

Catalog 2019 Edition

Canadian Government Grants & Loans for Ontario-Based Businesses



As of April 2019

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.

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 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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Purchase or Upgrade of Equipment, Productivity Improvement

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.

Amount

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

Eastern Ontario Development Fund (EODF)

Eligibility Criteria

- Locations: Frontenac, Haliburton, Hastings, Kawartha Lakes, Lanark, Leeds and Grenville, Lennox and Addington, Muskoka, Northumberland, Ottawa, Peterborough, Prescott and Russell, Prince Edward, Renfrew, Stormont, Dundas and Glengarry.
- For Business Stream Sub-program
 - employ at least 10 people



- commit to creating at least 10 new jobs
- be able to provide 3 years of operations/financial statements
- be located in, or plan to locate in, a community in southwestern Ontario
- invest at least \$500,000 in their project
- For Small Community Pilot Sub-program
 - employ 5-10 employees and be located in small communities (a municipality with a population less than 20,000 or with a population density of fewer than 100 persons per square kilometer).
 - minimum investment of \$200,000 over 4 years
 - a 50% increase in current employment
- Eligible industries
 - advanced manufacturing (automotive, aerospace, plastics, clean technologies)
 - life sciences
 - processing (primary and secondary)
 - information and communication technology
 - tourism
 - cultural industries

Eligible Cost

- Project facility modifications/upgrades required for the project (e.g. construction costs/retrofits associated with an expansion to a facility on land already owned by the business, site servicing, power service upgrades, HVAC, new requirements for fire detection and suppression, embedded energy generation systems, ICT used internally for business/operations integration or to meet specialized customer/client needs)
- Equipment and Machinery required for the project (e.g. new technology, new high-performance equipment, and machinery, maintenance equipment associated with new technologies or systems)
- One-time internal labour, including costs to set up/commission new equipment, technology or systems for the project
- One-time materials, including materials used for configuring and testing production processes for the project and systems, and materials used for training employees for the project
- Specialized Expertise required for the project (e.g. third-party engineering services, software development, project management, etc.)
- Skills training, including employer-provided training, related to the project
- Project-related permits, fees, and other similar charges

Amount

15% of eligible costs up to a maximum of \$1,500,000



Eastern Ontario Development Program (EODP) – Temporary Unavailable Eligibility Criteria

- Commercial enterprises including individuals, corporations, partnerships, cooperatives, or trusts located in Stormont, Dundas and Glengarry; Prescott Russell; Grenville; Valley Heartland; 1000 Islands; Frontenac; Prince Edward Lennox and Addington; North & Central Hastings and South Algonquin; Trenval; Haliburton; South Lake; Northumberland; Peterborough; Kawartha Lakes; and Renfrew.

Eligible Cost

- Productivity enhancements (information and communications technologies, energy, new technologies, productivity assessments)
- Market diversification
- Innovation/product development (Research and Development)
- Succession planning
- Training and mentoring
- Business start-ups

Amount

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

Southwestern Ontario Development Fund (SWODF)

Eligibility Criteria

- Locations: Brant, Bruce, Chatham-Kent, Dufferin, Elgin, Essex, Grey, Haldimand, Huron, Lambton, Middlesex, Niagara, Norfolk, Oxford, Perth, Simcoe, Waterloo, Wellington.
- For Business Stream Sub-program
 - employ at least 10 people
 - commit to creating at least 10 new jobs
 - be able to provide 3 years of operations/financial statements
 - be located in, or plan to locate in, a community in southwestern Ontario
 - invest at least \$500,000 in their project
- For Small Community Pilot Sub-program
 - employ 5-10 employees and be located in small communities (a municipality with a population less than 20,000 or with a population density of fewer than 100 persons per square kilometer).
 - minimum investment of \$200,000 over 4 years
 - a 50% increase in current employment
- Eligible industries
 - advanced manufacturing (automotive, aerospace, plastics, clean technologies)
 - life sciences



- processing (primary and secondary)
- information and communication technology
- tourism
- cultural industries

Eligible Cost

- Project facility modifications/upgrades required for the project (e.g. construction costs/retrofits associated with an expansion to a facility on land already owned by the business, site servicing, power service upgrades, HVAC, new requirements for fire detection and suppression, embedded energy generation systems, ICT used internally for business/operations integration or to meet specialized customer/client needs)
- Equipment and Machinery required for the project (e.g. new technology, new high-performance equipment, and machinery, maintenance equipment associated with new technologies or systems)
- One-time internal labour, including costs to set up/commission new equipment, technology or systems for the project
- One-time materials, including materials used for configuring and testing production processes for the project and systems, and materials used for training employees for the project
- Specialized Expertise required for the project (e.g. third-party engineering services, software development, project management, etc.)
- Skills training, including employer-provided training, related to the project
- Project-related permits, fees, and other similar charges

Amount:

15% of eligible costs up to a maximum of \$1,500,000 in grant plus \$5,000,000 in non-interest repayable loan

Canadian Agricultural Partnership (CAP) – Productivity Improvement

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 35% of equipment cost up to a maximum of \$250,000 in Ontario. The rules in other provinces and territories vary.

Next Intake: Fall 2019

Canadian Agricultural Partnership (CAP) – ERP & Supply Chain Management

This program has limited number of intakes per year and is available **for food and beverage manufacturers** across Canada. The purpose of the program is to fund adoption of ERP and Supply



Chain Management Systems. The program pays up to a maximum of \$100,000 in Ontario. The rules in other provinces and territories vary.

Next Intake: Fall 2019

How to Get Started?

Send us your budget including capital and non-capital costs for next 3-5 years to 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.

**Fill out eligibility check form at 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

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

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. Our team will review your information and confirm project eligibility within 2 business days.



Yves Landry Foundation's AIME Initiative

Eligibility Criteria

- Between 15 – 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

Deadline

August 2019

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. Our team will review your information and confirm project eligibility within 2 business days.



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.

Automotive Suppliers Competitiveness Improvement Program (ASCIP)

Eligibility Criteria

- Under 500 employees
- Must be in Ontario
- 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 auto supply sector
- Must pursue productivity and competitiveness improvement project through either (1) software and hardware upgrade or adoption or (2) lean manufacturing training.

Eligible Cost

- Software & Hardware Cost
- Training (tuition) fees
- Wages / salaries of employees while they are on training
- Travel cost

Amount

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

Deadline

Q1 2019

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. Our team will review your information and confirm project eligibility within 2 business days.

**Fill out eligibility check form at 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. 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. 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. 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. 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

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before it's too late!**



Export Sales, Marketing and Business Development

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 list of upcoming trade shows & trade missions and their budgets to grants@fgwinc.ca. Our team will review your information and confirm project eligibility within 2 business days.

Ontario Exporters Fund

Eligibility Criteria

- SMEs with a minimum of 5 employees to a maximum of 500 employees
- Have between \$3 million and \$20 million in sales
- Have export sales between 10% to 50% of annual sales¹
- Currently established and operating in Ontario
- Registered company (federally or provincially) for a minimum of two years
- Able to provide a reference from the International Trade Branch of the Ministry of Economic Development Trade and Employment
- Be in one of the following priority sectors of the Ministry of Economic Development, Trade and Employment:
 - Advanced Manufacturing
 - Aerospace
 - Building Products and Construction
 - Clean Technology (including renewable energy, smart grid, and environmental technologies)
 - Exportable Professional Services (e.g., Architecture, Engineering, Urban Planning)
 - ICT including Digital Media
 - Life Sciences
- Able to provide quotations for eligible costs included in the approved budget
- Able to provide completed audited financial statements signed by a Canadian Designated Accountant for the two most recent fiscal years
- Maintain an insurance policy for commercial general liability to an inclusive limit of no less than \$2 million per occurrence. This insurance policy must include products and completed operations, and contractual liability insurance
- Are in full compliance with all government laws and regulations
- Are not receiving any other contributions from public funds towards the activities contained in the funding application except programs funded by the Ministry of Economic Development, Trade, and Employment. Any company that has previously received funds from the EMA program is only if the EMA contribution agreement has expired

Eligible Cost

- Salary of Export Manager (commission is not eligible, only base salary)

Amount

¹ When determining eligibility based on export sales as a percentage of total annual sales, export sales to the US will not be considered if those sales result in the company moving above the 50% threshold



50% of eligible costs up to a maximum of \$80,000

How to Get Started?

Send us a job description and candidate's resume if you have one to 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)
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.**



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
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. 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
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

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

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Special Initiatives

Women Entrepreneurship Fund

Eligibility Criteria

- Must be Small- to medium-sized enterprise (SME) under 500 employees.
- Over 50% of shares must be owned by women or must be women-led.
- Must be in business over 2 years.
- Priority will be given to the applicants representing manufacturing, technology and agri-food sectors.
- The project must focus on (1) pursuing export market opportunities or (2) business scale-up and growth.

Eligible Cost

- Cost of labour
- Capital costs: purchase of machinery, equipment and infrastructure
- Operating costs: management fees or working capital
- Consultancy fees
- Costs related to intellectual property
- Preproduction
- Commercialization costs
- Subcontracting costs
- Production and distribution of promotional materials and management tools
- Anticipated cost of maintaining the useful life of an asset for a reasonable period
- Production of management tools, and
- Other costs necessary to support the purpose of the funding, as approved by the Minister

Amount

80% of eligible costs up to \$100,000.

Deadline

November 15, 2018. Ask us about upcoming intakes in 2019.

Ontario Automotive Modernization Program (OAMP)

The purpose of this program is to assist automotive parts suppliers adopt technology and become more productive, innovative and export-focused. The program rules are being finalized by the government of Ontario and more information about this program will be available later in 2019.



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



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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.

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