

The Corporation of the Municipality of Leamington

Meeting of Economic Development Committee

Agenda

March 18, 2014

Commencing at 6:00 PM

In Leamington West Board Room #112

(A) Call to Order:

(B) Disclosures of Pecuniary Interest:

(C) Adoption of Minutes:

Minutes of the Economic Development Committee meeting held on Tuesday,
February 18, 2014.

Pages 2 to 4

(D) Business Arising Out of the Minutes:

(E) Items for Consideration:

1) Introduction of Mr. Matthew Baird.

2) Presentation from Mr. Doug Matatall, President of TecVana and Wayne Izumi in regard
to Geo Adventure

3) Update from Mayor Paterson on the Mid-America Food Processors Conference in Ohio

4) Announcement of the second round of the Certified Site Program
Pages 5 and 6

5) Copy of the Employer Support Programs as compiled by Workforce Windsor Essex
Pages 7 to 24

6) 2014 Leamington Municipal Business Registry-17 to date

(F) New Business:

(G) Adjournment:

(H) Date of Next Meeting:

/sjq

The Corporation of the Municipality of Leamington

Minutes of Economic Development Committee Meeting

Held Tuesday, February 18, 2014 at 6:00 PM

Leamington Boardroom #112

Members Present: Louie Saad, Chair
Deputy Mayor Wright
Troy Gee
Maureen Sutherland

Staff Present: Chief Administrative Officer Bill Marck
Corporate Services Assistant Shelly Quick

Regrets: Matt Baird, Nick Marcovecchio, Mayor John Paterson, Wayne Wharram

(A) Call to Order:

Chair Louie Saad called the meeting to order.

(B) Disclosures of Pecuniary Interest:

None

(C) Adoption of Minutes:

Moved by: Troy Gee
Seconded by: Maureen Sutherland

That the minutes of the Economic Development Committee meeting held Tuesday, January 21, 2014 be approved.

Carried

(D) Business Arising Out of the Minutes:

The CAO updated the Committee members regarding the Investment Ready Grant application stating that there were no properties in the Municipality that were ten (10) acres, had the required criteria: infrastructure, zoning, located in the urban area and with single ownership of property. The Windsor Essex Economic Development Committee (WEEDC) contacted the Windsor Essex County Association of Realtors to inform them of the grant opportunity and requested they forward the information to property owners that would meet the criteria; however there was no response.

The CAO informed the Committee regarding their suggestion of expanding the Community Improvement Plan area to include more businesses to Council. He added Council was not in favour of this idea at this time.

The CAO informed the Committee that Council is in support of replacing the Economic Development Officer; however that decision will be contingent on budget.

Items for Consideration:

1. Update Regarding Heinz:

The Mayor will attend The Mid American Food Processors Conference in Ohio in early March. Part of the attendance will be to develop contacts of food processing companies and explore possible partnerships with companies that supply Heinz.

2. Copy of report CAO 01/14 adopted by Council at the meeting held February 3, 2014. Application to be submitted to RED no later February 28, 2014:

The CAO informed the Committee an application was prepared and sent out for submission to RED.

3. Business Registry Summary:

The CAO advised the Committee that there are fourteen (14) registration submissions in 2014 for Leamington's Business Registry.

4. Number of relocation Packages issued in January:

The CAO informed the Committee that six (6) relocation packages were distributed to prospective future residents. These packages consist of information regarding the Municipality of Leamington and surrounding areas.

5. Investment Ready: WEEDC Data Collection program

a) Updated Data: Quality of Life, Business Costs, Housing, Infrastructure & Utilities:

The CAO informed the Committee that a co-op student from St. Clair College is calling local businesses in our community to confirm statistical data and updating their business information. The final list will be provided to WEEDC.

b) Update Business List:

The CAO added there is a co-op student from St. Clair College who is updating information regarding the number of employees, addresses and telephone numbers of current local businesses.

6. Tecvana Update:

Deputy Mayor Wright updated the Committee that when speaking with the owner of Tecvana regarding the possibility of a partnership between the private and public sector that it would be a first, however they would be willing to work with both sectors. Tecvana usually works with the tourism side of a municipality/region, however was very interested in a partnership between the business sector and tourism.

Moved by: Deputy Mayor Wright

Seconded by: Troy Gee

The Economic Development Committee recommend that Deputy Mayor Wright invite Tourism Windsor Essex Pelee Island (TWEPI) and some local businesses from TecVana to make a presentation to consider the opportunity of a proposed partnership between the private and public sector to launch the Geo Adventure with TecVana.

Carried

(E) New Business:

Chair Louie Saad inquired if there was an incentive for a business owner with thirty (30) employees who is considering moving their company out of Leamington to the United States due to the cost of living, expenses and taxes. The CAO informed the Chair that it is illegal for the Municipality to give incentives to businesses, however he advised the Chair to contact Windsor Essex Economic Development Commission (WEEDC) to advise the company of any provincial or federal grants that may be available.

(F) Adjournment:

Moved by: Troy Gee

Seconded by: Maureen Sutherland

That the Economic Development Committee meeting adjourn at 7:34 PM.

Carried

(G)Next Meeting: Tuesday, March 18, 2014 at 6:00 PM.

/sjq

Bill Marck

From: Marion Fantetti [MFantetti@choosewindsorsex.com]
Sent: Monday, February 24, 2014 2:33 PM
To: Marion Fantetti
Subject: Investment Ready: Certified Site Program - UPDATE

Importance: High

Good Day, Everyone:

Investment Ready: Certified Site Program News and Updates:

The first intake of applications for the Certified Site Program was completed on January 31, 2014. **The next round of applications for Certified Site Program has now been launched.** Important dates for this second round of applications are:

- **February 15, 2014 – Pre-screening application opens**
- **April 15, 2014 – Pre-screening application closes**
- **May 30, 2014 – Notification of acceptance into the program**

What we've found made clear since our info session in December, is that:

- The Investment Ready: Certified Site Program is open to public and privately owned properties;
- Eligible property is for **industrial zoned sites**;
- The minimum property size for sites **must** consist of at **least ten (10) acres** of adjoining developable area;
- Applications must be submitted jointly with either a municipality or an Economic Development Organization;
- There is no limit to the number of applications that these two organizations can sponsor, but keep in mind that they and Municipalities - are limited to two (2) sites for potential to be funded with re-imbusement; If a community wishes to certify more than 2 properties per year, additional sites can be certified without receiving reimbursement;
- All applications/sites will be scored on their own individual merits;
- A site must be free from easement, liens and development constraints;
- Those who have land already near completion of due diligence, should indicate this in Section F of the Pre-Screening Application.;

The initial launch of this program was well represented by Windsor-Essex with over 50% of the applications from Southwestern Ontario coming from our region alone! The Ministry was very impressed with this response! We are looking forward to many more of you taking advantage of this investment attraction program and produce another 'bumper crop' of applications.

Pre-Screening Applications are currently available for download at www.ontario.ca/certifiedsite, including all related information and Guides, or investmenteady@ontario.ca. Applicants can also e-mail the Investment Ready team with any questions about the Program or site eligibility and suitability. The program staff have someone on hand at all times to respond to your questions by e-mail, or telephone.

And of course, if you require any assistance at all, please do not hesitate to contact me at mfantetti@investwindsoressex.com or 519-255-9200, ext. 2222. I look forward to hearing from you.

Sincere Regards,
Marion

Marion E. Fantetti
Business Ombudsman
WindsorEssex Economic Development Corporation
700 California Avenue, Suite 200
The Ed Lumley Centre For Engineering Innovation
Windsor, ON N9B 2Z2
(519) 255-9200, Ext. 2222
Cell: 519-984-6382
mfantetti@investwindsoressex.com

One Region. Countless Opportunities.

AMHERSTBURG ESSEX KINGSVILLE LAKESHORE LASALLE LEAMINGTON PELEE ISLAND TECUMSEH WINDSO

EMPLOYER SUPPORT PROGRAMS
February 2014

Min./Agency	Program	Purpose	Business Retention and Expansion	Financial Assistance	Export	Research / Commercialization	Networking	Skilled Workforce	Other
R e s e a r c h a n d D e v e l o p m e n t									
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</p> <p>www.cra-arc.gc.ca/sred / Jody Whip, 519.973.7999 ext. 6227 or jody.whip@cra-acr.gc.ca</p>		■					
Ministry of Revenue	Ontario Innovation Tax Credit Ontario Business /Research Institute Tax Credit (OBRITC)/ Ontario Research and Development Tax Credit (ORDTC)	<p>Adds 10% to SR&ED Program. 10% refundable tax credit for SR&ED carried out in Ontario.</p> <p>OBRITC provides 20% additionally for SR&ED that takes place in an eligible Ontario research institute, college or university.</p> <p>ORDTC= 4.5%</p> <p>http://www.rev.gov.on.ca/english/credit/oitc http://www.rev.gov.on.ca/english/credit/obritc/</p>		■					
NRC (National Research Council)	Industrial Research Assistance Program	<ul style="list-style-type: none"> Industrial Technology Advisors address 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. 80% funding for research and development (workforce), 50% (for consulting) Links entrepreneurs, R & D institutions, technology brokers and technology transfer centres with info about local sources of financing, best practices, etc. National/international linkages. Free patent and information service for eligible IRAP clients MMTC benchmarking service for manufacturers (\$100, value of \$1500) <p>http://irap-pari.nrc-cnrc.gc.ca Vlad Franjo / 519.971-2015 / vladimir.franjo@nrc.gc.ca Millan Yeung/ 519-430-7045 (London), 519-971-2021 (Essex/Chatham-Kent) millan.yeung@nrc-cnrc.gc.ca</p>		■		■	■	■	

Min./Agency	Program	Purpose	Business Retention and Expansion	Financial Assistance	Export	Research / Commercialization	Networking	Skilled Workforce	Other
Additional Information / Local Contact (where applicable)									
NCE	National Networks of Centres of Excellence (e.g.: Auto21)	<p>NCE brings together researchers and partners from the academic, private, public and non profit sectors in areas of strategic importance for Canada: Information and Communication Technologies; Engineering and Manufacturing; Environment and Natural Resources; and the Health and Life Sciences</p> <p>Local example: Auto 21 Program</p> <p>Requires industry/academic partnership</p> <p>Academic applicant required, funding given to academic institution</p> <p>http://www.nce-rce.gc.ca/NetworksCentres-CentresReseaux/Index_eng.asp & www.auto21.ca</p> <p>Dr. Peter Frise / 519. 253-3000, ext. 4130 / pfrise@uwindsor.ca (Auto 21 Only)</p>				■			
NSERC	ENGAGE Grant	<p>Lead applicant is University Researcher for collaborative research for industry. Industry partner has problem looking for solution. Support = \$25k- to be done in 6 months or less. IP goes to the company.</p> <p>Requires industry/academic partnership</p> <p>Academic applicant required, funding given to academic institution</p> <p>http://www.nserc-crsng.gc.ca/Professors-Professeurs/RPP-PP/Engage-Engagement_eng.asp</p> <p>Local Contact: Heather Pratt hpratt@uwindsor.ca 519-253-3000 ex. 3917 or National contact: Alexandra Reid / Alexandra.reid@nserc-crsng.gc.ca/905-403-0161</p>				■			
PWGSC	Build in Canada Innovation Program (BCIP)	<p>Government of Canada purchases and tests innovative products and services before taking to the marketplace (up to \$500,000). Environment, Safety and Security, Health and Enabling Technologies.</p> <p>Awarded through calls for proposals (2 to 3 per year) through www.buyandsell.gc.ca/innovation innovation@pwgsc-tpsgc.gc.ca 1-800-668-5378</p>		■		■			

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MRI/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.</p> <ul style="list-style-type: none"> • 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. • Voucher for Commercialization—a program to help fund the launch of academic IP- based start-ups, requires co-funding from the start-up • 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 • \$5,000 from the company can leverage up to \$75,000 for research with an educational institution from OCE and other partners; may include \$20,000 support to company through IRAP. <p>See http://www.oce-ontario.org/programs for more details</p> <p>http://www.oce-ontario.org Alison Empey- Alison.empey@oce-ontario.org (226) 236-4938, Raed Kadri raed.kadri2@oce-ontario.org 226.280.1741, Steve Colbert steve.colbert@oce-ontario.org 519.282.1635</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</p> <p>Not-for- Profit/Academic applicant required, funding given to NFP partner. 50% matching required.</p>		■		■			

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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 519-427-9876 diane.cloutier@feddevontario.gc.ca http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_00324.html</p>		■		■			
MEDTE	Colleges Ontario Network for Industry Innovation (CONII)	<p>Support industry-driven applied research and commercialization projects with Ontario-based business. The maximum contribution available is \$30,000 per project. The company will be expected to make a financial contribution to the project. This contribution may be in cash and/or in kind. Academic Partnership Required</p> <p>Scott O'Neil , St. Clair College SONeil@stclaircollege.ca (519) 972-2727 ext. 4496 or Vanessa Williamson, CONII 647-258-7691 vwilliamson@conii.ca</p>	■	■		■	■		
MEDTE/MRI	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 : Regional Advisory Fund (\$5000), Mentorship, Market Intelligence, Entrepreneurial Training DeskUp-Subsidized desk and mentoring services for start-ups in innovation & technology at the Downtown Windsor Business Accelerator</p> <p>http://www.wetech-alliance.com Yvonne Pilon 519.997.2857 ypilon@wetech-alliance.com</p>	■	■		■	■		
Ontario Power Authority	Conservation Fund	Grant fund to promote development and commercialization of technologies to improve electrical conservation. Funds up to 75% (max \$750k)		■		■			

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		Additional Information / Local Contact (where applicable)							
		See http://www.powerauthority.on.ca/cfund for guidelines. Jenni Myllynen/ 416.324.5481 / jenni.myllynen@powerauthority.on.ca							
ISTP Canada/NSERC	Bilateral R&D Funding Opportunity for Canadian and Brazil, China, India and Israel Companies	Companies from Canada to propose bilateral R&D projects for the joint development of innovative products or processes in select countries. Academic institutions, research hospitals, other institutes, or research associations are encouraged to participate in the projects as co-investigators. On the Canadian side, funding recipients are eligible to receive up to a maximum of CDN \$400,000 or up to 50 percent of the total R&D project value. Time limited http://istpcanada.ca Bharat Rudra bharatrudra@istpcanada.ca 613-729-3069 ext.224				■			
Natural Sciences and Engineering Research Council of Canada (NSERC) And NRC (National Research Centre) and others	Automotive Partnership Canada (APC)	R&D project support in specific areas, including alternative fuels, next-generation manufacturing, advanced power trains and lighter or more sustainable materials. All projects must have an industrial partner. Funding does not have minimum or maximum thresholds; it is based on project needs. http://www.apc-pac.ca/index_eng.asp John Wood, 905-403-0600 or john.wood@nserc-crsng.gc.ca				■			
MITACS Accelerate	Internship Program	For a four-month internship, partner contributes \$7,500 matched by MITACS through federal and provincial funding partners. The intern receives a minimum of \$10,000 for the four-month period, with the remaining \$5,000 supporting other costs associated with the research. Eight and 12-month internships, requiring a \$15,000 or \$22,500 from both the partner and MITACS respectively. www.mitacs.ca Jennifer Maclean jmaclean@mitacs.ca : 519-697-2258 Jillian Hatnean jhatnean@mitacs.ca 226-787-9704				■		■	
Federal – Industrial Technologies Office (ITO)	Strategic Aerospace and Defence Initiative (SADI)	Provides aerospace and defence industries with repayable contributions for strategic R & D projects. Up to 30% of project's total eligible costs. http://ito.ic.gc.ca/eic/site/ito-oti.nsf/eng/h_00022.html/ info@ito.ic.gc.ca		■		■			
OMAFRA	Rural Economic Development (RED)	Removes barriers to economic growth for rural companies. Companies can receive up to 50% grant to support R&D, marketing and consulting fees	■	■		■			■

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OMAF	Growing Forward 2	<p>Growing Forward 2 (GF2) aims to grow profits, expand markets and manage risk in the agri-food industry to both start-up and established businesses.</p> <p>Kevin Montgomery: Kevin.montgomery@ontario.ca 519 676 3325 http://www.omafra.gov.on.ca/english/rural/red/</p>	■	■		■			■
AG Canada	Various	Agriculture and Agri-Food Canada sponsors a variety of programs to assist agri-business. Visit http://www.agr.gc.ca/index_e.php for details							■
MEDTE/MRI	ONE Network	<p>Single portal for Provincial business services in Ontario. (e.g. WeTech Alliance 519-997-2863, Windsor-Essex Small Business Enterprise Centre – 519-253-6900 and Business Advisory Services – MEDTE/MRI 519-252-1704)</p> <p>www.onebusiness.ca</p>							■
NRC	Concierge Service	<p>The place where Canadian enterprises can find information and guidance to access programs and resources in support of business innovation.</p> <p>http://concierge.portal.gc.ca/ Concierge-Guide-Expert@nrc-cnrc.gc.ca 1-855-534-8433. Will be available beginning April 2014.</p>				■			
CBO (Canada Business Ontario) MEDTE/Fed Dev	Online Database of Support Programs	<p>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.</p> <p>www.cbo-eco.ca 1-888-745-8888</p>	■			■	■		

Min./Agency	Program	Purpose	Business Retention and Expansion	Financial Assistance	Export	Research / Commercialization	Networking	Skilled Workforce	Other
Additional Information / Local Contact (where applicable)									
DFADT- Department of Foreign Affairs Development and Trade	Canadian Trade Commissioner Service	<p>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.</p> <p>http://www.tradecommissioner.gc.ca/ont Edward Wang Edward.wang@international.gc.ca 519-645-5029</p>			■				
B u s i n e s s M a n a g e m e n t a n d E f f i c i e n c i e s									
BDC (Business Development Canada)	Business Development Bank of Canada	<p>Financial and consulting services with particular focus on emerging and exporting sectors of the economy. Focus on business management training and business planning. P.O. Financing initiative (for Auto Sector), XPansion Loan Program (LOC for export marketing)</p> <p>www.bdc.ca Scott Defoe / 519-257-6804 / scott.defoe@bdc.ca</p>	■	■	■				
MEDTE/MRI	Business Advisory Services	<p>Provides consulting services to SME's (10-500 employees) on business planning, retention, expansion, financial assistance, export, etc.</p> <p>Nancy Creighton 519.252.1704 nancy.creighton@ontario.ca www.ontario.ca/economy</p>	■	■	■	■	■	■	
Industry Canada	BizPaL	<p>Helps companies generate a personalized list of business documents needed for local, provincial and federal governments.</p> <p>http://services.bizpal-perle.ca/ or bizpal@ontario.ca BizPal Windsor - http://www.citywindsor.ca/business/Pages/BizPaL.aspx</p>							■
CME	W.E.L.L. Canadian Manufacturers and Exporters (CME) Lean Consortium	<p>A lean consortium with focus on business efficiencies, group training, and networking. Windsor Essex Lean Leaders (WELL)</p> <p>Provider is High Performance Solutions Inc., www.hpsinc.ca/customervice.htm Scott Smith, 519.893.6260 /</p>	■				■		■
Ontario Power Authority (OPA)	Local Energy Distributors - Electricity Retrofit Incentive Program	<p>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</p>	■	■					■

Min./Agency	Program	Purpose	Business Retention and Expansion	Financial Assistance	Export	Research / Commercialization	Networking	Skilled Workforce	Other
Additional Information / Local Contact (where applicable)									
		E.L.K. Energy Inc. 519-776-5291 www.elkenenergy.com ; Enwin: Jeff Scott (jscott@enwin.com) (519) 251-7330; Hydro One - www.hydroone.com Essex Power- Kris Taylor (519)-946-2000 x24 www.essexpowerlines.ca https://saveonenergy.ca/							
Natural Resources Canada	NRCan	Energy Efficiency programs. Help companies to be more energy efficient. ecoENERGY Innovation Initiative- funding program. The program's objective is to support energy technology innovation to produce and use energy in a more clean and efficient way. The Initiative consists of two separate funding streams: one for R&D projects, and one for demonstration projects. Offers training, information and free software. ISO 50001 pilot provides \$25,000 50% funding. Process Integration provides \$25,000 50% funding. Projects can be combined. http://www.nrcan.gc.ca/energy/offices-labs/industry/5699	■	■					■
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.sdtec.ca/ Requires industry/academic partnership Call for Statements of Interest 2 times per year- takes one year for approval Sebastien Prince-Richard 613 234 6313/232 or s.prince-richard@sdtec.ca		■					
Sustainable Development Technology Canada (SDTC)	NextGen Biofuels Fund	\$500 million fund to support the establishment of first-of-kind large demonstration-scale facilities for the production of next generation renewable fuels; repayable support covers up to 40% or \$200 million of eligible project costs Requires industry/academic partnership Call for Statements of Interest 2 times per year- takes one year for approval nextgenapplications@sdtec.ca or 613 234 6313/250 www.sdtec.ca							■
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) 613.996.0034 / http://www.ccc.ca			■				
Fed Dev Ontario	Community Futures Development Corp.	Community-based, not-for-profit organizations encouraging entrepreneurship and economic opportunities. Provides business services and access to capital particularly in rural areas. Our area is supported by the Essex Community Futures Development Corporation. http://www.essexcfdc.on.ca/en/ Linda Scott / 519.776.4611 lscott@essexcfdc.on.ca	■	■			■		■

Min./Agency	Program	Purpose	Business Retention and Expansion	Financial Assistance	Export	Research / Commercialization	Networking	Skilled Workforce	Other
		Additional Information / Local Contact (where applicable)							
MEDI/WEEDC	Small Business Enterprise Centre	Windsor-Essex Small Business Enterprise Centre providing entrepreneurship and business start-up guidance. http://www.windsorsexsmallbusiness.com / Sabrina Demarco / 519.253.6900 / sdemarco@windsorsexsmallbusiness.com Essex Office: 519.776.1116	■						■
D i v e r s i f i c a t i o n									
MEDTE	Ontario Aerospace Council	Promote and assist Ontario manufacturer's as suppliers for aerospace industry http://www.ontaero.org 519-895-2442 Rod Jones rjones@ontaero.org	■						■
MEDTE/Ontario Chamber of Commerce (OCC)/Fed Dev	Export Market Access	Provides up to 50% (max \$30,000) to assist companies to expand their export markets. Can apply for use in markets you are already in. Export Assessment (50% up to \$5000) & Hiring Export Manager (50% up to \$80,000 for companies that are 5 to 500 employees, 2 years in business and up to \$20 million dollars in revenue) www.exportaccess.ca Nancy Creighton: Nancy.creighton@ontario.ca 519.252.1704	■	■	■				
W o r k f o r c e D e v e l o p m e n t									
MTCU (Ministry of Training, Colleges and Universities)	Workforce WindsorEssex	Multi-sectoral board focusing on strategic planning and facilitating collaboration supporting workforce development in Windsor Essex. Tanya Antoniw, www.workforcewindsorsex.com , tantoniw@workforcewindsorsex.com , 519-255-6545, ext. 6945						■	
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. http://www.rev.gov.on.ca/en/credit/cetcl/		■				■	
MTCU (Ministry of Training, Colleges and Universities)	Literacy and Basic Skills	Companies can refer their employees to the following organization for literacy and basic skills training: Tri-County Literacy Network-1-877-333-4833, http://www.tcu.gov.on.ca/eng/eopg/programs/lbs.html Andrea Dickinson- Tri-County Literacy Network 1-877-333-4833 www.tcln.on.ca						■	

Min./Agency	Program	Purpose	Business Retention and Expansion	Financial Assistance	Export	Research / Commercialization	Networking	Skilled Workforce	Other
Additional Information / Local Contact (where applicable)									
Service Canada	Employment Insurance Worksharing Program	<p>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. The agreements may last up to one year.</p> <p>Vivian Whaley viv.whaley@servicecanada.gc.ca , 1-866-945-7342 / http://www.servicecanada.gc.ca/eng/work_sharing/index.shtml</p>		■					
Service Canada	Canada Summer Jobs (CSJ)	<p>Helps small business (less than 50 employees) to create jobs for students during the summer months. Application period is in January. Apply online.</p> <p>1-866-945-7342 / http://www.servicecanada.gc.ca/eng/epb/yi/yep/programs/scpp.shtml</p>		■					
MTCU	Summer Jobs Service Program	<p>A \$2-per-hour-per-student hiring incentive is available for eligible Ontario employers to create summer job placements for students between age 15 to 30 who are returning to school. Local Providers: College Boreal 519-988-1766/ St. Clair College Employment Centre 519-736-2827 (Amherstburg) 519-263-4461 (Windsor)/ South Essex Community Council 519-326-1873 (Leamington) 519-733-5784 (Windsor & Kingsville)</p> <p>http://www.tcu.gov.on.ca/eng/jobseekers/sjs.html</p>						■	
AUTO 21-Connect Canada	Internship Funding	<p>Program matches graduate students and post-doctoral fellows with industry partners for research internships. Internships are four-to-six month placements, with at least 50 per cent of the intern's time spent at the industry partner's facilities. The value of the total internship stipend is \$10,000, funded equally between the industry partner and Connect Canada.</p> <p>https://www.connectcanadainternships.ca Raed Kadri 519-253-3000 ext. 4183/ rkadri2@uwindsor.ca</p>				■			
Service Canada	workingincanada.gc.ca	<p>Website compiling labour market information that will assist in recruiting, relocation, employee skill development, and employee compensation</p> <p>www.workingincanada.gc.ca</p>						■	

Min./Agency	Program	Purpose	Business Retention and Expansion	Financial Assistance	Export	Research / Commercialization	Networking	Skilled Workforce	Other
			Additional Information / Local Contact (where applicable)						
Service Canada	Skills Link Program	<p>Provides funding for organizations to help youth (ages 15-30) facing barriers to employment develop the skills, knowledge, and work experience they need to participate and succeed in the job market. In turn, employers (for profit and non-profit) may receive financial assistance to cover the costs associated with providing employment services and individualized, integrated support to youth. 1-866-945-7342</p> <p>http://www.servicecanada.gc.ca/eng/epb/yi/yep/newprog/skillslink.shtml</p> <p>Linda Chevalier/ www.servicecanada.gc.ca/ (519) 560-2535 linda.chevalier@servicecanada.gc.ca 1-866-945-7342 http://www.servicecanada.gc.ca/eng/epb/yi/yep/newprog/skillslink.shtml</p>		■				■	
Service Canada	Career Focus	<p>Provides funding for employers (for profit and non-profit) to offer post-secondary graduates opportunities to obtain career-related work experience. The objective of this program is to help youth acquire advanced employment skills and facilitate their transition to a rapidly changing labour market. The Career Focus program provides financial assistance to contribution recipients so that work experience opportunities can be provided to youth.</p> <p>Linda Chevalier/ www.servicecanada.gc.ca/ (519) 560-2535 linda.chevalier@servicecanada.gc.ca 1-866-945-7342 (TTY: 1-800-926-9105) http://www.servicecanada.gc.ca/eng/epb/yi/yep/newprog/career.shtml</p>		■				■	
Service Canada	Opportunities Fund	<p>Provides financial help, through a contribution for employment services to people with disabilities. Services may be provided directly to individuals or through organizations. The financial help may cover a range of expenses that are incurred directly as a result of employment or training. Individual participants may receive support toward certain other expenses, such as tuition, commuting and care for their dependants. Funds may also be provided to cover the costs of special arrangements or devices to accommodate a person with a disability.</p> <p>1-866-945-7342 Linda Chevalier linda.chevalier@servicecanada.gc.ca 519-560-2535 http://www.servicecanada.gc.ca/eng/of/</p>		■					

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MTCU (Ministry of Training, Colleges and Universities)	Employment Ontario - Employment Services Network	<p>Information about wage incentives and other recruitment support is provided at the Employment Ontario Network website. These organizations facilitate apprenticeships by providing signing and completion incentives.</p> <p>Local Employment Ontario Service Providers: City of Windsor Employment and Training Services 519-977-6444 / College Boreal 519-988-1766/ Greater Essex County District School Board 519-971-9698 (Windsor) 519-326-0513 (Leamington) 519-776-8711(Essex) 519-733-6396 (Kingsville)/ New Canadians' Centre of Excellence Inc. 519-258-4076 (Windsor) 519-326-6224 (Leamington)/ St. Clair College Employment Centre 519-736-2827 (Amherstburg) 519-263-4461 (Windsor)/ South Essex Community Council 519-326-1873 (Leamington) 519-733-5784 (Windsor & Kingsville), Unemployed Help Centre of Windsor- 519-944-4900 (Windsor & Belle River) / Women's Enterprise Skills Training of Windsor 519-256-6621 Windsor Women Working With Immigrant Women 519-973-5588/ http://www.tcu.gov.on.ca/eng/employmentontario/ Windsor Office 519-973-1441</p>		■				■	
MTCU (Ministry of Training, Colleges and Universities)	Youth Employment Fund	<p>Employers will receive incentives to help cover the cost of wages and training for new hires when they provide a job placement of four to six months. up to \$6,800 for youth aged 15-29 to offset training and wage costs linked with a job placement. http://www.tcu.gov.on.ca/eng/employmentontario/youthfund/</p> <p>All local Employment Ontario service providers. Please see above list.</p>	■	■				■	
MCSS (Ministry of Community Social Services)	Ontario Works Employer Incentives	<p>Employer partnership linked with WEEDC. Pre-employment and on the job training, employment-related expenses, and job matching with employer. http://www.citywindsor.ca/residents/socialservices/-/Ontario-Works/Looking-For-Work/Pages/Letter-For-Employers.aspx/ John Marrocco jmarrocco@city.windsor.on.ca 519-255-5200 ext.5361</p>		■				■	
MTCU (Ministry of Training, Colleges and Universities)	Apprenticeship Training Tax Credit	<p>TCU 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 \$10,000/year for 4 years/apprentice regardless of employee's age/time within company.</p>	■	■				■	

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MTCU	Apprenticeship Completion Employer Bonus	<p>The Apprenticeship Completion bonus is a taxable grant of \$1000.00 to employers or sponsors whose apprentices complete an apprenticeship program in any trade.</p> <p>Linda Gabriele 519.973.1411 (Main line)</p>		■				■	
MTCU (Ministry of Training, Colleges and Universities)	Ontario Youth Apprenticeship (OYAP)	<p>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.</p> <p>http://www.tcu.gov.on.ca/eng/apprentices/oyap.html Linda Gabriele 519.973.1411 (Main line)</p>						■	
MTCU (Ministry of Training, Colleges and Universities)	Loans for Tools Program	<p>Provides apprentice with financial assistance to purchase tools.</p> <p>http://www.tcu.gov.on.ca/eng/training/apprenticeship/loantool.html Linda Gabriele 519.973.1411 (Main line)</p>		■				■	
Federal (CRA)	Apprenticeship Job Creation Tax Credit	<p>Provides eligible employers with credit up to a maximum \$2,000 per year per apprentice for red seal designated apprenticeships.</p> <p>http://www.cra-arc.gc.ca/tx/ndvdlst/tpcs/ncm-tx/rtrn/cmptlng/ddctns/lns409-485/412/jctc-eng.html Linda Gabriele 519.973.1411 (Main line)</p>		■				■	
C a p i t a l i z a t i o n a n d F i n a n c i n g									
Fed Dev	Southern Ontario Fund for Investment in Innovation (SOFII)	<p>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.</p> <p>David Penton 519.752.4636 david@wocfdca.com http://www.sofii.ca/ Linda Scott 519.776.4611 lscott@essexcfdc.on.ca</p>	■	■					
BDC (Business Development Canada)	Business Development Bank of Canada	<ul style="list-style-type: none"> Financial and consulting services with particular focus on emerging and exporting sectors of the economy. Focus on business management training and business planning. Market Xpansion loan (\$250,000 maximum) for global market expansions. Provides flexible financing options. <p>www.bdc.ca Scott Defoe/ 519-257-6804 / scott.defoe@bdc.ca</p>	■	■	■				

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Fed Dev Ontario	Advanced Manufacturing Fund	Supports large-scale transformative manufacturing activities, advancing adoption of cutting-edge technologies, establishing clusters or global supply chains and fostering collaboration between the private sector and higher education and research institutions. 2 streams – for Profit Ontario firms (up to 50% funding repayable over 10 years) and NFP Orgs in Ontario – in partnership with anchor firm – non repayable – up to 50% funding. Project funding \$10-20 million/project http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_01855.html		■		■			
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 (new on exceptional basis) for equipment, inventory, working capital, etc. Our area is supported by Essex CFDC. www.essexcfdc.on.ca /Linda Scott/ 519-776-4611 lscott@essexcfdc.on.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: doffenbacher@edc.ca ; 519 974 7674	■	■	■				■
MEDTE	Ontario Emerging Technologies Fund (OETF)	Maximum of \$50 million/year for 5 years to co-invest in ON companies involved in clean technology, life sciences, Info and Communications Technology and digital media. Managed by Ontario Capital Growth Corporation (OCGC). ocgc@ontario.ca / 416.325.6874 www.ocgc.gov.on.ca or www.ontario.ca/ocgc		■		■			
Industry Canada	Small Business Financing Program	Loan available from any chartered bank for companies with less than \$5 M. in revenues for capital acquisition. Up to \$350 K. (\$500 K. for real estate) at prime + 3% www.ic.gc.ca/csbfp 1.866.959.1699	■	■					
Canadian Youth Business Foundation	Canadian Youth Business Foundation (CYBF)	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 CYBF-BDC Start-Up Financing Program.		■					

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		Sabrina Demarco, 519.253.6900, sdemarco@windsorsexsmallbusiness.com							
MEDTE/MRI	Summer Company	Provides full-time students ages 15-29 an opportunity to start and run a summer business. Awards of up to \$3,000. Diane Malenfant, 519.253.6900, dmalenfant@windsorsexsmallbusiness.com		■					
Fed Dev Ontario	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 – 25% repayable contribution. 0% interest, flexible repayment terms. http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/h_01867.html Fed Dev 1-866-593-5505	■	■		■			
FedDev/CME	Smart Prosperity Now	For exporter Manufacturers – for capital investment – grant up to \$75,000, up to 1/3 total project costs SMART program team 1-877-913-4263 or www.cme-smart.ca . On hold, opening soon.	■	■	■				
MEDI	South Western Ontario Development Fund	Up to 15% grant for job creation and investment, business stream investment min. \$500K/ 10 jobs created. Also small community pilot and regional stream. www.ontario.ca/southwesternfund Nancy Creighton 519-252-1704 nancy.creighton@ontario.ca	■	■					

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Various Agencies	Networking Opportunities for Local Employers	<p>The Industry Roundtable: Meets every second Thursday at WFCU 8:00 AM. For more information, contact Ed Roach 519-324-9536.</p> <p>Biz X Mixer: Meets monthly every second Tuesday at various locations across Windsor. Admission is \$10 and includes mixer games, door prizes, back stage tours and much much more. For more details, http://www.bizxmagazine.com/</p> <p>The WindsorEssex Circle: Meets monthly at various locations across Windsor. Contact Frank Abbruzzese 519-944-6009 frank@alphakor.com</p> <p>Windsor-Essex Regional Chamber of Commerce Johnson Insurance After Business: If you have never attended an "After Business" event, you are missing a great marketing opportunity. Each of these mini trade shows are planned by the After Business Committee to give you an affordable, first class, networking opportunity in a social setting. Each event, held at a member location, has ample exhibit space available, giving you the chance to promote your products and services and introduce any new product line you may want to publicize in person. For more information, visit www.windsorchamber.org or call 519-893-6260.</p> <p>The Women's Economic Forum (City): Meets monthly every 4th Tuesday at the Other Place Catering & Reception Centre. The Women's Economic Forum brings women together to promote and foster their connections in order to grow their businesses and professions. For more information, http://womenseconomicforum.com/ecom.asp</p> <p>The Women's Economic Forum (County): Meets monthly every 3rd Wednesday at the Pelee Days Inn. The Women's Economic Forum brings women together to promote and foster their connections in order to grow their businesses and professions. For more information, http://womenseconomicforum.com/ecom.asp</p>					■		

LOCAL CONTACT LISTING

Name	Organization	Email	Telephone
R e g i o n a l P r o g r a m C o n t a c t s			
Tracy Pringle Marion Fantetti	WindsorEssex Economic Development Corporation	tpringle@choosewindsorsex.com mfantetti@choosewindsorsex.com	519.255.9200
Sabrina Demarco	Windsor Essex Small Business Enterprise Centre	sdemarco@windsorsexsmallbusiness.com	519-253-6900
Bruno Ierullo John Marrocco	City of Windsor/County of Essex Social Services	bierullo@city.windsor.on.ca jmarrocco@city.windsor.on.ca	519.255.5200 ext. 5257 519-255-5200 ext. 5361
Linda Scott	Essex Community Futures Development Corp.	lscott@essexcfdc.on.ca	519.776.4611
Yvonne Pilon	WEtech Alliance	ypilon@wetech-alliance.com	519-997-2857
Tanya Antoniw	Workforce WindsorEssex	tantoniw@workforcewindsorsex.com	519-255-6545 ext 6945
P r o v i n c i a l P r o g r a m C o n t a c t s			
John Alexander Alicia Summerfield Linda Gabriele	Ministry of Training Colleges and Universities (TCU)	John.alexander@ontario.ca Alicia.summerfield@ontario.ca Linda.gabriele2@ontario.ca	519-972-6892 519.972.8693 519.973.1411
Nancy Creighton	Ministry of Economic Development Trade and Employment/ Ministry of Research and Innovation	Nancy.creighton@ontario.ca	519.252.1704
F e d e r a l P r o g r a m C o n t a c t s			
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Dumitru Olariu	Canadian Intellectual Property Office	Olariu.dumitru@ic.gc.ca	519-971-2049
Vladimir Franjo Millan Yeung	National Research Council	vladimir.franjo@nrc.gc.ca millan.yeung@nrc-cnrc.gc.ca	519-971-2015 519-972-2021
Edward Wang	Foreign Affairs, Trade and Development Canada	Edward.wang@international.gc.ca	416-973-5053
Delon Chan	Canadian Consulate Detroit	Delon.chan@international.gc.ca	
Stephen Colley	Federal Economic Development Agency for Southern Ontario	stephen.colley@feddevontario.gc.ca	519-571-6653
Martha Mackintosh	Service Canada	martha.mackintosh@servicecanada.gc.ca	519.560.2550

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.