

Important Terms

Before reviewing the Application Kit, please refer to the definitions below as they pertain to the Manitoba Provincial Nominee Program for Business (MPNP-B):

Affidavit – A sworn statement in writing. It is a written promise that this is the principal applicant's statement.

Accompanying Dependents – A spouse and/or a dependent child (see below for definition of Dependent Children) of the principal applicant who intends to immigrate to Manitoba with the principal applicant.

Application – A package including all forms, supporting documents and information provided to the MPNP-B to request consideration by the MPNP-B.

Balance Sheet (Statement of Financial Position) – One of the most important pieces of financial information, prepared by a business/company. It is a snapshot that shows what a business owns (Assets) and owes (Liabilities) at that point in time. The difference between the assets and the liabilities is called the owner's equity.

(Statement of) Business Intent: - A Business Intent is a plan summarizing the applicant's intended business venture. This should include enough information to outline the most important details of the applicant's business idea, how it will be run and broad expectations of outcomes.

Business Immigrant – A person who has the intention, relevant business experience, and ability to establish, purchase or make a substantial investment in a business in Manitoba that will contribute significantly to the provincial economy and job creation. The business immigrant must also intend to live in Manitoba and have the ability to provide active and ongoing participation in the management of the business.

Canadian Visa Office – Citizenship and Immigration Canada (CIC's) immigration office outside Canada, located at a Canadian Embassy, Canadian Consulate General, or Canadian High Commission that issues Temporary Resident Visas and Permanent Residency Visas.

Cash Deposit – A deposit of CDN\$75,000 will be made and payable to the Government of Manitoba. This deposit will be held until the agreed investment has been made. Terms governing release of the deposit are found in the Cash Deposit Agreement. **Note: No deposit is required until after the application has been assessed and approved, and no interest will be paid on the deposit.**

Cash Deposit Agreement – The agreement entered into between the applicant and the Government of Manitoba governing the terms and conditions under which the deposit will be held and subsequently released.

Cash-Flow Statement (also known as Statement of Changes in Financial Position) – A Cash Flow Statement traces the flow of funds (or working capital) into and out of a business during an accounting period. It can be used to assess the timing, amount and predictability of future cash flows and it can be used as the basis for budgeting. There are three sections to a Cash Flow Statement: operating activities; investing activities; and financing activities. Cash flow is not the same as net income.

Certificate of Nomination – A certificate issued by the MPNP directly to a CIC Visa Office indicating that an approved Provincial Nominee is eligible to apply to that office for a Permanent Resident visa.

CIC - Citizenship and Immigration Canada.

CIC Visa Office – A Citizenship and Immigration Canada office at a Canadian Embassy, High Commission or Consulate that issues visas, including Permanent Resident Visas.

Common-law partner – A common-law partner is a person who has been living with the principal applicant in a conjugal relationship for at least one year. The term refers to both opposite and same-sex relationships.

Dependent Children – Dependent children are either a biological or an adopted child of the principal applicant, spouse or common-law partner; and

- are under 22 years of age;
- have never married or are not in a common-law relationship;
- are living with the principal applicant (parent) at the time the application is made, and will be traveling to Manitoba at the same time as the principal applicant;
- are financially dependent on their parents for ONE of the following reasons:
 - 1) they are in school full-time and are financially dependent on their parents since reaching the age of 22 (or from the date of their marriage, if married before 22). Students who interrupt their full time studies are still considered dependents, as long as they are not away from their program of study for more than one year and continue to be financially dependent on their parents during that time; or
 - 2) they cannot support themselves due to a physical or mental disability. Dependents who do not meet the above criteria may be considered for nomination under the Skilled Worker Program's *Strategic Recruitment Initiatives* **AFTER** the principal applicant has been nominated by the MPNP-B.

Please note the following:

- All existing dependents must be declared to the MPNP-B **BEFORE** nomination.
- New dependents, after nomination, must be declared to the MPNP-B and the Government of Canada Visa Office **BEFORE** Permanent Residence Visas are issued.
- If you do not declare a new dependent to the MPNP-B and the Government of Canada **BEFORE** your Permanent Residence Visa is issued, you will need to apply separately to sponsor these dependents through a Government of Canada sponsorship program **AFTER** you settle in Manitoba.
- The MPNP-B cannot assist you with a sponsorship application.
- Please also note that CIC may introduce regulatory changes to amend or change the definition of a “dependent”. In that eventuality, the newly introduced definition of a “dependent” will prevail.

Deposit Agreement – After an application is approved for nomination, the applicant must sign a contract with the Government of Manitoba which details the terms and conditions under which the applicant's deposit will be held and subsequently released. The Deposit Agreement will specify the applicant's intended level of investment and type of business proposed.

Designated Representative – An individual, not necessarily a paid immigration representative, named by the applicant and authorized to receive information about an application. The MPNP-B will only release information to **one** named and authorized representative.

Equity Investment (Capital cash outlay) – This consists of investment in verifiable assets and working capital. It is the amount of money, in Canadian Dollars, which is to be invested in while establishing a farm business in Manitoba. In the case of an incorporated farm business, this investment can take the form of Share Capital (Common or Ordinary Shares, Preferred Shares or Subordinated Shareholder Loans to the company. NOTE: This is an investment in permanent capital and, as such, there can be no fixed redemption date). The investment can also take the form of capital outlay for a facility or land that will be used for the purposes of operating the proposed business. There can be no other claims on this money, except that of the entrepreneur.

Exploratory Visit – A visit that gives the prospective farm business applicant an opportunity to acquire first-hand knowledge about living and operating a farm business in Manitoba. The visit may include farm market analysis/research, in-person meetings with farm related industries and government departments or agencies, and other important considerations in establishing a farm business.

Financial Statements – Documentation including balance sheets, income statements and cash flow statements that are audited or reviewed by independent accredited accountants. See individual definitions in this section for details on each of these items.

HRSDC – Human Resources and Skills Development Canada.

Immigration Consultants of Canada Regulatory Council (ICCRC) – A self-regulating association of paid immigration representatives who are citizens or permanent residents of Canada. CIC and the MPNP-B will not release information to any paid immigration representative who is not a member in good standing with **ICCRC** or a lawyer in good standing with a Law Society in Canada or the Chamber des notaries du Quebec.

Immigration Representative – An individual who has the applicant's permission to conduct business for him/her with Citizenship and Immigration Canada (CIC). A paid representative must be either a lawyer registered with a Canadian Provincial Law Society or a consultant who is registered with the Immigration Consultants of Canada Regulatory Council (ICCRC) or the Chamber des notaries du Quebec.

- **Paid Representative** – An individual who is a member in good standing of either the Immigration Consultants of Canada Regulatory Council (ICCRC), a Canadian Provincial Law Society or the Chamber des notaries du Quebec who acts on behalf of the applicant applying for immigration under the MPNP-B. Only members of these associations are authorized to charge fees for immigration advice and/or services under the MPNP-B. If using the services of a paid representative, the applicant must confirm that the representative is a member in good standing of at least one of these two professional associations. For more information, please read CIC's tips for choosing an immigration representative.

Income Statement – An indicator of a company's financial performance, which measures sales or revenues and expenses over a specified time period, usually one year.

Manitoba Provincial Nominee – A person whose application to immigrate to Manitoba has been approved and to whom the MPNP has issued a Certificate of Nomination.

Manitoba Provincial Nominee Program – A nomination program that allows the Province of Manitoba to assess and nominate applicants for immigration who can demonstrate their ability to establish successfully and permanently in Manitoba (commonly referred to as the MPNP).

Manitoba Provincial Nominee Program for Business (MPNP-B) Applicant – A person who has been nominated in accordance with Manitoba’s criteria for either a business or farm business investor. This person will be assisted in applying for a Permanent Residence Visa through a designated Canadian Visa Office under the category of Provincial Nominee.

Net Income – The amount of money a business has made over a specified period of time (usually one year). This is generally calculated as revenue less expenses and income (corporation) tax. It is calculated before dividends to shareholders or drawings to proprietors or partners.

Net Worth – The value of an applicant’s total assets, less the value of their total liabilities. This includes all the assets owned by the applicant’s spouse and dependent children but does not include value of personal items such as jewellery, furniture, appliances or vehicles etc.

Nominate – The term used by the Province of Manitoba to describe the selection of an applicant by the MPNP-B and to recommend an applicant for issuance of a Permanent Residence Visa by CIC.

Notary Public – (also called a Notary). This is a public official who verifies that documents are real and/or official.

Permanent Resident – A person who is legally in Canada as a landed immigrant, but who is not yet eligible to apply for, or has not yet been granted Canadian citizenship.

Personal Net Worth – An indication of the financial background and strength of the principal applicant and spouse, which is calculated as the difference of assets (things *owned*) minus liabilities (things *owed*). It does not include value of personal items such as jewelry, furniture, appliances, etc.

Principal Applicant – The person (you or your spouse) who has a better chance of meeting the selection criteria for the MPNP-B as an entrepreneur.

Senior Farm Management Experience – You have occupied a position in the highest level of the management structure of a major farm business. In that position, you were responsible for the strategic policy development affecting a major component or a wide range of operations of that major business, and have done so for at least three of the past six years prior to applying.

If your application is based on Senior Farm Management experience, you must demonstrate that you have had a role with significant decision-making responsibilities involving a minimum of two of the following aspects of business:

- Crop or livestock production and overall farm operations
- Sales and marketing of primary agriculture products
- Financial management and accounting
- Human Resources/Personnel, if applicable
- Custom farm operation contracting.

In addition to the above, you should also demonstrate that your level of income is commensurate with the prevailing income level of senior farm managers of other major businesses in your country. You must clearly demonstrate this level of income through appropriate documentation including government income tax assessments and or income tax returns.

Spouse – A person to whom the principal applicant is legally married. The term refers to both opposite and same-sex relationships.

Supporting Documentation – The documents required for all immigration applications (e.g. documents that prove identity, work experience, language ability, finances, etc.).

Temporary Work Permit – A permit issued by a CIC Visa Office or case processing centre allowing the holder to work temporarily in Canada according to the conditions indicated on the permit. An approved Provincial Nominee may be eligible to apply for a temporary work permit without requiring HRSDC validation, if he/she has a job offer in his/her assessed occupation and a supporting letter from the MPNP.