

Catalog 2020 Edition

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# Canadian Government Grants & Loans for Ontario-Based Businesses

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As of June 2020

Brought to you by



FAIR GRANT WRITING



Thank you for your interest in government financing. We recommend you to read this catalog carefully. There you'll find a full list of grants & loans from different federal & provincial resources selected specially for Ontario-based businesses.

**Let us guide you to millions of dollars in government grants and loans that are available for your business to:**

- Help you overcome skills shortage
- Improve productivity, quality and/or make your processes more efficient
- Access new markets locally and/or internationally
- Increase your manufacturing capacity or capabilities
- Build new or expand your existing facilities
- Replace or augment traditional business development financing

**While studying the catalog, you may have questions** like: Is my business eligible? Do my current projects meet eligibility criteria? Which programs can I use for them? What's the whole application process? And may be much more questions. We assure you that it's absolutely normal as government regulations are quite difficult.

**To find out if your business qualifies for government funding programs, fill out the Eligibility Check form at [www.FGWinc.ca/eligibility](http://www.FGWinc.ca/eligibility).**

**We help you solve the most pressing challenges of your business** by unlocking your access to government financing.

- Complete funding application writing: from information collection, documentation analysis and filling out application forms to writing supportive documentation, assisting in submitting application packages and writing intermediary and final reports.
- Writing selected documentation for your application package: have us to write only selected specific documents like business cases, technical overview, statement of intent and some others on your behalf.
- Editing and enhancing your application package if you chose to write the grant application on your own: our grant writing experts take a close look and provide the recommendations to improve your application.
- Report writing after your application is approved as every time you are approved for government funding the government requires submitting reports on a regular basis. Let us take this burden off you.



**Act now as** grants are available for a limited time; each grant program has a limited budget; there is a fierce competition for grant money; also, grants are often awarded on a first-come-first-served basis.

**Check your eligibility right now at [www.FGWinc.ca/eligibility](http://www.FGWinc.ca/eligibility) to find out if your business qualifies.**

### **Why Fair Grant Writing?**

- Dedicated to helping clients solve their most pressing business challenges (including skills shortage, productivity, business expansion and market access issues) and grow by unlocking their access to the government funding.
- Big enough to do the job and small enough to care. We make a personal 100% commitment to our clients until the last possible penny from the government is received. No arrogance of big consulting firms. Regular meetings to keep you up-to-date.
- Fair pricing leaving most money to our clients who deserve it.
- Experts at writing successful applications for government funding since 2009, Fair Grant Writing works with all Government funding programs for businesses. Thousands of hours of writing and millions of dollars secured for our clients.
- Fast and efficient information gathering process minimizing time clients spend with us.
- Expert assistance preparing both application packages and reports. Application packages are written by top-level business & technical writers, finance professionals & editors.
- 4-step quality control process and professional project management performed by former government employees and proofreaders.

Looking forward to hearing from you soon.

Best regards,  
Team of Fair Grant Writing

***P.S. Here is what some of our clients say:*** “We didn’t think we were eligible for grant funding. But Igor Chigrin’s group showed us the way. They identified several available grants and loans that we could qualify for, and helped us to understand the programs’ details and requirements. As a result, we were able to purchase and install the equipment we needed. They were great to have working with us!” - Werner Amsler, President & Founder, W Amsler Equipment Inc., PET Blow Molding Equipment Manufacturing, Richmond Hill, ON



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## **Anti-Crisis (COVID-19) Solution**

### **Canada Emergency Wage Subsidy**

#### **Eligibility Criteria**

Individuals, partnerships, private corporations and Canadian non-profits and charities who are experiencing a 30% or more (15% or more in March 2019) decline in revenues due to the COVID crisis. Revenues will be compared monthly for March, April, and May 2020 for the same time in 2019, or to the average of January and February 2020 revenue. Employers must attest you are doing everything you can to meet the 25% amount.

#### **Amount**

75% of wage subsidies up to \$847 per week per employee

#### **Timing**

Payments will be made within 6 weeks

#### **How to Apply?**

Applicants need to re-apply monthly. Application forms will be available on CRA website, **My Business Account** section.

### **Work Share Agreement**

The program allows you to reduce employee working hours and remuneration by up to 50%, while the Employment Insurance pays a portion of the balance. The work share may be in place for up to 76 weeks.

### **Business Credit Availability Program (BCAP) Loan**

It is a credit facility that will be provided by the financial institutions and crown corporations to the creditworthy Canadian companies. It is an interest-based loan focused on maintaining your cash flow. The maximum amount of loan is \$6.25 million per applicant (of which up to \$5 million is provided by the crown corporation) with flexible terms and payment postponements for up to 6 months.

### **Business Credit Availability Program (BCAP) Guarantee**

It is a guarantee on your operating line of credit or term loan of up to \$6.25 million. The program is offered by the traditional financial institution and credit unions in conjunction with one of the crown corporations.



### **Canada Emergency Business Account**

It will provide interest-free loans of up to \$40,000 to small businesses and not-for-profits, to help cover their operating costs during a period where their revenues have been temporarily reduced. The loan will be provided by the traditional financial institutions in cooperation with the crown corporations. To qualify, these organizations will need to demonstrate they paid between \$20,000 to \$1 million in total payroll in 2019. Repaying the balance of the loan on or before Dec. 31, 2022, will result in loan forgiveness of 25% (up to \$10,000).

### **Canada Emergency Commercial Rent Assistance (CECRA)**

The program will seek to provide loans, including forgivable loans, to commercial property owners who in turn will lower or forgo the rent of small businesses for the months of April (retroactive), May, and June. Implementation of the program will require a partnership between the federal government and provincial and territorial governments, which are responsible for property owner-tenant relationships. More details to follow.

### **Regional Opportunities Investment Tax Credit in Ontario**

#### **Eligibility Criteria**

Canadian-controlled private corporation that makes qualifying investments that become available for use on or after March 25, 2020, in specified regions of Ontario. The tax credit would be available for expenditures in excess of \$50,000 and up to a limit of \$500,000. The tax credit would be available only in Northern Ontario and large parts of Southwestern and Eastern Ontario with the exception of Greater Toronto and Greater Ottawa areas.

#### **Eligible Investments (Expenses)**

Constructing, renovating or acquiring eligible commercial, industrial and certain farm buildings.

#### **Amount**

10% of eligible expenses reduce corporate income tax.

#### **Timing**

To be confirmed.

#### **How to Apply**

To be confirmed. Apply for tax credits at the end of your fiscal year.





## **Make Products or Develop Technologies to Fight COVID-19**

Respond to the government calls for proposal to make products, deliver services and develop technologies to help fight COVID-19.

- Government of Canada **call for proposals**
- Ontario Government **call for proposals**
- Advanced Manufacturing Supercluster **call for proposals**. The Supercluster **provides up to 100% of the eligible cost to**
  - support companies looking to develop and manufacture new therapeutics, equipment and products essential for COVID-19 response;
  - support manufacturers who currently produce essential equipment and products increase product output; and,
  - support manufacturers transitioning from the production of existing products to products essential for COVID-19 response.



## Software Programs

### Digital Main Street

Through the \$57-million contribution to the Digital Main Street platform, businesses will be able to take advantage of three new programs to support their digital transformation:

- **shopHERE** powered by Google will leverage Ontario's strengths by hiring highly skilled and trained students to build and support the launch of online stores for businesses that previously did not have the capacity to do so themselves. The core goal will be to help small businesses compete and grow, in a world that is increasingly online, and help them recover as quickly as possible following COVID-19.

#### **Eligibility Criteria:**

- Registered business, or a registered non-profit organization.
  - Has a commercial location or is home-based.
  - Has fewer than ten employees or fewer than 25 employees if a restaurant or bar.
  - Not a corporate chain or franchise.
  - Or must be an artist.
- **Digital Main Street Grant** will help main street small businesses be digitally more effective. Through a \$2,500 grant administered by the Ontario BIA Association, small businesses will be able to adopt new technologies and embrace digital marketing. Municipalities, Chambers of Commerce, and Business Improvement Areas (BIAs) can apply for a Digital Service Squad grant, which will allow them to establish teams to provide personalized, one-on-one support.
  - **Future-Proofing Main Street** will provide specialized and in-depth digital transformation services and support that helps existing main-street firms adapt to changes in their sector and thrive in the new economy. By leveraging teams of digital marketing professionals and talented students, these firms will be able to create new online business models, develop and implement digital and e-commerce marketing strategies, and maximize digital tools, platforms and content.



## **Purchase or Upgrade of Equipment, Productivity Improvement**

### **Canadian Manufacturers and Exporters (CME) Technology Assessments Program**

#### **Eligibility Criteria**

- Must be a manufacturer based in Southern Ontario per the census map (Refer to Southern Ontario Service Area).
- Must be an incorporated business (federally or provincially) for 2 years or more continuously.
- Must demonstrate financial stability.
- Must have greater than 15 and fewer than 500 FTE employees maximum in Southern Ontario.
- Companies are not required to be a member of CME to be eligible.
- Not receiving other contributions toward the activities contained in the funding application from other government funded programs, including but not limited to: University or College Funding programs, Export Funding programs, Other related government funding programs.

Applications will be evaluated based on their ability to meet the following criteria:

- Technology improvements that aim to improve and modernize the manufacturing process, lead to increased productivity and competitiveness.
- New additions that contribute to the economic and environmental benefits to Ontario, including benefits expected from the project and interactions with other segments of the Ontario economy.
- Commitment to develop export markets, or be part of the value supply chain, or potential to become a strong global player on a regional or global basis.
- Creation of long-term employment and high-value jobs.

#### **Eligible Cost**

- Consulting fees (including travel) are eligible.
- Entertainment and meals are not eligible costs.
- All receipts for travel must be submitted with final claim. Any receipts that are not included will be removed from eligible costs.
- CME reserves the right to remove any unreasonable costs.

#### **Amount**

100% of eligible costs up to a maximum of \$25,000



## **Deadline**

This program ends on March 31, 2022. We continue to accept applications for assessments until December 31, 2021 with a completion date of no later than January 31, 2022.

## **Business Scale-up and Productivity**

### **Eligibility Criteria**

- Innovative and globally-oriented businesses seeking to accelerate their growth.
- High-potential firms (including accelerator graduates) that are commercializing innovative products, technologies and processes.
- Firms with scale-up potential looking to improve productivity through the adaptation/adoption of highly innovative, first-of-its-kind technologies with the goal of global competitiveness and market expansion.
- Entrepreneurs and businesses in rural areas looking to grow, commercialize and improve productivity.

### **Eligible Cost**

- Assist high-growth firms to scale up and expand.
- Support technology demonstration and the commercialization of new technologies.
- Encourage the early adoption or adaptation of leading-edge technologies and processes to improve productivity.
- Increase businesses' capacity to grow through market diversification and entry into global markets.
- Foster innovation, technology adoption and digital connectivity in rural areas.
- Leveraging risk capital to accelerate the commercialization of products and services geared towards market diversification and growth.
- Automating and digitizing processes, and related skills development, to improve productivity and increase business capacity and competitiveness.
- The minimum project budget must be \$1.5 million

### **Amount**

No-interest, repayable contributions from \$500,000 up to \$10 million per project.

## **Ontario Automotive Modernization Program**

### **Eligibility Criteria**

- Small- and medium-sized Ontario-based enterprises (firms with fewer than 500 employees globally AND global revenues of less than \$1 billion) with a Business Number (BN).



- Larger companies are eligible; however, they must partner with at least one Ontario-based small- or medium-sized enterprise.
- Must be in the automotive supply chain to original equipment manufacturers.
- At least 50 per cent of the company's total sales revenue must come from the automotive supply sector.
- Must be a for-profit business (legal entity) registered to carry out business in Ontario.
- Must have a manufacturing location in Ontario by the time the project starts.
- Must have a minimum of two (2) years of financial statements.
- Must be in substantial compliance with all applicable laws.
- Must be free and clear of any fees, levies, charges or taxes owed to Her Majesty the Queen in right of Ontario or any of her agencies.
- Must be in compliance with the Accessibility for Ontarians with Disabilities Act, 2005.

### **Eligible Cost**

- Salaries and benefits: Incremental salary and benefits for employees of the company working on the project activities, to a maximum specified in the funding agreement with the Ministry (position and employment status must be specified).
- Capital Costs:
  - Hardware and software implementation, installation, and setup costs.
  - Cost of direct materials, necessary for specifically identified activities and measured as having been used for, the completion of the project
  - Materials used for configuring, testing production processes, systems, and training employees.
- Training Costs:
  - Cost involved in providing personnel with training and/or development in novel techniques required for the project for their role(s).
  - Sub-contractor and consultant fees (must be associated with LEAN Mentorship).
- Travel and Living: Travel costs are explicitly project related, represent the most economical option (economy fare, and standard hotel room).

### **Amount**

50% of eligible costs up to a maximum of \$100,000

### **Deadline**

Friday, October 18, 2019.



## **Eastern Ontario Development Fund (EODF)**

### **Eligibility Criteria**

The fund supports projects and investments to businesses, municipalities and not-for-profit organizations for economic development in eastern Ontario. Eastern Ontario includes the following 15 geographic areas: Stormont, Dundas and Glengarry; Prescott Russell; Leeds and Grenville; Valley Heartland; 1000 Islands; Frontenac; Prince Edward; Lennox and Addington; Muskoka; North & Central Hastings and South Algonquin; Trenval; Haliburton; South Lake; Northumberland; Ottawa; Peterborough; Kawartha Lakes; Lanark; and Renfrew.

### **Business Projects Eligibility**

To be eligible, businesses need to:

- Invest at least \$500,000 in their project (or \$200,000 if you are in rural Ontario)
- Employ at least 10 people (or 5 if you are in rural Ontario)
- Commit to creating at least 5 new jobs (or 30% increase for companies with fewer than 15 employees)
- Be able to provide 3 years of operations/financial statements
- Be located in, or plan to locate in, a community in eastern Ontario

### **Community Economic Development Projects Eligibility**

To be eligible, projects need to:

- Be led by municipalities, economic development organizations (including sector groups) or consortia
- Focus on economic and business development and job creation in the community or region by investing in infrastructure or implementing strategies to advance regional economic development priorities
- Lead to measurable outcomes including private sector investment, growth and job creation
- Invest more than \$100,000
- Have private sector support
- Be used for activities that are new to the organization

### **Eligible Cost**

- Create jobs and build talent
- Attract and encourage private sector investment
- Business growth and broad positive economic impacts
- Innovation, collaboration and cluster development



## Types of support

### **Business Projects**

#### **Funding amount**

Up to 15% of eligible project costs.

#### **Loans**

Up to 15% funding to a maximum of \$5M, interest free during the project period (up to 4 years). If you achieve your investment and job targets, up to 30% of the loan (to a maximum of \$500,000) may be forgiven.

#### **Grants**

Grants are available only for specific circumstances, up to 15% to a maximum:

- Of \$500,000 if your company has fewer than 100 employees and is based in rural Ontario (population of your community is less than 100,000 or population density is less than 100 people per square kilometre)
- Of \$1,500,000 for strategic projects that are foreign direct investments or from companies competing against other jurisdictions

### **Community economic development projects**

#### **Funding amount**

Up to 50% of eligible project costs for a maximum grant of up to \$1.5 million.

#### **Restrictions**

You are not allowed to combine (or “stack”) Eastern Ontario Development funding with other provincial programs.

## Deadline

Eligibility checklists can be submitted at any time.

There are four application intake periods per year for full applications. Applicants will be notified of decisions within 60 business days of the application deadline.

#### **1) Application Period One:**

Intake will begin December 2, 2019 with a deadline on January 20, 2020. Last day to notify applicants April 16, 2020.

#### **2) Application Period Two:**

Intake will begin March 5, 2020 with a deadline on April 20, 2020. Last day to notify applicants July 15, 2020.

#### **3) Application Period Three:**

Intake will begin June 5, 2020 with a deadline on July 20, 2020. Last day to notify applicants October 15, 2020.

#### **4) Application Period Four:**

Intake will begin September 3, 2020 with a deadline on October 19, 2020. Last day to notify applicants January 15, 2021.



## **Canadian Agricultural Partnership (CAP)**

### **Audits, Assessments, and Training**

#### **Eligible Activities:**

- Food Safety and Traceability Training – Eligible cost: 45%, up to a maximum of \$1,500
- Food Safety and Traceability Gap Assessment and Pre-audit - Eligible cost: 45%, up to a maximum of \$3,000
- Labour Productivity Plans - Eligible cost: 50%, up to a maximum of \$25,000
- Marketing Plans - Eligible cost: 35%, up to a maximum of \$25,000
- Business Plans - Eligible cost: 35%, up to a maximum of \$15,000
- Business Assessment - Eligible cost: 50%, up to a maximum of \$15,000
- Education, Training, Assessment, and Planning (Animal Health) - Eligible cost: 50%, up to a maximum of \$5,000
- Education, Training, Assessment and Planning (Plant Health) - Eligible cost: 50%, up to a maximum of \$5,000

### **Enhancing Plant Health**

#### **Eligible Activities:**

- Technologies and Processes to Reduce Plant Pest Contamination and Risk - Eligible cost: 35%, up to a maximum of \$100,000
- Education, Training, Assessment and Planning (Plant Health) - Eligible cost: 50%, up to a maximum of \$5,000

### **Food Safety for Your Business**

#### **Eligible Activities:**

- Food Safety and Traceability System Improvements - Eligible cost: 50%, up to a maximum of \$75,000
- Traceability Equipment (Food Safety) - Eligible cost: 35%, up to a maximum of \$10,000
- Food Safety Equipment - Eligible cost: 35%, up to a maximum of \$10,000
- Food Safety and Traceability Training - Eligible cost: 45%, up to a maximum of \$1,500
- Food Safety and Traceability Gap Assessment and Pre-audit - Eligible cost: 45%, up to a maximum of \$3,000

### **Improving Productivity**

#### **Eligible Activities:**

- Labour Productivity Plans - Eligible cost: 50%, up to a maximum of \$25,000
- Technology and Equipment to Improve Labour Productivity - Eligible cost: 25%, up to a maximum of \$200,000





- Input Efficiency and Waste Reduction - Eligible cost: 25%, up to a maximum of \$75,000
- Enterprise Resource Planning and Supply Chain Management Systems - Eligible cost: 35%, up to a maximum of \$100,000

## **Enhancing Animal Health**

### **Eligible Activities:**

- Defining Zones and Controlled Access Points - Eligible cost: 35%, up to a maximum of \$50,000
- Establishing Cleaning and Disinfecting Practices - Eligible cost: 35%, up to a maximum of \$50,000
- Establishing Isolation or Segregation Facilities - Eligible cost: 35%, up to a maximum of \$50,000
- Preventing Access by Wildlife, Pests, and Rodents - Eligible cost: 35%, up to a maximum of \$50,000
- Health Management - Eligible cost: 35%, up to a maximum of \$50,000
- Establishing Facilities to Manage Deadstock - Eligible cost: 35%, up to a maximum of \$25,000
- Construction, Modification, or New Technologies to Improve Animal Housing - Eligible cost: 35%, up to a maximum of \$50,000
- Education, Training, Assessment, and Planning (Animal Health) - Eligible cost: 50%, up to a maximum of \$5,000

## **Expanding Your Markets**

### **Eligible Activities:**

- Marketing Plans - Eligible cost: 35%, up to a maximum of \$25,000
- Market Products Internationally - Eligible cost: 35%, up to a maximum of \$75,000
- Market Products in Canada - Eligible cost: 35%, up to a maximum of \$50,000
- Develop New Products or Processes - Eligible cost: 35%, up to a maximum of \$75,000

## **Growing Your Business**

### **Eligible Activities:**

- Labour Productivity Plans - Eligible cost: 50%, up to a maximum of \$25,000
- Marketing Plans - Eligible cost: 35%, up to a maximum of \$25,000
- Business Plans - Eligible cost: 35%, up to a maximum of \$15,000
- Business Assessment - Eligible cost: 50%, up to a maximum of \$15,000
- Market Products Internationally - Eligible cost: 35%, up to a maximum of 75,000
- Market Products in Canada - Eligible cost: 35%, up to a maximum of 50,000
- Develop New Products or Processes - Eligible cost: 35%, up to a maximum of 75,000



- Technology and Equipment to Improve Labour Productivity - Eligible cost: 25%, up to a maximum of 200,000
- Input Efficiency and Waste Reduction - Eligible cost: 25%, up to a maximum of 75,000
- Enterprise Resource Planning and Supply Chain Management Systems - Eligible cost: 35%, up to a maximum of 100,000

## **Southwestern Ontario Development Fund (SWODF)**

### **Eligibility Criteria**

The fund supports projects and investments to businesses, municipalities and not-for-profit organizations for economic development in southwestern Ontario. Southwestern Ontario includes the following 18 geographic areas: Brant; Bruce; Chatham-Kent; Dufferin; Elgin; Essex; Grey; Haldimand; Huron; Lambton; Middlesex; Niagara; Norfolk; Oxford; Perth; Simcoe; Waterloo; Wellington.

### **Business Projects Eligibility**

To be eligible, businesses need to:

- Invest at least \$500,000 in their project (or \$200,000 if you are in rural Ontario)
- Employ at least 10 people (or 5 if you are in rural Ontario)
- Commit to creating at least 5 new jobs (or 30% increase for companies with fewer than 15 employees)
- Be able to provide 3 years of operations/financial statements
- Be located in, or plan to locate in, a community in southwestern Ontario

### **Community Economic Development Projects Eligibility**

To be eligible, projects need to:

- Be led by municipalities, economic development organizations (including sector groups) or consortia
- Focus on economic and business development and job creation in the community or region by investing in infrastructure or implementing strategies to advance regional economic development priorities
- Lead to measurable outcomes including private sector investment, growth and job creation
- Invest more than \$100,000
- Have private sector support
- Be used for activities that are new to the organization

### **Eligible Cost**

- Create jobs and build talent
- Attract and encourage private sector investment
- Business growth and broad positive economic impacts



- Innovation, collaboration and cluster development

## **Types of support**

### **Business Projects**

#### **Funding amount**

Up to 15% of eligible project costs.

#### **Loans**

Up to 15% funding to a maximum of \$5M, interest free during the project period (up to 4 years). If you achieve your investment and job targets, up to 30% of the loan (to a maximum of \$500,000) may be forgiven.

#### **Grants**

Grants are available only for specific circumstances, up to 15% to a maximum:

- Of \$500,000 if your company has fewer than 100 employees and is based in rural Ontario (population of your community is less than 100,000 or population density is less than 100 people per square kilometre)
- Of \$1,500,000 for strategic projects that are foreign direct investments or from companies competing against other jurisdictions

### **Community economic development projects**

#### **Funding amount**

Up to 50% of eligible project costs for a maximum grant of up to \$1.5 million.

#### **Restrictions**

You are not allowed to combine (or “stack”) Southwestern Ontario Development funding with other provincial programs.

## **Deadline**

Eligibility checklists can be submitted at any time.

There are four application intake periods per year for full applications. Applicants will be notified of decisions within 60 business days of the application deadline.

#### **1) Application Period One:**

Intake will begin December 2, 2019 with a deadline on January 20, 2020. Last day to notify applicants April 16, 2020.

#### **2) Application Period Two:**

Intake will begin March 5, 2020 with a deadline on April 20, 2020. Last day to notify applicants July 15, 2020.

#### **3) Application Period Three:**

Intake will begin June 5, 2020 with a deadline on July 20, 2020. Last day to notify applicants October 15, 2020.

#### **4) Application Period Four:**



Intake will begin September 3, 2020 with a deadline on October 19, 2020. Last day to notify applicants January 15, 2021.

## **How to Get Started?**

Send us your budget including capital and non-capital costs for next 3-5 years to [grants@fgwinc.ca](mailto:grants@fgwinc.ca) (template budget is available upon request). Our team will review your information and confirm project eligibility within 2-3 business days.

## **Steel and Aluminum Initiative**

### **Eligibility Criteria**

- For-profit firms or Indigenous organizations, located in Ontario, that employ between 10 to 499 individuals on a full-time basis in Canada.
- Intensive users of steel or aluminum that can demonstrate plans for projects to enhance productivity or to increase competitiveness by adopting new innovative technologies.

### **Eligible Cost**

- Bolster the productivity and competitiveness of SMEs operating within the Canadian steel and aluminum supply chain through investments in innovative projects.
- Productivity improvement through acquiring, adapting, adopting new technologies, and/or processes; process re-engineering; and/or improving manufacturing capacity.
- Business scale-up through market development/expansion; diagnostics; adopting best management practices, processes and systems; and/or business opportunity development.
- Technology commercialization such as late-stage product development geared toward market diversification and growth, such as technology showcasing and technology demonstration.

### **Amount**

Non-repayable contributions from \$150,000 up to \$1 million, to support up to a maximum of 45 percent of eligible project costs. Priority will be given to projects submitted before April 8, 2019.



## **Rural Innovation Initiative Eastern Ontario (RIIEO) REGIONAL STREAM** **(Temporarily Unavailable)**

### **Eligibility Criteria**

- Must be located in Eastern Ontario (Eligible project recipients will significantly impact rural Eastern Ontario, defined as: 1) Stormont Dundas & Glengarry; 2) Prescott and Russell; 7) Leeds and Grenville; 9) Lanark; 10) Frontenac; 11) Lennox and Addington; 12) Hastings; 13) Prince Edward; 14) Northumberland; 15) Peterborough; 16) Kawartha Lakes; 46) Haliburton; 47) Renfrew; as well as the following Census subdivisions: Durham: Brock: and York: East Gwillimbury, Georgina, and Chippewas of Georgina Island First Nation).
- Must be private, for-profit, high growth SMEs with potential for accelerated growth through a continuum of innovation.
- Fourth Pillar Not-For-Profit organizations supporting businesses and the regional advancement of innovation.
- Eligible Project Recipients must explain in their application how they will accelerate the growth of SMEs on the innovation track in rural eastern Ontario.
- Applicants will be required to identify the local CFDC representing the CFDC region your project will principally impact. The identified CFDC(s) will be contacted for input on the project and to confirm applicants are not “Local Stream” funding recipients.
- Projects in the following priority sectors will be considered:
  - Advanced Manufacturing
  - Clean Tech
  - Digital Industries
  - Agri-food
  - Food Processing
  - Projects that focus on inclusiveness: youth, women entrepreneurs, Indigenous peoples, Official Language Minority Communities, persons with disabilities, immigrants and visible minorities

### **Eligible Cost**

All costs must be reasonable and directly related to the eligible project activities.

- Labour
- Expertise
- Non-Capital
- Capital

### **Amount**

Selected projects will be eligible for a non-repayable performance-based contribution and require a minimum 50 percent cash contribution by the recipient on eligible expenses net of HST. The



minimum project size for an Eastern Ontario Innovation Initiative regional stream project is \$200,000 resulting in a minimum contribution of \$100,000 by the recipient.

## **Deadline**

Intake will begin May 21, 2019 with all projects through 15 Eastern Ontario CFDCs being targeted for completion by December 31st, 2020.

## **Climate Action Incentive Fund (CAIF) (Temporarily Unavailable)**

### **Eligibility Criteria**

- Be a for-profit company in Ontario, New Brunswick, Saskatchewan or Manitoba;
- Have less than 500 full-time equivalent (FTE) employees;
- Intend to significantly reduce direct and indirect greenhouse gas emissions.

## **Eligible Cost**

### **Direct Expenditures**

1. all capital costs, including site preparation, only once ECCC is satisfied that the Government of Canada's obligations, if any, related to the Canadian Environmental Assessment Act, 2012 and the legal duty to consult with, and accommodate, Indigenous Peoples have been met;
2. costs of acquiring, installing, rehabilitation and improvement of assets (e.g. site preparation);
3. costs of material and supplies, and their installation;

### **Contracted services**

1. professional or specialized services needed to undertake eligible project activities and for which contracts are entered into, such as accounting, communications, official languages translation, audit, energy savings estimate verification, and results monitoring, measuring and reporting;
2. costs of planning and assessment, such as surveying, engineering, architectural supervision, testing, and management consulting services. The Government of Canada will only contribute up to a maximum of 5% of its total contribution to the project towards these costs;
3. costs of performing activities related to the project by contractors;
4. costs of contracted work related to compliance with the Canadian Environmental Assessment Act, 2012 including engineering and environmental reviews, costs related to an environmental assessment and the costs of mitigation measures, follow-up, and remedial activities identified in any environmental assessment;



## **Salaries/ Benefits**

1. the incremental costs of the applicant's employees may be included as eligible expenditures. Canada will only contribute up to a maximum of 2% of its total contribution to the project towards these costs provided that:
  - A. the applicant is able to demonstrate that it is not economically feasible to tender a contract and clearly demonstrate that there is value for money in using internal employees;
  - B. the employee is engaged directly in respect of the work that would have been the subject of the contract; and
  - C. the arrangement is approved in advance and in writing by the Government of Canada.

## **Other direct project costs**

1. licenses and permits;
2. leasing and/or purchase of equipment related to the project;
3. training costs related to new technologies, equipment, software and systems;
4. costs related to the consultation of Indigenous Peoples, specifically project-related consultation activities arising as a result of the Government of Canada's legal duty to consult, where applicable;
5. costs directly associated with joint federal communication activities (e.g. press releases, press conferences, translation) and with project signage related to funding recognition;
6. travel expenditures (including the cost of accommodations, vehicle rental and kilometric rates, bus, train, airplane or taxi fares, allowances for meals and incidentals). The Government of Canada will only contribute up to a maximum of 5% of its total contribution to the project towards these costs. Of note, travel and per diem expenses cannot be more than the rates and allowances determined in the Travel Directive of the National Joint Council; and
7. provincial sales tax, goods and services tax, or harmonized sales tax for which the applicant or a third party is not eligible for a rebate, and any other costs that are ineligible for rebates.

## **Eligible Projects**

### **Agricultural retrofits**

- Changes to agricultural processes to improve energy efficiency
- Fuel switching to lower emitting energy sources in agricultural operations
- Other energy efficiency measures in the agricultural sector

### **Building retrofits**

- Enhancements to building envelope (with direct energy savings), including energy efficient windows/doors/skylights, increased insulation, weatherproofing, and glazing
- Energy efficient lighting system
- Heating, ventilation, and air conditioning (HVAC) equipment/systems/controls
- Water heating retrofits, including high efficiency condensing water heating



- High efficiency motors and controls
- Energy management controls, including building automation systems
- Fuel switching to lower emitting energy sources in existing buildings

#### **Electricity, energy or fuel production**

- District energy (heating and/or cooling)
- Combined heat and power for own use\*
- Renewable energy systems (e.g. solar photovoltaic, wind energy, micro-hydro, stand-alone storage systems) on-site and for own-use\*
- Low-emission fuel production for own-use\*

#### **Industrial process improvements**

- Retrofitting and upgrading of existing equipment used for industrial processes
- Fuel switching to lower emitting energy sources
- Process changes
- Waste-heat recovery

#### **Transportation retrofits**

- Heavy-duty vehicle retrofits, including energy efficiency and/or fuel switching to lower emitting sources
- Marine vehicle retrofits, including energy efficiency and/or fuel switching to lower emitting sources

#### **Waste**

- Energy efficiency measures in waste management

#### **Amount**

\$250,000 per project (\$20,000 minimum)

**Fill out eligibility check form at [www.fgwinc.ca/eligibility](http://www.fgwinc.ca/eligibility)  
or Call us at [647-800-5006](tel:647-800-5006) to get started with your application now  
before it's too late!**





## **Skills Development and Training**

### **Career Ready Fund's Auto Stream 2019-20**

#### **Eligibility Criteria**

To apply for funding from Career Ready Fund's Auto Stream, an applicant must be one of the following:

- Employers who are:
  - o Original Equipment Manufacturer (OEM) in the auto sector
  - o Manufacturers in the automotive supply chain to OEMs with at least 50 per cent of their company's total sales revenue coming from the automotive supply sector
  - o Advanced Manufacturers with a footprint in the auto sector with at least 30 per cent of their company's total sales revenue must come from the automotive supply sector
- Industry/sector associations of the auto manufacturing and advanced manufacturing sectors in Ontario
- Publicly-assisted postsecondary institution in Ontario
- Intermediaries and other not-for-profit organizations

All applicants need to:

- Be licensed to operate in Ontario;
- Be in full compliance with all applicable laws;
- Be registered on Transfer Payment Ontario;
- Be registered to receive payment from the Government of Ontario as a supplier;
- Maintain appropriate Workplace Safety & Insurance Board (WSIB) coverage;
- Have adequate third-party general liability insurance.

Applicants are required to commit to at least 160 work placements per project.

A work placement for a participant must be a minimum period of 10 weeks and could last up to four months. Any additional and consecutive four-month period(s) after the initial four-month placement is considered a separate work placement.

#### **Eligible Cost**

Funding will be determined based on the budget submitted by the Applicant, as well as an evaluation of the application.

The Budget must include all costs directly related to delivering the Project including all other proposed cash and in-kind contributions being contributed to the Project by the Applicant and/or its Project Partners.

Costs must be clearly linked to the activities identified in the Project Objectives and Work Plan portion of the application. The Project Budget must clearly identify:

- All costs directly related to delivering the Project, within market value;
- All Project costs including in-kind contributions, such as workshop space;



- Funding received from partnerships and/or collaborations;
- Other government funding.

## **Amount**

Total available funding for the competition is \$14 million.

The fund will provide incentives to employers of up to \$3,000 per work placement per participant (student, recent graduate and/or apprentice) or up to \$5,000 per placement for a participant with one or more disabilities.

If positions are recognized co-ops, employers may also be eligible for the Co-operative Education Tax Credit. Wage support from all funding sources, including government funding, cannot exceed the total wages paid for any individual work placement.

## **Deadline**

12:00 p.m. on Thursday, March 5, 2020

## **RapidSkills 2019-20**

### **Eligibility Criteria**

Proposals may be submitted by the following types of organizations:

- Colleges of Applied Arts and Technology
- Employers, industry associations, unions, and workforce development partners
- First Nations governments
- Indigenous Institutes
- Not-for-profit organizations
- Ontario publicly assisted universities
- Ontario school boards
- Private career colleges

Organizations are permitted to submit more than one proposal.

Proposed projects must meet the following criteria:

- Serve target clients of the program (i.e., laid-off, at-risk, or underutilized workers)
- Offer training that is no longer than 500 hours in duration
- Meet the training needs of industry and employers
- Provide training that equips clients with a clearly defined set of in-demand skills and knowledge
- Have a clear method of recognizing completion of training
- Be ineligible for other forms of provincial funding (e.g., the Core Operating Grant in the case of publicly assisted colleges and universities)



## **Eligible Cost**

- Partnership development (and other initiatives related to ensuring there are appropriate relationships in place between organizations to deliver a Microcredentials pilot Project);
- Program development (including curriculum)
- Administrative costs related to Project (to a maximum of 10% of total budgeted costs)

## **Amount**

Total available funding for the pilot is \$3M.

MLTSD (Ministry of Labour, Training and Skills Development) expects that individual Projects will not require more than \$300,000 total in funding for partnership development, program development, and administration. Reasonable upward adjustments may be negotiated where the application provides a strong, demonstrated rationale for additional funding based on the nature of the proposal. The funding will be allocated based on eligible costs and through a competitive process based on the evaluation of the proposals. MLTSD reserves the right to set limits on the amount of funding an Applicant will receive.

## **Deadline**

11:59 a.m. on January 31, 2020

## **Canada-Ontario Job Grant**

### **Eligibility Criteria**

- Must be for-profit business of any size and industry OR non-profit organization acting on behalf of employers (e.g. industry association, union)
- Must have a job vacancy
- Must have a current employee or candidate to fill the vacancy
- Current employee or Candidate must complete the training in order to fill the vacancy OR
- Current employee must complete the training to improve existing or obtain new skills
- Current employee or Candidate must be Canadian citizen, permanent resident, or protected person under the Immigration and Refugee Protection Act (Canada) entitled to work in Canada. Temporary workers are not eligible.
- Training provider must be an Ontario-based entity.

## **Eligible Cost**

- Training (tuition) fees for the skills training that:
  - Is delivered by an outside training service provider or institution
  - Does not replace or replicate prior training
  - Completed within 52 weeks of the approval date



- Results in some sort of credential (record of completion, certificate, grade, etc.)
- Books & training supplies/materials
- Examination fees
- Other mandatory training fees, if applicable
- It is up to the employer to select the training institution or educational service provider as long as the one provides a certificate or a record of the completion of the training.

### **Amount**

The program provides 1/2 to 5/6 of the training cost up to a maximum of \$10,000 per trainee (\$15,000 if the trainee is an unemployed individual the company hires as a result of the training).

### **Deadline**

March 31, 2020

## **Yves Landry Foundation's AIME Initiative**

### **Eligibility Criteria**

- Between 10 – 1000 employees
- Continuously in business in Southern Ontario for at least 3 years
- Must be able to demonstrate a solid financial footing over the three-year period
- Manufacturing facility or facilities located in Southern Ontario
- Manufacture a specific product for sale in Ontario or anywhere else
- Training may be conducted in Ontario, elsewhere in Canada or abroad
- Training must support the adoption of new technology, new processes or procedures or a change within the company OR support development of highly skilled personnel in any area that leads to innovation

### **Eligible Cost**

- Training (tuition) fees
- Wages / salaries of employees while they are on training
- Travel cost
- Meals

### **Amount**

50% of eligible costs up to a maximum of \$100,000



## **Canadian Agricultural Partnership (CAP) – Education, Training, Assessment and Planning**

This program has limited number of intakes per year and is available for **farmers and food and beverage manufacturers** across Canada. The purpose of the program is to fund productivity improvement projects including purchasing equipment. The program pays 50% of the cost up to a maximum of \$5,000 in Ontario. The rules in other provinces and territories vary.

### **How to Get Started?**

Send us a quote or training proposal including training duration, scope, budget, and the number of employees you wanted to train to [grants@fgwinc.ca](mailto:grants@fgwinc.ca). Our team will review your information and confirm project eligibility within 2 business days.

**Fill out eligibility check form at [www.fgwinc.ca/eligibility](http://www.fgwinc.ca/eligibility)  
or Call us at [647-800-5006](tel:647-800-5006) to get started with your application now  
before it's too late!**



## **Research, Development & Commercialization**

### **Industrial Research Assistance Program (IRAP)**

#### **Eligibility Criteria**

- Small or medium-sized enterprise in Canada, incorporated and profit-oriented;
- 500 or fewer full-time equivalent employees; and
- Have the objective to grow and generate profits through development and commercialization of innovative, technology-driven new or improved products, services, or processes in Canada.

#### **Eligible Cost**

- Internal Labor and Subcontractors' cost of the following activities:
  - Small R&D projects limited in scope and nature
  - Research or technology evaluation-related travel
  - Market research and competitive intelligence studies
  - Technical Feasibility studies
  - Assessment of technology needs for the adoption of technology.
  - Diagnostics
  - Lean manufacturing/productivity studies
  - IP planning and strategy assistance
  - Validation of technology which in turn can attract external investment

#### **Amount**

50%-80% up to a maximum of \$50,000, extendable upon project approval (\$150,000 maximum)

#### **Deadline**

March 31, 2019

#### **How to Get Started?**

Send us a brief description of your R&D project and its budget or estimate of costs to [grants@fgwinc.ca](mailto:grants@fgwinc.ca). Our team will review your information and confirm project eligibility within 2 business days. Templates are available upon request.



## **Strategic Innovation Fund. Streams 1 & 4**

### **Eligibility Criteria**

- Must be a for-profit corporation incorporated under the laws of Canada.
- Must request at least \$10 million in government funding.
- May be located anywhere in Canada.

#### **Stream 1**

- Must be involved in research & development or commercialization activities within Technology Readiness Levels (TRLs) 1-9
- Eligible project must support the development of a technology to a higher readiness level which then has the potential to lead to the implementation or commercialization of a resultant product, process or service.

#### **Stream 4**

- Must support activities within Technology Readiness Levels (TRLs) 1-7
- Eligible project must support industrial research, including activities related to the discovery of new knowledge that aim to support the development of new technology-driven products, processes or services at early-stage technology readiness levels; and, large-scale technology demonstration, including the advancement and development of new technologies into product-specific applications at mid-to-late stage technology readiness levels.

### **Eligible Cost**

- Direct labour
- Overhead (program limits apply)
- Subcontracts and Consultants
- Direct materials and equipment
- Other direct costs
- Land and buildings (limited to construction and development)

### **Amount**

Up to 50% of eligible costs

### **How to Get Started?**

Send us an R&D project budget or your estimates of project cost to [grants@fgwinc.ca](mailto:grants@fgwinc.ca). Our team will review your information to make sure that the project meets the eligibility criteria and contact you within 2 business days.



## **Research Collaboration Programs**

### **Eligibility Criteria**

- Incorporated for-profit company located in Ontario;
- Employing less than 500 full-time equivalent (FTE) positions.

### **Eligible Cost**

- Business or technical study conducted by Ontario college or University
- Collaboration with graduate students, professors, PhDs or post-graduates to complete research for the applicant

### **Programs**

- Natural Sciences and Engineering Research Council's Partnership Programs
- Mitacs Programs, Going Global Innovation Program
- Ontario Centers of Excellence Collaboration Vouchers

### **Amount**

Typically, between 25% and 75% of the project cost, no maximum

### **How to Get Started?**

Send us a brief description of your R&D project and its budget or estimate of costs to [grants@fgwinc.ca](mailto:grants@fgwinc.ca). Our team will review your information and confirm project eligibility within 2 business days. Templates are available upon request.

## **Industry Specific Funding Programs**

### **Eligible Industries & Available Programs**

- Clean Technologies: SD Tech Fund
- Biofuels: Next Gen Biofuels
- Aerospace & Defense: Strategic Innovation Fund, CARIC, GARDN
- Automotive: Strategic Innovation Fund, Automotive Partnership Program.
- Agriculture: AgriInnovate
- International Research: Going Global Innovation

### **Eligible Cost**

- Prototyping
- Late-stage development and Pre-commercial demonstration





## **Amount**

Up to \$200,000,000 depending on the industry and the program.

## **How to Get Started?**

Send us a brief description of your R&D project and its budget or estimate of costs to [grants@fgwinc.ca](mailto:grants@fgwinc.ca). Our team will review your information and confirm project eligibility within 2 business days. Templates are available upon request.

## **Start-Up Funding Programs (Seed Funding)**

### **Eligibility Criteria**

- Must be pre-revenue start-up or early-staged revenue generating for-profit company
- Must be in technology sector and be willing to accept guidance or coaching
- Must be able to demonstrate technological advantages and business and professional acumen to achieve high growth rates

### **Programs & Amounts**

- MARSDD Investment Accelerator Fund (up to \$500,000)
- OCE SmartStart Seed Fund (up to \$70,000 but typically \$30,000), Market Readiness

**Fill out eligibility check form at [www.fgwinc.ca/eligibility](http://www.fgwinc.ca/eligibility)  
or Call us at [647-800-5006](tel:647-800-5006) to get started with your application now  
before it's too late!**



## **Export Sales, Marketing and Business Development**

### **CanExport Innovation (formerly Going Global Innovation)**

#### **Eligibility Criteria**

- Be registered in Canada;
- Be an Innovator from one of the following Canadian organization types based in Canada:
  - Small or Medium-sized Enterprises (SMEs);
  - Academic institutions; and
  - Non-government research centres.
- Have decision making authority over the technology.
- Have confirmed interest from a potential foreign collaborator – they know who you are, they know what your technology is AND they want to meet with you.
- Will be in a position to launch your technology into the global marketplace within the next 1-5 years.
- Own or co-own the intellectual property (IP) or the technology that will be commercialized;
- Demonstrate adequate managerial capabilities to execute the proposed activities and meet CanExport Innovation Recipient requirements;
- Have sufficient financial resources generated from private sources to cover their share of proposed CanExport Innovation activities;
- Not be funded entirely by Canadian government organizations (federal, provincial, territorial, municipal or Crown corporations);
- Be one of the parties performing the R&D work resulting from the Contractual Agreement(s);
- Demonstrate clear benefit to the Canadian economy should the proposed project be successful; and
- Applicants who have previously been approved and completed a CanExport Innovation Project must not have any outstanding documents still remaining to be submitted to CanExport Innovation. All reporting requirements for previous projects must be fulfilled in order to be considered for current CanExport Innovation funding.

#### **Eligible Cost**

- For activities requiring travel, CanExport Innovation determines the eligibility of travel expenses based on the following criteria:
  - Travel duration: Reasonable travel duration is determined based on the scope and complexity of the R&D collaboration. In general, a maximum of four days travel is supported. Exceptions may be approved with sufficient justification. For destinations that involve long overnight flights or which exceed five time zones, the CanExport Innovation travelers may arrive one full day prior to meetings.



- Number of participants: Only the travel costs of participants deemed as essential to formalizing the collaboration will be considered for CanExport Innovation funding. Travel expenses for individuals who are assessed as non-essential to the formalization of the R&D collaboration will not be funded.
- Costs: Funding of costs is allocated on a per person and or per date rate. Request for funding are assessed based on reasonability of estimated costs provided in the application submission. For certain expenses, reasonability of estimated costs is assessed against established CanExport Innovation guidelines. Those guidelines are detailed below in the description of each type of expenditure.
- Eligible expenditures are funded on a cost-sharing basis with CanExport Innovation supporting up to a maximum of 75 percent of the eligible expense type.
- Requested funding for eligible expenditures may be adjusted upon assessment based on current CanExport Innovation policies.
- Economy class airfare: Only the cost of lowest return economy class airfare for the straight route is eligible. For CanExport Innovation purposes, the straight route is defined as the route between the traveler's home location and the location of the approved CanExport Innovation activities, without any additional stops/legs/destinations for non-CanExport Innovation related purposes. For trips that include multiple activities and destinations that require additional air travel, only the cost of a multi-city lowest economy class airfare rate is eligible. A multi-city airfare rate must represent the travel route starting from the traveler's home location to the first approved location, travel route between the approved locations, and the travel route from the last approved location back to the traveler's home location.
- Accommodations: In determining reasonable accommodation rates, as a guide CanExport Innovation uses the Public Works and Government Services of Canada Accommodation Rates. Hospitality is ineligible for CanExport Innovation reimbursement and must not be included in accommodation estimates.
- Meals: CanExport Innovation allows for a daily per diem limit of CAD\$100 per day to cover the cost of meals on the dates of travel to the location of the approved CanExport Innovation activity; dates of the meetings and/or site visits; and the dates of travel back to the Applicant's home location.
- Local transportation: Reasonable local transportation in Canada and the foreign country, such as taxis, car rentals, public transportation, train in market, etc., are eligible expenses. All local transportation costs must be for the following purposes:
  - To and from airports;
  - To and from meetings; and,
  - To and from site visits.
- Legal fees: CanExport Innovation may provide a maximum of \$1,000 in CanExport Innovation funding (e.g. 75% of \$1,333 in legal fees) towards legal services to develop instruments necessary to formalize a contractual agreement for the R&D collaboration.



- Translation and interpretation costs: CanExport Innovation may provide a maximum of \$1,000 in CanExport Innovation funding (e.g. 75% of \$1,333 in expenses) towards translation and interpretation costs.
- Registration fees: CanExport Innovation supports project-driven activities and is not event-driven. Only in exceptional circumstances will CanExport Innovation support registration fees for a conference. If conference attendance is approved, only the lowest cost entrance fee to participate in the event is eligible.  
For registration fees to be considered eligible for consideration, Applicants must provide:
  - Sufficient evidence to justify why the meeting with the foreign partner cannot be held anywhere else or at any other time;
  - Evidence that cost of registration is for the lowest entrance fee rate. Booth fees are an ineligible expenditure.
- Photocopies or printed material: Photocopies or printed material includes informational materials used to inform the foreign partner of the applicant's capacity or technology. CanExport Innovation may provide a maximum of \$500 in CanExport Innovation funding (75% of \$666 in expenses) towards photocopies or printed materials. Printing costs of material not directly related to a CanExport Innovation funded activity are ineligible.
- Shipping of equipment: CanExport Innovation may provide a maximum of \$3,000 in CanExport Innovation funding (e.g. 75% of \$4,000 in expenses) towards expenses related to shipping equipment for the purposes of technology demonstration to the foreign partner. Shipping costs of material not directly related to a CanExport Innovation funded activity are ineligible.
- Meeting room rentals: CanExport Innovation provides support for reasonable meeting room costs. CanExport Innovation will consult with the Department's locally engaged staff to determine reasonability of estimated costs. Applicant may provide a quote outlining the meeting cost for a location near the partner's site as evidence of estimated costs.
- Audio/visual equipment rental: CanExport Innovation provides support for reasonable audio/visual equipment rental costs. Audio/visual equipment rental expenditures covered under Meeting room rentals are not eligible as separate expenses. CanExport Innovation will consult with locally engaged staff to determine reasonability of estimated costs. Applicant may provide a quote outlining the audio/visual equipment rental costs as evidence of estimated costs.
- Visas: Only expenses for single entry visas are eligible.

## Amount

CanExport Innovation funds up to 75% of eligible costs to a maximum of \$75,000 for any approved CanExport Innovation Project.

NOTE: Starting fiscal year 2019-2020, CanExport Innovation is offered as both a grant and contribution funding program. Eligibility for a grant or contribution will be assessed as part of the Formal Review phase of the Application Review Process.



## **Deadline**

CanExport Innovation accepts applications on an on-going basis. However, completed applications must be submitted at least 8 weeks in advance of the first travel date in order to guarantee that sufficient time is available to process the application. Activities that begin less than 8 weeks after submission date will not be reviewed and will be withdrawn from consideration immediately. The remainder of the application, independent of the withdrawn activities, must meet standard CanExport Innovation criteria.

In order to facilitate an 8 week processing time, applicants should provide immediate responses to any project-related inquiries from the Department. Delay in responding to inquiries may result in additional processing time. If requests for information have been unanswered by the applicant for 30 or more days, the application will be cancelled.

## **CanExport Program & AgriMarketing Program**

### **Eligibility Criteria**

- Be a for-profit company;
- Be an incorporated legal entity or a limited liability partnership (LLP);
- Have a Canada Revenue Agency (CRA) business identifier number;
- Have a 1-250 full-time equivalent (FTE) employees;
- Have \$200,000 - \$50 million in annual revenue declared in Canada.
- Target export market where the applicant hasn't exported for the last 24 months
- All sectors except agriculture, food and beverages qualify for CanExport. Other industries qualify for AgriMarketing or Canadian Agricultural Partnership programs.

### **Eligible Cost**

- Business travel
  - Airfare & Ground transportation
  - Per diem up to \$400
  - Visa fee
- Participation at trade fairs, trade shows, conferences, trade missions
  - Booth cost
  - Trade show space/floor rental, design and construction services, etc.
  - Registration fees, trade show registration, seminar fees, including room fees, audio-visual equipment rental, etc.
  - Shipping and handling costs related to the participation
  - Trade show space/floor rental, design and construction services, etc.;
  - Registration fees, trade show registration, seminar fees, including room fees, audio-visual equipment rental, etc.;
  - Shipping and handling costs related to the participation
  - Translation & interpretation costs



- Market research;
- Adaptation of marketing tools for a new market; and
- Legal fees associated with a distribution/representation agreement.

### **Amount**

50% of eligible costs up to a maximum of \$99,999

### **Deadline**

5 weeks before the project starts

### **How to Get Started?**

Send us a job description and candidate's resume if you have one to [grants@fgwinc.ca](mailto:grants@fgwinc.ca). Our team will review your information and confirm project eligibility within 2 business days.

**Have you ever attempted to expand into new export markets?  
Are you puzzled with foreign customs regulations, business culture  
and product perception? Unsure whether export market entry  
is feasible? Already exporting, but feel like missing opportunities?**

**Our sister company Win Global ([www.winglobal.ca](http://www.winglobal.ca))  
can help you answer these questions.**

**To discuss your export market expansion strategy  
contact Igor Chigrin at [647-800-7233](tel:647-800-7233) or [igor@winglobal.ca](mailto:igor@winglobal.ca).**



## Hiring New Employees Under 30 Years Old

### Career Focus (Employment and Social Development Canada)

#### Eligibility Criteria

**Participating host employers must meet the following criteria:**

- Be a for-profit business
- Hire a **minimum of 8 youth employees** over the course of the project

**Prospective participants must meet the following criteria:**

- Between the ages of 15 and 30 (inclusive) at the time of intake/selection;
- Post-secondary graduates;
- Out of school;
- Canadian citizens, permanent residents, or persons who have refugee status in Canada;
- Legally entitled to work according to the relevant provincial/territorial legislation and regulations;
- Not in receipt of employment insurance (EI) benefits.

**Prospective participants must meet the following criteria:**

#### Eligible Cost

- Income support to participants (wages) based on the prevailing wage rate for the occupation and mandatory employment-related costs (MERCs) for participants;
- Additional support to cover all or part of the incremental costs for individuals to participate, such as dependent care, travel or transportation;
- Other support to cover the cost of items associated with the youth's participation, including disability supports;
- Overhead costs required to carry out the project, including wages and employment-related costs for staff; and,
- Costs associated with central administrative functions of the applicant organization that is used to support agreement activities.

#### Amount

\$15,000 - \$20,000 per employee hired



## **Career Focus (Industry Specific Wage Subsidies)**

### **Eligibility Criteria**

**Participating host employers must meet the following criteria:**

- Be a for-profit business
- Belong to one of the following industries:
  - Agriculture (Career Focus, Youth Green)
  - Aerospace, Aviation (Wage Subsidy Program for New Hires)
  - Food Processing (Career Focus)
  - National Heritage (Young Canada Works)
  - Environment Protection (Science Horizons)
  - Manufacturing, all industries (IRAP Youth Employment Fund, TalentEdge)
  - Research & Development (IRAP Youth Employment Fund)
  - Natural Resources, including Mining, Oil & Gas (Science and Technology Program)
  - Bio Technologies, Pharmaceuticals (Career Focus)
  - Apparel & Garment (Apparel Connexion)
  - Utilities, Energy, Power Generation (Career Focus)
  - Information and Communication Technologies (CareerConnect)
  - Services (Career Focus)
  - Construction (Heritage Canada)

**Prospective participants must meet the following criteria:**

- Between the ages of 15 and 30 (inclusive) at the time of intake/selection;
- Post-secondary graduates (must be out of school);
- Canadian citizens, permanent residents, or persons who have refugee status in Canada;
- Legally entitled to work according to the relevant provincial legislation and regulations;
- Not in receipt of employment insurance (EI) benefits.

### **Eligible Cost**

- Income support to participants (wages) based on the prevailing wage rate for the occupation and mandatory employment-related costs (MERCs) for participants;
- Additional support to cover all or part of the incremental costs for individuals to participate, such as dependent care, travel or transportation;
- Other support to cover the cost of items associated with the youth's participation, including disability supports;
- Overhead costs required to carry out the project, including wages and employment-related costs for staff;
- Costs associated with central administrative functions of the applicant organization that is used to support agreement activities.





## **Amount**

\$10,000 - \$20,000 per employee hired

## **Summer Work Experience, Internship & Apprenticeship Funding Programs** **Eligibility Criteria**

- Applying Organization must be:
  - Not-for-profit organizations;
  - Public sector employers; and
  - Small businesses with 50 or fewer employees.
- Participating candidate must be a student of an educational institution and return to classroom after the program is completed  
OR
- Participating candidate must go through apprenticeship training

## **Eligible Cost**

- Employee's salary and training

## **Funding Programs**

- Canada Summer Jobs (open for applications December to March)
- Ontario Co-Operative Education Tax Credit
- Youth Jobs Connection
- Apprenticeship Training Tax Credit
- Apprenticeship Incentive Grant (AIG)
- Mitacs Accelerate for hiring Post-Secondary Graduates and PhDs
- Ontario Centers of Excellence TalentEdge
- Municipal incentives to hire employees who receive Employment Insurance or Ontario Works benefits (TESS)

## **Amount**

Up to \$10,000 per student, and up to \$40,000 per apprentice.

**Fill out eligibility check form at [www.fgwinc.ca/eligibility](http://www.fgwinc.ca/eligibility)  
or Call us at [647-800-5006](tel:647-800-5006) to get started with your application now  
before it's too late!**



## Large-Scale Business Expansion (incl. Plant Expansion)

### **Business Scale-Up and Productivity**

#### **Eligibility Criteria**

- Small- and medium-sized enterprises (SMEs) with
  - at least 15 employees
  - a sustainable business model
  - a profitable track record with the potential to become a strong global player
- Involved in manufacturing, technology or agri-food sectors
- Looking for 2-4 years long expansion project in Southern Ontario

#### **Eligible Cost**

- Adapting or adopting new technologies, processes, and related skills development;
- The adoption or adaptation of highly innovative technologies (e.g., hardware, software) that support product or process innovation.
- Facilities improvement or expansion;
- Business opportunity development, growth, and integration in global value chains;
- Market development and expansion;
- Business expansion to support greater economic diversification.

#### **Amount**

35% of eligible costs up to \$10,000,000. Minimum funding request must be \$500,000. Repayable loan: 0% interest, no collateral, 12 months grace period.

#### **Deadline**

The project must be completed by March 31, 2023.

#### **How to Get Started?**

Send us a list of capital and non-capital costs related to the business expansion to [grants@fgwinc.ca](mailto:grants@fgwinc.ca). Our team will review your information and confirm project eligibility within 2 business days. Template of the business expansion budget is available upon request.

### **Strategic Innovation Fund, Stream 2&3**

Expansions over \$40 million in budget may be eligible. Contact us for details about the program.

**Fill out eligibility check form at [www.fgwinc.ca/eligibility](http://www.fgwinc.ca/eligibility)  
or Call us at [647-800-5006](tel:647-800-5006) to get started with your application now  
before it's too late!**



## Agriculture, Food & Beverage Funding Programs

### Agri-Food Open for E-Business – Targeted Intake

This targeted application intake features two funding streams:

- 1. Bring Your Business Online:** Provides a grant of up to \$5,000 to eligible organizations/businesses to help establish an online presence.
- 2. Develop Online Business Opportunities:** Provides cost-share funding for up to 90 per cent of eligible costs to a maximum of \$75,000 to develop e-business opportunities on a larger scale.

### Eligibility Criteria (for both streams)

- Be involved in the agriculture, agri-food and agri-products sectors;
- Be in compliance with all Requirements of Law and agree to remain in compliance with all requirements of Law for the duration of the project;
- Be a legal entity capable of entering into an agreement with the Province of Ontario;
- Provide a Canada Revenue Agency Business Number as part of the application process; and
- Be engaged in the project and be contributing cash towards the project.

### Stream 1: Bring Your Business Online

#### Stream 1 Priorities

- Agri-food and agri-products businesses develop market channels to retain and/or expand sales with primary objective of bringing products to customers.

### Eligible Cost

Costs Incurred on or after April 24, 2020 for the following:

- Development, enhancement and expansion of an online marketing/sales platform (e.g. e-business capability, website, online ordering, overall online presence);
- Initial or start-up licensing or subscription fees up to six months;
- Domain acquisition;
- Website design and graphic development;
- Marketing (e.g. Search Engine Optimization, web ads, building social media presence);
- Distribution system/model development;
- Training key personnel on processes;
- Initial development and validation of new operational processes, including creating processes for logistics of delivery through new marketing channels, shipping, delivery, fulfillment, warehousing and related transactions;
- Piloting sales practices and systems;



- Minor facility modifications to address social distancing requirements that are directly related to the project (e.g. curb side pickup for online orders).

### **Amount**

Up to \$5,000.

### **Deadline**

Projects under Stream 1 must be implemented and completed no later than November 30, 2020.

## **Stream 2: Develop Online Business Opportunities**

### **Stream 2 Priorities**

- Projects that create new, expand or enhance e-business capabilities, which includes marketing and sales platforms with the primary objective of bringing products to customers.
- Projects that create and/or expand new markets and revenue streams.
- Projects with results that meet broader business needs that are impactful across the sector (i.e. an online e-business platform for multiple sector businesses).
- Projects that involve partnerships and/or broader industry support are preferred.

### **Eligible Cost**

Costs Incurred on or after April 24, 2020 for the following:

- Development, enhancement and expansion of an online marketing/sales platform (e.g. e-commerce capability, website, online ordering, overall web presence);
- Initial or start-up licensing or subscription fees up to six months;
- Domain acquisition;
- Website design and graphic development;
- Marketing (e.g. search engine optimization, web ads, building social media presence);
- Distribution system/model development;
- Training key personnel on processes;
- Initial development and validation of new operational processes, including creating processes for logistics of delivery through new marketing channels, shipping, delivery, fulfillment, warehousing and related transactions;
- Minor facility modifications to address social distancing requirements that are directly related to the project (e.g. curb side pickup for online orders);
- Piloting sales practices and systems.

### **Amount**

Funding is available for up to 90 per cent of eligible costs to a maximum of \$75,000 per project. Suggested minimum project size under this stream is at least \$15,000.



## **Deadline**

Projects under Stream 2 must be implemented and completed no later than September 30, 2022.

## **Marketing and Vineyard Improvement Programming to Support Grape Growers**

### **Eligibility Criteria**

To be eligible to apply for Grant Payment(s), applicants must meet ALL the following eligibility criteria:

- Be a sole proprietor, corporation, partnership or unincorporated association Articles of Incorporation or other acceptable proof of status must be made available upon request.
- Be an Active Grower.
- Provide and maintain during the Project Period a Farm Business Registration number or an accepted equivalent, such as:
  - Farm Business Registration Exemption Certificate.
  - Indian Agriculture Program of Ontario letter.
- T1 General 2018 pages 1 & 2 of your Income Tax and Benefit Return with gross farm income declared on line 168 and a copy of your Statement of Farming Activities- Farm Income & Expenses (T2042E).
- Provide and maintain during the Project Period a Grape Growers of Ontario (GGO) Number.
- Provide and maintain during the Project Period a Premises Identification Number for the vineyards included in the application.
- Must own or lease the land upon which Wine Grape Acreage is planted. Applicants who lease the land upon which Wine Grape Acreage is planted are eligible to apply provided that the owner of the land has provided written consent to Agricorp.
- Submit the application form by the date and time indicated in these guidelines.
- Agree to comply with the terms and conditions of the MVIP under the Partnership, as set out in these guidelines.
- Declare all sources of federal, provincial or municipal funding in relation to Wine Grape Acreage.
- Shall not have received funding from any other federal, provincial or municipal government program for similar expenses to those that may be incurred under the MVIP.
- Be in compliance with and remain in compliance with all Requirements of Law.

### **Eligible Cost**

- Equipment to help improve grape growing practices



- Infrastructure to enhance vineyards irrigation
- Projects to acquire environmental monitoring equipment
- Consultation with a viticulture (vine growing) expert for new technology and innovation
- Implementation of testing for pest management, including viral diseases
- Installation of non acoustical pest management systems (bird netting, night guard retrofit, electric fencing)

### **Amount**

Up to 35% of eligible costs will be reimbursed to eligible vineyard activity up to \$100,000 per vineyard.

### **Deadline**

The intake opens at 10:00 a.m. on Thursday, March 5, 2020. Eligible applications will be received and assessed on a first-come first-served basis, while funding is available.

## **Canadian Agricultural Partnership - Federal**

### **Eligible Projects**

- Agri-food Technology Development and Commercialization
- Export Marketing
- Certification to Meet Export Market Requirements

### **Amount**

50% of eligible costs. Maximum amounts vary.

### **Deadline**

None, continuous intake.

## **Canadian Agricultural Partnership – Ontario – Food & Beverage Manufacturers (Processors)**

### **Eligible Projects**

- Equipment & Technology to Improve Productivity
- Food Safety & Traceability
- ERP & Supply Chain Management Systems Implementation
- Waste reduction



- Planning (labour productivity, business, marketing plans)
- Marketing in Canada and Abroad
- New Product or Process Development
- Education & Training
- Facilities Improvement
- Pest Control and Cleaning

### **Amount**

35%-50% of eligible costs. Maximum amounts vary.

### **Next Intake**

January 2019

## **Canadian Agricultural Partnership – Ontario – Farmers (Producers)**

### **Eligible Projects**

- Equipment & Technology to Improve Productivity
- Food Safety & Traceability
- Soil Management
- Manure Management
- Waste treatment and reduction
- Planning (e.g. crop nutrient planning, financial analysis, business plans, marketing plans)
- Marketing in Canada and Abroad
- New Product or Process Development
- Education & Training
- Livestock Management
- Facilities Improvement
- Pest Control and Cleaning

### **Amount**

35%-50% of eligible costs. Maximum amounts vary.

### **Next Intake**

January 2019



## **Place to Grow: Agri-food Innovation Initiative**

### **Eligible Projects**

- Food Safety and Traceability
- Animal Health
- Plant Health
- Soil Health and Water Quality
- Market Development
- Technology Solutions
- Addressing Labour Supply and Training Challenges

### **Deadline**

Intake will remain open until January 27, 2020

### **Amount**

Minimum government contribution to a project is \$250,000 while the maximum suggested government contribution is up to \$1 million.

## **Market Access Initiative**

### **Eligibility Criteria**

The applicant must be a legally recognized entity as defined below, who must:

- Be in compliance with all Requirements of Law and agree to remain in compliance with all Requirements of Law for the duration of the project;
- Provide a Canada Revenue Agency (CRA) Business Number as part of the Partnership application process, if applicable;
- Be involved in the agriculture, agri-food and agri-products sectors, and;
- Be capable of entering into a funding agreement with the Province of Ontario.

### **Not-For-profit**

A legally recognized entity that is:

- A registered charity, as defined in the *Income Tax Act (Canada)*, and remains in good standing with the CRA; or
- A corporation incorporated as a not-for-profit corporation or similar entity under an Act of Canada or a province or territory of Canada and is in good standing under that Act; and
- Has operations in Ontario (i.e., located in Ontario) and, where applicable, has;
- A membership composed primarily of Ontario residents/businesses/organizations.

### **For-Profit**

A legally recognized entity engaged in a business that has:

- Operations in Ontario; and
- Has a valid and up-to-date Premises Identification Number\* (Premises ID) for the business location where the project is to take place.





## **Eligible Project Category Descriptions**

### **Assessment and Planning for Market Development**

#### **Purpose of Project Category**

Projects will focus on supporting applicants to develop plans and assessments to access new and emerging or expanding domestic or export markets.

#### **Available cost-share**

- 75 per cent cost-share funding of total eligible costs, to a maximum of \$20,000 cost-share per project.

#### **Eligible Activities**

- Market analysis, research, and assessment for existing or expanding markets
- Development of business, marketing, strategic or export plans for developing a new and/or expanding market
- Investigation of regulatory requirements or standards for new markets

### **Accessing Markets and Development of Products or Processes – Domestic**

#### **Purpose of Project Category**

Projects will focus on supporting applicants to implement marketing plans that focus on sector diversification to help access or expand new or existing domestic markets.

#### **Available cost-share**

- 75 per cent cost-share funding of total eligible costs, to a maximum of \$30,000 cost-share per project.

#### **Eligible Activities and Expenditures**

- Implementation of a marketing plan, including (but not limited to):
- Brand development, focus groups or consumer studies
- In-store product demonstration
- Planning, organizing and/or participating in trade shows (beyond normal business) and other marketing events in Canada
- Sales, marketing and promotional activities
- Travel and meal expenses related to investigative domestic travel for the purpose of assessing new or emerging markets
- Translator or translation services required for domestic investigative travel for the purpose of assessing new or emerging markets, including trade mission fees.
- Specially produced product samples (not from normal production) for market research, tradeshow and/or specific events (e.g., lab or pilot plant samples made specifically for marketing purposes)
- Shipping product samples for tradeshow and not intended for re-sale
- Labeling and packaging development and production for a trial run, excluding the cost of the normal production run of the packaging



- One-time testing of products to meet established standards, certifications or market requirements, including analytical and quality testing
- Understanding the logistics of delivery to new markets, including, but not limited to, components such as freight costs, feasibility, travel time, transportation modes, etc.

## **Accessing Markets and Development of Products or Processes – International**

### **Purpose of Project Category**

Projects will focus on supporting applicants to implement marketing plans that focus on sector diversification to help access or expand new or existing export markets.

### **Available cost-share**

- 75 per cent cost-share funding of total eligible costs, to a maximum of \$30,000 cost-share per project.

### **Eligible Activities and Expenditures**

- Implementation of a marketing plan, including (but not limited to):
- Brand development, focus groups or consumer studies
- In-store product demonstration
- Planning, organizing and/or participating in trade shows (beyond normal business) and other marketing events abroad
- Sales, marketing and promotional activities
- Travel and meal expenses related to investigative international travel for the purpose of assessing new or emerging markets
- Translator or translation services required for international investigative travel for the purpose of assessing new or emerging markets, including trade mission fees.
- Specially produced product samples (not from normal production) for market research, tradeshow and/or specific events (e.g., lab or pilot plant samples made specifically for marketing purposes)
- Shipping product samples for tradeshow and not intended for re-sale
- Labeling and packaging development and production for a trial run, excluding the cost of the normal production run of the packaging
- One-time testing of products to meet established standards, certifications or market requirements, including analytical and quality testing
- Understanding the logistics of delivery to new markets, including, but not limited to, components such as freight costs, feasibility, travel time, transportation modes, etc.

### **Amount**

75% cost-share funding of total eligible costs, to a maximum of either \$20,000 or \$30,000 cost-share per project depending on project category.



## **Supercluster Funding**

### **Digital Technology Supercluster**

Based in British Columbia, the Digital Technology Supercluster will use bigger, better datasets and cutting-edge applications of augmented reality, cloud computing and machine learning to improve service delivery in the natural resources, precision health and manufacturing sectors. Employing digital technologies will save time and money and improve the health and lives of Canadians.

### **Protein Industries Supercluster**

Based in the Prairies, the Protein Industries Supercluster will use plant genomics and novel processing technology to increase the value of key Canadian crops, such as canola, wheat and pulses that are coveted in high-growth foreign markets, such as China and India, as well as to satisfy growing markets in North America and Europe for plant-based meat alternatives and new food products. Building on Canada's worldwide reputation as a leader in agricultural production, this supercluster will make Canada a leading source for plant proteins and, ultimately, feed the world.

### **Advanced Manufacturing Supercluster**

Based in Ontario, the Advanced Manufacturing Supercluster will build up next-generation manufacturing capabilities, incorporating technologies like advanced robotics and 3D printing. By focusing on training and technology adoption, this supercluster will help make the words “Made in Canada” synonymous with “innovative” and “value added.”

### **AI-Powered Supply Chains Supercluster**

Based in Quebec, the AI-Powered Supply Chains Supercluster (SCALE.AI) will bring the retail, manufacturing, transportation, infrastructure, and information and communications technology sectors together to build intelligent supply chains through artificial intelligence and robotics. This supercluster will help Canadian small and medium-sized businesses scale up and help ensure Canada is a globally competitive export leader.

### **Ocean Supercluster**

The Ocean Supercluster will harness emerging technologies to strengthen Canada's ocean industries—industries like marine renewable energy, fisheries, aquaculture, oil and gas, defence, shipbuilding, and transportation. This supercluster will ensure Canada's future prosperity as a source of jobs and solutions to global challenges, such as how to meet the energy demands of the 21st century.

### **Amount**

44.4% of eligible costs related to the collaboration of 3 or more for-profit companies to create, commercialize or adopt new technology related to the subject area of the supercluster.

The applicants must not be located in the province where the supercluster is located.



## **Energy Efficiency and Greenhouse Gas Reduction**

### **SaveONEnergy**

Hydro utilities across Ontario provide funding for energy audit and capital projects that result in electricity savings, including lighting upgrade to LED lights, production, process and infrastructure equipment upgrades. Ask us about the details and how to apply for this grant.

### **Union Gas and Enbridge Incentives**

Both gas utilities provide funding for efficiency assessments and projects that result in natural gas savings. Ask us about the details and how to apply for these grants.

### **Water Incentives**

City of Toronto, York Region and other municipalities across Canada have local rebates programs for industrial users that take actions to save water. Average rebates vary from \$8,000 to \$20,000. Ask us whether the program exists in your municipality and how to apply.



## Northern Ontario Regional Funding Programs

### **Northern Business Opportunity Program (Northern Ontario Heritage Fund)**

#### **Eligible Cost**

- Capital construction
- Leasehold improvements
- New or used equipment
- Training costs incurred with third parties
- Land servicing costs

#### **Amount**

50% of eligible cost up to \$1,000,000

### **Northern Ontario Development Program, Business Growth and Competitiveness Stream**

#### **Eligible Cost**

Eligible costs include all incremental expenses directly related to the project and deemed reasonable and necessary for its execution.

**Non-capital costs** may include:

- Fees for professional and technical services, including market, trade and export expertise;
- Costs related to business management training;
- Costs related to producing and disseminating results of studies/plans;
- Marketing costs, including design, promotional materials, advertising, product demonstrations and participation at trade shows; and
- Travel expenses and labour costs.

**Capital costs** may include:

- Servicing of industrial lands;
- Leasehold improvements; and
- Machinery, equipment and technology.

#### **Amount**

33% to 50% of eligible cost, no maximum



## Fair Grant Writing & Trusted Partners Also Help You Get Other Non-Bank Financing Support

### **Scientific Research & Experimental Development (SR&ED) Tax Credit.**

SR&ED is a tax incentive program that encourages Canadian businesses to participate in research and/or experimental development.

**Customs Duty Drawback.** If you pay duties on source materials or components that you later export in the original or modified form, you may qualify for a refund of customs duties paid at the time of import.

**Factoring.** This type of financing helps you free up capital that is stuck in unpaid debts and transfers the default risk associated with the collection to a factoring company.

**Capital Lease.** A capital lease is a contract entitling a renter to a temporary use of an asset (such as equipment). The capital lease requires a renter to add assets and liabilities associated with the lease if the rental contract meets specific requirements.

**Asset-Based Lending.** Asset-based lending is a business loan secured by collateral (assets). The loan, or line of credit, is secured by inventory, accounts receivable and/or other balance-sheet assets.

**Fill out eligibility check form at [www.fgwinc.ca/eligibility](http://www.fgwinc.ca/eligibility)  
or Call us at [647-800-5006](tel:647-800-5006) to get started with your application  
now before it's too late!**