

## Part 5: EI – Base Registration Scoring Guide

### Sections:

#### 5.1. Self-declared scores (120 points)

5.1 (A) Experience & business ownership

5.1 (B) Net worth

5.1 (C) Total personal investment

5.1 (D) Jobs created / maintained

5.1 (E) Location based on B.C. Regional Districts

5.1 (F) Adaptability factors

#### 5.2. Business Concept Scoring (80 points)

5.1 (A) General Information

5.1 (B) Commercial viability

5.1 (C) Transferability of skills

5.1 (D) Economic benefits

This section provides detail about **Entrepreneur Immigration – Base** registration scoring, including complete point tables and useful information on how to fill out your registration.

Many sections of the registration have minimum eligibility scores. You must meet the minimum eligibility scores in each section to be entered into the qualified pool.

Scoring Sections		Points
Self-declared	Experience & Ownership	24
	Net Worth	12
	Total Personal Investment	20
	Jobs	12
	Development Region	12
	Adaptability	40
Self-declared SUBTOTAL score		120
Business concept	Commercial Viability	30
	Transferability of Skills	15
	Economic Benefits	35
Business concept SUBTOTAL score		80
Maximum Score Available		200

Your registration will be disqualified if:

- you propose an [ineligible business](#)
- you are proposing a partnership but have not identified all partners and their percent ownership
- you are proposing to purchase an existing business but have not identified the target business, or if the business has not been in operation under the same owner for at least 60 months (five years)
- you do not meet the minimum point requirements for any section
- you do not score at least 40 points in the business concept section
- you do not receive an overall score of at least 115 points

You may have to provide evidence of any and all claims if you receive an invitation to apply. For information on documents required at the application stage, please refer to the Entrepreneur Immigration Application Guide available on the BC PNP [website](#).

## 5.1. EI – Base: Self-declared Scores

The [BCPNP Online](#) system will automatically assign points based on the information you provide.

The BC PNP will verify this information and may adjust your score if necessary.

### 5.1 (A) Experience and Business Ownership

The [EI – Base requirements section of this Guide](#) provides detailed information on business and work experience requirements.

You will receive points based on your business ownership and/or senior management work experience **over the last 10 years**.

Please list all of your active business ownership and/or senior management work experience over the last 10 years. You will be assigned points in the experience section **for periods that are not duplicated in time**.

You may not claim senior management experience if you worked at the same business of which you owned more than 10 per cent during the same period of time.

You must indicate the industry sector code(s) based on your proposed [NAICS code](#) and the occupation code(s) from the [NOC](#) that best relate to your experience.

You must score at least 8 points to meet the minimum requirements for this section.

Experience	Total Duration	Points
Business owner-manager experience	Less than 12 months	0
	12 to 24 months	4
	25 to 36 months	6
	37 to 48 months	12
	49 to 59 months	15
	60 months or more	20
Senior manager work experience	Less than 24 months	0
	25 to 48 months	4
	49 to 59 months	8
	60 months or more	12
<b>Maximum Score Available</b>		<b>20</b>

In addition, you will be awarded points if you have owned 100 per cent of a business for **at least 36 of the most recent 60 months (three of the most recent five years)**. The 100 per cent ownership of the business may be shared between you, your spouse or common-law partner, and/or your dependent child(ren).

Ownership	Amount	Points
Business ownership	Less than 36 months (three years) of 100% business ownership in the past five years	0
	100% ownership of a business for at least 36 of the last 60 months (three of the last five years)	4
<b>Maximum Score Available</b>		<b>4</b>

## 5.1 (B) Net Worth

The [EI – Base requirements section of this Guide](#) provides detailed information on personal net worth requirements.

You will receive points based on your total personal net worth including that of your spouse or common-law partner, and/or your dependent children, if applicable.

You will have to provide information on the following:

- current assets:
  - bank deposits (e.g. personal chequing and savings accounts)
  - liquid investments (e.g. stocks, bonds, term deposits redeemable within 12 months)
  - other liquid assets (you must specify)
- other assets:
  - real property (e.g. real estate, personal and commercial property ownership)
  - business ownership (i.e. current book value of the percent ownership of your business(es))
  - pension funds and other assets (you must specify)
- liabilities:
  - real property mortgage
  - other debts (e.g. personal loans, credit card debt)

**You must score at least 5 points to meet the minimum requirements for this section.**

Personal Net Worth		Points
Your total current assets (cash and liquid funds)	Less than \$50,000	0
	\$50,000 to \$199,999	2
	\$200,000 to \$399,999	3
	\$400,000 or more	4
Your <i>total personal net worth</i>	Less than \$600,000	0
	\$600,000 to \$799,999	5
	\$800,000 to \$1,999,999	6
	\$2,000,000 to \$4,999,999	7
	\$5,000,000 or more	8
Maximum Score Available		12

## 5.1 (C) Total Personal Investment

The [EI – Base requirements section of this Guide](#) provides detailed information on minimum investment requirements.

You will receive points based on your proposed total personal investment for the business.

The [BCPNP Online](#) registration form includes typical investment items as dropdown items. You may add investment item fields to the table by selecting *other*.

**You must score at least 8 points to meet the minimum requirement for this section.**

Total Personal Investment	Points
Less than \$200,000	0
\$200,000 to \$399,999	8
\$400,000 to \$599,999	10
\$600,000 to \$999,999	11
\$1,000,000 to \$1,999,999	12
\$2,000,000 to \$3,999,999	14
\$4,000,000 to \$7,999,999	16
\$8,000,000 or more	20
<b>Maximum Score Available</b>	<b>20</b>

## 5.1 (D) Jobs Created / Maintained

The [EI – Base requirements section of this Guide](#) provides detailed information on job creation requirements.

You will receive points based on your proposed full-time equivalent (FTE) job creation, and FTE maintenance if you are purchasing an existing business. Your position and your spouse's do not qualify as job creation/maintenance.

You will be disqualified if you do not demonstrate that you will create at least one FTE job.

If you are proposing to partner with a co-registrant, refer to the [partnering with a co-registrant section](#).

To identify the occupation and associated TEER, refer to the [NOC](#). The salary field represents the **estimated annual salary** of the position.

**You must score at least 4 points to meet the minimum requirement for this section.**

Total Proposed FTE Jobs	Points
Less than 1 job	0
At least 1 job but less than 2	4
At least 2 jobs but less than 3	5
At least 3 jobs but less than 4	6
At least 4 jobs but less than 5	7
At least 5 jobs but less than 6	8
At least 6 jobs but less than 7	9
At least 7 jobs but less than 10	10
At least 10 jobs but less than 20	11
At least 20 jobs	12
<b>Maximum Score Available</b>	<b>12</b>

## 5.1 (E) B.C. Development Region

The BC PNP is focused on attracting investment to regional communities. In EI – Base registrations, a greater number of points are awarded for investments proposed in Development Regions outside of the Mainland/Southwest region.

If you are proposing to establish a new business in a regional community in B.C., you may alternatively want to consider submitting a registration under the [Entrepreneur Immigration – Regional](#).

The applicant must work at the primary place of business and reside within 50 kilometres of the business.

There is no minimum required score for this section.

Location based on B.C. Development Region	Points
Mainland/Southwest	0
Vancouver Island and Coast, Thompson/Okanagan	6
Cariboo	10
Northeast, Kootenay, Nechako, North Coast	12
<b>Maximum Score Available</b>	<b>12</b>

## 5.1 (F) Adaptability Factors

- (i) **Language Proficiency**
- (ii) **Education**
- (iii) **Previous Visit(s) to B.C.**
- (iv) **Age**
- (v) **Canadian Experience**

The BC PNP will consider adaptability factors and assign points for these factors as part of the registration score. These factors are not mandatory requirements of the BC PNP but are indicators to support the likelihood of your economic establishment in B.C.

For information on required documents for a complete application, please refer to the Entrepreneur Immigration Application Guide available on the [BC PNP website](#).

There is no minimum required score for this section.

### (i) Language Proficiency

You are not required to demonstrate your language proficiency at the time of registration, however, being proficient in English and/or French is a mandatory requirement for nomination in the BC PNP Entrepreneur Immigration – Base stream.

If you claim points for language proficiency in your registration you will be required to submit a copy of valid language test results at the time of registration.

For further details, refer to section 2.1(c).

### (ii) Education

You will receive points for your [highest level of completed education](#). If you are invited to apply, you will be required to provide evidence of your education, and you may be required to provide an education credential assessment.

If your score for Education Level is 0, you will not be eligible to register unless you have at least 36 months (three years) of active management experience of a business that you had 100 per cent ownership in the last 60 months (five years).



### (iii) Previous Visit(s) to B.C.

If you have previously visited British Columbia, you must provide details of your visit(s), including cities/municipalities visited, and the dates when you entered and exited B.C. If you are invited to apply, you will be required to provide evidence of your previous visit(s) to B.C.

### (iv) Age

The BC PNP does not have any age requirements or age limits. However, your age will be assigned points in the BCPNP Online registration.

### (v) Canadian Experience

The BC PNP will assign points if you possess any of the following experience obtained in Canada **within the last 10 years**:

- Canadian, full-time work experience: You have legally worked in Canada for at least 12 consecutive months in any occupation, which may include the active management of a business under your ownership in Canada. During this time, **you must have had a valid Canadian work permit to claim this experience.**
- Full-time studies in Canada: You have legally studied in Canada under a secondary or post-secondary program for at least 12 consecutive months (including scheduled breaks such as winter and summer breaks and holidays – a minimum of two consecutive semesters). During this time, **you must have had a valid Canadian study permit to claim this experience.**

Points will not be assigned for language training such as English as a second language.

Adaptability Factor		Points
Language proficiency	None or minimal, similar to CLB 3 and below	0
	Basic understanding, similar to CLB 4	4
	Intermediate and advanced, similar to CLB 5 and above	6
Education level	Secondary school or less	0
	Associate degree	4
	Diploma / certificate (non-trades)	
	Diploma / certificate (trades)	
	Bachelor's degree	7
	Post-graduate diploma / certificate	
	Master's degree	10
	Doctorate / PhD	
Age	Less than 25	0
	25 – 34	4
	35 – 44	8
	45 – 54	6
	55 – 64	4
	65 or older	0
Business exploratory visits	No, or visited B.C. more than 3 years ago	0
	Yes, visited B.C. 1 – 3 years ago	3
	Yes, visited B.C. less than 1 year ago, but did not visit the Regional District of the proposed business	5
	Yes, visited the Regional District of the proposed business less than 1 year ago	8
Canadian work experience, business experience, or studies from within Canada for at least 12 months	No	0
	Yes	8
Maximum Score Available		40

## 5.2. EI – Base: Business Concept Scoring

### 5.2 (A) General information

### 5.2 (B) Commercial Viability

### 5.2 (C) Transferability of Skills

### 5.2 (D) Economic Benefits

You must propose to **establish a new business** or **purchase and improve an existing business** in B.C. The business concept of the registration is similar to an executive summary that provides high-level information about your proposed business plan.

If you are invited to apply, you will be required to submit a comprehensive business plan as part of your application.

### 5.2 (A) General Information

You must answer questions and provide details of your business concept specific to your proposal. Your proposed business concept will be scored by the BC PNP.

For all registrations, you will be asked to provide details of the following:

- description of the business model and its operations: what will the business do and how will it do it?
- description of the types of goods and/or services the business will provide
- your proposed job title and duties, and how your qualifications relate to the proposed business
- description of how your business will be commercially viable: what is your market entry strategy?
- description and rationale for your staffing requirements

In addition to the above, if you are **purchasing an existing business**, wholly or partially, you must:

- identify and describe the target business, including staffing
- summarize the company's performance, with approximate annual revenue, and net profit from the past two years
- provide a description and rationale of your improvement/expansion plan
- comment on business history and financial health
- explain how you established the value of the business

Do not include general market research or statistics in your business concept.

In the business concept section, you will be also required to indicate whether you are proposing any of the following:

- **franchise business:**

If you are proposing to establish a franchise business, either a new franchise location or purchasing an existing one, you must provide details on the franchisor. In addition, you must identify any franchisor conditions or restrictions on approving you as a franchisee, and describe the franchisor's response to your request for a proposed new location. For more information on franchise businesses, please refer to the [business requirements section](#).

- **partnership with local partner(s):**

If you are proposing to partner with a local or foreign businessperson or BC PNP co-registrant, you must provide a rationale for the business partnership and describe your business relationship with each partner. You must identify the partner(s), their proposed ownership percentage, whether the local partner(s) will make any investment into the business, and what role, if any, the partner(s) will have in the business.

- **partnership with BC PNP co-registrant(s):**

If you are partnering with a [BC PNP co-registrant](#), each co-registrant must submit their registrations within 30 days of the earliest registration. Your registration will not be accepted if your co-registrant(s) submits a registration more than 30 days after your registration is received.

For complete information on business requirements, including detailed explanations of factors within the business concept, please refer to the [business requirements section of this Guide](#).

**You must score at least 40 points in the business concept section.**

Your business concept will be scored on the following factors:

<b>Business Concept Factors</b>	<b>Points</b>
<b>Commercial viability:</b> <ul style="list-style-type: none"><li>(a) Business model</li><li>(b) Market and products/services</li><li>(c) Eligible personal investment</li><li>(d) Assessment of proposed personal investment</li><li>(e) Ownership percentage</li><li>(f) Risk factors</li></ul>	30
<b>Transferability of skills:</b> <ul style="list-style-type: none"><li>(a) Business owner-manager experience only</li><li>(b) Senior manager work experience only</li><li>(c) Language ability</li></ul>	15
<b>Economic benefits:</b> <ul style="list-style-type: none"><li>(a) Key sectors &amp; significant economic benefits</li><li>(b) Jobs assessment</li><li>(c) High-skilled jobs</li></ul>	35
<b>Maximum Score Available</b>	<b>80</b>

## 5.2 (B) Commercial Viability

### 5.2 (B)(a) Business model

### 5.2 (B)(b) Market and products/services

### 5.2 (B)(c) Eligible personal investment

### 5.2 (B)(d) Assessment of proposed personal investment

### 5.2 (B)(e) Ownership percentage

### 5.2 (B)(f) Risk factors

The BC PNP will assess your business concept and assign points based on the commercial viability of your proposed business.

Overall Commercial Viability	Points
Business model	10
Market & products/services	4
Eligible personal investment	4
Assessment of proposed personal investment	6
Ownership percentage	4
Risk factors	2
<b>Maximum Score Available</b>	<b>30</b>

### 5.2 (B)(a) Business model

You must describe how your proposed business will generate revenue and profit, and how the business will have the potential for sustained commercial success under your management.

For the purchase of an existing business, including partnerships:

- Expansion/improvement plan: You must identify how you will improve, upgrade and/or expand the existing business. This may include creating new employment, investing in improvements and/or upgrades to the business, introducing new products and/or services, etc.
- Financial stability: You must be able to demonstrate that the business is a going concern (profitable), that it can sustain additional expenses and investments, how the business will generate additional profit, and how the workforce will be expanded.

You will receive points for your business model based on the following table:

Business Model	Points
Unsatisfactory / Unclear	1
Fair / Good	5
Excellent	10
<b>Maximum Score Available</b>	<b>10</b>

The business model is assessed based on the following criteria:

- An unsatisfactory/unclear business model (1 point) will be determined **if any of the following are identified**:
  - business model does not clearly identify and/or describe the business operation from start to finish
  - business model does not clearly identify the products and/or services being offered
  - proposed scale of business is not consistent with industry/regional norms
  - business concept does not provide details of applicant's proposed role
  - business concept does not provide substantive information on local business partner and/or co-applicant
  - proposed co-registrants do not demonstrate a prior working/business relationship
  - **if purchasing an existing business**: the proposed expansion plan does not effectively address a plan to upgrade/improve or expand the existing business, or is ineligible
  - **if purchasing an existing business**: the proposed expansion plan relies primarily upon unsubstantiated investment and/or job creation and appears to be inconsistent with industry/regional norms
- A fair/good business model (5 points) will be determined **if all of the following are met**:
  - business model is clearly identified and describes the business operation from start to finish
  - business model clearly identifies the products and/or services being offered
  - proposed scale of business is consistent with industry/regional norms
  - business concept provides substantive information on local business partner and/or co-applicant (if applicable)
- An excellent business model (10 points) will be determined if, in addition to core requirements for fair/good, the business concept **also meets at least 3 of the following factors**:

- proposed investment and jobs plan are consistent with the business model (must score 6 points for assessment of investment and score 6 points for jobs assessment)
- business model identifies a clear strategy to become commercially viable
- business model's operational plan is internally consistent
- applicant's proposed duties with the business are consistent with applicant's experience

## 5.2 (B)(b) Market and products/services:

You must provide an effective market entry strategy to show how your proposed business will be successful in British Columbia. If you are planning to purchase an existing business, you must be able to demonstrate how the business will grow and expand under your management.

You must describe the types of products and/or services that will be offered, or that are currently offered if you are purchasing an existing business. Describe the uniqueness of the product(s) and/or service(s).

You will receive points for your market and products/services based on the following table:

Market & Product	Points
Does not satisfactorily address any of the Market/Product factors	1
Addresses at least one of the Market/Product factors, and is consistent with Business Model	4
<b>Maximum Score Available</b>	<b>4</b>

Scoring will be based on whether the registrant demonstrates **at least 1 of 4 critical factors**, which are consistent with the business model:

- **Competitive edge:** the product/service offers distinction from its potential competitors. If local competitors offer the same or similar product/service, then it does not offer substantive distinction.
- **High-value:** the proposed product/service will be a specialized product/service that is differentiated from generic, mid to low-value products/services.
- **New product/service:** the product/service is “new to the market” or “new to the world”. The business concept should demonstrate that the product/service is not locally available.
- **Competitive analysis/market entry strategy:** business concept provides a competitive analysis that identifies current/potential competitors, how to make the product/service unique or distinguishable, how to attract the target market, strengths and weaknesses of



current and potential competitors, and how the proposed business's competitive advantage and how it will effectively enter the market.

## 5.2 (B)(c) Eligible personal investment

The BC PNP will determine the eligibility of your proposed investment and assign you points. For detailed information on eligible and ineligible investments, refer to the [investment requirements section of the Guide](#).

If you are proposing the purchase of an existing business, you must invest at least \$50,000 toward the improvement, upgrades, and/or expansion of the existing business (i.e. expansion investment) or your registration will be disqualified.

This proposed investment must be made from your own personal funds. External financing, including mortgages and loans, will not be considered toward your personal investment.

**You must score at least 1 point to meet the minimum requirement for this section.**

You will receive points for your proposed eligible personal investment based on the following table:

Eligible Personal Investment	Points
Less than \$200,000 or less than \$50,000 of eligible expansion investments	0
\$200,000 to \$399,999	1
\$400,000 to \$599,999	2
\$600,000 to \$799,999	3
\$800,000 or more	4
<b>Maximum Score Available</b>	<b>4</b>

## 5.2 (B)(d) Assessment of proposed personal investment

You must describe your proposed investments. The BC PNP will assess your proposed investments and assign you a score in your business concept based on whether the expenditure is deemed essential to establish and operate a new business or to purchase, improve and operate an existing business.

Your proposed personal investment will also be considered against the type and scope of the proposed business, the market, the products/services, the business model, and the industry and/or local standards.

Assessment of Proposed Personal Investment	Points
Investment proposal does not correspond to the type or scale of the business	0
Investment proposal corresponds to the type and scale of the business	4
Investment proposal corresponds to the type and scale of the business, the market, the proposed products and/or services, the business model, and the industry standard.	6
<b>Maximum Score Available</b>	<b>6</b>

The assessment of proposed personal investment is based on the following criteria:

- Unsubstantiated (0 points): the proposed investments are not substantiated, or appear overstated and/or unreasonable based on the type and scale of the business (and expansion plan, if applicable)
- Substantiated (4 points): the investment appears to correspond to the type and scale of the business given the information provided.
- Well-substantiated and researched (6 points): the proposed investments are detailed and substantiated in the business concept demonstrating that the registrant has conducted a significant amount of due diligence. The investment appears to correspond to the type and scale of the business as well as the market, the proposed products and/or services, the business model, and the industry standard.

## 5.2 (B)(e) Ownership percentage

You must demonstrate at least one of the following:

- you will own at least one-third (33 1/3 per cent) of the business in B.C.
- alternatively, if your ownership is less than 33 1/3 per cent, you must invest a minimum of \$1 million to not be disqualified. This investment must be an equity purchase. Please refer to the [business requirements section of this guide](#).

However, you will not receive points for ownership percentage unless you have a controlling interest (i.e. you own more than 50% of the business).

You will receive points for ownership percentage based on the following table:

Ownership percentage	Points
100% ownership	4
More than 50% and less than 100%	3
50% ownership or less	0
<b>Maximum Score Available</b>	<b>4</b>

## 5.2 (B)(f) Risk factors

The BC PNP will consider the potential for any risk factors of your proposed business and your ability to address risks.

You will receive points for risk factors based on the following table:

Risk Factors	Points
<ul style="list-style-type: none"><li>proposing external financing</li></ul> OR <ul style="list-style-type: none"><li>proposing to invest more than 50% of your PNW</li></ul> OR <ul style="list-style-type: none"><li>you are proposing to partner with a co-registrant</li></ul>	0
None of the above	2
<b>Maximum Score Available</b>	<b>2</b>

## 5.2 (C) Transferability of Skills

### 5.2 (C)(a) Business owner-manager experience only

### 5.2 (C)(b) Senior manager work experience only

Transferable skills are assessed by considering the similarity of the industry of your business/work experience to that of your proposed business in B.C.

You will be assigned points for your transferable skills at the registration stage, and if you are invited to apply, the BC PNP will assess your transferable skills at the application stage.

You will receive points based on your **direct experience** and/or **experience in related industries** for the last 10 years.

- **Direct experience** is defined as experience gained in the same industry group, as defined by the **first four digits** of the proposed [NAICS](#) code.
- **Related experience** is defined as experience gained in on the same economic subsector, as defined by the first three digits of the proposed [NAICS](#) code.

To identify the industry sector, please refer to the [NAICS](#).

The BC PNP will confirm the registrant's entered NAICS code corresponds to the registrant's industry experience.

Definitions of **active business owner-manager** and **senior manager** are described in the [personal requirements section of this Guide](#).

Transferability of Skills	Points
Business owner-manager experience <b>only</b>	15
Senior manager work experience <b>only</b>	10
<b>Maximum Score Available</b>	<b>15</b>

If you have business ownership and senior management work experience, your score will be calculated by combining your business experience and your work experience with the following equation:

(Total business experience only points) + (50 per cent of points calculated from work experience only)\*

\* Unless your work experience only points are greater than the combined total.

## 5.2 (C)(a) Business owner-manager experience only

How many months as an active owner-manager in a similar business over the **last 10 years**, based on [NAICS](#).

Business Owner-Manager Experience	Points
12+ months of experience in an unrelated industry	5
12 months or less of direct experience or 12 to 36 months of related experience	7
13 to 24 months of direct experience <b>or</b> 37+ months of related experience	9
13 to 24 months of direct experience <b>and</b> 37+ months of related experience	10
25 to 36 months of direct experience	11
25 to 36 months of direct experience <b>and</b> 37+ months of related experience	12
37 to 60 months of direct experience	13
37 to 60 months of direct experience <b>and</b> 37+ months of related experience	14
More than 60 months of direct experience	15
<b>Maximum Score Available</b>	<b>15</b>

## 5.2 (C)(b) Senior manager work experience only

How many months in a similar position as a senior manager over the **last 10 years** (without ownership or less than 10 per cent ownership), based on [NAICS](#).

Senior Manager Work Experience Only	Points
12+ months of experience in an unrelated industry	0
12 months or less of direct experience or 12 to 36 months of related experience	2
13 to 36 months of direct experience <b>or</b> 37+ months of related experience	4
13 to 36 months of direct experience <b>and</b> 37+ months of related experience	6
37 to 60 months of direct experience	8
37 to 60 months of direct experience <b>and</b> 37+ months of related experience	9
More than 60 months of direct experience	10
<b>Maximum Score Available</b>	<b>10</b>

## 5.2 (D) Economic Benefits

### 5.2 (D)(a) Key sectors and/or significant economic benefits

### 5.2 (D)(b) Jobs assessment

### 5.2 (D)(c) High-skilled jobs

You will receive points based on the potential to add economic benefits to British Columbia. The BC PNP will review your registration and assign points for the following factors used to demonstrate the economic benefits of the proposed business in B.C.

You must substantiate your proposed economic benefit factors.

Overall Economic Benefit Points	Points
Key Sector & Significant Economic Benefit	23
Jobs assessment	6
High-skilled jobs (NOC TEER 0 or 1)	6
<b>Maximum Score Available</b>	<b>35</b>

### 5.2 (D)(a) Key sectors and/or significant economic benefits

To qualify for additional key sector points, involvement with a key sector must be a core part of your proposed business plan. A minor or tangential involvement is not sufficient. The following **key sectors** are eligible:

- Aerospace
- Agriculture, Food & Beverage: food production and food processing
- Clean Technology
- Digital Media and Entertainment
- Forestry: includes manufacturing of wood products
- Information and Communications Technology
- Life Sciences
- Mining
- Natural Gas

Other **significant economic benefits** that the proposed business may demonstrate:

- Proposing to purchase 100% of an existing business in British Columbia outside of Metro Vancouver to support succession planning

- Adopting new technology: the new technology must not already be in regular use in similar businesses in British Columbia
- Employing innovative approaches to traditional businesses (e.g. more efficient processes) that are not already in regular use by similar businesses in B.C.
- Increasing exports: manufacturing businesses that will engage in significant export activity. This definition does not include businesses that facilitate export/trade such as trading companies or agencies.
- Readiness to commercialize a proprietary new technology on which R&D is complete
- Indigenous Peoples and First Nations: partnering with First Nations communities for businesses that affect the First Nation community, and/or largely benefit First Nations communities and/or Indigenous peoples. Registrants must be able to provide evidence of significant interaction with Indigenous Peoples in British Columbia, such as a memorandum of understanding.
- Providing products or services to an under-served local or regional market for which there is a demonstrated demand
- Providing training and support services that facilitate the growth of the technology sector in British Columbia.

Key Sector / Significant Economic Benefit Scoring	Points
Does not identify or substantiate any key sectors or any significant economic benefits	3
Substantiates 1 key sector <b>or</b> 1 significant economic benefit	10
Substantiates 1 key sector <b>and</b> 1 significant economic benefit	16
Substantiates at least 1 key sector <b>and</b> at least 2 significant economic benefits	23
<b>Maximum Score Available</b>	<b>23</b>

## 5.2 (D)(b) Jobs assessment

The BC PNP will assess your jobs plan based on the type and scope of the proposed business, the market, the proposed products and/or services, the business model, and the industry standard.

**You must score at least 1 point to meet the minimum requirement for this section.**

<b>Jobs assessment</b>	<b>Points</b>
The business concept does not support the creation of at least 1 FTE position	0
Jobs plan does not correspond to the type and scale of the business	1
Jobs plan corresponds to the type and scale of the business	6
<b>Maximum Score Available</b>	<b>6</b>

The jobs assessment is based on the following criteria:

- Does not support minimum eligibility criteria (0 points): the jobs plan provides insufficient or incomplete information where the BC PNP cannot determine whether the business concept supports the creation of the minimum FTE requirement. Or, the jobs plan only proposes the creation of occupations that are typically contracted out or do not meet the minimum 30 hours per week (or 1,560 hours per year).
- Unsubstantiated (1 point): the proposed job creation plan is not substantiated, or appears overstated and/or unreasonable based on the type and scale of the business (and expansion plan, if applicable), and/or industry norms. If purchasing an existing business, the job creation plan is inconsistent with the proposed expansion plan and/or historical financial information.
- Substantiated (6 points): the jobs plan appears consistent with the business model and corresponds to the type and scale of the business. Satisfactory information provided.

## 5.2 (D)(c) High-skilled jobs

You will receive points for proposing to create or maintain jobs in high-skilled occupations as defined as [NOC TEER 0 or 1](#).

<b>High-skilled jobs (NOC TEER 0 or 1)</b>	<b>Points</b>
Business concept does not propose or substantiate hiring any high-skilled positions	0
Business concept substantiates the creation/maintenance of one high-skilled position	4
Business concept substantiates the creation/maintenance of two or more high-skilled positions	6
<b>Maximum Score Available</b>	<b>6</b>

The high-skilled jobs assessment is based on the following criteria:

- The NOC code and whether it corresponds to the job title and proposed duties.



- The proposed occupations are substantiated and are typically employed as full-time positions within the same industry and/or business scale.
- The proposed wages appear to be consistent with industry norms (for this stage of the business life cycle).