



FAIR GRANT WRITING

New Budgets, New Opportunities

Fiscal Year 2021 Funding Update

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FAIR GRANT WRITING

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Agenda

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- Success Stories
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- Questions & Answers



About Fair Grant Writing

Fair Grant Writing is on a mission to help Canadian businesses survive and thrive by unlocking their access to Government funding.

Our value is a strategic approach to your business funding coupled with deep expertise in business and technical writing.

- Recognized experts in government funding since 2013
- Millions of dollars are secured for our clients.
- Minimum clients' time spent with us.
- Top-level business & technical writers, finance professionals & editors.



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!**





Ontario 2021 Budget Highlights



Emergency Measures

- Ontario Small Business Support Grant
 - Additional funding is allocated.
 - If you applied and were approved, no need to re-apply
 - The maximum amount of funding is \$20,000
- **NEW!** Ontario Tourism and Hospitality Small Business Support Grant
 - The maximum amount of funding is \$20,000
- Digital Main Street
 - Additional funding is allocated.
 - The maximum amount of funding is \$10,000, or website/e-commerce for free
- **NEW!** Small Distillery Support Program
 - Rules to be determined



Ontario Regional Development Funds

- Southwestern Ontario Development Fund
- Eastern Ontario Development Fund
 - Three intakes in 2021 fiscal years
- Northern Ontario Heritage Fund
 - Funding extended for next 2 fiscal years
 - Four intakes in 2021 fiscal year
- Maximum amount of funding: \$600,000 in grants and \$1,500,000 in government loans

- Regional Opportunities Investment Tax Credit
 - Supports business expansion in Western, Eastern and Northern Ontario
 - Reimburses 20% of eligible expenses up to a maximum of \$90K (up from 10% and 50K maximum)





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

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)**





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





Federal 2021 Budget Highlights



NEW! Canada Digital Adoption Program

- Announced in the 2021 Federal Budget
- Main Street Stream
 - Microgrants to develop websites and e-commerce tools
- Manufacturing and Food Processing Stream
 - Grants for technology assessment and selection
 - Interest-free loans for technology acquisition, implementation and training
- Maximum amounts and other rules will be determined later this spring



NEW! Aerospace Regional Recovery Initiative

- \$250 million allocated
- Regional development agencies will develop the rules
- Program will support productivity improvement, commercialization and greening their operations and products





No changes for the following programs
Funds have been renewed



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.



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



Hiring Grants

Candidate must be under 30 years old!

Hiring Co-Op Student or Summer Student

- Canada Summer Jobs Program
- Student Work Placement Program
- Co-operative Education Tax Credit
- Mitacs

Hiring Science / Engineering Students or Graduates

- Youth Employment and Skills Strategy
- Sectoral Workforce Solutions Program
- IRAP Youth Employment Program & Youth-Green



Regional Development Funds



- Funding for **Equipment, Plant Construction & Expansion**
 - Atlantic Canada Opportunities Agency
 - Canada Economic Development for Quebec
 - FedDev Ontario & FedNor Ontario
 - Western Economic Diversification Canada
 - Canadian Northern Economic Development Agency
 - **New: Regional Development Agency for British Columbia**
 - Supercluster Funding
 - Strategic Innovation Fund
 - Forest Industry Transformation Program
- **Amount: 15%-50% of the project cost**



Temporary COVID-19 Relief and Recovery Programs

- Canada Emergency Wage Subsidy – 75% of the labour cost
 - Extended to September 2021
- Canada Emergency Rent Subsidy – up to 90% of the rent cost
 - Extended to September 2021
- Regional Relief & Recovery Fund – interest-free loan up to \$1,000,000
 - Deadline extended to June 30, 2021
- **NEW!** Canada Recovery Hiring Program
 - Augment and replace the Emergency Wage Subsidy
 - Available from June 6 to November 20, 2021



Canada Small Business Financing Program

Eligibility Criteria

- Start-ups and existing for-profit small businesses in Canada
- Gross revenues of \$10 million

Eligible Cost

- Purchase or improvement of land or buildings used for commercial purposes
- Purchase or improvement of new or used equipment
- Purchase of new or existing leasehold improvements (i.e. renovations)
- Registration fee

Amount: Government-guaranteed loan up to \$1 million, including \$500K for equipment



Good Question

What about equipment funding?

“We talk to the government every week trying to highlight the importance of such funding and restoring what used to be SMART grant program”

Matthew Wilson, VP of Canadian Manufacturers and Exporters, April 28, 2021



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