



How to Access Emergency Subsidies Before They Go Away



VectorStock

VectorStock.com/31018167

by Igor Chigrin,
Business Funding Expert

February, 2021



Agenda

- About Fair Grant Writing
- Types of Government Emergency Funding
- Overview of the Funding Programs
- Strategies for Success
- Questions & Answers



About Fair Grant Writing

On a mission to help Canadian businesses survive and thrive by unlocking their access to Government funding

- Recognized experts in government funding since 2013
- Thousands of hours of writing and millions of dollars are secured for our clients.
- Fast and efficient information gathering process minimizing time clients spend with us.
- Top-level business & technical writers, finance professionals & editors.
- 4-step quality control process and professional project management performed by former government employees and proofreaders.



Success Stories



\$3,000,000 in Federal 0%-interest loan secured for Aerospace Components Manufacturer in Vaughan, ON

The funding is used to purchase state-of-the-art production equipment, expand the building, advance ERP system and expose the business to larger numbers of international OEMs and Tier 1 suppliers to aerospace industry



\$309,160 in government grants secured for Metal Fabrication plant in Kitchener, ON

The funding is used to double the size of the building, buy new production equipment and overhead cranes in order to break into the market of heavier welded metal products

CHECK YOUR ELIGIBILITY NOW



Success Stories

The Government of Canada has announced financing of close to \$100 million for the new Merit Functional Foods plant in Winnipeg.

Announced: June 22, 2020





Types of Emergency Funding

- Government Grant: non-repayable funding awarded to eligible businesses & non-profit organizations.
- Government Loan: repayable interest-free or low interest loan for operational funding purposes.
- Loan Guarantee: guarantee on a commercial bank loan provided by the Crown corporations (BDC, EDC).
- Also, tax deductions and deferrals, energy rebates.



Government Grants



Canada Emergency Wage Subsidy

Eligibility Criteria

- Must have a payroll CRA account on March 15, 2020 and have at least 1 payroll employee (may include the owner).
- Must experience revenue drop.

Eligible Cost

- Salaries and wages

Amount:

- % of eligible cost depending on revenue drop (maximum 75%), up to a maximum of \$847 per employee per week



Canada Emergency Rent Subsidy

Eligibility Criteria

- Must have a CRA My Business account to apply.
- Must experience revenue drop.
- Must lease commercial or industrial property of a non-related landlord.
- Eligible period: September 27, 2020 until June 2021.

Eligible Cost

- Rent, tenant insurance, regular utilities, property tax

Amount:

- % of eligible cost depending on revenue drop, up to a maximum of 65% in general case, and 90% if your business was requested to shut down or significantly restrict operations.



Ontario Business Support Grant

Eligibility Criteria

- Must be requested to close or significantly restrict operations following December 26, 2020, provincial shutdown.
- Must have fewer than 100 employees.
- Must experience a minimum 20% revenue drop in April 2020 compared to April 2019.

Eligible Cost

- Not applicable

Amount:

- \$10,000 to \$20,000 depending on revenue drop



Government Interest-Free Loans



Canada Emergency Business Account

Eligibility Criteria

- Must have an active CRA business number registered prior to March 1, 2020.
- Must have at least \$20,000 in payroll expenses in 2019 calendar year
- Must have a business chequing account with primary financial institution

Eligible Cost

- All operating expenses with reasonable exceptions (e.g. dividends).

Amount:

- Interest-free up to \$60,000. If repaid by December 31, 2022, 33% or \$20,000 will be forgiven.



Regional Relief & Recovery Fund

Eligibility Criteria

- Must be a corporation located in Ontario and operational as of March 15, 2020.
- Must have funding pressures with operating cost due to pandemic.
- Must have applied for other emergency government programs but still experience funding pressure.

Eligible Cost

- Fixed operating expenses: rent, equipment lease, salaries, utilities, taxes, COVID-related cleaning expenses, etc.

Amount:

- Interest free up to \$1,000,000



Government-Backed Low Interest Loans



Highly Affected Sectors Credit Availability Program

Eligibility Criteria

- Must be a small-to-medium sized business.
- Must have experienced a minimum 50% revenue drop as a result of the pandemic for at least 3 months within an 8-month period prior to application date.
- Must have a chequing account with primary financial institution.

Eligible Cost

- All operating expenses with reasonable exceptions (e.g. dividends).

Amount:

- 4% interest loan, from \$25,000 to \$1,000,000. Deadline: June 30, 2021



What Else is Available?

- Canada's COVID-19 Economic Response Plan is a full up-to-date list of Federal Programs
<https://www.canada.ca/en/departement-finance/economic-response-plan.html>
- Provincial Programs:
 - Ontario <https://www.ontario.ca/page/businesses-get-help-covid-19-costs>
 - Quebec <https://www.quebec.ca/en/businesses-and-self-employed-workers/emergency-assistance-for-small-and-medium-sized-businesses-covid-19/>
 - Alberta <https://www.alberta.ca/sme-relaunch-grant.aspx>
 - British Columbia <https://www2.gov.bc.ca/gov/content/economic-recovery/business-supports>



What About Recovery?

- Federal and Provincial budgets to be released in March 2021
- Other G7 member states are planning on huge infrastructure, R&D and productivity improvement recovery spending post-pandemic
- Interest rates will most likely remain low
- Hardest-hit sectors may be provided with tax relief





Maximizing Chances of Success

- Understand and Respect Eligibility Rules
- Calculate accurately e.g., wage subsidy period vs your payroll period
- Establish good working relationship with your bank account manager
- Mind the deadline for applications
- Understand consequences e.g., loan repayment, taxation of revenue from grants
- Don't hesitate to call government, or offices of your MP and MPP



Book: Get Funded!



- How to navigate the variety of the funding options in Canada
- How to determine your funding needs and select the right funding options
- Tips from the funders and writers on how to increase the chances of getting the funding
- Examples of the best answers to the questions in the application forms
- Order at www.fgwinc.ca/getfunded



Questions & Answers

Igor Chigrin

igor@fgwinc.ca

647-800-5006

FREE Eligibility Check

<http://www.fgwinc.ca/eligibility>



www.twitter.com/FairGrants



Group: Canadian Government Grants & Loans for Businesses