

# Steps to Starting a Small Business In Niagara

ENTERPRISE CENTRE |  
ST. CATHARINES



**In WELLAND**



Job Gym  
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Every First and Third Tuesday of the month

## STEPS TO STARTING A BUSINESS

~A Guide to Business Regulations and Licenses~

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### 1. VISIT THE ST CATHARINES ENTERPRISE CENTRE @ THE JOB GYM

(All services are free and confidential with the exception of some business seminars & events)

Resources Available: Business Consultations (by appointment)  
Market Research Assistance  
Business Plan Review  
Reference Library & Databases  
Business Seminars & Events  
Public Access Computer Workstation

### 2. PREPARE THE BUSINESS PLAN

This plan is especially required when applying to any financial institution for assistance. Prepare your business plan in the start-up stage of your small business, then consult and revise it on an ongoing basis.

Why write a Business Plan?

- To precisely define your business and give you a better understanding of the industry
- To show potential strengths, weaknesses and opportunities of your business
- To identify your goals and give you focus
- To allows you to measure your success
- To serve as your company's resume
- To help obtain financing or attract investors
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**The bottom line - the purpose of a business plan is to improve the success rate of any venture.**

Check out our *How to Write a Business Plan* seminar for more information. Sample business plans are also available. You can also make an appointment to have your plan reviewed, or send it by e-mail for review and comments.

### 3. ATTEND OUR BUSINESS ASSISTANCE SEMINARS AND EVENTS

Check out our current seminar schedule for more details on-line at:

<http://www.jobgym.com/cgi-bin/calendar.pl?calendar=welland>

- Most seminars are free and **REGISTRATION IS A MUST**
- Call 905-732-7655 or email [admin@jhs-niagara.ca](mailto:admin@jhs-niagara.ca)

## 4. CHECK MUNICIPAL REGULATIONS

Municipalities across the Niagara Region will have specific regulations regarding business operation within their municipality. Ensure that you check with the various departments listed below for any regulations affecting your business.

*A LISTING OF MUNICIPAL OFFICES WITHIN THE NIAGARA REGION IS PROVIDED ON THE BACK OF THIS GUIDE.*

### a) LICENSING

Municipalities across the Niagara Region will license certain types of businesses. Check with the local City Hall to determine if Municipal Licensing is required.

In Welland, please contact:  
**Parking/By-laws Department**  
City Hall  
Phone: 905-735-1700 ext. 2113  
[www.welland.ca](http://www.welland.ca)

### b) ZONING

To ensure that the building, land or establishment where you will be operating your business is appropriately zoned, contact your municipality's Zoning Administrator. If you run a home-based business, there is likely a Home Occupation By-Law which you must adhere to.

In Welland, please contact:  
**Integrated Services  
Planning Division**  
City Hall  
Phone 905-735-1700 ext. 2251 or 2257  
[www.welland.ca](http://www.welland.ca)

### c) BUILDING DIVISION

Should you be installing or erecting a sign for your business, or making renovations to your business premise, check with your City Hall's Building Department for any required building permits.

In Welland, please contact:  
**Integrated Services  
Building Division**  
City Hall  
Phone 905-735-1700 ext. 2251 or 2257  
[www.welland.ca](http://www.welland.ca)

### d) FIRE DEPARTMENT

As part of the building, zoning and licensing requirements, you may require inspection from the Fire Department. Regulations can include, but are not limited to:

- fire extinguishers
- exit signs
- emergency lighting
- commercial cooking equipment

The easiest way to ensure that your business or property is in compliance with the Fire Code is to arrange an onsite inspection prior to opening for business.

In Welland, please contact:  
**Fire Department**  
636 King Street  
Phone: 905-735-9922

## 5. CHECK REGIONAL and PROVINCIAL REGULATIONS

### a) NIAGARA REGIONAL POLICE SERVICE

Certain types of businesses must register with the Niagara Regional Police Service (partial listing below).

- Adult Entertainment
- Salvage Yards
- Scrap Metal Dealers
- Auto Wrecking Yards
- Second Hand Stores
- Second Hand Goods Dealers
- Vehicles for Hire (eg: Taxicabs, Tow Trucks, Limousines, Sightseeing Shuttles, Bike Rentals)

For a complete list and/or more information, contact:

**Niagara Regional Police Licensing Department**

(905) 688-4111 ext. 5070

or visit:

<http://www.niagarapolice.ca/en/whatwedo/licencingforms.asp>

### b) PUBLIC HEALTH DEPARTMENT

The Niagara Regional Public Health Department will want to inspect equipment and premises of certain businesses (partial listing below).

- Food Service (ie: restaurants, french fry trucks, etc.)
- Hairdressing Salons
- Tanning Salons
- Tattoo/Body Piercing
- Convenience Stores

For a complete list and/or more information, contact:

**Niagara Regional Public Health Department**

(905) 688-3762

or visit: <http://www.niagararegion.ca/health/default.aspx>

### c) PROVINCIAL LICENCES

Certain Businesses may require special Provincial Licenses. A partial listing is provided below.

Day Care Services – Ministry of Children and Youth Services - Hamilton Niagara Region  
1-800-561-0568, [www.children.gov.on.ca](http://www.children.gov.on.ca)

Liquor Licenses – Alcohol and Gaming Commission of Ontario  
1-800-522-2876, [www.agco.on.ca](http://www.agco.on.ca)

Travel Agents – Travel Industry Council of Ontario (TICO)  
1-888-451-8426, [www.tico.on.ca](http://www.tico.on.ca)

Video/DVD Rental – Ministry of Government Services (MGS), Theatres Branch  
1-800-268-6024  
[http://www.sse.gov.on.ca/mcs/en/Pages/Business\\_Licences\\_Theatre.aspx](http://www.sse.gov.on.ca/mcs/en/Pages/Business_Licences_Theatre.aspx)

Music License – Performances of music in public require a licence from SOCAN  
1-866-307-6226, <http://www.socan.ca/licensees/apply>

Motor Vehicle Dealers – Ontario Motor Vehicle Industry Council  
1-800-943-6002  
<http://www.omvic.on.ca/portal/DealersSalespersons/RegistrationServices/FeesClasses.aspx>

## 6. DECIDE ON THE FORM OF BUSINESS

There are 3 main forms of Business Organization including:

**SOLE PROPRIETORSHIP** - refers to an unincorporated business with one (sole) owner.

- The owner must be an individual. It is not a corporation.
- This is the easiest form of business to set up.

**GENERAL PARTNERSHIP** - refers to an unincorporated business with 2 or more owners.

- The general partnership may consist of individuals, corporations, or other unincorporated businesses. This is not the same as a limited partnership.

**CORPORATION** - an entity with rights and responsibilities as a *distinct person* under the law.

- A corporation is owned by the shareholders and managed by directors chosen by the shareholders.
- The owners of a corporation are not personally responsible for the debts of the corporation.
- The corporation is responsible for its debts.
- The purpose of a business corporation is to make a profit for its owners.
- A business corporation is distinguished by the following legal elements within the corporate name: "Limited", "Incorporated" or "Corporation" or corresponding abbreviations "Ltd.", "Inc." or "Corp."
- A corporation may operate under a name other than its legal corporate name by filing a Registration Form 2 under the Business Names Act. The operating name can not have the legal elements of "Limited", "Incorporated", "Corporation", "Ltd.", "Inc." or "Corp." within the name.

## 7. REGISTER YOUR BUSINESS NAME

Refer to handout: *Registering Your Business Name: What to Know Before Registering*

- Registration of your business name (Master Business Licence) is mandatory under the Business Names Act if you operate a business under a name other than your own.\*
- This registration is also required to open a business bank account.
- Registration costs \$60.00 and is valid for 5 years.
- Name Search is optional and costs \$8.00 per name searched.
- Registering your business name does NOT give you exclusive use of the name.

Online: [http://www.ontario.ca/en/services\\_for\\_business/STEL02\\_039990.html](http://www.ontario.ca/en/services_for_business/STEL02_039990.html)  
(Fees must be paid by credit card)

In Person: Ontario Information Centre-MTO Building  
301 St. Paul St., first floor  
St. Catharines, On  
Phone: 905.704.2111

\*If you choose to use your legal name (for example: John Smith) with no additional words as your business name, a business name registration is not required.

## 8. PROVINCIAL AND FEDERAL TAXES

### a) HARMONIZED SALES TAX (HST)

**NOTE: HST (13%) replaces GST (5%) and PST (8%) as of July 1, 2010 and generally follows the rules of GST.**

You must register for HST if your gross annual sales are more than \$30,000. You can register voluntarily if your taxable sales are less than \$30,000, but once registered you must begin collecting and remitting the HST. There is **no charge** for this Business Number (BN).

Contact the Canada Revenue Agency for more information about claiming your input tax credits.

**Canada Revenue Agency**  
32 Church Street, St Catharines  
1-800-959-5525

Or visit: [www.cra.gc.ca](http://www.cra.gc.ca) or [www.businessregistration.gc.ca](http://www.businessregistration.gc.ca)

### b) EMPLOYER HEALTH TAX (EHT)

If your business has a cumulative annual payroll in excess of \$400,000 or are considered an associated employer, you are required to register and remit Employer Health Tax. Contact the Ministry of Finance for more information.

**Ministry of Finance – Tax Revenue Division**  
1-866-668-8297

<http://www.fin.gov.on.ca/en/tax/eht/index.html>

### d) CORPORATE INCOME TAX

If you have incorporated your business you will have to remit income tax to the federal government. In most cases, new corporations will receive a Business Number from Revenue Canada within 45 days of incorporating. For more information contact:

**Canada Revenue Agency**  
32 Church Street, St Catharines  
1-800-959-5525

Or visit: [www.cra.gc.ca](http://www.cra.gc.ca) or [www.businessregistration.gc.ca](http://www.businessregistration.gc.ca)

## 9. INSURANCE

Insurance needs for businesses vary greatly. The following list is included to remind you not to overlook the complex areas of business insurance.

It is best to choose an insurance agent or broker familiar with your size of business and, in particular, an agent familiar with your type of operation.

Basic insurance:

- fire insurance (extended coverage on buildings and contents);
- liability insurance (depending on the type of business);
- burglary protection (theft coverage); and
- dishonesty insurance (covers thefts by employees).

## 10. IMPORTING/EXPORTING

- If you import goods into Canada or export goods to other countries, you should register.
- Your import/export account number is used to process customs documents.
- To avoid delays in releasing your goods at the border, open your account before you import or export goods.

### Canada Revenue Agency

32 Church Street, St Catharines

1-800-959-5525

Or visit: [www.cra.gc.ca](http://www.cra.gc.ca) or [www.businessregistration.gc.ca](http://www.businessregistration.gc.ca)

### Canada Border Services Agency

1-800-461-9999

[www.cbsa-asfc.gc.ca](http://www.cbsa-asfc.gc.ca)

## 11. INTELLECTUAL PROPERTY

There are 5 types of intellectual property including:

- **Trade-marks** are used to distinguish the goods or services of one person or company from those of another. Slogans, names of products, distinctive packages or unique product shapes are all examples of features that are eligible for registration as trade-marks.
- **Patents** cover new inventions (process, machine, manufacture, composition of matter), or any new and useful improvement of an existing invention;
- **Copyrights** provide protection for literary, artistic, dramatic or musical works (including computer programs), and three other subject-matter known as: performance, sound recording and communication signal;
- **Industrial designs** are the visual features of shape, configuration, pattern or ornament (or any combination of these features), applied to a finished article of manufacture;
- **Integrated circuit topographies** refer to the three-dimensional configuration of the electronic circuits embodied in integrated circuit products or layout designs.

### Canadian Intellectual Property Office (CIPO)

General inquiries: 1-866-997-1936

[www.cipo.gc.ca](http://www.cipo.gc.ca)

## 12. EMPLOYEE REGULATIONS

### a) EMPLOYER NUMBER

You will need a federal Employer Number if hiring employees. All businesses are required to make payroll deductions from their employees for: Canada Pension Plan (CPP), Employment Insurance (EI) and Income Tax. For more information contact:

**Canada Revenue Agency**  
32 Church Street, St Catharines  
1-800-959-5525

Or visit: [www.cra.gc.ca](http://www.cra.gc.ca) or [www.businessregistration.gc.ca](http://www.businessregistration.gc.ca)

### b) WORKPLACE SAFETY AND INSURANCE BOARD

- Most businesses in Ontario that employ workers (including family and sub-contractors) must register and make remittance to the Workplace Safety and Insurance Board (WSIB). It's the law.
- You will need to contact WSIB within 10 days of hiring your first full or part-time worker.
- Employers who do not register are subject to prosecution and penalties.
- Owners, partners and executive officers are not automatically covered under the WSIB insurance plan, but you can apply for optional insurance.
- The 2008 average premium rate for most employers is \$2.26 for every \$100 of insurable earnings.

**Workplace Safety and Insurance Board**  
905-687-8622 or 1-800-263-2484  
[www.wsib.on.ca](http://www.wsib.on.ca)

### c) EMPLOYMENT STANDARDS

- The Employment Standards Act (ESA) provides for minimum terms and conditions of employment in most industries.
- The poster (now available in 20 languages), "What You Should Know About the Ontario Employment Standards Act", outlines employees' rights and employers' responsibilities at work and must be posted in most workplaces.

**Ministry of Labour**  
905-704-3994 or 1-800-809-4731  
<http://www.labour.gov.on.ca/english/es/index.php>





## MUNICIPALITY LISTING

Place	Address	Phone Number	Website
Fort Erie	Town of Fort Erie 1 Municipal Centre Drive Fort Erie, ON L2A 2S6	905-871-1600	<a href="http://www.forterrie.on.ca">www.forterrie.on.ca</a>
Grimsby	Town of Grimsby 160 Livingston Avenue P.O. Box 159 Grimsby, ON L3M 4G3	905-945-9634	<a href="http://www.town.grimsby.on.ca">www.town.grimsby.on.ca</a>
Lincoln	Town of Lincoln 4800 South Service Road Beamsville, ON L0R 1B1	905-563-8205	<a href="http://www.lincoln.ca">www.lincoln.ca</a>
Niagara Falls	City of Niagara Falls P.O. Box 1023 4310 Queen Street Niagara Falls, ON L2E 6X5	905-356-7521	<a href="http://www.niagarafalls.ca">www.niagarafalls.ca</a>
Niagara-On-The-Lake	Town of Niagara-on-the-Lake 1593 Four Mile Creek Road P.O. Box 100 Virgil, ON L0S 1T0	905-468-3266	<a href="http://www.notl.org">www.notl.org</a>
Pelham	Town of Pelham 20 Pelham Town Square P.O. Box 400 Fonthill, ON L0S 1E0	905-892-2607	<a href="http://www.pelham.ca">www.pelham.ca</a>
Port Colborne	City of Port Colborne 66 Charlotte Street Port Colborne, ON L3K 3C8	905-835-2900	<a href="http://www.portcolborne.ca">www.portcolborne.ca</a>
St. Catharines	City of St. Catharines 50 Church Street P.O. Box 3012 St. Catharines, ON L2R 7C2	905-688-5600	<a href="http://www.stcatharines.ca">www.stcatharines.ca</a>
Thorold	City of Thorold 3540 Schmon Parkway P.O. Box 1044 Thorold, ON L2V 4A7	905-227-6613	<a href="http://www.thorold.com">www.thorold.com</a>
Wainfleet	Township of Wainfleet 31940 Highway 3 P.O. Box 40 Wainfleet, ON L0S 1V0	905-899-3463	<a href="http://www.township.wainfleet.on.ca">www.township.wainfleet.on.ca</a>
Welland	City of Welland 60 East Main Street Welland, ON L3B 3X4	905-735-1700	<a href="http://www.welland.ca">www.welland.ca</a>
West Lincoln	Township of West Lincoln 318 Canborough Street P.O. Box 400 Smithville, ON L0R 2A0	905-957-3346	<a href="http://www.westlincoln.ca">www.westlincoln.ca</a>