

Ministry of Economic Development, Job Creation and Trade, Joanna DeMarco-Bolce, Senior Business Advisor
Employer Support Programs for the territory covering Chatham-Kent, Sarnia-Lambton and the Town of Leamington

Special Note: Please do not begin spending money on your investment/project until speaking to J. DeMarco-Bolce. Many programs do not allow spending until approved for funding.

Updated as of Feb 2021

Min./Agency	Program	Purpose
		For assistance in applying for any of the programs below, please contact Joanna DeMarco-Bolce/ 519-562-3437 Email: joeanna.demarco-bolce@ontario.ca Free services are available to match your project with funding programs, review applications and provide feedback as well as track approvals for individual programs.
		CAPITALIZATION AND FINANCING
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 Chatham-Kent: Randy Myers 519-419-0170 randy.myers@bdc.ca Sarnia-Lambton : Max Trglavcnik 519-645-5027 max.trglavcnik@bdc.ca Leamington : Curtis LaButte 519-257-6804 Curtis.labutte@bdc.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. 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 Chatham-Kent and Leamington: Dave Offenbacher 519-974-7674 doffenbacher@edc.ca Sarnia-Lambton : Cam Ellis 519-963-1441 cEllis@edc.ca
MEDJCT	Southwestern Ontario Development Fund	Up to 15% grant (max \$500K) / loan (max \$5M) for job creation and investment. Supports: <ul style="list-style-type: none"> • Investments in equipment, new technologies, talent and training to enhance business productivity and competitiveness, leading to growth; • Investment in new operations in Eastern or Southwestern Ontario. • Investment in existing operations that lead to business expansion and introduction of new products or services or new markets. <p>Priority will be given to projects that generate regional economic impacts beyond the company. Please note there are defined intake periods for this program. The program is a competitive discretionary fund. https://www.ontario.ca/page/regional-development-program.</p> <p>To discuss your possible application/project, contact: MEDJCT, Joanna DeMarco-Bolce, 519-562-3437 or joeanna.demarco-bolce@ontario.ca.</p>
MEDJCT	Ontario Automotive Modernization Program (O-AMP)	Auto sector supplier businesses (50% minimum) could get up to \$100,000 to help cover up to 50% of eligible project costs - to improve operational efficiency and competitiveness through the adoption of Lean Manufacturing processes and Industry 4.0 related technologies. Less than 500 employees (globally), 2 years operations For more information, please see the eligible cost guideline in the O-AMP program guide. https://www.ontario.ca/page/ontario-automotive-modernization-program To discuss your possible application/project, contact: MEDJCT, Joanna DeMarco-Bolce, 519-562-3437 or joeanna.demarco-bolce@ontario.ca . Available in defined intakes. They are currently not open for application and anticipate it opening in the late summer, early fall of 2021.
FedDev Ontario	Business Scale Up and Productivity	Assists existing southern Ontario businesses to adopt new technologies that have the potential to improve productivity and expand their operations. Loans from \$500K to \$10M for new technologies, processes and related skills, business/market development and expansion, facilities improvement and expansion – up to 35% repayable contribution. 0% interest, flexible repayment terms. http://www.feddevontario.gc.ca/eic/site/723.nsf/eng/02466.html?OpenDocument

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Community Futures Development Corp.	Community Futures Development Corp.	<p>Community based, not-for-profit organizations encouraging entrepreneurship and economic opportunities. Provides loans to small businesses in rural communities up to \$250,000 for equipment, inventory, working capital, etc.</p> <p>https://www.cfontario.ca/index.php/public-information</p> <p>Chatham-Kent: Donna-Jane Pollock 226-996-1234 ext. 124 donna.pollock@cfdcck.on.ca Sarnia-Lambton : Don Anderson 519.383-1371 don@slbdc.com Leamington: Diane Malenfant 519-776.4611 x16 help@EC-BusinessResourceCentre.ca</p>
Innovation, Science and Economic Development Canada (ISED)	Canada Small Business Financing Program	<p>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.</p> <p>www.ic.gc.ca/csbfp 1-866-959-1699</p>
FedDev Ontario	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. http://www.sofii.ca/</p> <p>Chatham-Kent: Donna-Jane Pollock 226-996-1234 ext. 124 donna.pollock@cfdcck.on.ca Sarnia-Lambton : Don Anderson 519.383-1371 don@slbdc.com Leamington: Diane Malenfant 519-776.4611 x16 help@EC-BusinessResourceCentre.ca</p>
Futurpreneur Canada	Futurpreneur	<p>Loan of \$20,000 to start business for individuals age 18 to 39. Those who qualify can also apply for an additional \$40,000 through the Futurpreneur-BDC Start-Up Financing Program. http://www.futurpreneur.ca/en/resources/</p> <p>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/</p> <p>Chatham-Kent: Chatham-Kent Small Business Centre 519-351-7700 ksbc@chatham-kent.ca Sarnia-Lambton : does not participate Leamington : Shannon Dyck / 519-776-1116 sdyck@windsoressexsmallbusiness.com</p>
MEDJCT	Summer Company	<p>Provides full-time students ages 15-29 an opportunity to start and run a summer business. Awards of up to \$3,000.</p> <p>https://www.ontario.ca/page/start-summer-company-students</p> <p>Chatham-Kent: Chatham-Kent Small Business Centre 519-351-7700 ksbc@chatham-kent.ca Sarnia-Lambton : Fraser Parry 519-332-1820 parry@sarnialambton.on.ca Leamington : Shannon Dyck / 519-776-1116 sdyck@windsoressexsmallbusiness.com</p>
MEDJCT	Starter Company	<p>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.</p> <p>https://www.ontario.ca/page/small-business-advice-support-services-regulations</p> <p>Chatham-Kent: Taylor Hughes taylorh@chatham-kent.ca and Jamie Rainbird jamier@chatham-kent.ca 519-351-7700 ext. 2044 Sarnia-Lambton: Chantelle Core, 519-332-1820 chantelle@sarnialambton.on.ca Leamington : Shannon Dyck / 519-776-1116 sdyck@windsoressexsmallbusiness.com</p>

FedDev Ontario	Community Economic Development and Diversification	<p>No interest, repayable contributions from \$250,000 up to \$5 million per project for incorporated businesses, including Indigenous businesses. Non-repayable contributions from \$250,000 up to \$5 million per project for not-for-profit organizations.</p> <p>Funding is available to:</p> <ul style="list-style-type: none"> • Enhance business attraction, investment, retention and employment opportunities in southern Ontario communities. • Develop and expand collaborative efforts that strengthen regional competitiveness. • Support regional businesses, hubs and communities with the goal of economic diversification, integration and transformation. <p>Examples of projects include:</p> <ul style="list-style-type: none"> • Creating financing opportunities to reduce risk and enable businesses to make investments in innovative technologies. • Integrating local businesses into national or global supply chains. <p>https://www.feddevontario.gc.ca/eic/site/723.nsf/eng/02475.html?OpenDocument</p> <p>Jeff King 226-339-2823 jeff.king@canada.ca 1 866-593-5505</p>
Innovation, Science and Economic Development Canada (ISED)	Strategic Innovation Fund	<p>Five Streams - Stream 2 involves business expansion. Stream 3 is for attraction of large investment. Focus is on larger projects (over \$10 million in requested contribution)</p> <p>http://www.ic.gc.ca/eic/site/125.nsf/eng/home 1-800-328-6189</p>
Global Affairs Canada	CanExport	<p>Up to \$75,000 in non-repayable funding to cover up to 75% of your international market development activities. Canadian small and medium-sized enterprises (SMEs) may choose up to (5) export markets to target, where your company has no or minimal business.</p> <p>https://www.tradecommissioner.gc.ca/funding-financement/canexport/sme-pme/index.aspx?lang=eng</p> <p>For a free review of program info contact: Joanna DeMarco-Bolce Joanna.demarco-bolce@ontario.ca 519-562-3437</p> <p><i>New: There is a new application site: Sign in · NRC-CNRC (nrc-cnrc.gc.ca). After you register, they will send the registered email a code to access the application. If you tick the "remember this browser" box, you won't need the code going forward. 1st step is to submit the eligibility checklist. They will review it and get back to you in approx. 24 hrs. On the checklist you will need information from a gst submission and your Business Number. After the checklist is approved you can then formally apply.</i></p>
Agriculture and Agri-Food Canada	AgriInnovate Program	<p>A repayable contribution of 50 percent of total eligible costs, to a maximum of \$10 million for projects that aim to accelerate the commercialization, adoption and/or demonstration of innovative products, technologies, processes or services that increase agri-sector competitiveness and sustainability. In order to be eligible for funding, applicants must clearly illustrate how proposed projects will commercialize/adopt/demonstrate an innovation new to the sector or country. Expenses can include:</p> <ul style="list-style-type: none"> • Expansion or modernization of a facility or site to demonstrate, commercialize or adopt an innovative agricultural, agri-food or agri-based product, technology, process or service; • Purchase and installation of equipment; • Training and development of staff necessary for the successful completion of the project; and/or, • Marketing activities, provided they form a minor component of a project. Projects solely involving the development or implementation of marketing plans are not eligible. <p>https://www.agr.gc.ca/eng/agricultural-programs-and-services/agriinnovate-program/?id=1515682916298 1-877-246-4682</p>
Ministry of Natural Resources and Forestry	Forest Sector Investment and Innovation Program (FSIIP)	<p>Support is available for projects with at least \$3 million in eligible costs undertaken by for-profit manufacturers and processors of wood and forest biomass across Ontario, including saw mills, pulp and paper mills, secondary wood manufacturers and bio-economy projects. Funding support of up to 30% of eligible costs in the form of a performance-based loan (of which, up to 50% may be forgivable). Grants of up to 15% of eligible costs may be considered in exceptional situations at the discretion of the province.</p> <p>https://www.ontario.ca/page/forestry-sector-investment-innovation-program?_ga=2.177276007.354775256.1575041769-1215655203.1533664409</p>

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IESO	Save on Energy Program	<p>Get up to \$2,000 in incentives towards eligible energy-efficient lighting upgrades with the Small Business Lighting program. Energy efficient retrofit incentives are available through the Retrofit Program. Programs for upgrades to LED lighting and reflectors, exit signs, lighting control measures and compressed air measures.</p> <p>https://saveonenergy.ca/ For more information go to this website or contact your local energy distributor such as Hydro One, Entegrus, Union Gas, Bluewater Power, ELK Energy or Essex Power.</p>
Natural Resources Canada	NRCan	<p>Financial assistance is available to help fund your industrial facility's energy management project. Natural Resources Canada (NRCan) will provide financial assistance of up to 50% of eligible costs, to a maximum of \$40,000.</p> <p>The following types of projects may be eligible for assistance:</p> <ul style="list-style-type: none"> • ISO 50001 Energy Management Systems Standard projects • Energy Management Information Systems (EMIS) projects • Process Integration (PI) and Computational Fluid Dynamics (CFD) studies <p>https://www.nrcan.gc.ca/energy/efficiency/industry/financial-assistance/5387</p>
Angel Investors Ontario	Angel Investors Ontario	<p>A community of professionals and industry leaders investing in innovative start-ups and providing mentorship to promising entrepreneurs. An number of localized chapters exist.</p> <p>https://www.angelinvestorsontario.ca/</p>

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 / General Enquiry Line: 905-566-6010 Jody Wipp/ 519.973.5604 or jody.wipp@cra.gc.ca</p>
Ministry of Finance	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 Research and Innovation	Ontario Tax Exemption for Commercialization	<p>The Ontario Tax Exemption for Commercialization is a tax refund available to eligible companies incorporated between 2008 - 2012 that are commercializing intellectual property developed at Canadian universities and colleges.</p> <p>https://www.ontario.ca/page/ontario-tax-exemption-commercialization</p>
Ministry of Finance	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. http://www.rev.gov.on.ca/english/credit/obritc/ ORDTC= 3.5% https://www.fin.gov.on.ca/en/credit/ordtc/</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) - https://nrc.canada.ca/en/support-technology-innovation/financial-support-technology-innovation-through-nrc-irap</p> <p>Funding to help hire young graduates (between 15 – 30 years of age) - https://nrc.canada.ca/en/support-technology-innovation/nrc-irap-funding-hire-young-graduates (contact ITA for more information and to access)</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://nrc.canada.ca/en/support-technology-innovation/nrc-irap-advisory-services 1-877-994-4727 Chatham-Kent: Del Archer 519-430-7032 Del.Archer@nrc-cnrc.gc.ca Sarnia-Lambton : Sherman Lang 519-430-7096 Sherman.Lang@nrc-cnrc.gc.ca Leamington : Robert Whent (519) 971-2021 Robert.Whent@nrc-cnrc.gc.ca</p>
NSERC (Natural Sciences and Engineering Council of Canada)	ENGAGE Grant Alliance Grant	<p>The Engage Grant supports short term R&D projects to solve a problem specific to the company through partnership with an academic institution. 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.</p> <p>Engage is being replaced by Alliance Grants (as of May 21/19) for Universities - Engage Grants for Colleges will continue to be offered.</p> <p>http://www.nserc-crsng.gc.ca/Professors-Professeurs/RPP-PP/Engage-Engagement_eng.asp</p> <p>Alliance Grants range from \$20,000-\$1 million from 1-5 years in duration http://www.nserc-crsng.gc.ca/Innovate-Innover/alliance-alliance/index_eng.asp Support ranges from 50% to 90% (based on size of business). Nserc-ontario@nserc-crsng.gc.ca</p>
NSERC	Applied Research and Development Grants	<p>ARD Grants support well-defined applied research and development projects undertaken by college researchers with their private-sector partners. Direct project costs are shared by the company partner(s) and NSERC. Projects may range from one year to three years in duration.</p> <p>https://www.nserc-crsng.gc.ca/professors-professeurs/rpp-pp/ard-rda_eng.asp</p>
OCE (Ontario Centres of Excellence)	Autonomous Vehicle Innovation Network (AVIN)	<p>As a pillar of the Autonomous Vehicle Innovation Network (AVIN), the AV R&D Partnership Fund supports projects related to the development and demonstration of technologies in the Connected and Autonomous Vehicle (C/AV) sector.</p> <p>Up to one-third of eligible project costs up to a maximum of \$100,000.</p> <p>https://www.oce-ontario.org/programs/autonomous-vehicle-innovation-network-avin/av-research-and-development-(r-d)-partnership-fund---stream-1 Jeff van Heumen, Business Development Manager, c: 226-235-0444 Jeff.vanHeumen@oce-ontario.org</p>
OCE	ENCQOR 5G SME Technology Development Program (5G SDP)	<p>The ENCQOR 5G SME Technology Development Program (5G SDP) partners Ontario-based small- and medium-sized enterprises (SMEs) with ENCQOR 5G Anchor Firms on 5G technology development projects. Areas of technology interest are defined in Challenge Statements submitted to OCE by the ENCQOR 5G Anchor Firms and posted to the OCE website on a rolling basis.</p> <p>Funding available for Challenges ranges from \$50,000 to \$500,000 for SME based projects.</p> <p>https://www.oce-ontario.org/programs/encqor/5g-(encqor)-sme-technology-development-program Jeff van Heumen, Business Development Manager, c: 226-235-0444 Jeff.vanHeumen@oce-ontario.org</p>
OCE	Voucher for Innovation and Productivity	<p>The Voucher for Innovation and Productivity is designed to have businesses work in partnership with research institutions to advance research into strong innovation and commercialization outcomes. Academic applicant required, funding of \$20,000 - \$100,000 given to academic institution, requires co-funding by industrial partner.</p> <p>https://www.oce-ontario.org/programs/voucher-for-innovation-and-productivity-(vip) Jeff van Heumen, Business Development Manager, c: 226-235-0444 Jeff.vanHeumen@oce-ontario.org</p>

OCE	Next Generation Networks (NGN) Demonstration Program	<p>Opportunities for Ontario-based small- and medium-sized enterprises (SME) to use the CENGN testbed to further develop proof-of-concept or demonstrations that could lead to new technologies, products, processes and/or services. \$50,000 investment.</p> <p>https://www.oce-ontario.org/programs/next-generation-network-program/next-generation-networks-(ngn)-demonstration-program Jeff van Heumen, Business Development Manager, c: 226-235-0444 Jeff.vanHeumen@oce-ontario.org</p>
OCE	Market Readiness Co-Investment Fund	<p>The Market Readiness Co-Investment Fund invests directly in academic affiliated start-up companies to further their early stage commercialization and support their growth into a scalable business.</p> <p>https://marketreadiness.oce-ontario.org/ Jeff van Heumen, Business Development Manager, c: 226-235-0444 Jeff.vanHeumen@oce-ontario.org</p>
Fed Dev	Regional Innovation Ecosystem	<p>Funding is available to:</p> <ul style="list-style-type: none"> • Not-for-profit organizations who contribute to fueling an entrepreneurial environment conducive to business innovation and growth. • Regional economic stakeholders who promote the entrepreneurial talent of underrepresented groups, including women, Indigenous peoples and young entrepreneurs. <p>Funding is available for:</p> <ul style="list-style-type: none"> • Grow and sustain strategic clusters and consortia that support businesses to scale up and commercialize innovative products, technologies and services. • Enhance the development and reach of business incubators, accelerators, and other organizations, which support entrepreneurs, start-ups and innovative companies with high-growth potential. • Support projects led by innovation-oriented organizations to increase and promote business productivity and global competitiveness, and investment and talent attraction. • Leverage local advantages, institutions and infrastructure in rural areas. <p>Non-repayable contributions from \$500,000 up to \$10 million per project.</p> <p>https://www.feddevontario.gc.ca/eic/site/723.nsf/eng/02474.html?OpenDocument Jeff King 226-339-2823 jeff.king@canada.ca 1 866-593-5505</p>
Innovation, Science and Economic Development Canada (ISED)	Strategic Innovation Fund	<p>Five 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 – at 50% contribution). Streams 2 & 3 (Growth and Expansion/Investment)</p> <p>https://www.canada.ca/en/innovation-science-economic-development/programs/strategic-innovation-fund.html 1-800-328-6189</p>
ISED	Innovative Solutions Canada	<p>Innovative Solutions Canada funds R&D and test prototypes in real-life settings. The program has rotating challenge specific streams with funding dedicated to Canadian innovators who want to start, grow and get to market. They can also act as the first customer for companies with successful solutions to the challenges.</p> <p>https://www.ic.gc.ca/eic/site/101.nsf/eng/home</p>
ISED	Accessible Technology Program	<p>The Accessible Technology Program will co-fund innovative projects led by the private sector (50% grant), not-for-profit organizations (80%) and research institutes to develop new assistive and adaptive digital devices and technologies in order to make it easier for Canadians with disabilities to more fully participate in the digital economy.</p> <p>https://www.ic.gc.ca/eic/site/118.nsf/eng/00002.html</p>

Mitacs Inc.	Accelerate	Mitacs Accelerate is an internship program that helps businesses solve their research challenges with university expertise, matching funds (1:1), and one-to-one support from Mitacs. Internships start at four months and can scale up to as much as is needed. http://www.mitacs.ca/en/programs/accelerate#business Katie Facecchia kfacecchia@mitacs.ca C: 519-560-1582
Mitacs Inc.	Accelerate International	Funding for collaborative R&D projects between universities and international industry. https://www.mitacs.ca/en/programs/globalink/accelerate-international Katie Facecchia kfacecchia@mitacs.ca C: 519-560-1582
Canada Trade Commissioner Services	Canadian International Innovation Program (CIIP)	The Canadian International Innovation Program (CIIP) fosters and supports collaborative industrial research and development projects with high potential for commercialization between Canada and partner countries. It also stimulates bilateral science and technology networking and matchmaking activities to further new partnerships and accelerate the commercialization of research and development. The CIIP is a “seed fund”, meaning that various other public and private sector participants are also encouraged to bring science and technology expertise and funds of their own to the bilateral relationship. Partner countries are Brazil, China, India, Israel, and South Korea. https://www.tradecommissioner.gc.ca/funding-financement/ciip-pcii/overview-apercu.aspx?lang=eng
Canada Trade Commissioner Services	CanExport Innovation	The CanExport Innovation program is specifically designed to promote and enhance Canada's international innovation efforts. The program supports innovators who aim to commercialize technology by pursuing collaborative international research and development (R&D) opportunities through partnerships with key players in foreign markets. The program supports innovators from Canadian Small or Medium-sized enterprises, academic Institutions and non-government research centres. CanExport Innovation provides assistance by funding up to 75% of eligible expenses, up to a maximum of \$75,000 for any approved project. Eligible expenses may include international and local travel, accommodation, meals, meeting costs, legal fees to support the formalization of partnership agreements, and other costs related to pursuing international collaboration. https://www.tradecommissioner.gc.ca/funding-financement/canexport/innovation/overview-apercu.aspx?lang=eng
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 quality including producing and distributing energy, creating electricity or removing pollutants in certain industry sectors. Requires industry/academic partnership http://www.sdte.ca/
Canadian Space Agency	Space Technology Development Program (STDP)	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
Consortium for Aerospace Research and Innovation in Canada (CARIC)	Acceleration Innovation Program	Provide flexible coaching services tailored to each Canadian SME in the Aerospace industry to help them develop a more robust R&D and innovation strategy related to a business strategy to help them seize market opportunities. https://caric.aero/acceleration-innovation-program-for-smes/
OMAFRA	Canadian Agriculture Partnership (CAP funding)	CAP supports 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 for productivity gains, market development, business analysis and skills 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. Check website for intake dates. www.ontarioprogramguides.net . Chatham-Kent and Leamington contact: Kevin Montgomery, OMAFRA, 519-676-3325 Kevin.montgomery@ontario.ca Sarnia: Vicki Luke, 519-873-4083 Vicki.luke@ontario.ca

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Agriculture and Agri-Food Canada	Agri-Innovation Program	This program provides repayable contributions for projects that aim to accelerate the commercialization, adoption and/or demonstration of innovative products, technologies, processes or services that increase agri-sector competitiveness and sustainability. Applicants may apply for program funding up to 50 percent of total eligible costs, to a maximum of \$10 million. https://www.agr.gc.ca/eng/agricultural-programs-and-services/agriinnovate-program/?id=1515682916298
		WORKFORCE DEVELOPMENT
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 co-operative program. Maximum credit is \$3,000 per placement. 25-30% of eligible expenditures. http://www.rev.gov.on.ca/en/credit/cetc/
Ministry of Labour, Training and Skills Development (MLTSD)	Workforce Planning Boards	The board's main role is to function as a broker for local research, disseminator of information and facilitator of collaborative partnership development. Chatham-Kent Workforce Planning Board http://ckworkforcedev.com/ Sarnia Lambton Workforce Development Board http://www.slwdb.org/ Workforce WindsorEssex https://www.workforcewindsorsex.com/
Service Canada	Employment Insurance Work-sharing Program	Work-Sharing (WS) is an adjustment program designed to help employers and employees avoid layoffs when there is a temporary reduction in the normal level of business activity that is beyond the control of the employer. The measure provides income support to employees eligible for Employment Insurance benefits who work a temporarily reduced work week while their employer recovers. https://www.canada.ca/en/employment-social-development/services/work-sharing.html Vivian Whaley viv.whaley@servicecanada.gc.ca , 1-866-945-7342 /519-398-0203 or 1-800-367-5693
Service Canada	Canada Summer Jobs (CSJ)	The program provides wage subsidies to employers with 50 or fewer full-time employees, to create quality summer work experiences for young people aged 15 to 30 years. Not-for-profit employers are eligible to receive funding for up to 100% of the provincial or territorial minimum hourly wage. Public and private sector employers are eligible to receive funding for up to 50% of the provincial or territorial minimum hourly wage. Application period is in January. Update: As of Jan. 28, 2021 – the application period has been extended until Feb. 3, 2021. https://www.canada.ca/en/employment-social-development/services/funding/canada-summer-jobs.html 1-800-935-5555
Employment Ontario	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. Chatham-Kent: Goodwill Career Services 519-354-4400 ext. 223 Sarnia-Lambton: Goodwill Career Services 519-332-4333 Tammy Ouellet Lambton College Community Employment Services, Karen Hendra, karen.hendra@lambtoncollege.ca The Workplace Group, Noeleen Tyczynski, Noeleen.tyczynski@theworkplacegroup.ca 4 Winds Business and Training, Therese Bressette, Terese.Bressette@kettlepoint.org Leamington: New Canadian Centre of Excellence 519-326-6224 https://www.ontario.ca/page/employment-ontario
MEDJCT/ OCC	Discover Ability Network (OCC)	Discover Ability is a free online portal and resource that connects Ontario businesses directly to people with disabilities. The online portal connects employers directly with persons with disabilities seeking employment, includes a 6-step guide acts as a great resource for employers, and provides answers to any questions employers may have when hiring—and retaining—employees with disabilities. https://discoverability.network/about/ Contact Louie DiPalma at louiedipalma@occ.ca

Ministry of Labour, Training and Skills Development (MLTSD)	Canada Ontario Jobs Grant	<p>The Canada-Ontario Job Grant will fund, 5/6 of a worker's eligible training costs, to a maximum of \$10,000/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.</p> <p>Chatham-Kent: Goodwill Career Centre 519-354-4400 ext. 223 Sarnia-Lambton: Goodwill Career Services 519-332-4333 Lambton College Community Employment Services, Karen Hendra, karen.hendra@lambtoncollege.ca Leamington: South Essex Community Council 519-326-8629 New Cdn Centre of Excellence 519-326-6224 Greater Essex County School Board 519-255-3200</p> <p>www.ontario.ca/employeetraining/</p>
MCSS (Ministry of Community Social Services)	Ontario Works Employer Incentives	<p>Employer partnership linked with the Municipalities of Chatham-Kent, Sarnia-Lambton and Windsor-Essex. Pre-employment and on the job training, employment-related expenses, and job matching with employer.</p> <p>Chatham-Kent Centre for Community Services, 519-351-8573 County of Lambton, (519) 344-2057 https://www.lambtononline.ca/home/residents/ontarioworks/Pages/default.aspx" City of Windsor Employment and Training Services. Diane Quinn, 519-255-5200 ext. 5403 dquinn@citywindsor.ca John Marrocco 519- 255-5200 ext. 5361; jmarrocco@citywindsor.ca or socserv@citywindsor.ca</p>
FedDev/APMA/ Yves Landry Foundation	Achieving Innovation and Manufacturing Excellence (AIME) Global	<p>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)</p> <p>http://www.yveslandryfoundation.com/programs/aime-initiative/aime-global/aime-global-english/</p> <p>**currently closed (as at 09/2020) and replaced with AIME@Home – a similar training program designed to supplement remote training initiatives in response to COVID 19. https://www.yveslandryfoundation.com/programs/aime-initiative/aime-at-home-english/ For more information contact: Joeanna DeMarco-Bolce, Business Advisory Services 519-562-3437 or email at: Joeanna.demarco-bolce@ontario.ca</p>
Ministry of Labour, Training and Skills Development (MLTSD)	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 http://oyap.com/en/employers/how_oyap_works/ 519.973.1411 (Main line)</p>
Employment and Social Development Canada (ESDC)	Student Work Placement Program	<p>The Student Work Placement Program gives post-secondary students in science, technology, engineering, math (STEM) and business programs across Canada paid work experience related to their field of study. Employers can receive:</p> <ul style="list-style-type: none"> • Up to \$5000 for every student hired through the program. • Up to \$7000 for every student hired in their first year or from an under-represented group including women in STEM, persons with disabilities, newcomers and Indigenous students. <p>https://www.canada.ca/en/employment-social-development/programs/work-integrated-learning.html</p>
(MLTSD)	Loans for Tools Program	<p>Provides apprentice with financial assistance to purchase tools. \$400-1,000</p> <p>http://www.tcu.gov.on.ca/eng/training/apprenticeship/loantool.html</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/ndvdl/tpcs/ncm-tx/rtrn/cmpltng/ddctns/Ins409-485/412/jctc-eng.html Linda Gabriele 519-973-1411 (Main line)</p>

Employment and Social Development Canada	Temporary Foreign Worker Program	For employers who have been unable to recruit Canadian citizens or permanent residents for job openings, the TFWP makes it possible to hire workers from abroad. Employers might also find a qualified foreign worker already in Canada, such as a foreign worker who is about to complete a job contract with another employer or a foreign national holding an open work permit that allows the employee to work for any employer in Canada. The link below contains information on the program plus Express Entry, the Global Talent Stream and more. https://www.canada.ca/en/employment-social-development/services/foreign-workers.html
MEDJCT	Ontario Immigrant Nominee Program (OINP)	The Ontario Immigrant Nominee Program (OINP) is the province's economic immigration program. It works in partnership with the Government of Canada through Immigration, Refugees and Citizenship Canada (IRCC). Foreign workers, international students and others with the right skills, experience and education apply to the OINP for a nomination. https://www.ontario.ca/page/ontario-immigrant-nominee-program-oinp
The Information and Communications Technology Council (ICTC)	WIL Digital Subsidy	ICTC's WIL Digital is an innovative Work Integrated Learning program that helps employers grow their businesses by providing financial assistance for hiring post-secondary students in ICT. Subsidies of 75% of wages paid to a maximum of \$7500 to provide students with meaningful Work Integrated Learning opportunities that develop foundational and entrepreneurship/business skills. https://www.wil-ait.digital/en/
Canadian Tooling and Machining Association (CTMA)	Career Ready	The Canadian Tooling and Machining Association (CTMA) offers a program to help close the skilled trades gap in the Machine, Tool, Die & Mould (MTDM) sector, in support of the auto manufacturing industry. Eligible employers will receive \$3,000 in funding for each work placement to assist with the cost of hiring students, recent graduates and apprentices. https://www.ctma.com/career-ready

BUSINESS MANAGEMENT SERVICES		
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 Chatham-Kent: Randy Myers 519-419-0170 randy.myers@bdc.ca Sarnia-Lambton : Max Trglavcnik 519-645-5027 max.trglavcnik@bdc.ca Leamington : Curtis LaButte 519-257-6804 Curtis.labutte@bdc.ca
MEDJCT	Business Advisory Services Branch	Provides consulting services to SME Companies (10-500 employees) with a tradable good or service on business planning, retention, expansion, financial assistance, export, etc. www.ontario.ca/economy Joeanna DeMarco-Bolce Joeanna.demarco-bolce@ontario.ca 519-562-3437
MEDJCT	Regional Innovation Centres	Helping entrepreneurs accelerate and/or commercialize their technology/innovation through mentors, seminars, access to investors, networking and funding programs offered at the regional level. https://www.onebusiness.ca/

For assistance with any of these programs contact, Joeanna DeMarco-Bolce, Business Advisory Services, MEDJCT, Joeanna.demarco-bolce@ontario.ca or 519-562-3437

MEDJCT	Small Business Centre	<p>The Small Business Centres provides help to small, mostly main street 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.</p> <p>https://www.ontario.ca/page/small-business-enterprise-centre-locations</p> <p>Chatham-Kent: Chatham-Kent Small Business Centre 519-351-7700 cksbc@chatham-kent.ca Sarnia-Lambton : Fraser Parry 519-332-1820 parry@sarnialambton.on.ca Leamington : Shannon Dyck / 519-776-1116 / sdyck@windsorsexsmallbusiness.com</p>
MEDJCT	Investment Services	<p>Provides investors looking to establish or expand their business in Ontario with 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.</p> <p>https://www.investinontario.com/investment-services</p>
Global Affairs Canada	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>https://www.tradecommissioner.gc.ca/index.aspx?lang=eng</p>
ISED	Innovation Advisors	<p>Innovation Advisors are former entrepreneurs who understand what it takes to grow a business. They can leverage their extensive network of contacts to help you find, and take advantage of all of the government programs and services at your disposal — from financing to technical advice to foreign market expertise.</p> <p>https://www.ic.gc.ca/eic/site/080.nsf/eng/h_00010.html</p>
CBO (Canada Business Ontario) MEDJCT/Fed Dev	Small Business Services	<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</p>
ISED	Accelerated Growth Service	<p>A federal initiative that helps growth-oriented Canadian businesses to expand by helping them access key government services they need to grow, such as financing, exporting, innovation and business advice.</p> <p>AGS provides:</p> <ul style="list-style-type: none"> • A dedicated advisor to get the right partners at the table. • A plan of potential government programs and services to help support growth. • Connections to the right government programs and services that support growth. <p>https://www.ic.gc.ca/eic/site/117.nsf/eng/home</p>
Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA)	Ontario Food Exports (OFEX)	<p>OFEX provides clients with end-to-end export marketing services and assistance ranging from initial assessment through to export sales success by:</p> <ul style="list-style-type: none"> • helping with determining export capability • bringing sales opportunities to export-ready companies • providing counselling, education, market research and buyer introductions. <p>OFEX helps clients develop sales strategies that address the unique export challenges faced by Ontario's food and beverage sector.</p> <p>http://www.omafra.gov.on.ca/english/food/export/food_exports_who.htm</p>

Community Futures Program	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. They also offer COVID assistance/loans. https://www.cfontario.ca/index.php/public-information Chatham-Kent: Donna-Jane Pollock 226-996-1234 ext. 124 donna.pollock@cfcdck.on.ca Sarnia-Lambton : Don Anderson 519.383-1371 don@slbdc.com Leamington : Diane Malenfant 519-776.4611 x16 help@EC-BusinessResourceCentre.ca
Canada/Ontario	BizPal	Helps companies generate a personalized list of business permits and licences needed for local, provincial and federal governments. https://www.bizpal.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). www.ccc.ca T: 613-996-0034
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/
MEDJCT/EDC/OCC 250 partners	Magnet	Magnet matches Canadian businesses to opportunities — grants and subsidies, exports and trade programs and unique recruiting opportunities. https://magnet.today/

COVID Related Funding (Manufacturing) – temporary – partial list		
Ontario Gov't	Ontario Small Business Support Grant	Starting at \$10,000 for all eligible businesses, the grant provides businesses with funding to a maximum of \$20,000 to help cover decreased revenue expected as a result of the Provincewide Shutdown. The business must demonstrate they experienced a revenue decline of at least 20 per cent when comparing monthly revenue in April 2019 and April 2020. This time period was selected because it reflects the impact of the public health measures in spring 2020, and as such provides a representation of the possible impact of these latest measures on small businesses. To determine if you are eligible, please visit: https://www.ontario.ca/page/businesses-get-help-covid-19-costs#section-0 To access the complete program guide, visit: https://www.app.grants.gov.on.ca/msrf/assets/guide.pdf
Ontario Gov't	Rebates for PPE, property tax and energy bills	Businesses that are, or were, required to shut down or significantly restrict services due to provincial public health measures can apply for rebates to help with fixed costs such as PPE, property tax and energy bills. For more information visit: https://www.ontario.ca/page/businesses-get-help-covid-19-costs#section-1
Ontario Gov't	Deferral of certain costs	Deferral of certain costs to employers (pension contributions deferral and extension, employer health tax relief) and additional energy assistance for small business (CEAP-SB). For more information visit: https://covid-19.ontario.ca/covid-19-help-businesses-ontario#financial-relief

Federal Gov't Support	Federal Loans/Grants	<ul style="list-style-type: none"> • CEBA (Canada Emergency Business Account) Interest-free loans for small businesses and not-for-profits • CERS (Canada Emergency Rent Subsidy) Rent and mortgage support for qualifying organizations affected by COVID-19 • CEWS (Canada Emergency Wage Subsidy) Help for businesses to keep or rehire employees • BCAP (Business Credit Availability Program) Credit to help cover operating costs due to COVID-19 • RRRF (Regional Relief and Recovery Funds) • BEP (Black Entrepreneurship Program) The Black Entrepreneurship Knowledge Hub has issued a call for applications • Support for Indigenous businesses Short-term, interest-free loans and non-repayable contributions • Large Employer Emergency Financing Facility Bridge financing for Canada's largest employers facing financial challenges <p>Click on individual program names above, for additional information and eligibility requirements.</p>
BDC	HASCAP	<p>The Heavily Affected Sectors Credit Availability Program is for businesses heavily impacted by Covid-19 and can access guaranteed, low-interest loans of \$25,000 - \$1 million to cover operation cash flow needs.</p> <p>These loans are for small and medium-sized businesses that have seen their revenues decrease by 50% or more as a result of COVID-19. As a first step, contact your primary financial institution. If your bank is not participating, you then may apply via another institution. Up to a 10 yr repayment term, 4% fixed interest rate, up to 12 month postponement of repayments, no personal guarantee taken and available until June 30, 2021.</p> <p>For more information and to see if you are eligible go to: Highly Affected Sectors Credit Availability Program (HASCAP) Guarantee BDC.ca</p>

This report has been compiled collaboratively to assist businesses in Sarnia-Lambton, Chatham-Kent and Leamington. 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.

For assistance with any of these programs contact, Joanna DeMarco-Bolce, Business Advisory Services, MEDJCT, Joanna.demarco-bolce@ontario.ca or 519-562-3437

LOCAL CONTACT LISTING

Name	Organization	Email	Telephone
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			
Chatham-Kent			
Stuart McFadden	Director – Chatham-Kent Economic Development Services	StuartM@Chatham-Kent.ca	519-351-7700 ext. 2039
Jamie Rainbird	Manager, Economic Development - Chatham-Kent Economic Development Services	JamieR@Chatham-Kent.ca	519-351-7700 ext. 2034
Andrew Tompsett	Marketing and Communications Officer	andrewt@chatham-kent.ca	519-351-7700 ext. 2039
Wards 1 &2: Rosemarie Montgomery Matt Reaume	Chatham-Kent Economic Development Services EDO 1 EDO 2	Rosemariam@chatham-kent.ca Mattre@chatham-kent.ca	519-351-7700 ext. 2044 519-351-7700 ext. 2030
Wards 3,4,5: Spencer Pray Doug Robbins	Chatham-Kent Economic Development Services EDO 1 EDO 2	SpencerP@chatham-kent.ca dougr@chatham-kent.ca	519-351-7700 ext. 2035 519-350-2206 ext. 2033
Ward 6: Anthony Wilson Taylor Hughes	Chatham-Kent Economic Development Services EDO 1 EDO 2	anthonyw@chatham-kent.ca Taylorh@Chatham-Kent.ca	519-351-7700 ext. 2032 519-351-7700 ext. 2031
Sarnia-Lambton			
Stephen Thompson	Chief Executive Officer, Sarnia-Lambton Economic Partnership - SLEP	Stephen@sarnialambton.on.ca	519-332-1820 ext. 232
Karen Richards	Economic Development Officer - Sarnia-Lambton Economic Partnership - SLEP	Karen@sarnialambton.on.ca	519-332-1820 ext. 227
Matthew Slotwinski	Senior Economic Development Officer - Sarnia-Lambton Economic Partnership - SLEP	Matthew@sarnialambton.on.ca	519- 332-1820 Ext 236
Chantelle Core	Development Coordinator- Sarnia-Lambton Economic Partnership - SLEP	Chantelle@sarnialambton.on.ca	519-332-1820 Ext 222
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Michael Buranyi	Economic Development Officer - Sarnia-Lambton Economic Partnership - SLEP	michael@sarnialambton.on.ca	519-332-1820 Ext. 237
Fraser Parry	Business Enterprise Centre of Sarnia-Lambton	parry@sarnialambton.on.ca	519-332-1820
Kelly Provost	Director of Economic Development, City of Sarnia	kelly.provost@sarnia.ca	519-332-0527 ext. 3343

For assistance with any of these programs contact, Joanna DeMarco-Bolce, Business Advisory Services, MEDJCT, Joanna.demarco-bolce@ontario.ca or 519-562-3437

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Leamington Paul Barnable James Cox	Director of Community and Development Services Manager of Economic Development, Tourism, and Special Events	pbarnable@leamington.ca jcox@leamington.ca	519-326-5761 519-326-5761 ext.1601
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