

Important Terms

Before you review the Application Kit, please refer to the definitions below as they pertain to the PNP-B:

Accompanying Dependents – a spouse or 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 PNP-B to request consideration by the PNP-B.

Balance Sheet – a listing of the assets available to conduct business operations, the liabilities against those assets, and an indication of the scope of operations.

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 & Immigration Canada (CIC) immigration office outside Canada, located at a Canadian Embassy, Canadian Consulate General, or Canadian High Commission that issues Visas and Permanent Residency Visas.

Cash Deposit – a deposit will be made with 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 interest will be paid on the deposit. No deposit is required until after the application has been assessed and approved.

Cash Deposit Agreement – the agreement entered into between the applicant and the Province 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 – 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 PNP-B. Please note the following:

- All existing dependents must be declared to the PNP-B BEFORE nomination.
- New dependents, after nomination, must be declared to the PNP-B and the Government of Canada Visa Office BEFORE permanent visas are issued.
- If you do not declare a new dependent to the PNP-B and the Government of Canada before your permanent 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 PNP-B cannot assist you with a sponsorship application.

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

Equity Investment (Capital cash outlay) – the amount of money, in Canadian Dollars, which will be invested into a business being established in Manitoba. This investment can take the form of Share Capital (Common or Ordinary Shares, Preferred Shares, or Subordinated Shareholder Loans). There will be no other claims on this money, except that of the Immigrant Entrepreneur.

Exploratory Visit – a visit that gives the prospective business applicant an opportunity to acquire first-hand knowledge about living and doing business in Manitoba. The visit may include market analysis/research, in-person meetings with industries and government departments or agencies, industry tours, and other important considerations in establishing or buying an existing business. (You may need a visitor visa to travel to Canada/Manitoba for an exploratory visit). Refer to the "*Guide to Applying for an Exploratory Visit*". During your visit you **must attend** an interview with the Manitoba Business Immigration and Investment Branch. There will be a CDN\$50.00 cost recovery fee charged at the time of the interview.

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 PNP-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.

Immigration Representative - an immigration representative is a person who receives a fee to act on behalf of an application of the Provincial Nominee Program – Business.

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 PNP-B has issued a Certificate of Nomination.

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).

Provincial Nominee Program for Business – a person who has been nominated in accordance with Manitoba’s criteria for business immigrants. This person will be assisted in applying for a permanent resident visa through a designated Canadian Visa Office under the immigration 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.

Nominate – a term used by the Province of Manitoba to select individuals for the Provincial Nominee Program .

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 Provincial Nominee Program for Business as an entrepreneur.

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

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.