



FAIR GRANT WRITING

Canadian Government Funding for Ontario Businesses



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Agenda

- About Fair Grant Writing
- Types of Government Funding
- Success Stories
- Purposes of Government Funding
- Overview of the Government Funding Programs for Purposes
- How to Apply and Succeed in Securing Government Funds?
- Questions & Answers



About Fair Grant Writing

- Recognized experts in government funding
- 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.



Types of Government Funding

- Government Grant: non-repayable funding awarded for certain purposes; for example, skills training & hiring, equipment purchasing, etc.
- Government Loan: repayable interest-free funding typically for large-scale expansion projects, e.g., plant construction or expansion.
- Tax Credit: non-repayable funding awarded retroactively for certain purposes; for example, research & development, hiring, or training.



Types of Government Funding

- Temporary COVID Incentives: a combination of grants, loans, procurement programs and tax credits temporarily provided by the Federal and provincial governments to support economic activity during pandemic and facilitate post-COVID economic recovery.
- The application for a government grant or loan must be submitted and approved before the project starts and the costs are incurred.
- The application for tax credits or temporary COVID incentives must be submitted after the costs are incurred.



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





Purposes of Funding

- Equipment Purchasing, Productivity Improvement
- Skills Training
- Hiring
- Export Business Development
- Software Implementation & Training
- Research & Development
- Business Expansion, e.g. Plant Construction

- **The Government Provides No Operational Funding!**





Government Funding for Skills Training

Canada Job Grant

Eligibility Criteria

- Must be for-profit business of any size anywhere in Canada with at least one payroll employee
- Current employee or Candidate must complete the training in order to fill the vacancy
OR
- Current employee must complete the training to improve existing skills or obtain new skills resulting in trainee's salary raise, promotion or both
- Current employee or Candidate must be Canadian citizen, permanent resident, or protected person (refugee)
- Training completion must be substantiated by a completion certificate or diploma

**Amount: \$10,000 - \$15,000 per trainee
(50% to 83% of the training cost)**





Canada Job Grant

Tips

- If you **train and then hire an unemployed individual** upon successful completion of the training, you get **100% of the training costs back up to \$15,000. The person must be put on a payroll after training completion but before final claim submission**
- Training provider must be a Canadian for-profit company, organization or educational institution
- **Internal training is not eligible**
- Minimum training cost must be \$1,000 to be eligible
- Minimum training duration is 2 weeks or 60 hours, maximum is 52 consecutive weeks.
- **Software use training provided by the vendor is not eligible**
- **Health & safety and other mandatory training is not eligible**
- **Government employee will attend one of the training sessions!**
- In Quebec: Workforce Training Measure
- In Nova Scotia: Workplace Innovation and Productivity Skills Incentive



Yves Landry Foundation's AIME

Eligibility Criteria

- Must have 10 - 1000 employees
- Must be in business for at least 3 years and be able to demonstrate strong financial performance
- Must be a manufacturer located in Southern Ontario
- Next Intake: **Preliminary Applications Only**

Eligible Cost

- Training (tuition) fees paid to third parties
- Books & training supplies/materials
- Travel & accommodation
- Trainees' and trainers' salaries (if the training is internal)



Amount: 25%-50% of the project cost up to \$100,000



Government Funding for Software Implementation



Canadian Agricultural Partnership

Eligibility Criteria

- Must be in agriculture, food or beverage business
- Cannabis sector is now eligible
- Must be located anywhere in Canada
- Intake Deadlines vary by province or territory

Eligible Cost

- Software and Hardware
- Advisory and Consulting
- Implementation, one-time setup fee
- Training in hardware and software use
- Labour cost

Amount: 35% of the project cost up to \$100,000





Ontario Automotive Modernization Program

Eligibility Criteria

- Must be an automotive parts manufacturer located in Ontario
- Must be adopting Hardware or Software to improve productivity and increase competitiveness (e.g. ERP systems)
- Next intake: Expected in Spring 2021

Eligible Cost

- Software and Hardware
- Advisory and Consulting
- Implementation, one-time setup
- Training in hardware and software use
- Labour cost for employees involved in implementation project



Amount: 50% of the cost up to a maximum of \$100,000



Government Funding for Research & Development



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.
- Must secure a pre-approval from National Research Council

Amount: 80% of labour cost and 50% of subcontractors' cost up to \$50,000.





SR&ED Tax Credit

Eligibility Criteria

- Must be Canadian-controlled private corporation
- Must conduct R&D activities that match CRA definition
- Scientific research and experimental development means systematic investigation or search that is carried out in a field of science or technology by means of experiment or analysis.

Amount: 60% of labour cost, 40% of material cost and 30% of contractors' cost up to \$3,000,000 per fiscal year.

Application must be submitted following the applicant's fiscal year end together with tax return.



Government Funding for Export Development



CanExport

Eligibility Criteria

- Must be business anywhere in Canada with fewer than 500 employees
- Must be in business for at least 1 year
- Must have annual sales of \$100,000 to \$100 million
- Must target **NEW** export or the market where the applicant has not been exporting significantly

Eligible Cost

- Trade Show / Trade Mission outside Canada: Booth Space, Airfare, Per Diem, Shipping Samples, Online Advertising, Translation

Amount: 75% of the project cost up to \$75,000



Government Funding for Hiring



Hiring Grants

Candidate must be under 30 years old!

Hiring Co-Op Student or Summer Student

- Canada Summer Jobs Program
- Co-operative Education Tax Credit
- Career Focus suite of programs

Hiring Science / Engineering Students or Graduates

- IRAP Youth Employment Program & Youth-Green
- NSERC
- Career Focus suite of programs
- OCE TalentEdge



Hiring Grants (cont'd)

Hiring Master and PhD-level Students & Graduates

- NSERC
- OCE TalentEdge
- Mitacs Accelerate

Hiring Experienced Professionals

- SR&ED Tax Credit (R&D projects)
- Industrial Research Assistance Program (R&D projects)



Government Funding for Business Expansion



Regional Development Funds



- Funding for **Equipment, Plant Construction & Expansion**
 - Atlantic Canada Opportunities Agency
 - Canada Economic Development for Quebec
 - Southwestern / Easter Ontario Development Fund
 - Northern Ontario Heritage Fund
 - FedDev Ontario & FedNor Ontario
 - Western Economic Diversification Canada
 - Canadian Norther Economic Development Agency
- **Amount: 15%-50% of the project cost**



Temporary COVID-19 Relief and Recovery Programs



- Canada Emergency Wage Subsidy – 75% of the labour cost
- Canada Emergency Rent Subsidy – up to 90% of the rent cost
- Ontario Small Business Support Grant – up to \$20,000 (coming soon)
- Canada Emergency Business Account – interest-free loan up to \$60,000
- Regional Relief & Recovery Fund – interest-free loan up to \$1,000,000



Application Process

1. Defining the project(s) to be funded
2. Selecting the government grant or loan program
3. Researching the selected government grant or loan program
4. Securing the quote or proposal from the Vendor
5. Gathering information
6. Gathering supportive documentation
7. Budgeting for the project
8. Writing, reviewing and proofreading the proposal or application
9. Submitting the application
10. Executing the funded project
11. Writing the report or claim



Assessment Process

- Depth of short- and long-term positive economic, social, community, or environmental impact of the project (return on the government's investment)
- Company's track record of growth, innovation, and profitability
- Project goals, scope, risks, timeline, and achievability
- Expertise, capacity, and capability of the project team to execute the project
- Stakeholder, partner, and community support for the project
- Financial commitment to the project, and funding sources other than government financing
- Support of evidence, forecasts, and assumptions



Maximizing Chances of Success

Understand Assessment Criteria – Call the Funder!

- Priority Sectors Match
- Jobs Creation
- Productivity Improvement
- Revenue Growth, especially Export Revenue Growth
- Research & Development

Respect the Rules

- Deadline
- Eligibility criteria
- Stacking
- Don't start the project before you get the approval!
- Timely Reporting



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

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FREE Eligibility Check

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



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Group: Canadian Government Grants & Loans for Businesses