

# Ontario Provincial Nominee Update 2021

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# LAW FIRM BACKGROUND AND MY EXPERIENCE WITH OINP

- **About Us:**
- Kozyrev Law is an immigration boutique multidisciplinary law firm located in Toronto, Ontario. We provide immigration assistance to entrepreneurs, investors and individuals who are establishing themselves or reuniting with family in Canada.
- I mainly focus on OINP Entrepreneur Stream and Skilled Worker Stream.

# 2020 OINP Nominations by Stream

Employer Job Offer: International Student Stream	1,732
Employer Job Offer: In-Demand Skills Stream	608
Employer Job Offer: Foreign Worker Stream	1,558
PhD Graduate Stream	251
Masters Graduate Stream	405
Ontario's Express Entry Skilled Trades Stream	1,106
Ontario's Express Entry Human Capital Priorities Stream	1,996
Ontario's Express Entry French-Speaking Skilled Worker Stream	397
Entrepreneur Stream	1
Grand Total	8,054

Source: <https://www.ontario.ca/page/2021-ontario-immigrant-nominee-program-updates>

# 2020 Stream Openings

2020 stream openings

<b>Stream</b>	<b>Days open</b>
Employer Job Offer: International Student Stream	3
Employer Job Offer: In-Demand Skills Stream	320
Employer Job Offer: Foreign Worker Stream	3
PhD Graduate Stream	365
Masters Graduate Stream	1
Entrepreneur Stream	365

# OINP

- Recent Updates
- Issues with Entrepreneur Stream and Skilled Worker Class: Job Offer
- Q&A

# OINP UPDATES: Employer Job Offers

- Invitations to apply issued for the Employer Job Offer: Foreign Worker and Employer Job Offer: International Student Streams
  - Employer Job Offer: Foreign Worker Stream: score of 31 - 38 and above
  - Employer Job Offer: International Student stream: score of 61 - 77 and above

# OINP Updates: Entrepreneur Stream

- August 26, the OINP issued 20 invitation to apply.
- Score between 142 - 200

# Regional Immigration Pilot

- 150 nomination spaces for 2021
  - Applicants to the Regional Immigration Pilot must:
  - have a full-time and permanent job offer from an employer located in one of the pilot communities (**Chatham-Kent, Cornwall or Quinte West/Belleville**)
  - meet the criteria for one of the streams under the OINP's Employer Job Offer category (criteria can be found on the OINP [webpage](#))
- To apply for the pilot, applicants must register in the [OINP Expression of Interest system](#). When registering in the Expression of Interest system, applicants will be asked whether they intend to apply under the Regional Immigration Pilot. Please visit the OINP Expression of Interest webpage for more information on how to register.
- **If you are an employer** in one of the partnering communities, you can contact us at [business.immigration@ontario.ca](mailto:business.immigration@ontario.ca) to find out more about the program.

# Employer Job Offer Stream: Foreign Workers

- To qualify under the Employer Job Offer: Foreign Worker stream, your employer must:
  - have been in active business for at least three years prior to submitting your application
  - have business premises in Ontario where you will work
  - have no outstanding orders made against them under the *Ontario Employment Standards Act, 2000* or the *Occupational Health and Safety Act*
  - demonstrate that enough effort was made to recruit a Canadian citizen or a permanent resident prior to offering the position to you (this only applies if you are currently living outside Canada or working outside of Ontario)

# Employer Job Offer Stream: Foreign Workers

- Employers must demonstrate that reasonable efforts were made to recruit a Canadian citizen or a permanent resident **prior to offering the position** to the applicant, unless:
  - the applicant already has a valid work permit to work in Ontario, or
  - the employer has a positive Labour Market Impact Assessment (LMIA) for the position
- The OINP is designed to assist employers in circumstances where their efforts to fill a position domestically were unsuccessful due to skills shortages. Employers are expected to conduct domestic recruitment efforts on their own, or with the assistance of recruitment agencies/specialists (for example, head hunters, human resource consulting firms) who have expertise in recruiting domestic talent.

# Entrepreneur Stream

- **Stage 1**

- Register an expression of interest by email.
- If invited, submit an online application.
- You and your business partner (if applicable) attend a mandatory interview.
- If your stage 1 application is successful, you must sign a performance agreement.

- **Stage 2**

- We issue a temporary work permit support letter so that you can apply to IRCC for a temporary work permit.
- Establish your business - you have 20 months from the date you arrive in Ontario to implement your business plan and submit a final report.
- If your business meets all requirements, we ask you for documentation to make sure you are eligible for nomination for permanent residence.

# Entrepreneur Stream

- **Before you register an expression of interest**
  - Make sure you meet the mandatory requirements.
  - Check the list of ineligible types of businesses.
  - Understand the expression of interest process.
  - Read the registration instructions.

# Entrepreneur Stream

## EOI scoring

Human capital factors	80
Investment factors	46
Business concept	74
<b>Total points available</b>	<b>200</b>

# Entrepreneur Stream: Business Concept Points

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• Business model: Description of proposed business	50
• Market research	
• Key sector and economic benefit	
• Investment allocation	
• Business location: Regional business establishment	10
• Job creation: Local job creation/retention	14
• High value jobs (NOC 0, A or B)	
<b>Total points available</b>	<b>74</b>

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# Entrepreneur Stream: Business Model

- **Description of business**

- Describe the business model and strategy for the business to become viable in Ontario.
- Describe the product or services being offered by the proposed business.
- How does the proposed business plan to generate a profit/revenue?
- What will be your role in helping the business become successful, what will your day-to-day management duties be, and how does your background and previous business ownership or management experience help you to establish and operate the proposed business?
- If you are proposing to partner with a local or a foreign national business partner, 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 the partner(s) will have in the business.
- If purchasing an existing business: Provide a description and rationale of why you have chosen this business and how you plan to grow or expand the business.

# Entrepreneur Stream: Business Model

Unsatisfactory/Unclear	0
Fair	7
Good	15
<b>Total points</b>	<b>15</b>

# Entrepreneur Stream: Business Model

- An unsatisfactory/unclear business model (0 points) will be determined if **any** of the following are identified:
  - The business model does not clearly identify and/or describe the business operation.
  - The business model does not clearly identify the products and/or services being offered.
  - The business model does not provide details of applicant's role.
  - If purchasing an existing business: a description of the existing business and proposed expansion is not provided or is vague and unclear.
- A fair business model (7 points) will be determined if **all** of the following are met:
  - The business model is clearly identified and describes the business operation from start to finish.
  - The business model clearly identifies the products and/or services being offered.
  - The business model clearly identifies the applicant's role.
  - If purchasing an existing business: A description of the existing business and proposed expansion is clear.
- A good business model (15 points) will be determined if **all** of the following are met:
  - An applicant's proposed duties with the business are consistent with applicant's experience.
  - The business model identifies a clear strategy to become viable in Ontario.
  - The proposed scale of business is consistent with industry/regional norms.
  - If purchasing an existing business: a description of the existing business and proposed expansion is clear.

# Entrepreneur Stream: Market Research

Unsatisfactory/Unclear	0
Fair	7
Good	15
<b>Total points</b>	<b>15</b>

# Entrepreneur Stream: Market Research

- An unsatisfactory/unclear market research analysis (0 points) will be determined if **any** of the following are identified:
  - An applicant has not conducted any research activities.
  - Does not provide a description of how market factors impacting the proposed business would be addressed.
  - Does not provide an understanding of the target market and does not clearly support ideas with research sources.
- A fair market research analysis (7 points) will be determined if **all** of the following are met:
  - Marginal research activities are conducted, but may not be linked to the proposed business or are unclear.
  - A marginal explanation of the target market provided, with minimal support for ideas from credible research sources.
  - A marginal description of critical market factors and how they will be addressed.
- A good market research analysis (15 points) will be determined if **all** of the following are met:
  - It provides a clear and reasonable explanation of research activities and can link the market research to the proposed business.
  - It demonstrates a clear understanding of the target market and can support ideas with credible research sources.
  - It provides a clear summary of critical market factors and how they will be addressed.



# Entrepreneur Stream

First Name	Last Name	Section 1: Business Model				Section 2: Business Location	Section 3: Job Creation		Self Selected Total Score	Total BC Score	Total EO Score
		Description of Proposed Business	Market Research	Significant Economic Benefit and Key Sector	Investment Allocation	Regional Business Location	Local Job Creation/Retention	High Value Jobs (NOO, A, B)			
██████████	██████████	7	0	0	5	5	7	7	110	31	141

## REASONS ??????

Minimum for Business Concept: 37 out of 74 points to be placed in the EOI selection pool

# Entrepreneur Stream

Hello,

The allotted scores are final as per the Notice of EOI Assessments sent to your client.

Please note that the EOIs are assessed and scored by experienced analysts and the scoring depends on various factors such as the business proposal, location, investment amounts, jobs proposed to be created, etc.

No reasons provided. You may re-apply simply by guessing.

# Q & A

- Your questions