

AccordExpress TRADE RECOVERY GUARANTEE (TRG) Program: Do I Qualify as an Exporter?

"Canada's recovery from the pandemic will be long and choppy, and we need to expand our exports to help the economy recover fully"

- Tiff Macklem, Governor, Bank of Canada, December 15, 2020

Accord recognizes that businesses that export, and those that form part of the export supply chain, are critical contributors to the Canadian economy. As such we are now offering loan facilities under the Trade Recovery Guarantee (TRG) program. These loan facilities are designed to provide additional working capital and equipment resources to provide new loan facilities to Canadian businesses to adapt to the ongoing uncertainty caused by the pandemic as well as associated inflationary and supply chain challenges.

WHO QUALIFIES AS AN EXPORTER?

You may be an exporter and not even have defined yourself as being one. Prospective clients must qualify as an exporter pursuant to the definitions determined by Export Development Canada. The three categories of qualifying exporters are as follows:

1. **Direct Exporters** – if your business earns revenue (from either goods or services) from a customer based outside of Canada, you are considered a direct exporter and qualify under the program;
2. **Indirect Exporters** - if you are a company that supports the supply chain of a Canadian exporter, or if you are a company who sells to a wholesaler who in turn sells those goods outside of Canada, you are considered an indirect exporter and qualify under the program;
3. **Future Direct Exporters** - if your business is taking on its first contract [for goods or services] to a customer outside of Canada, or you have a defined plan to export in the next 12 months, you may qualify as a Future Direct Exporter.

Note: At least 15% of your gross revenues, or expected gross revenues, must come from one of the above categories.

What Does “Supports the Supply Chain” Mean?

By definition, a supply chain involves a series of steps involved to get a product or service to the customer. Such steps include moving and transforming raw materials into finished products, transporting those finished products, and distributing them to the end-user/customer. The entities involved in a supply chain include producers, vendors, warehouses, transportation companies, distribution centers, and retailers. Supporting the Supply Chain of an exporter means providing a product or service to another business who in turn exports. For instance, if you sell components to a company that then incorporates those components into a product that is sold outside of Canada, you are supporting their supply chain. A more narrow example would be the case of a logging company which sells logs to a mill which then exports lumber to one or more international markets. Similarly transportation companies who provide services to a company which then exports product are part of the supply chain.

Can You Give Me Some Examples to Help Me Better Understand if I Qualify?

WATCH VIDEO

Is your client an exporter video?

EDC has prepared an excellent video with some further examples. We suggest you watch it (link above) for more examples and to gain additional comfort as to who qualifies as an exporter.

If you have any questions you are always welcome to contact Accord or, simply complete the EDC registration/questionnaire (link below). There's no cost to doing so and no credit information will be pulled until such time as you actually apply.

How Do I Find Out if I Qualify?

EDC has made it easy for you as a customer of Accord to determine if you qualify under one of the above categories. Simply follow the link below and complete their brief on-line questionnaire. In the appropriate sector, indicate Accord as your financial institution. If you successfully qualify, you will be notified immediately, as will Accord. Note you must use your exact legal business name.

You will also be asked to provide financial institution contact information. Please complete as follows:

Institution: Accord Financial Canada Corp.
First Name: AccordExpress
Last Name: (leave blank)
Email: AccordExpress@AccordFinancial.com

Click below to learn more about AccordExpress Trade Recovery Guarantee (TRG) Program

LEARN MORE



INTERESTED IN LEARNING MORE?

sales@accordsmallbusinessfinance.ca

1.844.982.3010

accordsmallbusinessfinance.ca