

- be *export-ready*. This is judged according to the status of your business, which must be registered with DRIE's Business Opportunities Sourcing System (BOSS) or DEA's World Information Network for Exports (WIN Exports); or be in the process of registering (obtain application from Info-Export (1-800-267-8376) or from your nearest DRIE regional office). **Non-profit trade organizations** are considered export-ready if they are judged to be competent to carry out the project. However, the export-readiness criteria for **companies** are more specific. Your company must:
 - have been established and operating in Canada for at least two years, and have sales performance data for those two years, or have annual sales exceeding \$100,000;
 - have satisfactory marketing and managerial capabilities;
 - be financially able to successfully complete the project (should have at least positive working capital and tangible net worth).

Applicant Eligibility Restrictions

A business may obtain four project approvals per government fiscal year. If you have already received a maximum of \$500,000 in the fiscal year, you are ineligible for further assistance in that year. Also, if you have received PEMD assistance in the past and have been consistently unsuccessful, you may be ineligible for further assistance.

Federal, provincial or municipal Crown corporations and their subsidiaries are not eligible. Such organizations are ineligible whether they apply individually, or as partners in a joint venture, or as members of a consortium.

Some activities are restricted to certain types of businesses. These are outlined in the **How To Apply** section.

Trading Houses

Activities undertaken by trading houses must be oriented toward a specific geographic area, and must concern the marketing of specific products or services. For trading houses that are members of the Council of Canadian Trading Houses, this includes products listed in the CCTH Members Directory. If the activity involves other products, the trading house must have agency agreements with Canadian manufacturers to represent them exclusively in the market. For non-members, the products must be covered in agency agreements.