

Employer Support Programs – Windsor Essex

November 2018

Min./Agency	Program	Purpose
Additional Information / Contact (where applicable)		
RESEARCH, DEVELOPMENT AND COMMERCIALIZATION		
Canada Revenue Agency	Scientific Research and Experimental Development Program (SR&ED)	<p>Tax Incentive to achieve technological advancement to create new materials, devices, products or processes. 15-35% of eligible expenditures as defined by CRA.</p> <p>www.cra-arc.gc.ca/sred / Jody Whip, 519.973.7999 ext. 6227 or jody.whip@cra-acr.gc.ca General Enquiry Line: 905-566-6010</p>
Ministry of Revenue	Ontario Innovation Tax Credit	<p>Adds 8% to SR&ED Program. 8% refundable tax credit for SR&ED carried out in Ontario.</p> <p>http://www.rev.gov.on.ca/english/credit/oitc</p>
Ministry of Revenue	Ontario Business /Research Institute Tax Credit (OBRITC)/ Ontario Research and Development Tax Credit (ORDTC)	<p>OBRITC provides 20% additionally for SR&ED that takes place in an eligible Ontario research institute, college or university.</p> <p>ORDTC= 3.5% http://www.rev.gov.on.ca/english/credit/obritc/</p>
NRC (National Research Council)	Industrial Research Assistance Program	<p>IRAP assists firms to develop, adopt and adapt technologies and incorporate them into competitive products and services to be commercialized in the global marketplace; through advisory services, funding, networking and linkages as well as Youth Employment Programs.</p> <p>80% funding for research and development (workforce), 50% (for contracted labor fees) 100% towards wages up to \$10,000 for hiring young Canadians (between 15 – 30 years of age) for jobs with environmental benefits - https://www.nrc-cnrc.gc.ca/eng/irap/services/youth_initiatives.html</p> <p>Industrial Technology Advisors address :</p> <ol style="list-style-type: none"> 1. Technical and research needs of SMEs; 2. Sustainable development issues at each stage of R & D process & innovation cycle. 3. Consulting services. Mentor support. <p>Links entrepreneurs, R & D institutions, technology brokers and technology transfer centres with info about local sources of financing, best practices, etc. National/international linkages.</p> <p>IRAP clients can get a metal 3D prototype part printed at no cost (value of \$6,000). Free patent and information service for eligible IRAP clients. MMTC benchmarking service for manufacturers at no cost (value of \$1500).</p> <p>https://conciierge.innovation.gc.ca 1-855-53-GUIDE Vlad Franjo / (519) 971-2015 / vladimir.franjo@nrc.gc.ca Robert Whent / (519) 971-2021 / Robert.Whent@nrc-cnrc.gc.ca</p>

NSERC	ENGAGE Grant	<p>The grant supports short term R&D projects to solve a problem specific to the company. The company and the researcher must not have worked together before. Project funding, up to a maximum of \$25,000, is paid to the researchers for the six month duration of the project. The partnering company must be involved in the project and provide in kind support. Any IP developed during the project belongs to the company. Academic applicant required, funding given to academic institution (St. Clair College or University of Windsor). http://www.nserc-crsng.gc.ca/Professors-Professeurs/RPP-PP/Engage-Engagement_eng.asp</p> <p>Local Contact: Inga Silskovic 519-253-3000 ex. 3918 inga@uwindsor.ca or Ontario contact: Alejandra de Almeida, Ph.D, Research & Innovation Development Officer alejandra.dealmeida@nserc-crsng.gc.ca Telephone: 905-403-0161</p>
NSERC	Experience Awards	<p>Research internships for undergraduate students. Projects must fall within natural sciences and engineering. Up to \$4500 plus organization contribution for a 16 week work term. The company must contribute at least 25% of the NSERC award.</p> <p>http://www.nserc-crsng.gc.ca/Students-Etudiants/UG-PC/Experience-Experience_eng.asp</p>
PWGSC	Build in Canada Innovation Program (BCIP)	<p>The program helps innovators land a first major reference sale:</p> <ul style="list-style-type: none"> • sell their innovation, but keep the intellectual property • get their innovation tested in a real-life setting • gain feedback to help get products to market faster <p>Up to \$500,000/up to \$1 000 000 if Military of funding possible. Focus on Environment, Safety and Security, Health and Enabling Technologies. Apply online throughout the year innovation@pwgsc-tpsgc.gc.ca 1-800-668-5378, 1 416-512-5201 (Manny Argiropoulos) ont.osme@pwgsc-tpsgc.gc.ca www.buyandsell.gc.ca/innovation</p>
MEDJCT/OCE	Ontario Centres of Excellence	<p>The Ontario Centres of Excellence is the preeminent research-to-commercialization vehicle in Ontario for research/development for industry done in Ontario colleges/universities. Andreas Waller, Business Development Manager Andreas.Waller@oce-ontario.org, 519-996-5100, 416-861-1092 http://www.oce-ontario.org/</p>
MEDJCT/OCE	Ontario Centres of Excellence	<p>The Voucher for Innovation and Productivity– a program designed to have businesses work in partnership with research institutions to advance research into strong innovation and commercialization outcomes. Academic applicant required, funding given to academic institution, requires co-funding by industrial partner.</p> <p>Fellowships and Internships—programs to support work experiences and start-up company development New programs for start-ups, youth talent and seasoned industry partners are continuously being added or released as single Calls for Proposals See http://www.oce-ontario.org/programs for more details</p> <p>http://www.oce-ontario.org Raed Kadri raed.kadri2@oce-ontario.org 226.280.1741, or Andreas Waller Business Development Manager Andreas.Waller@oce-ontario.org 519-996-5100, 416-861-1092</p>
Fed Dev	Investing in Commercialization Partnerships	<p>Addresses innovation and commercialization, and encourages collaboration to improve Ontario's productivity performance so that the region can compete on an international platform.</p> <p>Grant recipient is not-for-profit, research institutions and post-secondary institutions. Must be at least one private-sector business partner. Grant focus is on development innovative products, technologies and services leading to commercialization and or cluster development.</p> <p>Requires industry/academic partnership Not-for- Profit/Academic applicant required, funding given to NFP partner. 50% matching required.</p> <p>http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_01864.html</p>

Fed Dev	Investing in Business Innovation	<p>Provides funding to bridge private sector investment in start-up businesses (under 50 employees). Needs Angel/ven cap term sheet for 2/3 project funding. Program supports 1/3 cost of project related to new innovation products/processes as a loan (up to \$1MM) Flexible repayment terms.</p> <p>NFP's can flow funds to start-ups – seed funding = up to \$30k (50%) and up to \$10k for training and mentoring/per new entrepreneur. (local delivery agent TBC)</p> <p>Diane Cloutier 519-498-2054 diane.cloutier@feddevontario.gc.ca http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_00324.html</p>
Innovation, Science and Economic Development Canada (ISED)	Strategic Innovation Fund	<p>4 Streams - Stream 1 & 4 involve R & D Stream 1: Encourage R&D that will accelerate technology transfer and commercialization of innovative products, processes and services; Stream 4: Advance industrial research, development and technology demonstration through collaboration between academia, non-profit organizations and the private sector. Focus is on larger projects (over \$10 million in requested contribution) https://www.canada.ca/en/innovation-science-economic-development/programs/strategic-innovation-fund.html 1-800-328-6189</p>
MEDJCT	Regional Innovation Centre WeTech Alliance	<p>Part of the Ontario Network of Entrepreneurs (ONE) Helping entrepreneurs accelerate and/or commercialize their technology/innovation, few of the programs available : WINnovation Fund (youth under the age of 30) (\$5000), Mentorship, Market Intelligence, Entrepreneurial Training. WeTech Alliance http://www.wetech-alliance.com Contact: Yvonne Pilon ypilon@wetech-alliance.com (519) 997-2857 ext 3142</p>
Independent Electricity System Operator (IESO)	Conservation Fund	<p>Grant fund to promote development and commercialization of technologies to improve electrical conservation. • Funds for all project categories are up to 75% (max \$500k) apart from Strategic Opportunities Stream which is 50% for a max of \$1M. The next open intake window for unsolicited applications to the Conservation Fund will be from July 1 to 31, 2018.</p> <p>Guidelines found at: http://www.ieso.ca/en/get-involved/funding-programs/conservation-fund/cf-overview</p> <p>E: cfundapplications@ieso.ca (416) 969-6330 1-877-797-9473</p>
MITACS Inc.	Accelerate	<p>1:1 dollar matching for collaborative R&D projects between industry/organizations and universities. Access to HQP (Masters, PhD and Postdoctoral Fellows) Funding covers stipends and project-related costs. Non-competitive; Applications accepted at any time. http://www.mitacs.ca/en/programs/accelerate#business Katie Facecchia kfacecchia@mitacs.ca C: 519-560-1582</p>
	Career Connect	<p>Hiring support for a green projects in STEM fields; 6-month placement valued at \$20-25k, subsidized by Mitacs @50% Interns 30 or under, secondary post-graduate, legally entitled to work in Canada. http://www.mitacs.ca/en/career-connect careerconnect@mitacs.ca</p>
Mitacs Inc.	Accelerate International	<p>Funding for collaborative R&D projects between universities and international industry. Same rules as Accelerate apply. https://www.mitacs.ca/en/programs/globalink/accelerate-international Katie Facecchia / (519) 560-1582 / kfacecchia@mitacs.ca</p>
Canadian Space Agency	Space Technology Development Program (STDP)	<p>STDP is responsible for (1) developing space technologies required to support future Canadian space missions; and (2) strengthening the Canadian space sector through industrial capacity building efforts. The development of space technologies required for future Canadian missions is contracted through a competitive process. For the contracting component of the program, STDP is responsible for providing financial and technical support to Canadian organizations (Industry, Academia, and Not-For-Profit) to perform R&D related to Mission Enabling and Generic Space Technologies. http://www.asc-csa.gc.ca/eng/programs/stdp/default.asp E: asc.info.csa@canada.ca or 1-405-926-4800</p>

OMAFRA	Canadian Agriculture Partnership (CAP funding)	CAP is a new five-year commitment by Canada's federal, provincial and territorial governments that will support Canada's agri-food and agri-products sectors. Strategic initiatives including cost-share funding will support projects in the following key priority areas, with research and innovation continuing to be a focus across all programming: 1. Economic development 2. Environmental stewardship to enhance water quality and soil health and 3. Protection and assurance to reinforce the foundation for public trust in the sector through improved assurance systems in food safety and plant and animal health. Producers , Processors , and Other Businesses can apply for cost-share funding starting from April 3, 2018 until May 8, 2018. All businesses must complete the program enrolment form before applying for cost-share funding. Program guides are available at: www.ontarioprogramguides.net . Business can submit applications online at: www.ontarioprograms.net . OMAFRA Contact: Kevin.montgomery@ontario.ca (519) 676-3325 (Food and bio-based processing sector and Jeff Kinsella: jeff.kinsella@ontario.ca 519-674-1335
Agriculture and Agri-Food Canada	Agri-Innovation Program	The Agri-Innovation Program makes two types of investments: those targeted at research and development activities that bring innovation to the sector; and those that help industry bring the results of research and development to market through adoption/commercialization. This is a five-year program ending on March 31, 2018. There are two streams of funding available: 1) Industry-led Research and Development Stream supports projects that result in an innovative practice, process or product. 2) Enabling Commercialization and Adoption Stream supports projects that prepare for the commercialization of an innovative technology, process or product through commercial demonstration, commercialization, or adoption. 1-877-246-4682 aip-pai@agr.gc.ca http://www.agr.gc.ca/index_e.php OMAFRA Contact: Kevin.montgomery@ontario.ca (519) 674-1693
OFA – Ontario Federation of Agriculture	Agri-Food Initiatives Ontario Directory	An online collection of projects, programs and policies to help you support agriculture and food. To view, click the topic button. https://ofa.on.ca/wp-content/uploads/2018/05/Agri-Food-Initiatives-Directory-FINAL.pdf
MEDJCT Ontario Investment Office	Business Concierge Services	Provides businesses high quality, timely and tailored insight and intelligence on business and market opportunities, incentives, talent, immigration and more. They can be engaged at any stage of an investment project. https://www.investinontario.com/business-concierge-services info@investinOntario.com or 1-800-819-8701
NRC-IRAP	Concierge Service	The place where Canadian enterprises can find information and guidance to access programs and resources in support of business innovation. https://concierge.innovation.gc.ca 1-855-534-8433. Trish Barrow
CBO (Canada Business Ontario) MEDJCT/Fed Dev	Online Database of Support Programs	As a part of the Canada Business Network (CBN), the CBO promotes entrepreneurship and innovation to small and medium enterprises. This serves as a one-stop source for information on government services for businesses - from start-up, financing, growth to regulatory compliance. www.cbo-eco.ca 1-888-576-4444
Global Affairs Canada	Canadian Trade Commissioner Service	The Canadian Trade Commissioner Service (TCS) offers Export & International Trade support services free of charge to client companies and organizations. ***If you are part of the Canadian business community, and contribute to Canada's economic growth, have a demonstrated capacity for internationalization and have good potential to add value to the Canadian economy, you can benefit from (TCS) services. http://www.tradecommissioner.gc.ca/ont Bill Norton bill.norton@international.gc.ca 519-854-4218

		BUSINESS MANAGEMENT AND EFFICIENCIES
BDC (Business Development Canada)	Business Development Bank of Canada	Expert advice to run a better, more profitable business. Focus on business planning and coaching, human resources, sales and marketing, international growth, operating efficiency, certification and technology consulting. Industry may also call on them for lending services and products. www.bdc.ca Contact: Celso.Oliveira@bdc.ca 519-257-6807
MEDJCT Ontario Investment Office	Business Advisory Services	Provides consulting services to SME Companies (10-500 employees) with a tradable good or service on business planning, retention, expansion, financial assistance, export, etc. To learn more about any of the programs in this booklet, please call or email. Contact: Nancy.Creighton@Ontario.ca 519-252-1704 www.ontario.ca/economy
City of Windsor	BizPal	Helps companies generate a personalized list of business documents needed for local, provincial and federal governments. http://services.bizpal-perfe.ca bizpal@ontario.ca https://www.citywindsor.ca/business/Pages/BizPaL.aspx
City of Windsor	Property Zoning Business Licenses	Zoning designations can be found under E-Services menu. Select Public Tax Assessment and Property Information option and then enter the address of the property in question. Zoning Maps: http://www.citywindsor.ca/visitors/Maps/Pages/MAPS-For-Residents.aspx A list of business types that require licences to operate http://www.citywindsor.ca/cityhall/licensingandregistration/Business-Licences/Pages/Business-Licences.aspx For detailed inquiries call (519) 255-6200 licences@citywindsor.ca
IESO	Local Energy Distributors – Save on Energy Program	The Equipment Replacement Industry Incentive and other Save ON energy programs funds energy efficiency investments, focusing on improvements in the areas of lighting, motors, heating ventilation , air conditioning (HVAC) and the overall electricity/energy systems Hydro One - www.hydroone.com https://saveonenergy.ca/ Enwin - Jeff Scott – jscott@enwin.com 519-251-7330 Windsor-Essex: E.L.K. Energy Inc.: Tom Wynn (Green Saver) / 1-877-616-3106 / tom.wynn@greensaver.org Essex Power: Marco Calibani / (519) 946-2000 x240 / mcalibani@essexenergy.ca Hydro One/Clear Result: Lawrence Musyj (Clear Result) / 519-791-7110/416-504-3400 x 516/ Hydro One, www.hydroone.com /1-800-664-9376/ CustomerCommunications@HydroOne.com Union Gas: https://www.uniongas.com/ 1-888-774-3111
Natural Resources Canada	NRCan	Energy Management Projects provides up to 50% funding with a max. of \$40,000. Process Integration provides up to 50% funding with a max. of \$40,000. Projects can be combined. https://www.nrcan.gc.ca/energy/efficiency/industry/financial-assistance/5387
Sustainable Development Technology Canada (SDTC)	SD Tech Fund	Grant funding to support late stage development and pre-commercial demonstration of clean technology solution to issues of climate change, clear air, water, soil http://www.sdtc.ca/ quality including producing and distributing energy, creating electricity or removing pollutants in certain industry sectors. Requires industry/academic partnership Application intake process is continuous, but takes one year for approval. info@sdtc.ca 1-613-234-6313
Crown Corporation	Canadian Commercial Corporation	Acts as Canada's international contracting and procurement agency. Assist to gain access to international government to government contracts (e.g. defence). www.ccc.ca T: 613-996-0034
Fed Dev Ontario	Community Futures Program	Community-based, not-for-profit organizations encouraging entrepreneurship and economic opportunities. Provides business services and access to capital in rural areas. You can also access loan programs from this source. Business Resource Centre of Essex County http://ec-businessresourcecentre.ca/ Linda Scott / (519) 776.4611 x12 / lscott@EC-businessresourcecentre.ca

CANARIE	Digital Accelerator for Innovation and Research	DAIR leverages Canada's investment in the CANARIE national backbone research and education network to accelerate product development and market competitiveness of small and medium-sized Canadian companies (<500 employees). DAIR provides Canadian tech entrepreneurs access to free cloud-based (virtual) compute and storage resources to develop, test or demonstrate pre-revenue, pre-production products. https://www.canarie.ca/cloud/ Email: dair@canarie.ca
Automotive Parts' Manufacturers Association OCE/MEDJCT	The Automotive Supplier Competitiveness Improvement Program (ASCIP)	The ASCIP supports the improvement of auto parts supplier capabilities and competitiveness by increasing their ability to design and deliver products more efficiently. Small and medium-sized automotive suppliers, or large companies partnering with small or medium-sized automotive suppliers, can apply for up to \$100,000 in project funding, which must be matched 1:1 by industry funds and contribute to the adoption of industry-leading processes and IT solutions that result in gains in efficiency measures. Projects can be up to two years in duration. 2 Streams – Technology Adoption and Mentorship Pilot Program http://www.oce-ontario.org/programs/commercialization-programs/automotive-supplier-competitiveness-improvement-program-ascip Round 2 closes November 28, 2018 To initiate an application send an email to Gian Paulo Vescio, Director of External Affairs & Counsel/ email: gvescio@apma.ca or Warren Ali, Director of Emerging Technologies Initiatives, APMA, wali@apma.ca , with the subject heading: ASCIP Application Initiation .
MEDJCT/WE-EDC	Small Business Centre	Part of the Ontario Network of Entrepreneurs (ONE). The Small Business Centres provides help to small business owners and entrepreneurs to make the right decisions at business start-up and help to develop the skills and access to networks needed to grow and succeed. Services include: Complimentary Small Business Information, Advice and Consultation, Business Plan Support, Access to Professionals, Research Assistance, Business Development Workshops and Seminars, and Mentoring and Networking Opportunities. Youth Entrepreneur Programs: Summer Company, Starter Company, Futurpreneur Canada. 519-253-6900 www.windsorsexsmallbusiness.com
MEDJCT/EDC/OCC 250 partners	Magnet	Network platform. Portal for Talent Matching, Technology Matching and Export Opportunity Matching. https://magnet.today/ https://magnet.today/export-business-portal/
MEDJCT/Ontario Chamber of Commerce (OCC)	Export Market Access	Provides up to 50% (max \$50,000/application) to assist companies to expand their export markets. Can include Export Assessment (50% up to \$5000) 3-500 employees with at least \$300k in current sales. Can apply for use in markets you are already in. Lifetime max. of \$250,000 per business. Hiring Export Manager (50% up to \$80,000/2 years for companies that are 5 to 500 employees, 2 years in business and between \$2-\$20 million dollars in revenue 10-50% current export revenues. www.exportaccess.ca Nancy Creighton 519-252-1704 – Nancy.Creighton@Ontario.ca programs@occ.ca 647-243-3547 (Peter) 647-243-3539 (Louie)
Global Affairs Canada	CanExport	Non-repayable contributions from the CanExport program will range from \$10,000 to \$50,000 per project. The maximum annual CanExport contribution per applicant is set at \$99,999 per government fiscal year. Up to 50% funding. Min. project Size=\$20K (for \$10K support). Must be new market to company (minimal activity in last 2 years). Company has 1- 250 employees, with revenues between \$200K and \$50M. http://www.international.gc.ca/CanExport Bill Norton / 519 854 4218/ bill.norton@international.gc.ca
Global Affairs Canada/FedDev	Going Global Innovation (GGI)	GGI offers funding to support (up to \$75,000) Canadian Innovators seeking foreign partners for the purpose of establishing a collaborative R&D agreement to help Canadian innovators who seek to co-develop, validate or adapt their technologies with the aim to commercialize. http://tradecommissioner.gc.ca/funding-financement/ggi-vmi/index.aspx?lang=eng innovation@international.gc.ca Bill Norton / 519 854 4218/ bill.norton@international.gc.ca

WORKFORCE DEVELOPMENT		
Ministry of Training, Colleges and Universities (MTCU)	Workforce Windsor Essex	The board's main role is to function as a broker for local research, disseminator of information and facilitator of collaborative partnership development. https://www.workforcewindsorsex.com/ 226-674-3220 info@workforcewindsorsex.com Michelle Suchiu / (226) 674-3220 x851 / msuchiu@workforcewindsorsex.com
Employment and Social Development Canada	Job Bank and Labour Market Information	Employer Resources https://www.jobbank.gc.ca/content/pieces-eng.do?cid=3264 Job Portal https://www.jobbank.gc.ca/home Employer - Recruit and Hire: https://employer.jobbank.gc.ca/employer/employers
Min. of Revenue	Co-operative Education Tax Credit	Refundable tax credit for businesses that employ post-secondary students enrolled in a qualifying program. Maximum credit is \$3,000 per placement. 25-30% of eligible expenditures. http://www.rev.gov.on.ca/en/credit/cetc/
Service Canada	Employment Insurance Work-sharing Program	Work-Sharing is an adjustment program designed to help employers and workers avoid temporary layoffs when there is a reduction in the normal level of business activity. Work-Sharing Agreements must be agreed upon by both employee and employer representatives, and approved by Service Canada. Vivian Whaley viv.whaley@servicecanada.gc.ca , 519-398-0203, 1 800-367-5693 https://www.canada.ca/en/employment-social-development/services/work-sharing.html
Service Canada	Canada Summer Jobs (CSJ)	Helps small business (less than 50 employees) to create jobs for students during the summer months. Application period is in January. Apply online. 1-866-945-7342 / https://www.canada.ca/en/employment-social-development/services/funding/canada-summer-jobs.html or 1-800-935-5555
Ministry of Training, Colleges and Universities (MTCU)	Employment Ontario - Employment Services Network	Information about training programs, wage incentives and other recruitment support is provided at the Employment Ontario Network website. These organizations facilitate apprenticeships by providing signing and completion incentives. Local Employment Ontario Service Providers: City of Windsor – Employment & Training Services (519) 977-6444, St. Clair College Employment Centre (519) 736-2827 (Amherstburg) (519) 253-4461 (Windsor)/ Unemployed Help Centre (519) 944-4900 (Windsor & Belle River) / New Canadian Centre of Excellence (519) 258-4076 (Windsor) (519) 326-6224 (Leamington) / New Beginnings (519) 254-2363 (Windsor) https://www.ontario.ca/page/employment-ontario
MEDJCT/ OCC	Discover Ability Network (OCC)	Discovery Ability Network supports hiring of people with disabilities. Contact Louie DiPalma at louiedipalma@occ.ca 647-243-3539 (Louie) https://discoverability.network/about/
Ministry of Training, Colleges and Universities (MTCU)	Canada Ontario Jobs Grant	The Canada-Ontario Job Grant will fund, 5/6 of a worker's eligible training costs, to a maximum of \$15,000/per employee for employers with less than 100 employees. For larger employers with 100 or more employees, funding is set at 50% up to \$10k per trainee. Applications with "New Hire" trainees will be automatically assessed for 100% funding. Employers contribute the remaining costs, and employ the worker they train. The program helps businesses connect with the workers to train. Apply now at www.ontario.ca/employeetraining/ 1-800-387-5656 EmploymentHotlineInquiries@ontario.ca or contact an Employment Ontario – Employment Services Network organization (above)
FedDev/APMA/ Yves Landry Foundation	Achieving Innovation and Manufacturing Excellence (AIME) Global	Training support offered by the Yves Landry Foundation to upgrade the skills of people working for small and medium-sized manufacturing companies (10-1,000 employees), and help manufacturers find creative and innovative solutions to improve their productivity and diversify their products. The AIME Global program contributes up to 50% of eligible project costs to a maximum of \$100,000 per business. (25% for previous recipients) details can be found on: http://www.yveslandryfoundation.com/programs/aime-initiative/aime-global/aime-global-english/

MCSS (Ministry of Community Social Services)	Ontario Works Employer Incentives	Employer partnership linked with the City of Windsor Employment and Training Services. Pre-employment and on the job training, employment-related expenses, and job matching with employer. John Marrocco (519) 255-5200 ext. 5361; Shawn Sharpe 519-977-6444 ext. 5527 socserv@citywindsor.ca
Ministry of Training, Colleges and Universities (MTCU)	Graduated Apprenticeship Grant for Employers Replacing the ATTC	GAGE offsets training costs for employers who train to standard. Provides a standard for hiring employers. Consultants market employer advantage in participating in apprenticeship, providing program info and advice. Can provide up to \$19,200 including bonuses regardless of employee's age/time within company. Payment is based on apprentice successfully completing level of training. Bonus payments if apprentice is from an underrepresented group (\$500 per level.) Level 1&2 = \$2,500 each level, Levels 3&4= \$3,500 per level. www.tcu.gov.on.ca/eng/employmentontario/training Linda Gabriele 519.973.1411 (Main line)
Ministry of Training, Colleges and Universities (MTCU)	Apprenticeship Completion Employer Bonus	The Apprenticeship Completion bonus is a taxable grant of \$1000.00 to employers or sponsors whose apprentices complete an apprenticeship program not eligible for GAGE. Linda Gabriele 519.973.1411 (Main line)
Ministry of Training, Colleges and Universities (MTCU)	Ontario Youth Apprenticeship (OYAP)	School-to-work transition program available to students in Grades 11 and 12. Students earn cooperative education credits through work placements in skilled trades. Screening and hiring at no cost to employer. http://www.tcu.gov.on.ca/eng/apprentices/oyap.html http://oyap.com/en/employers/how_oyap_works/ Linda Gabriele 519.973.1411 (Main line)
Ministry of Training, Colleges and Universities (MTCU)	Loans for Tools Program	Provides apprentice with financial assistance to purchase tools. \$300-800 http://www.tcu.gov.on.ca/eng/training/apprenticeship/loantool.html Linda Gabriele 519.973.1411 (Main line)
Employment Ontario	Employing Young Talent Incentive	As an employer, you benefit from hiring a young person. You can get: <ul style="list-style-type: none"> • \$1,000-\$2,000 through the Employing Young Talent Incentive, for hiring and retaining a young person (15 to 29 years old), if you are: a small business with fewer than 100 employees, through Employment Service (new); or an employer of any size, through Youth Job Connection • financial incentives for hiring a high school student (15 to 18 years old) through the Youth Job Connection Summer program • additional financial help to offset training costs • an employee who is ready to work following a series of job-preparation workshops • job coaches who provide ongoing support to you and your employee For more information go to: https://www.ontario.ca/page/hire-young-person
Federal (CRA)	Apprenticeship Job Creation Tax Credit	Provides eligible employers with credit up to a maximum \$2,000 per year per apprentice for red seal designated apprenticeships. http://www.cra-arc.gc.ca/tx/ndvdl/tpcs/ncm-tx/rtrm/cmpltng/ddctns/ins409-485/412/jctc-eng.html Linda Gabriele 519.973.1411 (Main line)

CAPITALIZATION AND FINANCING		
Fed Dev	Southern Ontario Fund for Investment in Innovation (SOFII)	Loans of \$150,000 to \$500,000 are available to support such growth activities as: Late stage commercialization; New product or service development; New applications or market or Development or implementation of new processes or technologies. http://www.sofii.ca/ For more information, please go to the Western Ontario CFDC website at www.wocfdca.ca David Penton, 519-752-0381 david@wocfdca.com or Linda Scott / (519) 776-4611 / lscott@EC-businessresourcecentre.ca
BDC (Business Development Canada)	Business Development Bank of Canada	BDC offers financing solutions for entrepreneurs, whether you're looking to expand production, purchase new equipment or access financing for a special project. Loans available to help with working capital, buying a business, investing in real estate, purchasing equipment, start-up financing, technology financing, transferring a business or business expansion. BDC also offers entrepreneurs help with venture capital as well as growth and transitional capital. www.bdc.ca Celso Oliveira / (519) 257-6807 / celso.oliveira@bdc.ca
Fed Dev Ontario	Community Futures Development Corp.	Community based, not-for-profit organizations encouraging entrepreneurship and economic opportunities. Provides loans to small businesses in rural communities up to \$250,000 (on exceptional basis) for equipment, inventory, working capital, etc. Our area is supported by the Business Resource Centre of Essex County. www.EC-BusinessResourceCentre.ca Linda Scott / (519) 776-4611 / lscott@EC-businessresourcecentre.ca
Federal – Canadian Crown Corporation	Export Development Canada	Crown corporation that supports and develops, directly or indirectly, Canada's export trade and Canadian capacity to engage in that trade and to respond international business opportunities. The majority of clients are small business. EDC provides insurance and financial services, bonding products, and small business solutions to Canadian exporters and investors; EDC also provides online credit risk management tools. Services include export financing to customers, receivable insurance and due diligence. Export Express and Export Express Credit assists with marketing. http://www.edc.ca Dave Offenbacher / (519) 974-7674 / doffenbacher@edc.ca
Innovation, Science and Economic Development Canada (ISED)	Canada Small Business Financing Program	Loan available from any chartered bank for companies with less than \$10 M. in revenues for capital acquisition. Up to \$350 K. (\$1M. for real estate) at prime + 3% +2% registration fee www.ic.gc.ca/csbfp 1.866.959.1699
Futurpreneur Canada/SBC	Futurpreneur	Loan of \$15,000 to start business for individuals age 18 to 39. Those who qualify can also apply for an additional \$30,000. Through the Futurepreneur-BDC Start-Up Financing Program. http://www.futurpreneur.ca/en/resources/ Mentors provide business advice, as well as support and encouragement, to help young entrepreneurs remain focused on what is important for the success of their business. Find out more about being hand-matched with a Futurpreneur Canada mentor or about volunteering as a Futurpreneur Canada mentor. http://www.futurpreneur.ca/en/mentoring/ Shannon Dyck / (519) 776-1116 / sdycck@windsoressexsmallbusiness.com
MEDJCT/WE-EDC/SBC	Summer Company	Provides full-time students ages 15-29 an opportunity to start and run a summer business. Awards of up to \$3,000. Shannon Dyck / (519) 776-1116 / sdycck@windsoressexsmallbusiness.com
MEDJCT/WE-EDC/SBC	Starter Company	Provides young people, ages 18-29, with the resources and knowledge they need to start and grow their business. Candidates may be eligible to receive up to \$5,000 to put towards their business, and must match funds worth 25% of the grant http://www.windsoressexsmallbusiness.com/startercompany Shannon Dyck / (519) 776-1116 / sdycck@windsoressexsmallbusiness.com Myrtle Donnipad / (519) 253-6900 x2234 / m donnipad@windsoressexsmallbusiness.com

FedDev	Investing in Business Growth and Productivity	Assists existing southern Ontario businesses to adopt new technologies that have the potential to improve productivity and expand their operations. For SME's – Small and Medium-sized Enterprises – Canadian/Southern Ontario, minimum 15 employees for new technologies, processes and related skills, business/market development and expansion, facilities improvement and expansion – up to 25% repayable contribution. 0% interest, flexible repayment terms. http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_01867.html
		Brent Court/brent.court@canada.ca/(647)262-6201
MEDJCT	South Western Ontario Development Fund	Up to 15% grant for job creation and investment, business stream investment min. \$500K/ 10 jobs created. There is also the small community pilot and regional stream. To qualify for the small community pilot you need a min. investment of \$200K and the creation of 50% of your current employment. www.ontario.ca/southwesternfund For assistance contact: Nancy Creighton 519-252-1704 nancy.creighton@ontario.ca
Innovation, Science and Economic Development Canada (ISED)	Strategic Innovation Fund	4 Streams - Stream 2 involves Expansion Stream 3 is for Attraction of large investment. Focus is on larger projects (over \$10 million in requested contribution) https://www.canada.ca/en/innovation-science-economic-development/programs/strategic-innovation-fund.html 1-800-328-6189 Local Contact: Liana Daltoe / (519) 562-8492 / liana.daltoe@canada.ca
Windsor Essex Capital Angel Network	WECAN Investors	WECAN helps businesses connect with accredited investors and other Angel groups. Investors provide investment funding to start-up and early stage businesses. Funds are invested on a long-term basis in exchange for repayable or convertible debt or equity in the company.
		WECAN is recognized as an "accredited investor" as defined by the Ontario Securities Commission's Rule 45-802. WECAN is a Member of Network Angel Organizations Ontario, Network Angel Capital Organization (Canada), Angel Capital Association (USA) and Michigan Venture Capital Association Colin McKillop / (519) 259-9836 / cmckillop@weangelnetwork.com
City of Windsor	CIP (Community Improvement Plan)	The Economic Revitalization Community Improvement Plan provides financial incentives to encourage new investment in targeted economic sectors for the purposes of diversifying the local economy and creating/retaining jobs. Business Development Grant Program Business Retention and Expansion Grant Program Small Business Investment Grant Program Brownfield Redevelopment CIP Grant equivalent up to 100 percent of the municipal property tax increase created by the project for up to 10 years after project completion
		Greg Atkinson / (519) 255-6543 ext. 6582 http://www.citywindsor.ca/residents/planning/Plans-and-Community-Information/Know-Your-Community/Community-Improvement/Pages/Economic-Revitalization-Community-Improvement-Plan.aspx
		Vacancy rebates are available for eligible Commercial and Industrial buildings that are either wholly or partially vacant for a period of 90 consecutive days. Visit the City of Windsor website for more details and application form:
City of Windsor	Municipal Property Tax Rebates and Relief	http://www.citywindsor.ca/cityhall/Taxes--and-Assessment-/Pages/Tax-Rebates-and-Relief.aspx
Town of Essex	Essex CIP	Essex Centre CIP: Development Permit Grant, Development Charges grant, Tax Increment Grant, Parks Levy Grant. Revitalization Grants include: Façade Improvement, Outdoor Café, Conversion and Rehabilitation Grant and Professional Design Services Grant. Contact: Nelson Silveira, 519-776-7336 nsilveira@essex.ca

M u n i c i p a l o r R e g i o n a l
P r o g r a m C o n t a c t s

	Name	Organization	email
Regional	Andrew Daher	City of Windsor Employment & Social Services (519) 255.5200 ext. 5257	adaher@citywindsor.ca
Regional	Diane Quinn	City of Windsor Employment & Social Services (519) 255.5200 ext. 5403	dquinn@citywindsor.ca
Regional	Shawn Sharpe	City of Windsor Employment & Social Services (519) 255.5200 ext. 5527	ssharpe@citywindsor.ca
Regional	John Marrocco	City of Windsor Employment & Social Services (519) 255.5200 ext. 5361	jmarrocco@citywindsor.ca
Regional	Linda Scott	Business Resource Centre of Essex County (519) 776.4611 ext. 12	lscott@EC-businessresourcecentre.ca
Regional	Adam Castle	WEtech Alliance (519) 997.2857	acastle@wetech-alliance.com
Regional	Nelson Silveira	Town of Essex Economic Development (519) 776.7336 ext. 1135	nsilveira@essex.ca
Regional	Michelle Suchiu	Workforce WindsorEssex (226) 674.3220 ext. 851	msuchiu@workforcewindsoroessex.com
Provincial	Jennie Thornton	Ministry of Training, Colleges and Universities (519) 972.6892	jennie.thornton@ontario.ca
Provincial	Alicia Sliepenbeek	Ministry of Training, Colleges and Universities (519) 972.8693	alicia.sliepenbeek@ontario.ca
Provincial	Linda Gabriele	Ministry of Training, Colleges and Universities (519) 973.1411	Linda.gabriele2@ontario.ca
Provincial	Andreas Waller	Ontario Centres of Excellence 519-996-5100/ 416-861-1092	andreas.waller@oce-ontario.org
Provincial	Nancy Creighton	Ministry of Economic Development, Job Creation and Trade (519) 252.1704	Nancy.creighton@ontario.ca
Federal	Liana Daltoe	Innovation, Science and Economic Development Canada (519) 562.8492	Liana.daltoe@canada.ca
Federal	Vladimir Franjo	National Research Council (519) 971-2015	vladimir.franjo@nrc.gc.ca
Federal	Rob Whent	National Research Council (519) 972-2021	robert.whent@nrc-cnrc.gc.ca
Federal	Bill Norton	Global Affairs - Trade Commissioner Service (TCS) 519 854 4218	bill.norton@international.gc.ca
Federal	Sebastien Roy	Canadian Consulate Detroit	Sebastien.d.roy@international.gc.ca
Federal	Stephen Colley	Federal Economic Development Agency for Southern Ontario (519) 571-6653	stephen.colley@feddevontario.gc.ca
Federal	Vivian Whaley	Service Canada (519) 398-0203	viv.whaley@servicecanada.gc.ca
Federal	Katie Facecchia	Mitacs Inc. (519) 560-1582	kfacecchia@mitacs.ca

This report has been compiled collaboratively to assist businesses in Windsor and Essex County. The above individuals and organizations represent an excellent source of information on the initiatives identified within this document and can be considered as a reliable local contact to offer additional guidance. This compilation of programs, funding sources and other initiatives is provided for the sole purpose of information and education and is subject to change without notice. Every effort has been made to ensure the content is comprehensive and accurate; however, the authors of the report are not responsible for errors or damages of any kind resulting from omission, access to, or use of the information contained in this document.