

7. Please indicate your current or highest level of study.

High school grade 9 or less grade 10 grade 11 grade 12

College year 1 year 2 year 3 or greater

University year 1 year 2 year 3 year 4 year 5 or greater

Area of study: _____

Other training or courses: _____

8. Student / Employment status: (please check all that apply)

Not a student

Employed full-time

Full-time student

Employed part-time

Part-time student

Farming

Unemployed

Self-employed full-time

Self-employed part-time

9. Please provide information on your current or most recent employment.

Company Name: _____

Address: _____

Job Title: _____ Employed from: _____ to _____
MM/YY MM/YY

Responsibilities: _____

10. Legal name of proposed business: _____

Operating name (if different): _____

Business address: # and Street City/Town Province Postal Code

11. Please give a brief description of your business: _____

12. Is the business currently in operation? Yes No

Note: businesses that are in full operation are not eligible to apply.

If no, please provide proposed start date: _____

If business is in operation, indicate start date: _____

13. a) Structure of proposed business:

- Sole proprietorship Partnership Corporation or Limited Company

b) If the proposed business is to be a partnership or limited company, please state the name(s) and ages of all business partners/investors/shareholders and their position(s) with the new company. Please note that partners and investors are not required to meet program age requirements. Copies of partnership agreements or articles of incorporation must be submitted with your application.

Name	Age	Position with Company
Name	Age	Position with Company
Name	Age	Position with Company

14. Have you applied to any other government program for funding (e.g. Business Start, Futurpreneur, Rural Entrepreneur Assistance)?

- Yes No If yes, please identify the program name and current status of the application.

15. Estimated (a more detailed analysis should be included in your business plan) business start-up costs for the first 12 months of operation.

General Start-Up Expenditures

Capital Expenditures

Rent		Land/building	
Licenses/Permits		Equipment	
Insurance		Store/business furniture	
Advertising		Vehicles	
Office Supplies		Other (specify)	
Loan Interest			
Employee wages and benefits			
Utilities			
Legal and financing fees			
Purchase of Inventory			
Equipment Rental			
Total:		Total:	

16. Based on the total costs and expenditures listed above, what is the amount of grant money you are seeking from the Young Entrepreneurs Program? *Please note that inventory is not an eligible expense for the Young Entrepreneurs Program.*

Total Grant Amount Requested (max. \$4000): \$ _____

17. Personal Assets and Liabilities. Please provide details of your current personal financial situation as of the date of application to the Young Entrepreneurs Program

Assets		Liabilities	
Cash		Mortgage(s)	
Liquid Assets (stocks, bonds, etc.)		Credit Cards	
Real Estate (state name (s) of registered owners)		Other loans outstanding (auto, personal, etc.)	
Vehicles (state name (s) of registered owners)		Loans (other)	
Other		Other	
Total:		Total:	

SECTION B: CERTIFICATION

- A. I, _____, hereby declare that I am the Applicant, or the authorized representative of the Applicant business, named in the Personal and Business Information Section of the Young Entrepreneurs Application form.
- B. I certify that I have read and agree to the criteria, terms, conditions and requirements of this application form.
- C. I certify that all of the information given by me in this application is true and complete. I authorize the officers of the program to make all necessary credit investigations and provide the Partners with Youth program office with any relevant information. I have included with this application the business description, for which I am requesting program assistance. I understand that this and any subsequent information submitted by me and approved under Partners with Youth become part of this application.
- D. I understand that upon approval of this application, I agree to permit the program to audit the records of the business during the first year of operation.
- E. I understand that upon approval of this application the individual named in the Personal and Business Information Section of the Young Entrepreneurs Application undertakes to comply with all conditions as set out in this application.
- F. I understand that if the Applicant named in the Personal and Business Information Section fails to meet with any or all of the terms and conditions as set out in this application or has provided false / incomplete information to the Young Entrepreneurs Program, the Applicant shall, upon request by the Government of Manitoba, be required to repay all funds paid to the Applicant.

Name of Applicant or Representative (Please Print)

Position with Business

Address

Telephone Number

Signature

Date

SECTION C: BUSINESS PLAN OVERVIEW AND CHECKLIST

To help you ensure that all required aspects of a business plan have been included, the Young Entrepreneurs Program has provided an overview checklist for your reference. Please ensure that the business plan you submit includes all the following data. Remember to cite sources that support your statements about competition and market trends.

For more information about how to create a business plan, visit the Futurpreneur online Business Plan Writer at: <https://www.futurpreneur.ca/en/bplan/>.

Executive Summary / Business Overview

- Have you determined what form of business structure your venture will take? (*sole proprietorship, partnership, limited corporation or cooperative*)
- Have you completed an implementation plan / schedule with dates?
- Have you registered your business with the Companies Office?

Marketing Section

- Have you identified current industry trends?
- Have you identified your major competitors and detailed their strengths and weaknesses?
 - How long have they been in operation?
 - Where are they located and what products and services do they offer?
 - Have you considered the difference between direct and indirect competition?
- Have you identified your target market (*who are your customers and where are they located*)?
- What is the estimated size of your market in terms of territory?
 - Type of customer and consumer?
 - Price ranges for your product / service?
 - Have you quantified the size of the opportunity locally, provincially, nationally and globally (if applicable)?
- Have you compiled your demographic information?
- Why will customers prefer your product / service to that of your competitors? (*It is not enough to state that you will provide "better service"*)
- Please provide the results of the research (*surveys and other quantifiable data*) conducted that supports these assumptions about your customer base.
- What forms of advertising, promotion and publicity do you plan to use to market your business? Please detail all related costs.
- What amount do you plan to spend on advertising, promotion and publicity for your first twelve months of operations?

Operations and Management Section

- Have you listed your major suppliers (*locations and services / products offered*) and their credit terms?
 - Can you change suppliers easily if required?
- What are your overhead costs (*rent, utilities, taxes, licenses and permits, maintenance, equipment and machinery, vehicle, etc.*) that will be factored into your product or service pricing in order to cover general operating expenses?
- Have you made any provisions for warranty / servicing costs in your pricing?
- What is the average cost per unit for your product / service including all labour and other related overhead costs?
- Identify your facility requirements as to the size, location and type of premises.
 - Will your venture be home-based?
- Are there any special skills required to operate your business venture?
- Have you considered additional training or supports you might need to help you and your business to succeed? (*ie. courses in accounting, management, marketing, IT, business advisors, etc.*).
- Are patents, franchise obligations and agreements, trademarks and licensing agreements relevant to your business venture? If they are have you considered the financial implications?

Please note the following questions are related specifically to those ventures that are involved with manufacturing:

- What are the materials that will be used to manufacture your product or provide your service?
- What is the average cost of these materials?
- What is the average labour cost required to manufacture your products or provide your service

Financial Section

- Have you calculated your break-even point?
- Have you included notes to financials in this section?
- Have you completed a pro-forma cash flow forecast for **Year One** and **Year Two** of operations?
- Research data and general assumptions used to determine your cash flow projections (*what was the logic based on when you determined your sales projections?*).
- Have you completed an Income Statement and Balance Sheet for **Year One** and **Year Two**?
- Have you completed a Profit and Loss Statement?
- Detailed your banking expenses and any other expenses related to financial and professional services used by your business (*accountant, lawyer, architect, etc.*)?
- Have you made provisions to provide yourself with a suitable salary or monthly draw (*owner / personal draw*)?
- Have you identified all costs, operating and capital, associated with the start-up of your business venture?
- Have you identified all assets and equity that will be used to start your business venture?
- Have you identified all sources of financing for your business venture?