



FAIR GRANT WRITING

Aerospace Regional Recovery Initiative (ARRI)

and other government funding opportunities

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FAIR GRANT WRITING

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Agenda

- About Fair Grant Writing
- Types of Government Funding
- Success Stories
- Purposes of Government Funding
- Aerospace Regional Recovery Initiative (ARRI) Overview
- Other Government Funding Programs
- 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!**





Aerospace Regional Recovery Initiative (ARRI)



Budget and Delivery

- A \$250 million (over three years) national fund launched July 15, 2021, and delivered by Canada's Regional Development Agencies (RDAs)
 - 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



Objectives

- to green their operations and adopt environmentally sustainable practices
 - adoption and commercialization of clean tech products and services
 - electrification to support a lower carbon footprint.
- to improve productivity
 - advanced manufacturing equipment
 - Industry 4.0 solutions
 - scale-up of high-potential firms
 - artificial intelligence and cybersecurity systems
 - workforce and skills development
- to strengthen commercialization while furthering integration into regional and global supply chains
 - integration of new start-ups and new technologies in key aspects of the value chain



Priorities

- The transition towards **greener products and operations** or environmentally sustainable practices.
- Generating significant **economic spinoffs, fostering the development of regional businesses** and improving the aerospace sector's resilience and competitiveness;
- **Improving inclusivity and diversity** to overcome obstacles facing certain segments of the population;
- Supporting the **digital adoption of the aerospace industry** and enhanced cybersecurity.



Eligibility

- Small and medium sized enterprises (SMEs)
 - Aerospace manufacturers (parts, assemblies, subassemblies, components)
 - Aerospace maintenance, repair and overhaul service providers
- Not-for-profit organizations providing services to SMEs



Eligible Expenses

- Labour: salaries and benefits for individuals employed for the project
- Expertise: fees paid to professional, technical personnel, consultants, engineers or contractors.
- Facility construction/renovation: these are costs typically associated with renovations, site improvements, leasehold improvements and related costs to support the outcomes of the project.
- Equipment purchase/installation: the purchase and/or installation of **equipment, machinery or software** directly related to, or necessary for, the completion of the project.
- Other direct project costs (indicate as required in the application)



Funding

- Interest-free loan for SMEs (repayable funding)
- Grant for SMEs (non-repayable funding)
- Certain expenses are retroactive to April 19, 2021
- 75% to 100% of the project cost
- Minimum request is \$500,000
- Maximum request is \$10 million
- **Impact of Federal Election:** Applications are accepted but reviews are on hold until after the election



Other Government Funding Programs

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)**





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 fall



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 (**On Hold**)

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
- **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 annual revenues of \$10 million or less

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



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