

**SAULT COLLEGE OF APPLIED ARTS AND TECHNOLOGY**

**SAULT STE. MARIE, ONTARIO**



**SAULT**  
COLLEGE  
Sault College

**COURSE OUTLINE**

**COURSE TITLE:** NATURAL RESOURCE ENTREPRENEURSHIP

**CODE NO. :** NRT 226 **SEMESTER:** 4

**PROGRAM:** FORESTRY CONSERVATION TECHNICIAN, FISH AND WILDLIFE CONSERVATION TECHNICIAN, OUTDOOR ADVENTURE RECREATION AND PARKS TECHNICIAN

**AUTHOR:** MARK HARVEY

**DATE:** DEC 2011 **PREVIOUS OUTLINE DATED:** DEC 2010

**APPROVED:** "B.Punch"

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**CHAIR** **DATE**

**TOTAL CREDITS:** 3 CREDITS

**PREREQUISITE(S):** NONE

**LENGTH OF COURSE:** 15 WEEKS **TOTAL CREDIT HOURS:** 45

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*For additional information, please contact Brian Punch, Chair*  
*Environment/Design/Business*

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### **I. COURSE DESCRIPTION:**

The private sector plays an increasingly important role in the field of natural resources providing technicians with a host of potential career opportunities. In this course, students will explore the realm of natural resource business through class presentations, projects, guest speakers and group exercises. Projects that will be completed are a contract bid proposal, a small business plan, job description, job posting, cash flow forecast and payroll calculations.

This course will help prepare graduates to start and operate a small natural resource business and to work with natural resource contracts. Emphasis will be placed on contract procurement, contracting and small business legislation and small business operational skills.

### **III. LEARNING OUTCOMES AND ELEMENTS OF THE PERFORMANCE:**

Upon successful completion of this course, the student will demonstrate the ability to:

1. Identify and describe the role small business and contracting play in the natural resource component of the Canadian economy.

#### Potential Elements of the Performance:

List those responsibilities held by government and those held by the private sector in the Ontario natural resource sector

- Identify at least 20 different natural resource business opportunities in Ontario
- List by name 8 local (District of Algoma) small businesses in the natural resource sector

This will constitute 10% of the course grade.

2. Create a simple small business plan for an approved natural resource business idea.

#### Potential Elements of the Performance:

Define types of business registration under Ontario Law

- describe the process needed to name and register a small business in Ontario

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- list and describe a minimum of 6 components of a small business plan
- Complete a cash flow forecast sheet
- Write a small business plan using an approved small business plan idea. Plan must be related to students course of study if in a specialized program
- Research to find realistic prices when developing the financial section of the small business plan.
- list a minimum of 5 sources of start up funding for small business
- list a minimum of 5 criteria that funding agencies may consider when determining eligibility for funding

This will constitute 30% of the course grade.

3. Demonstrate knowledge of legislation related to natural resource small business and contracting.

Potential Elements of the Performance:

- Identify key elements of the Employment Standards Act, Occupational Health & Safety Act, the Forest Fire Prevention Act the Worker's Compensation Act, the Health Protection Act Camps in Unorganized Territories, the Construction Lien Act

This will constitute 20% of the course grade

- 4 Demonstrate a clear understanding of the hiring process.

Potential Elements of the Performance:

- list the key components of the hiring process
- write a job posting for a specified natural resource job
- write 10 interview questions from 5 specified interview question groupings
- list 5 shortcomings of the job interview process
- list 10 forms of discrimination that are common to the job interviewing process

This will constitute 10% of the course grade.

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5. Develop a natural resource contract proposal from a tender document or request for proposal.

Potential Elements of the Performance:

- list a minimum of 15 components of a standard natural resource contract
- list advantages and disadvantages of contracting Vs in-house
- list natural resource tasks that are commonly completed through a contract
- costing out a contract bid price
- use the internet to research contract opportunities including MERX
- list and describe contract securities and holdbacks
- differentiate between a contract and a purchase order
- list types of contracts , i.e. one term service Vs multi –year research
- write specifications for a natural resource contract

This will constitute 30% of the course grade.

### III. TOPICS:

Business opportunities in natural resources

Types of business registration and legislation relevant to small businesses in natural resources

Components of a small business plan and preparing a natural resource small business plan

The Contracting business in Natural Resources

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RFPS Writing and presenting a Natural Resource Contract proposal

Small business financial transaction records

Hiring Process, Job Postings and Interviews

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#### IV EVALUATION PROCESS

Small Business Plan	25%
Oral presentation	20%
Venture Capital	5%
7 Assignments @ 5% (exception *)	40 %
ESA	
Cash Flow Excel	
Cash Flow Written	
Depreciation	
Payroll	
Balance Sheet (10%)*	
Job Posting	
Natural Resource Contract Proposal Total	
Written Submission	15%
Test	<u>20%</u>
	100%

#### V. EVALUATION PROCESS/GRADING SYSTEM:

The following semester grades will be assigned to students in postsecondary courses:

<u>Grade</u>	<u>Definition</u>	<u>Grade Point Equivalent</u>
A+	90 – 100%	4.00
A	80 – 89%	4.00
B	70 – 79%	3.00
C	60 – 69%	2.00
D	50 – 59%	1.00
F (Fail)	49% and below	0.00
S	Satisfactory achievement in field /clinical placement or non-graded subject area.	
CR (Credit)	Credit for diploma requirements has been awarded.	
U	Unsatisfactory achievement in field/clinical placement or non-graded subject area.	
X	A temporary grade limited to situations with extenuating circumstances giving a student additional time to complete the	

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requirements for a course.  
Grade not reported to Registrar's office.  
Student has withdrawn from the course  
without academic penalty.

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Code No.**VI. VI. ATTENDANCE:**

Sault College is committed to student success. There is a direct correlation between academic performance and class attendance; therefore, for the benefit of all its constituents, all students are encouraged to attend all of their scheduled learning and evaluation sessions. This implies arriving on time and remaining for the duration of the scheduled session

Class attendance and assignments

In addition to completing the academic course requirements students must be present in class for **80% of the scheduled class time** to receive D grade or higher.

Assignments that are submitted after the due date time specified by the professor may not be accepted or may be down graded at the discretion of the professor. Except where a student has made arrangements in advance for extenuating circumstances, assignments more than 3 school days over due will not be accepted and will be given a 0 grade. Assignments are due at the beginning of a student's scheduled class time on the due date.

**VII. COURSE OUTLINE ADDENDUM:**

The provisions contained in the addendum located on the portal form part of this course outline



Entrepreneurship

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