Employer Support Programs – Windsor Essex

November 2019

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| **Min./Agency** | **Program** | **Purpose** |
| **Additional Information / Contact (where applicable)** |
|  |  | **RESEARCH, DEVELOPMENT AND COMMERCIALIZATION** |
| Canada Revenue Agency | **Scientific Research and Experimental Development Program (SR&ED)** | Tax Incentive to achieve technological advancement to create new materials, devices, products or processes. 15-35% of eligible expenditures as defined by CRA. |
| [www.cra-arc.gc.ca/sred](http://www.cra-arc.gc.ca/sred) / Jody Wipp, 519.973.5604 orjody.wipp@cra,.gc.ca General Enquiry Line: 905-566-6010 |
| Ministry of Revenue | **Ontario Innovation Tax Credit** | Adds 8% to SR&ED Program. 8% refundable tax credit for SR&ED carried out in Ontario. <http://www.rev.gov.on.ca/english/credit/oitc>  |
| Ministry of Revenue | **Ontario Business /Research Institute Tax Credit (OBRITC)/ Ontario Research and Development Tax Credit (ORDTC)** | 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/>   |
| NRC (National Research Council) | **Industrial Research Assistance Program** | 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.80% funding for research and development (workforce), 50% (for contracted labor fees)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)Industrial Technology Advisors (ITAs) 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.

Links entrepreneurs, R & D institutions, technology brokers and technology transfer centres with info about local sources of financing, best practices, etc. National/international linkages.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).<https://nrc.canada.ca/en/support-technology-innovation/nrc-irap-advisory-services> 1-877-994-4727 Industrial technology advisors (ITAs) who offer technical and business advice, referrals, and other services from concept to commercialization.Vlad Franjo / (519) 971-2015 / vladimir.franjo@nrc.gc.ca Robert Whent / (519) 971-2021 / Robert.Whent@nrc-cnrc.gc.ca  |
| NSERC | **ENGAGE Grant - College****Alliance Grants-University** | The Engage Grant supports short term R&D projects to solve a problem specific to the company. 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 (e.g. St. Clair College) <https://www.nserc-crsng.gc.ca/Professors-Professeurs/RPP-PP/CCIEngage-ICCEngagement_eng.asp> Peter Wawrow 519-972-2727 5311 pwawrow@stclaircollege.ca Engage has been replaced by Alliance Grants for Universities - Engage Grants for Colleges will continue to be offered.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 1 877-767- 1767 University of Windsor – Heather Pratt 519) 253-3000 ext:3917 hpratt@uwindsor.ca  |
| PWGSC/ISED | **Build in Canada Innovation Program (BCIP)/Innovative Solutions Canada** | The Build in Canada Innovation program (BCIP) is being consolidated within Innovative Solutions Canada, and while this is underway, ISED encourages innovators to take advantage of the [new Innovation Canada digital service platform](https://www.ic.gc.ca/app/scr/innovation?lang=eng) which helps guide users through federal innovation programs and services. You may also be interested in exploring other federal programs, including the [Innovative Solutions Canada](https://www.ic.gc.ca/eic/site/101.nsf/eng/home) <https://www.ic.gc.ca/eic/site/101.nsf/eng/home> and the [Innovation for Defence Excellence and Security](https://www.canada.ca/en/department-national-defence/programs/defence-ideas.html) (IDEaS) programs. 1-800-328-6189 ISED-ISDE@canada.ca innovation@pwgsc-tpsgc.gc.ca 1-800-668-5378, 1 416-512-5201 (Manny Argiropoulos) ont.osme@pwgsc-tpsgc.gc.ca  |
| MEDJCT/OCE | **Ontario Centres of Excellence** | The Ontario Centres of Excellence is the preeminent research-to-commercialization vehicle in Ontario for research/development for industry done in Ontario colleges/universities Jeff Van Heumen Business Development Manager - Jeff.vanHeumen@oce-ontario.org (226) 235-0444 or Padraic Foley, Director, Business Development padraic.foley@oce-ontario.org , 905-823-2020 x 3205 or 289-646-3415<http://www.oce-ontario.org/> Programs associated with AVIN, ENCQOR 5G, IBM Innovation Incubator Project and Next Generation Network Program (NGNP) |
| MEDJCT/OCE | **Ontario Centres of Excellence**  | The Voucher for Innovation and Productivity (VIP)– 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. Fellowships and Internships—programs to support work experiences and start-up company developmentNew programs for start-ups, youth talent and seasoned industry partners are continuously being added or released as single Calls for Proposals See <http://www.oce-ontario.org/programs> for more details  |
| <http://www.oce-ontario.org> Jeff Van Heumen Business Development Manager - Jeff.vanHeumen@oce-ontario.org (226) 235-0444 or Padraic Foley, Director, Business Development padraic.foley@oce-ontario.org , 905-823-2020 x 3205 or 289-646-3415 |
| Fed Dev | **Regional Innovation Ecosystem** | For Not for Profit – economic development/innovation orgs. Non-repayable contributions from $500,000 up to $10 million per project.Funding is available to: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. |
| Jeff King 226-339-2823 jeff.king@canada.ca 1866-593-5505<https://www.feddevontario.gc.ca/eic/site/723.nsf/eng/02474.html?OpenDocument>  |
| Fed Dev | **Community Economic Development and Diversification** | Funding is available for not-for-profit organizations in small communities who are working to develop, diversify and transform their local economies. Non-repayable contributions from $250,000 up to $5 million per project for not-for-profit organizations. For businesses = no interest repayable contributions - $250,000->$5MNot-for-profit: Jeff King 226-339-2823 jeff.king@canada.ca 1866-593-5505<https://www.feddevontario.gc.ca/eic/site/723.nsf/eng/02475.html?OpenDocument>  |
| Innovation, Science and Economic Development Canada (ISED) | **Strategic Innovation Fund** | 4 Streams - Stream 1 & 4 involve R & D Stream 1: Encourage R&D that will accelerate technology transfer and commercialization of innovative products, processes and services; Stream 4: Advance industrial research, development and technology demonstration through collaboration between academia, non-profit organizations and the private sector. Focus is on larger projects (over $10 million in requested contribution). Streams 2 & 3 (Growth and Expansion/Investment) Stream 5 = National Ecosystem <https://www.canada.ca/en/innovation-science-economic-development/programs/strategic-innovation-fund.html> 1-800-328-6189 |
| MEDJCT | **Regional Innovation Centre****WeTech Alliance**  | Part of the Ontario Network of Entrepreneurs (ONE)Helping entrepreneurs accelerate, scale, and launch technology and innovation products, services and businesses. Programming provided to eligible businesses includes client perks for in-demand tech resources, on demand business advisory services including advisory pool of 42 global experts – Yearly growth accelerator program ScaleUP – Access to additional potential funding through CDMN and wider RIC network. WeTech Alliance <http://www.wetech-alliance.com> Contact: Adam Castle acastle@wetech-alliance.com (519) 997 2863 |
| MITACS Inc. | **Accelerate** | 1:1 dollar matching for collaborative R&D projects between industry/organizations and universities. Access to HQP (Masters, PhD and Postdoctoral Fellows)Funding covers stipends and project-related costs. Non-competitive; Applications accepted at any time. <http://www.mitacs.ca/en/programs/accelerate#business>Katie Facecchia kfacecchia@mitacs.ca C: 519-560-1582 |
| Mitacs Inc. | **Accelerate International** | Funding for collaborative R&D projects between universities and international industry. Same rules as Accelerate apply.<https://www.mitacs.ca/en/programs/globalink/accelerate-international>Katie Facecchia  /  (519) 560-1582  /  kfacecchia@mitacs.ca |
| 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> E: asc.info.csa@canada.ca or 1-405-926-4800 |

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| OMAFRA | **Canadian Agriculture Partnership****(CAP funding)**  | CAP is a new five-year commitment by Canada's federal, provincial and territorial governments that will support Canada's agri-food and agri-products sectors. Strategic initiatives including cost-share funding will support projects in the following key priority areas, with [research and innovation](http://www.omafra.gov.on.ca/english/cap/research.htm) continuing to be a focus across all programming: 1. [Economic development](http://www.omafra.gov.on.ca/english/cap/ecdev.htm) 2. [Environmental stewardship](http://www.omafra.gov.on.ca/english/cap/stewardship.htm) to enhance water quality and soil health and 3. [Protection and assurance](http://www.omafra.gov.on.ca/english/cap/protection.htm) to reinforce the foundation for public trust in the sector through improved assurance systems in food safety and plant and animal health. [Producers](http://www.omafra.gov.on.ca/english/cap/index.htm#producers), [Processors](http://www.omafra.gov.on.ca/english/cap/index.htm#processors), and Other Businesses can apply for cost-share funding. Check website for intake dates. All businesses must complete the [program enrolment form](http://www.ontarioprograms.net/) before applying for cost-share funding. Program guides are available at: [www.ontarioprogramguides.net](http://www.ontarioprogramguides.net/). Business can submit applications online at: [www.ontarioprograms.net](http://www.ontarioprograms.net/). OMAFRA Contact: Kevin.montgomery@ontario.ca (519) 676-3325 (Food and bio-based processing sector and Jeff Kinsella: jeff.kinsella@ontario.ca 519-674-1335 |
| Agriculture and Agri-Food Canada | **Agri-Innovation Program** | The Agri-Innovation Program makes two types of investments: those targeted at research and development activities that bring innovation to the sector; and those that help industry bring the results of research and development to market through adoption/commercialization. This is a five-year program ending on March 31, 2018.There are two streams of funding available:1) Industry-led Research and Development Stream supports projects that result in an innovative practice, process or product.2) Enabling Commercialization and Adoption Stream supports projects that prepare for the commercialization of an innovative technology, process or product through commercial demonstration, commercialization, or adoption.1-877-246-4682 aip-pai@agr.gc.ca <http://www.agr.gc.ca/index_e.php> OMAFRA Contact: Kevin.montgomery@ontario.ca (519) 674-1693 |
| OFA – Ontario Federation of Agriculture | **Agri-Food Initiatives Ontario Directory** | An online collection of projects, programs and policies to help you support agriculture and food.To view, click the topic button.<https://ofa.on.ca/wp-content/uploads/2018/05/Agri-Food-Initiatives-Directory-FINAL.pdf>  |
| MEDJCT  | **Ontario Investment Services** | Provides businesses high quality, timely and tailored insight and intelligence on business and market opportunities, incentives, talent, immigration and more. They can be engaged at any stage of an investment project <https://www.investinontario.com/investment-services> info@investinOntario.com or 1-800-819-8701 |
| ISED | **Innovation Advisors** | The place where Canadian enterprises can find information and guidance to access programs and resources in support of business innovation. 1-855-534-8433. <https://www.ic.gc.ca/eic/site/080.nsf/eng/h_00010.html> contact: Rawl Banton, Innovation Advisor Rawl.Banton@Canada.ca 226-821-2177 |
| CBO (Canada Business Ontario) MEDJCT/Fed Dev | **Small Business Services** | 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.1-888-576-4444 <http://www.cbo-eco.ca/en/>  |
| Global Affairs Canada | **Canadian Trade Commissioner Service** | The Canadian Trade Commissioner Service (TCS) offers Export & International Trade support services free of charge to client companies and organizations. \*\*\*If you are part of the Canadian business community, and contribute to Canada's economic growth, have a demonstrated capacity for internationalization and have good potential to add value to the Canadian economy, you can benefit from (TCS) services. |
| <https://www.tradecommissioner.gc.ca/ontario/index.aspx?lang=eng> Ontario.TCS-SDC@international.gc.ca or by calling 888-306-9991. |

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|  |  | **BUSINESS MANAGEMENT AND EFFICIENCIES** |
| BDC (Business Development Canada) | **Business Development Bank of Canada** | Expert advice to run a better, more profitable business. Focus on business planning and coaching, human resources, sales and marketing, international growth, operating efficiency, certification and technology consulting. Industry may also call on them for lending services and products. [www.bdc.ca](http://www.bdc.ca) Contact: Celso.Oliveira@bdc.ca 519-257-6807 |
| 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. To learn more about any of the programs in this booklet, please call or email. Contact: Nancy.Creighton@Ontario.ca 519-259-5509 [www.ontario.ca/economy](http://www.ontario.ca/economy) |
| City of Windsor | **BizPal** | Helps companies generate a personalized list of business documents needed for local, provincial and federal governments. <http://services.bizpal-perle.ca> bizpal@ontario.ca <https://www.citywindsor.ca/business/Pages/BizPaL.aspx>  |
| City of Windsor | **Property Zoning****Business Licenses** | Zoning designations can be found under E-Services menu. Select Public Tax Assessment and Property Information option and then enter the address of the property in question. Zoning Maps: <http://www.citywindsor.ca/visitors/Maps/Pages/MAPS-For-Residents.aspx> A list of business types that require licences to operate <http://www.citywindsor.ca/cityhall/licensingandregistration/Business-Licences/Pages/Business-Licences.aspx> For detailed inquiries call (519) 255-6200 ​licences@citywindsor.ca ​​  |
| IESO | **Save on Energy Program** | The Retrofit and other Save ON energy programs. All continuing Save on Energy business programs will be delivered directly by the IESO rather than through the local hydro company.  |
| For more information, please contact Retrofit@ieso.ca or call the Save on Energy Retrofit Support Line at 1-844-303-5542 <https://saveonenergy.ca/> 1-877-797-9473 for more details on the changes to the Save on Energy programs.  |
| Natural Resources Canada | **NRCan** | Energy Management Projects (ISO 50001) provides up to 50% funding with a max. of $40,000.Process Integration Study provides up to 50% funding with a max. of $40,000. Projects can be combined. <https://www.nrcan.gc.ca/energy/efficiency/industry/financial-assistance/5387> |
| Sustainable Development Technology Canada (SDTC) | **SD Tech Fund** | Grant funding to support late stage development and pre-commercial demonstration of clean technology solution to issues of climate change, clear air, water, soil <http://www.sdtc.ca/> quality including producing and distributing energy, creating electricity or removing pollutants in certain industry sectors. Requires industry/academic partnershipApplication intake process is continuous, but takes one year for approval. |
| info@sdtc.ca 1-613-234-6313 |
| Crown Corporation | **Canadian Commercial Corporation** | Acts as Canada’s international contracting and procurement agency. Assist to gain access to international government to government contracts (e.g. defence).[www.ccc.ca](http://www.ccc.ca) T: 613-996-0034 |
| Community Futures Program | **Business Resource Centre of Essex County** | Community-based, not-for-profit organizations encouraging entrepreneurship and economic opportunities. Provides business services and access to capital in rural areas. You can also access loan programs from this source. **Business Resource Centre of Essex County**  <http://ec-businessresourcecentre.ca/> Diane Malenfant / (519) 776.4611 x16 / help@ec-businessresourcecentre.ca |
| CANARIE | **Digital Accelerator for Innovation and Research** | DAIR leverages Canada’s investment in the CANARIE national backbone research and education network to accelerate product development and market competitiveness of small and medium-sized Canadian companies (<500 employees). DAIR provides Canadian tech entrepreneurs access to free cloud-based (virtual) compute and storage resources to develop, test or demonstrate pre-revenue, pre-production products. <https://www.canarie.ca/cloud/> Email: dair@canarie.ca  |
| MEDJCT/WE-EDC | **Small Business Centre** | Part of the Ontario Network of Entrepreneurs (ONE).  The Small Business Centres provides help to small business owners and entrepreneurs to make the right decisions at business start-up and help to develop the skills and access to networks needed to grow and succeed.  Services include: Complimentary Small Business Information, Advice and Consultation, Business Plan Support, Access to Professionals, Research Assistance, Business Development Workshops and Seminars, and Mentoring and Networking Opportunities.  Youth Entrepreneur Programs: Summer Company, Starter Company, Futurpreneur Canada. 519-253-6900 [www.windsoressexsmallbusiness.com](http://www.windsoressexsmallbusiness.com)  |
| MEDJCT/EDC/OCC250 partners | **Magnet** | Network platform. Portal for Talent Matching, Technology Matching and Export Opportunity Matching. <https://magnet.today/><https://magnet.today/export-business-portal/>  |
| Global Affairs Canada | **CanExport** |

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| Non-repayable contributions from the CanExport program will range from $10,000 to $75,000 per project. The maximum annual CanExport contributionper applicant is set at $99,999 per government fiscal year. The program reimburses up to 75% of eligible expenses, the applicant is responsible for theremaining 25%. Min. project Size=$20K (for $10K support). Must be new market to company (minimal activity (less than $100K or 10% of total salesin last 2 years). Max. of 5 new markets in each “project”. Company has 1- 250 employees, with revenues between $200K and $50M.  | Non-repayable contributions from the CanExport program will range from $10,000 to $75,000 per project. The maximum annual CanExport contribution per applicant is set at $99,999 per government fiscal year. Up to 50% funding. Min. projectSize=$20K (for $10K support). Must be new market to company (minimal activity in last 2 years –some countries are considered multimarket). Company has 1- 500 employees, with revenues between $100K and $200M in revenues. Eligible Company size = 0-500 employees. |
| <http://www.international.gc.ca/CanExport> Ontario.TCS-SDC@international.gc.ca or by calling 888-306-9991.For a free review of program info contact: Nancy Creighton Nancy.creighton@ontario.ca 519-259-5509  | <http://www.international.gc.ca/CanExport>Bill Norton / 519 854 4218/ bill.norton@international.gc.ca  |

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| Global Affairs Canada/FedDev | **Going Global Innovation (GGI)** | GGI offers funding to support (up to $75,000) Canadian Innovators seeking foreign partners for the purpose of establishing a collaborative R&D agreement.to help Canadian innovators who seek to co-develop, validate or adapt their technologies with the aim to commercialize.[http://tradecommissioner.gc.ca/funding-financement/ggi-vmi/index.aspx?lang=eng](https://na01.safelinks.protection.outlook.com/?url=http%3A%2F%2Ftradecommissioner.gc.ca%2Ffunding-financement%2Fggi-vmi%2Findex.aspx%3Flang%3Deng&data=02%7C01%7CNancy.Creighton%40ontario.ca%7Cc4d951c897094ff86d5a08d5b48a785c%7Ccddc1229ac2a4b97b78a0e5cacb5865c%7C0%7C0%7C636613429176928830&sdata=JipvalZe3w6DPVEjVkOx99oWU2Af4f1kAoli2pAhCWE%3D&reserved=0)innovation@international.gc.ca Ontario.TCS-SDC@international.gc.ca or by calling 888-306-9991.  |

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|  |  | **WORKFORCE DEVELOPMENT** |
| Ministry of Labour, Training and Skills Development (MLTSD) | **Workforce Windsor Essex** | The board’s main role is to function as a broker for local research, disseminator of information and facilitator of collaborative partnership development. <https://www.workforcewindsoressex.com/> 226-674-3220 info@workforcewindsoressex.com Michelle Suchiu (226) 674-3220 x851 msuchiu@workforcewindsoressex.com |
| Employment and Social Development Canada | **Job Bank and Labour Market Information** | Employer Resources <https://www.jobbank.gc.ca/content_pieces-eng.do?cid=3264> Job Portal <https://www.jobbank.gc.ca/home> Employer - Recruit and Hire: <https://employer.jobbank.gc.ca/employer/employers> delete - broken link |
| Min. of Revenue | **Co-operative Education Tax Credit** | Refundable tax credit for businesses that employ post-secondary students enrolled in a qualifying program. Maximum credit is $3,000 per placement. 25-30% of eligible expenditures.<http://www.rev.gov.on.ca/en/credit/cetc/> |
| Service Canada | **Employment Insurance Work-sharing Program** | **Work-Sharing** is an adjustment program designed to help employers and workers avoid temporary layoffs when there is a reduction in the normal level of business activity. Work-Sharing Agreements must be agreed upon by both employee and employer representatives and approved by Service Canada.  |
| Vivian Whaley viv.whaley@servicecanda.gc.ca , 519-398-0203, 1 800-367-5693[https://www.canada.ca/en/employment-social-development/services/work-sharing.html](https://na01.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.canada.ca%2Fen%2Femployment-social-development%2Fservices%2Fwork-sharing.html&data=02%7C01%7CNancy.Creighton%40ontario.ca%7Ceead3c8a40e2410760c008d5b9b624cb%7Ccddc1229ac2a4b97b78a0e5cacb5865c%7C0%7C0%7C636619114301867127&sdata=eBtrqdO4Pv0P2GJp2ktZKlsNJ%2FBdfYi%2BRSxcH4OSvRw%3D&reserved=0) |
| Service Canada | **Canada Summer Jobs (CSJ)** | Helps small business (less than 50 employees) to create jobs for students during the summer months. Application period is in January. Apply online. |
| 1-866-945-7342 / [https://www.canada.ca/en/employment-social-development/services/funding/canada-summer-jobs.html or 1-800-935-5555](https://www.canada.ca/en/employment-social-development/services/funding/canada-summer-jobs.html%20or%201-800-935-5555) Application period from December -February |
| Ministry of Labour, Training and Skills Development (MLTSD) | **Employment Ontario - Employment Services Network** | Information about training programs, wage incentives and other recruitment support is provided at the Employment Ontario Network website. These organizations facilitate apprenticeships by providing signing and completion incentives.Local Employment Ontario Service Providers: City of Windsor – Employment & Training Services (519) 977-6444, St. Clair College Employment Centre (519) 736-2827 (Amherstburg) (519) 253-4461 (Windsor)/ Unemployed Help Centre (519) 944-4900 (Windsor & Belle River) / New Canadian Centre of Excellence (519) 258-4076 (Windsor) (519) 326-6224 (Leamington) / New Beginnings (519) 254-2363 (Windsor) |
|  <https://www.ontario.ca/page/employment-ontario>  |
| MEDJCT/OCC | **Discover Ability Network (OCC)** | Discovery Ability Network supports hiring of people with disabilities. Contact Louie DiPalma at louiedipalma@occ.ca 647-243-3539 (Louie)<https://discoverability.network/about/> |
| Ministry of Labour, Training and Skills Development (MLTSD) | **Canada Ontario Jobs Grant** | The Canada-Ontario Job Grant will fund, 5/6 of a worker’s eligible training costs, to a maximum of $15,000/per employee for employers with less than 100 employees. For larger employers with 100 or more employees, funding is set at 50% up to $10k per trainee. Applications with “New Hire” trainees will be automatically assessed for 100% funding. Employers contribute the remaining costs, and employ the worker they train. The program helps businesses connect with the workers to train. Apply now at [www.ontario.ca/employeetraining/](http://www.ontario.ca/employeetraining/) 1-800-387-5656 EmploymentHotlineInquiries@ontario.ca or contact an Employment Ontario – Employment Services Network organization (above)  |
| FedDev/APMA/Yves Landry Foundation | **Achieving Innovation and Manufacturing Excellence (AIME) Global** | Training support offered by the Yves Landry Foundation to upgrade the skills of people working for small and medium-sized manufacturing companies (10-1,000 employees), and help manufacturers find creative and innovative solutions to improve their productivity and diversify their products. The AIME Global program contributes up to 50% of eligible project costs to a maximum of $100,000 per business. (25% /$50K for previous recipients)details can be found on: <http://www.yveslandryfoundation.com/programs/aime-initiative/aime-global/aime-global-english/> Program currently on HOLD – accepting applications for queue for when funding is available in 2020.  |
| MEDJCT/APMA/ CTMA | **Career Ready**  | Experiential Work Placements for co-op students, recent graduates, and apprentices. Employers will receive $3k-5k in funding for each hire. APMA’s program is called the Career Ready Fund Auto Stream Program (CRFASP). <https://apma.ca/career-ready/> Career Ready with CTMA <https://www.ctma.com/career-ready>  |
| MCSS (Ministry of Community Social Services) | **Ontario Works Employer Incentives** | Employer partnership linked with the City of Windsor Employment and Training Services. Pre-employment and on the job training, employment-related expenses, and job matching with employer. Diane Quinn, 519-255-5200 ext 5403 John Marrocco (519) 255-5200 ext. 5361; jmarrocco@citywindsor.ca or socserv@citywindsor.ca  |
| Ministry of Labour, Training and Skills Development (MLTSD) | **Ontario Youth Apprenticeship (OYAP)** | School-to-work transition program available to students in Grades 11 and 12. Students earn cooperative education credits through work placements in skilled trades. Screening and hiring at no cost to employer.  |
| <http://www.tcu.gov.on.ca/eng/apprentices/oyap.html> <http://oyap.com/en/employers/how_oyap_works/> 519.973.1411 (Main line) |
| Ministry of Labour, Training and Skills Development (MLTSD) | **Loans for Tools Program** | Provides apprentice with financial assistance to purchase tools. $300-800 |
| <http://www.tcu.gov.on.ca/eng/training/apprenticeship/loantool.html> 519.973.1411 (Main line) |
| Federal (CRA) | **Apprenticeship Job Creation Tax Credit** | Provides eligible employers with credit up to a maximum $2,000 per year per apprentice for red seal designated apprenticeships. |
| <http://www.cra-arc.gc.ca/tx/ndvdls/tpcs/ncm-tx/rtrn/cmpltng/ddctns/lns409-485/412/jctc-eng.html> 519.973.1411 (Main line) |

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|  |  | **CAPITALIZATION AND FINANCING** |
| Fed Dev Ontario  | **Southern Ontario Fund for Investment in Innovation (SOFII)** | Loans of $150,000 to $500,000 are available to support such growth activities as:Late stage commercialization; New product or service development; New applications or market or Development or implementation of new processes or technologies. <http://www.sofii.ca/> For more information, please go to the Western Ontario CFDC website at [www.wocfdca.ca](http://www.wocfdca.ca) David Penton, 519-752-0381 david@wocfdca.com or Diane Malenfant / (519) 776-4611 x 16 / dmalenfant@EC-businessresourcecentre.ca  |
| BDC (Business Development Canada) | **Business Development Bank of Canada** | BDC offers financing solutions for entrepreneurs, whether you're looking to expand production, purchase new equipment or access financing for a special project. Loans available to help with working capital, buying a business, investing in real estate, purchasing equipment, start-up financing, technology financing, transferring a business or business expansion. BDC also offers entrepreneurs help with venture capital as well as growth and transitional capital. [www.bdc.ca](http://www.bdc.ca) Celso Oliveira (519) 257-6807 / celso.oliveira@bdc.ca  |
| Fed Dev Ontario | **Community Futures Development Corp.** | Community based, not-for-profit organizations encouraging entrepreneurship and economic opportunities. Provides loans to small businesses in rural communities up to $250,000 (on exceptional basis) for equipment, inventory, working capital, etc. Our area is supported by the Business Resource Centre of Essex County. [www.EC-BusinessResourceCentre.ca](http://www.EC-BusinessResourceCentre.ca) Diane Malenfant-Business Resource Centre of Essex County, 519-776.4611 x16 help@EC-BusinessResourceCentre.ca |
| Federal – Canadian Crown Corporation | **Export Development Canada** | Crown corporation that supports and develops, directly or indirectly, Canada's export trade and Canadian capacity to engage in that trade and to respond international business opportunities. The majority of clients are small business. EDC provides insurance and financial services, bonding products, and small business solutions to Canadian exporters and investors; EDC also provides online credit risk management tools. Services include export financing to customers, receivable insurance and due diligence. <http://www.edc.ca> Dave Offenbacher (519) 974-7674 doffenbacher@edc.ca  |
| Innovation, Science and Economic Development Canada (ISED) | **Canada Small Business Financing Program** | Loan available from any chartered bank for companies with less than $10 M. in revenues for capital acquisition. Up to $350 K. ($1M. for real estate) at prime + 3% +2% registration fee[www.ic.gc.ca/csbfp](http://www.ic.gc.ca/csbfp) 1.866.959.1699 |
| Futurpreneur Canada/SBC | **Futurpreneur** | 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/> 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/>Sabrina DeMarco (519) 253-6900 sdemarco@windsoressexsmallbusiness.com  |
| MEDJCT/WE-EDC/SBC | **Summer Company** | Provides full-time students ages 15-29 an opportunity to start and run a summer business. Students receive training, coaching and mentoring and Awards of up to $3,000. <http://www.windsoressexsmallbusiness.com/summercompany>Sabrina DeMarco (519) 253-6900 sdemarco@windsoressexsmallbusiness.com  |
| MEDJCT/WE-EDC/SBC | **Starter Company Plus** | Provides entrepreneurs the resources and knowledge they need to start and grow their business.  Candidates may be eligible to receive up to $5,000 to put towards their business, and must match funds worth 25% of the grant <http://www.windsoressexsmallbusiness.com/startercompany> Sabrina DeMarco (519-253-6900 / sdemarco@windsoressexsmallbusiness.com Myrtle Donnipad (519) 253-6900 x2234 / mdonnipad@windsoressexsmallbusiness.com |
| FedDev | **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.**For SME’s** – Small and Medium-sized Enterprises – Canadian/Southern Ontario, minimum 5 employees 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](https://na01.safelinks.protection.outlook.com/?url=http%3A%2F%2Fwww.feddevontario.gc.ca%2Feic%2Fsite%2F723.nsf%2Feng%2F02466.html%3FOpenDocument&data=02%7C01%7CNancy.Creighton%40ontario.ca%7C37823b12a48840d3deb908d677caa120%7Ccddc1229ac2a4b97b78a0e5cacb5865c%7C0%7C0%7C636828109503694193&sdata=2AA3s7cZOSiWWUqZ0K5JXc5kIrSCRSwYESwmwE%2Ff%2F0E%3D&reserved=0)  |
| David Wells 226-220-3106 david.wells@canada.ca  |
| MEDJCT | **South Western Ontario Development Fund** | The Southwestern Ontario Development Fund provides support for projects and investments to businesses, municipalities and not-for-profit organizations for economic development in southwestern Ontario - For SWO companies with > 3 years operations - Up to 15% loan/$5.0 M max. for job creation and investment, innovation - business stream investment min. $500K with >10 employees/min 5 jobs created or 30% job creation for companies with fewer than 15 employees, (minimum investment $200k if rural and >5 employees) Up to 30%/$500k of loan may be forgiven (or granted for rural companies under 100 employees). [www.ontario.ca/southwesternfund](http://www.ontario.ca/southwesternfund) Complementary services and supports also available. Also - Community Economic Development stream & support for FDI/Jurisdictional Competition, Strategic Investment. For assistance contact: Nancy Creighton 519-259-5509 nancy.creighton@ontario.ca  |
| 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 operationsFor more information, please see the eligible cost guideline in the [O-AMP program guide](http://www.grants.gov.on.ca/prodconsum/groups/grants_web_contents/documents/grants_web_contents/prdr020005.pdf). <https://www.ontario.ca/page/ontario-automotive-modernization-program> To discuss your possible application/project, contact: MEDJCT, Nancy Creighton, 519-259-5509 or Nancy.Creighton@ontario.ca  |
| Fed Dev | **Community Economic Development and Diversification** |  Funding is available for businesses in small communities who are working to develop, diversify and transform their local economies. No interest, repayable contributions from $250,000 up to $5 million per project for incorporated businesses, including Indigenous businesses.For profit: David Wells 226-220-3106 david.wells@canada.ca <https://www.feddevontario.gc.ca/eic/site/723.nsf/eng/02475.html?OpenDocument>  |
| Innovation, Science and Economic Development Canada (ISED) | **Strategic Innovation Fund** | 5 Streams - Stream 2 involves Expansion Stream 3 is for Attraction of large investment. Focus is on larger projects (over $10 million in requested contribution) Stream 5- National Ecosystems. <https://www.canada.ca/en/innovation-science-economic-development/programs/strategic-innovation-fund.html> 1-800-328-6189Local Contact: Liana Daltoe / (519) 562-8492 / liana.daltoe@canada.ca  |
| Windsor Essex Capital Angel Network | **WECAN Investors** | WECAN helps businesses connect with accredited investors and other Angel groups. Investors provide investment funding to start-up and early stage businesses. Funds are invested on a long-term basis in exchange for repayable or convertible debt or equity in the company.  |
| WECAN is recognized as an “accredited investor” as defined by the Ontario Securities Commission’s Rule 45-802. WECAN is a Member of Network Angel Organizations Ontario, Network Angel Capital Organization (Canada), Angel Capital Association (USA) and Michigan Venture Capital Association Marco Fiori – Executive Director / (519) 997-2855 executive.director@weangelnetwork.com <https://weangelnetwork.com/>  |
| City of Windsor | **CIP (Community Improvement Plan)** | The Economic Revitalization Community Improvement Plan provides financial incentives to encourage new investment in targeted economic sectors for the purposes of diversifying the local economy and creating/retaining jobs. Business Development Grant Program Business Retention and Expansion Grant Program Small Business Investment Grant Program Brownfield Redevelopment CIP Grant equivalent up to 100 percent of the municipal property tax increase created by the project for up to 10 years after project completion |
| Greg Atkinson (519) 255-6543 ext. 6582 http://www.citywindsor.ca/residents/planning/Plans-and-Community-Information/Know-Your-Community/Community-Improvement/Pages/Economic-Revitalization-Community-Improvement-Plan.aspx |
| Vacancy rebates are available for eligible Commercial and Industrial buildings that are either wholly or partially vacant for a period of 90 consecutive days. Visit the City of Windsor website for more details and application form: |
| City of Windsor | **Municipal Property Tax Rebates and Relief** | <http://www.citywindsor.ca/cityhall/Taxes--and-Assessment-/Pages/Tax-Rebates-and-Relief.aspx> |
| Town of Essex | **Essex CIP** | Essex Centre CIP: Development Permit Grant, Development Charges grant, Tax Increment Grant, Parks Levy Grant. Revitalization Grants include: Façade Improvement, Outdoor Café, Conversion and Rehabilitation Grant and Professional Design Services Grant. Contact: Nelson Silveira, 519-776-7336 nsilveira@essex.ca  |

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| Municipal or RegionalProgram Contacts |

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|  | Name | Organization | email |
| Regional | Andrew Daher | City of Windsor Employment & Social Services | (519) 255.5200 ext. 5257 | adaher@citywindsor.ca  |
| Regional | Diane Quinn | City of Windsor Employment & Social Services | (519) 255.5200 ext. 5403 | dquinn@citywindsor.ca |
| Regional | Shawn Sharpe | City of Windsor Employment & Social Services | (519) 255.5200 ext. 5527 | ssharpe@citywindsor.ca |
| Regional | John Marrocco | City of Windsor Employment & Social Services | (519) 255.5200 ext. 5361 | jmarrocco@citywindsor.ca  |
| Regional | Lee McGrath | WindsorEssex Economic Development Corp. 519-255-9200 2229 | lmcgrath@choosemcgrathwindsoressex.com  |
| Regional | Sabrina DeMarco | Small Business Centre/WE-EDC 519-253-6900 x2232 | sdemarco@windsoressexsmallbusiness.com  |
| Regional | Milan Vujanovic | EDO- CAO’s Office City of Windsor 519-255-6100 x6608 | mvujanovic@citywindsor.ca |
| Regional | Diane Malenfant | Business Resource Centre of Essex County | (519) 776.4611 ext. 16 | dmalenfant@EC-businessresourcecentre.ca |
| Regional | Adam Castle | WEtech Alliance | 226 246-0287 | acastle@wetech-alliance.com |
| Regional | Nelson Silveira | Town of Essex Economic Development | (519) 776.7336 ext. 1135 | nsilveira@essex.ca |
| Regional | Michelle Suchiu | Workforce WindsorEssex | (226) 674.3220 ext. 851 | msuchiu@workforcewindsoressex.com  |
| Provincial | Jennie Thornton | Ministry of Labour, Training and Skills Development | (519) 981-8885 | jennie.thornton@ontario.ca |
| Provincial | Alicia Sliepenbeek | Ministry of Labour, Training and Skills Development | (519) 972.8693 | alicia.sliepenbeek@ontario.ca |
| Provincial | Jeff Van Heumen | Ontario Centres of Excellence | 226-235-0444  | Jeff.vanHeumen@oce-ontario.org |
| Provincial | Nancy Creighton | Ministry of Economic Development, Job Creation and Trade | (519) 259-5509 | Nancy.creighton@ontario.ca  |
| Federal | Liana Daltoe | Innovation, Science and Economic Development Canada | (519) 562.8492 | Liana.daltoe@canada.ca |
| Federal | Vladimir Franjo | National Research Council | (519) 971-2015 | vladimir.franjo@nrc.gc.ca |
| Federal | Rob Whent | National Research Council | (519) 972-2021 | robert.whent@nrc-cnrc.gc.ca |
| Federal | Ontario | Global Affairs - (TCS) | 888-306-9991 | TCS-SDC@international.gc.ca  |
| Federal | Sebastien Roy | Canadian Consulate Detroit | Sebastien.d.roy@international.gc.ca |
| Federal | David Wells | Federal Economic Development Agency for Southern Ontario | (226) 220-3106 | david.wells@canada.ca |
| Federal | Vivian Whaley | Service Canada | (519) 398-0203  | viv.whaley@servicecanada.gc.ca |
| Federal | Katie Facecchia | Mitacs Inc. | (519) 560-1582 | kfacecchia@mitacs.ca |

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