf.com
- Business Development Bank of Canada**
Get a loan of up to \$50,000 to start your small business. www.bdc.ca
- 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.
- Futurpreneur**
Supports young entrepreneurs age 18-39 with:
 - up to \$45,000 in financing
 - expert business mentors for up to 2 yearswww.futurpreneur.ca
- 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
- 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
- Starter Company Plus** – offered by Hamilton Small Business Enterprise Centre
 - training and mentoring in a group environment
 - micro grant potential of \$5000www.investinhamilton.ca/small-business/mentoring-programs/

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 has two locations, one at McMaster Innovation Park in Suite 301A and the second at 245 James St. N.

<https://theforge.mcmaster.ca>

- ### b. **Hamilton Health Sciences Innovation Exchange**, in partnership with IBM Canada – a unique innovation accelerator in downtown Hamilton aimed at improving our healthcare system
- www.innovationexchange.ca



Mukudze Dube, Co-Founder, Natal Foods Inc.

When I came to Canada in 2015, I could not find a hot sauce that I liked, so I worked with my wife to create our own recipes. I have a science background and worked as a project manager for 15 years, so I treat this work as a giant project. An entrepreneurship course at Hamilton's Small Business Enterprise Centre was very helpful.

ADVICE: Do your background research, and don't take shortcuts. Find other small business owners who can share information and offer advice and support to each other. Also, test your assumptions: I have met a number of people who promised something but didn't deliver when the time came.

Photo credit: The Hamilton Spectator

BUSINESS NETWORKING

- ### a. **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:

<https://www.hamiltonchamber.ca>

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

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

b. **YWCA Hamilton Business Planning Programs Women's Entrepreneurship Program**

Free Learn and Network events, last Wednesday at the month. Call 905-522-9922 or go to
www.ywcahamilton.org

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 Commons**, 1430 Main Street East www.coworkatcommons.ca
- ### b. **CoMotion Group Spaces**, 115 King Street East, 3rd Floor www.comotiongroup.ca
- ### c. **The Seedworks**, 126 Catharine St. N. www.seedworksoffices.ca
- ### d. **Steel City Studios**, 327 King St. E. www.steelcitystudio.com
- ### e. **Uptown Business Club/Financial Wellness Centre**, 236 Pritchard Road (East Mountain/Upper Stoney Creek) www.fwchamilton.ca
- ### f. **Regus**, 21 King St. W., 5th Floor www.regus.ca

PROFESSIONAL SUPPORTS

Need some legal or other professional advice regarding your business?

- ### a. **Access to Professionals** in the Hamilton Small Business Enterprise Centre. You can meet one-on-one with a Lawyer, Accountant or a Marketing Professional for 45 minutes for \$28.25. To sign up, email mail@hamiltonsmallbusiness.ca or phone 905-540-6400.
- ### b. **Pro Bono Ontario** operates a free legal hotline that includes a corporate lawyer – call 1-855-255-7256
- ### c. **YWCA Hamilton:** 1-1 meeting Business Coach – free advice 30 min, each Tuesday at 9 am. Sign up email bizsmartz@ywcahamilton.org or call 905-522-9922 ext. 313