



Updated June 2023

Toolkit for Businesses in **Rural Ottawa**



Mayor's Message

It's my pleasure to share this toolkit to provide entrepreneurs helpful resources to start, grow, and scale a business in rural Ottawa.

Ottawa is home to many successful rural businesses. Our rural community is vital to our local economy and is part of what makes Ottawa unique and vibrant. The rural economy is a critical component of Ottawa's economic development strategy.

If you're a rural business owner, or you're planning to start your own business, I hope this toolkit will help you succeed by giving you access to valuable information, including specific programs and services that will support your growth.

When businesses thrive in rural Ottawa, it contributes to the success of our entire city, creating jobs and diversifying our economy. Let's keep working together to build a better future for every part of our wonderful city.

Sincerely,

Mark Sutcliffe, Mayor
City of Ottawa

Chair's Message

As Chair of the Agriculture and Rural Affairs Committee (ARAC) of Council, it is my great pleasure to present you with this resource toolkit to inform you of the many programs and services that exist to support businesses in rural Ottawa. As confirmed through consultations with rural businesses and residents, this information had been difficult to access efficiently. It is our sincere hope that this toolkit will help to overcome that hurdle.

Please continue to let me know if there are other programs and services that we can share with each other in support of maintaining rural Ottawa's economic vitality and its integration with its urban counterparts. We will strive to keep this toolkit current and expanding so please check back from time to time to stay abreast of changes.

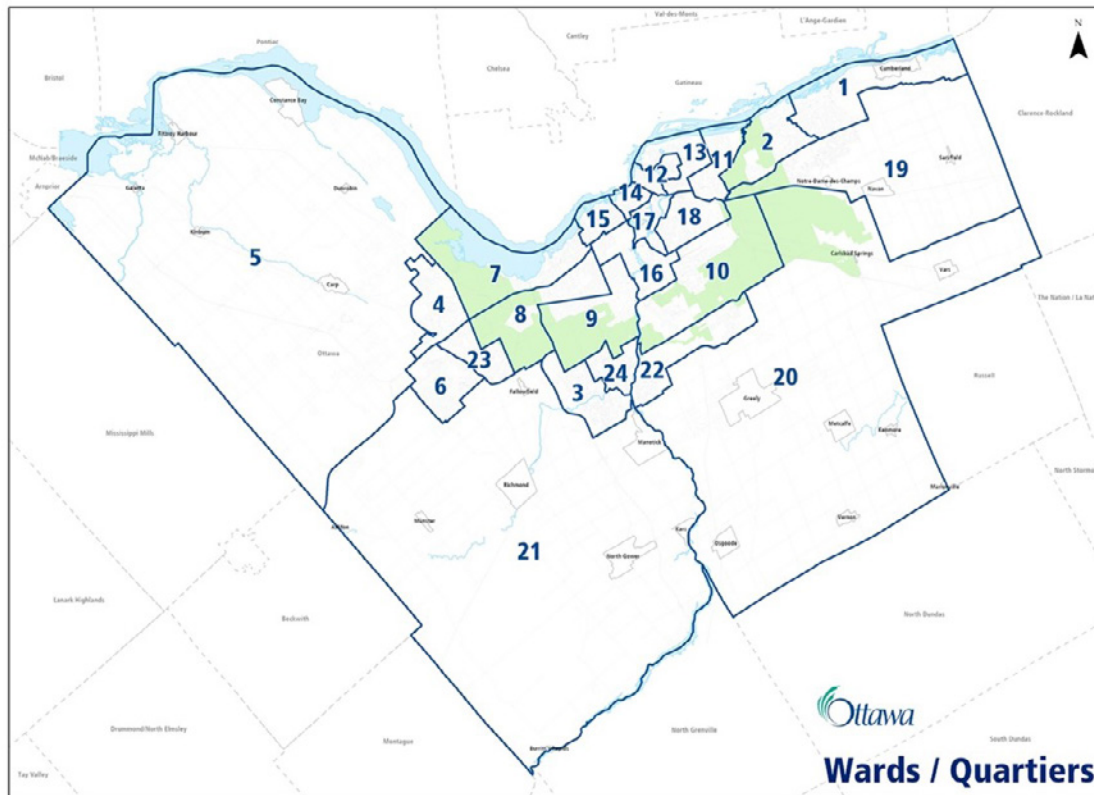
ARAC will be very focused on supporting small businesses in the rural areas of Ottawa during this Term of Council. Small businesses in the rural Wards of Ottawa are a critical component of a thriving rural community, and we will explore any, and all, means that allow for their success. As Chair of ARAC, I am happy to say that we will be continuing the open mic sessions at the end of each meeting to allow residents to come forward with their ideas for economic development in our rural areas.

Thank you for making Ottawa such a rich community with diverse perspectives and significant heritage roots.

Yours Truly,

George Darouze
Chair
Agriculture and Rural Affairs Committee of Council
City of Ottawa

Rural Ottawa Geography



Rural Ottawa is defined by Wards #1, #5, #19, #20 and #21. While there are urban elements in these Wards, and rural elements in some of the other Wards, these are the predominantly rural Wards.

Contacts:

Orléans East-Cumberland (Ward 1): Councillor Matthew Luloff (613) 580-2471 Matt.Luloff@ottawa.ca

West Carleton – March (Ward 5): Councillor Clarke Kelly (613) 580-2475 Clarke.Kelly@Ottawa.ca

Orléans South-Navan (Ward 19): Councillor Catherine Kitts (613) 580-2489 Catherine.Kitts@Ottawa.ca

Osgoode (Ward 20): Councillor George Darouze (613) 580-2490 George.Darouze@Ottawa.ca

Rideau-Jock (Ward 21): Councillor David Brown (613) 580-2491 Ward21@Ottawa.ca

Toolkit

This toolkit for businesses in Ottawa's rural areas is designed to assist existing and potential entrepreneurs and business owner/operators to gain awareness and direction on programming to support their diverse needs and interests. While some might view rural areas as having only a certain "type" of business, experience and knowledge of Ottawa's rural areas causes us to conclude that we have a wide diversity of business types and interests in our rural areas and, as such, we include all types of business programming in this toolkit.

If you would like to discuss your specific business needs and interests, please contact Ian Scott, Economic Development Officer in the City's Planning, Real Estate and Economic Development Department (Ian.Scott@ottawa.ca).



Rural Ottawa

Ottawa's economy is unique among Canada's major cities. Unlike Toronto, Calgary, Edmonton, Vancouver or Montreal, Ottawa's large rural area plays a pivotal role in overall economic diversity and growth and includes significant agricultural lands, aggregate resources, and rural hamlets and villages, along with technology and innovation businesses.

Further, Ottawa's character is differentiated from other Canadian cities because its rural area is interwoven with its urban core, providing proximate access to products, services, labour and consumer markets from rural locales.

With a contribution of over one billion dollars to the city's total GDP, the rural economy has seen strong population and employment growth with economic activity derived in large part from agriculture, retail sales, construction, tourism and manufacturing sectors.



The rural area in Ottawa is home to more than 2,000 businesses, of which 56 per cent are small establishments employing between one to four employees. Whereas other rural areas have large distances to cover to reach urban markets, Ottawa's rural region enjoys proximity to urban markets, services, labour, talent, technology, research and development institutes and post-secondary institutions.

Rural Ottawa contributes to the city's diverse quality of life offering, including recreation and tourism opportunities, agriculture and natural environment settings. Rich in heritage and offering lower density populations, Ottawa's rural areas maintain a self-sufficient and community-supportive nature that appeals to many residents here.

The Government of Canada also recognizes the importance of our rural areas, ensuring that they are maintained, enhanced and promoted nationally, and internationally, as a defining character of Canada.

http://www.publications.gc.ca/collections/collection_2020/infrc/T94-13-2019-eng.pdf



Table of Contents

The following annotated list of assistance programs is divided into federal, provincial, municipal, and regional divisions. Businesses are encouraged to become familiar with available programming and to explore further, where appropriate. The goal of this toolkit is to raise awareness of what assistance programs and services exist for businesses in rural Ottawa, consolidated into a single document, and to provide direction on accessing additional information.

A) OTTAWA MUNICIPAL PROGRAMS
([Pages 7-11](#))

B) LOCAL SUPPORT ORGANIZATIONS ([Page 12](#))

C) INVEST OTTAWA REGIONAL PROGRAMS
([Pages 13-15](#))

D) OTTAWA TOURISM PROGRAMS
([Pages 16-17](#))

E) PROVINCIAL PROGRAMS ([Pages 18-21](#))

F) FEDERAL PROGRAMS ([Pages 22-36](#))

Feedback and Contact ([Page 37](#))



A) OTTAWA MUNICIPAL PROGRAMS

Doing Business with the City

<https://ottawa.ca/en/business>

City properties for sale, procurement and investor relations.

Innovation Pilot Program

<https://ottawa.ca/en/economic-development-initiatives/innovation-pilot-program>

Provides companies the opportunity to test and quickly deploy their technology innovations in real-life testing environments with the City, or one of its economic development partners. The program provides companies with valuable feedback on their innovations, prior to scaling and production.

Locate Ottawa

<http://www.locateottawa.ca/>

Find business properties and demographic/marketing data at a sub-municipal level to help you site your business in the most advantageous location.

Research and Data for Business

<https://ottawa.ca/en/business/research-and-data>

Provides background and statistics to help with business planning.

Procurement

<https://ottawa.ca/en/business/procurement>

The City's Supply Services administers purchasing activities averaging more than \$1 billion annually, in accordance with the City of Ottawa Purchasing By-law and established policies and procedures.

A) OTTAWA MUNICIPAL PROGRAMS

Standing Offer Lists

<https://ottawa.ca/en/business/doing-business-city/procurement/standing-offers>

The City of Ottawa has more than 170 standing offers in place with 1000+ vendors authorized to do business with the City. Standing Offer opportunities are advertised on MERX <https://www.merx.com/> and the OCA (Ottawa Construction Association) <https://oca.ca/bids-projects/project-information/>

Community Improvement Programs

<https://ottawa.ca/en/business/get-help-starting-or-growing-your-business/programs-and-projects/community-improvement-programs>

Provides incentives for property owners to invest in redevelopment of their lands and/or buildings that are underutilized, idled, or in need of repair or in need of renovation. The program encourages these owners to update, renew, and in some cases, enlarge their developments.

BizPaL

<https://ottawa.ca/en/business/business-assistance-and-growth/permits-licences-and-applications-laws-and-garbage/business-licences#bizpal-business-permits-and-licences>

BizPaL was created to help identify what you may require, quickly and easily. The information you need is available from a single source; entrepreneurs spend less time dealing with red tape - saving effort and money in the process.

Business Ambassador for Food Establishments

<https://ottawa.ca/en/business/get-help-starting-or-growing-your-business/business-ambassador>

A Business Information Officer can walk you through the steps to establishing your food-related business in Ottawa.

A) OTTAWA MUNICIPAL PROGRAMS

Community Economic Development Funding Program

<https://ottawa.ca/en/city-hall/funding/economic-development-funding#:~:text=The%20CED%20Funding%20Program%20awards,annual%20funding%20maximum%20is%20reached>

Registered non-profit organizations may compete for annual grant funding to support new projects that are intended to help disadvantaged populations in Ottawa to overcome obstacles to the creation of businesses and jobs, and to access employment.

Ottawa Rural Affairs Office

<https://ottawa.ca/en/living-ottawa/rural-ottawa/rural-affairs-office>

The role of the Rural Affairs Office:

- To monitor and support issues affecting rural Ottawa, ensuring that current and emerging rural issues are a prime focus to City staff and Council.
- To facilitate a productive relationship between the City and its rural citizens by assessing the impact of the City's rural policies, by-laws and programs and negotiating change.
- To establish links with provincial and federal governments and to keep City officials informed of developments in legislative and policy efforts.
- Advocate for the rural perspective, in accordance with City Council's direction.

Ottawa Rural Funding Programs

<https://ottawa.ca/en/city-hall/funding/rural-funding>

The Rural Affairs Office administers grant funding programs including: The Ottawa Rural Clean Water Program (OWCRP) – The ORCWP provides funding for projects that protect surface water and groundwater quality (administered in partnership with the local Conservation Authorities); The Rural Association Partnership Program (RAPP) – The RAPP supports the rural economy by providing funding for rural business organizations, fairs and farmers' markets; and The Rural Community Building Grants Program (RCBGP) – the RCBGP support rural-based community project undertakings by non-profit organizations such as community associations and agricultural groups.

A) OTTAWA MUNICIPAL PROGRAMS

Property Development Process

<https://ottawa.ca/en/planning-development-and-construction/residential-property-regulations/development-application-review-process>

Provides help in the process of developing a property for your business.

Business Licensing

<https://ottawa.ca/en/business/business-assistance-and-growth/permits-licences-and-applications-laws-and-garbage/business-licences#bizpal-business-permits-and-licences>

If you own, and/or operate, a business in the City of Ottawa, you may require a municipal business license. This link provides a list of businesses that are licensed by the City of Ottawa and the locations at which applications for such licenses can be made.

City of Ottawa's Open Data Portal

<https://open.ottawa.ca/>

Find interesting datasets provided by the City of Ottawa. Make use of spatial data such as Wards, Cycling Network and Parks to build your own mapping applications. Perform analysis on tabular datasets like Water Quality, Traffic Collisions or Public Health Inspections. You can even build your own application that make use of the Open 311 and OC Transpo APIs!

Farm Diversified Uses By-law Amendments

https://documents.ottawa.ca/sites/documents/files/farm_business_guide_en.pdf

<https://ottawa.ca/en/business-and-tourism#section-on-farm-diversified-uses-by-law-provisions>

Several regulatory amendments have been made to permit small-scale commercial and industrial businesses in the rural area that are secondary to farming operations. This will permit farmers to branch out and add to their income. These uses must be compatible with local agricultural practices.

A) OTTAWA MUNICIPAL PROGRAMS

Examples of farm diversified uses may include, but are not limited to:

- Small-Scale Retail Shops
- Yoga Classes
- Furniture Makers or Artist Studios
- Small-Scale Restaurants or Bakeries
- Small-Scale Weddings
- Eco-Tourism
- Cold or Dry Storage for local farmers
- Value-added cider or wine production and sales

Directional Farm Signage Program

<https://ottawa.ca/en/living-ottawa/rural-ottawa/signage-programs#section-63f50957-3b08-42cd-b568-402f75d0c730>

The Directional Farm Signage Program is a unique initiative that:

- Assists the public to locate farm-based businesses in rural areas because they are often difficult to find and because of a lack of local landmarks or way finding guides
- Tackles the illegal sign proliferation along rural roadways - as these detract from the rural views and render legitimate signs ineffectual.



B) LOCAL SUPPORT ORGANIZATIONS

Business Improvement Areas and Business Associations

Business Improvement Areas (BIAs) permit local businesses and property owners within a defined district to join together, with the support of the municipality, and organize, finance, improve and promote the area as a business and shopping district. The collective voice of the BIA augments the marketing efforts of individual member businesses and draws consumers to the area for events and a diversified shopping experience. Administratively, BIAs collect an additional tax levy on commercial properties within a defined area to support members' democratically determined activities and events. Business Associations, on the other hand, are voluntary member-based entities that may collect membership fees, along with other fundraising activities, to undertake the activities and investments they choose with their members.

Manotick Business Improvement Area

<https://manotickvillage.com/>

Osgoode Ward Business Association

<https://www.facebook.com/OsgoodeWardBA/>

Carp Road Corridor Business Improvement Area

<http://www.carproadbia.ca/>

Village of Carp Business Improvement Area

https://www.facebook.com/VillageofCarpBIA/about/?ref=page_internal

Ottawa Board of Trade

<https://www.ottawabot.ca/>

Just Food

<https://justfood.ca/>

<https://savourottawa.ca/>



C) INVEST OTTAWA REGIONAL PROGRAMS

Invest Ottawa is the lead economic development program and service delivery agency for knowledge-based industries in Ottawa, facilitating economic growth and job creation. Invest Ottawa delivers programming that includes small business training, mentorship, acceleration for technology firms, foreign business investment attraction, local business retention and expansion in targeted sectors, product design and prototyping and human resources management.

IO Ignition Program

<https://www.investottawa.ca/venture-path/ignition/>

The Invest Ottawa Ignition Program is a 10-week boot camp designed to help Ottawa's entrepreneurs, at the early stages of building a technology start-up, to validate their ideas and solidify their business foundations.

Scale-Up Program

<https://www.investottawa.ca/scaleup/>

Invest Ottawa's Scale-Up Platform provides companies with access to:

- Strategic and specialized mentorship and advisory services matched to specific needs;
- Networks that provide connection to sector, customer, investor and partner groups; and,
- Programs to help build internal business, marketing and R&D (Research and Development) capabilities including talent development, attraction and retention, global market access and support, sales marketing and public relations, C-suite peer groups and seasoned growth coaches, intellectual property strategy and management, market intelligence, exclusive events, sector-specific programs, infrastructure and support and specialized programs for female founders and women-owned businesses.

C) INVEST OTTAWA REGIONAL PROGRAMS

Workshops and Events

<https://www.investottawa.ca/events/>

Invest Ottawa's calendar is home to workshops, networking events and community events which help support our local entrepreneurs and businesses.

Business Programs for Entrepreneurs

<https://www.investottawa.ca/small-business-programs/>

Our entrepreneurship programs and education centre provide the knowledge, expertise and resources to ideation, early-stage and established entrepreneurs and business owners who aim to start or grow a product- or service-based business.

IO Flex

<https://www.investottawa.ca/venture-path/flex/>

The IO Flex program was created to give founders and business leaders access to Early-Stage Advisors, cost-saving start-up perks, and a network of like-minded peers.

IO Flex is flexible to meet your needs when you need it most – giving you the key to a select roster of the best business resources for every phase of your business

Bayview Yards Prototyping Lab

[Prototyping Lab](#) | [Rapid Prototyping](#) | [Bayview Yards](#)

The Bayview Yards Prototyping Lab operates a full-service design studio, fabrication shop, and digital media lab under Invest Ottawa's management at its Bayview Yards location. The team has guided a wide variety of companies in many industries and stages, through every phase of the prototyping journey – from initial product and design strategy to detailed design, fabrication, iteration and validation.

The Bayview Yards Prototyping Lab offers a set of carefully curated packaged services designed to provide targeted support that meets your specific business needs. The Lab is outfitted with the expertise, capabilities, and equipment to adhere to any project's detailed specifications and requirements. ([Services – Bayview Yards Prototyping Lab](#)).

C) INVEST OTTAWA REGIONAL PROGRAMS

Area X.O

<https://areaxo.com/about-us/>

Area X.O is the future-plex of innovation and collaboration. Its state-of-the-art facility offers a safe and secure environment to create, test and demonstrate future mobility, autonomy and connected technologies, in such sectors as transportation, telecommunications, smart agriculture, defence, aerospace, public safety and smart cities. Having evolved from the Ottawa L5 Connected and Autonomous Vehicle Facility, Area X.O is proudly established and led by Invest Ottawa.

Ottawa Smart Farm

<https://areaxo.com/smart-agriculture/>

Area X.O is home to the Ottawa Smart Farm – an AgriTech innovation playground. The smart farm brings together autonomous systems, sensors, internet of things (IOT) technologies, telecommunications, big data, analytics, robotics, drones and connected and autonomous vehicles (CAVs) to improve farm productivity and lower their environmental footprint.

Why Ottawa

<https://whyottawa.ca/>

- Access to talent
- Cost of doing business
- Gateway to the World (Embassies and Consulates)
- Research and Development Capabilities (Including Colleges & Universities and Federal Research Labs)
- Quality of Life (Including <https://www.ottawatourism.ca/see-and-do/>)
- <https://whyottawa.ca/contact-us/>

D) OTTAWA TOURISM PROGRAMS

Ottawa Tourism is Ottawa's non-profit Destination Marketing Organization whose mission is to profile Ottawa as a great place for tourists to visit. Its members are promoted locally, nationally and internationally as attractions to the area for business and recreational pursuits. As a key feature of the Ottawa value proposition for tourists, rural Ottawa is promoted as part of the overall Ottawa tourism experience package.

Destination Development Fund

<https://ottawatourism.ca/en/destination-development/fund>

Priority Areas • Rural Tourism • Indigenous Tourism • Waterfront/shoreline tourism development • Projects to enhance destination image of Ottawa • Improvement of the visitor experience • Cycling experience • Bilingualism and/or francophone tourism • Expansion of cultural tourism offering. Funding support of up to a maximum of 50 per cent of eligible costs may be considered.

Attractions, Facilities, and Tourism Infrastructure Projects • Development, expansion or upgrading of a tourist attraction, activity, facility or service. • Construction, expansion or improvement of a tourist facility, and tourism infrastructure projects.

Tourism Innovation Fund • Unique events, held in scenic, lesser-known locations, that present a vibrant and dynamic image of Ottawa showcasing non-traditional venues in order to promote Ottawa as a unique destination.

Tourism Studies • Studies by professional consultants to validate the financial viability of a proposed tourism-oriented project with the capacity to generate economic benefits for several partners within Ottawa's Priority Areas (see above) as well as Ottawa's Place Brand.

Expansion of the regional and/or niche tourism offer • Creating tourism routes and circuits, developing themed tourism experiences or products, and other initiatives that expand the regional tourism proposition to tourists. Projects must demonstrate sustainability and be designed for a long-term operation.

D) OTTAWA TOURISM PROGRAMS

Ottawa Place Branding

<https://canadainonecity.ca/>

Ottawa Tourism and the City of Ottawa have been collaborating to define and develop a place brand for the city based on Ottawa's Place DNA™. Understanding what defines Ottawa as a great place to live, work, play, invest, study and visit, creates opportunities to enhance Ottawa's reputation through the sharing of stories and experiences that stem from our city's identity.

An important first step is creating a city-wide brand-community of marketers, communicators and storytellers committed to utilizing Ottawa's Place DNA™. To help you get started, we want to provide you with the necessary tools to leverage specific brand themes throughout your stories. We hope you will explore the tools available here to learn more about Ottawa's Place DNA™ and become a brand ambassador for our city and help enhance Ottawa's reputation as a world-class capital.

General inquiries: 1-833-864-7839
info@ottawatourism.ca



E) PROVINCIAL PROGRAMS

Summer Company (Ministry of Economic Development, Job Creation & Trade/ InvestOttawa)

<https://www.ontario.ca/page/start-summer-company-students>

Learning how to run your own student business is one of the best summer jobs you can have. You get to be your own boss while learning what it takes to manage a business. Sales, marketing, bookkeeping, customer relationship management and networking are just a few of the highly useful skills you'll develop. Successful Summer Company applicants get:

- up to \$1,500 up-front to help with start-up costs; and,
- up to \$1,500 when you successfully complete the program requirements

Starter Company Plus (Ministry of Economic Development, Job Creation & Trade/InvestOttawa)

Small business: [advice, support services, regulations | ontario.ca](#)

<https://www.investottawa.ca/starter-company-plus/>

Through Starter Company Plus, you can:

- get one-on-one guidance from a Small Business Enterprise Centre advisor
- participate in business workshops, seminars and/or networking events
 - topics range from writing a business plan and budgeting to developing and executing marketing campaigns
- talk to a mentor with experience in starting, expanding or buying a small business

You can also apply for a grant of up to \$5,000.

These supports are available if you want to start a new company, expand an existing company or buy a business in Ontario.

E) PROVINCIAL PROGRAMS

Small Business Enterprise Centres (Ministry of Economic Development, Job Creation & Trade/InvestOttawa)

[Small Business Enterprise Centre locations | ontario.ca](#)

[Small Business Programs - Invest Ottawa](#)

A provincial network of centres can help you start or grow a business. These centres offer:

- free consultations with a qualified business consultant
- internet and computer access for business research and planning
- review of business plans
- consultations through a lawyer or accountant referral service
- up-to-date information for entrepreneurs
- access to directories, trade indexes and books
- workshops and seminars
- guidance on licenses, permits, registration, regulations and other documents you need to start a business
- import and export information
- information on patents, copyright and trademarks
- mentoring and networking opportunities

The Small Business Enterprise Centre in Ottawa is located at Invest Ottawa in the Bayview Yards Innovation Centre ([Small Business Programs - Invest Ottawa](#)). There are also Centres in the areas bordering Ottawa which are available to entrepreneurs in rural Ottawa. These include:

- Leeds and Grenville: [Home - LGSBC \(lgsmallbusiness.com\)](#)
- Prescott and Russell: [Entrepreneurship Centre - United Counties of Prescott and Russell \(prescott-russell.on.ca\)](#)
- Lanark, North Leeds: [Small Business Advisory Centre – Smiths Falls / Lanark County /Leeds Grenville \(smallbizcentre.ca\)](#)
- Renfrew County: [Enterprise Renfrew County](#)

E) PROVINCIAL PROGRAMS

EODF (Eastern Ontario Development Fund): Business Stream

<http://www.omafr.gov.on.ca/english/food/industry/east-ont-dev-fund.htm>

<https://www.ontario.ca/page/available-funding-opportunities-ontario-government#section-19>

The Eastern Ontario Economic Development Fund is designed to help businesses create new jobs, and invest in new technologies, equipment or skills training for workers. It will also support economic development projects that will attract or retain investment in Ontario-based industries and communities.

Investment Accelerator Fund (Delivered through Invest Ottawa)

<https://www.marsiaf.com/why-iaf>

We invest at the seed stage, with investments of up to \$500K. We do 10-12 deals per year but see well over 300 companies.

OCI (Ontario Centre of Innovation) Ready 4 Market Fund

<https://www.oc-innovation.ca/programs/ready-4-market/>

Ready 4 Market (R4M) is Ontario's leading pre-seed investment fund. Through the fund, OCI co-invests with angel and other investors in early-stage Ontario-based start-ups with competitive Intellectual Property (IP), commercializing transformative technologies to support their growth into scalable businesses.

OCI (Ontario Centre of Innovation) Collaborate 2 Commercialize

<https://www.oc-innovation.ca/program-nav/voucher-for-innovation-and-productivity-vip/>

The Collaborate 2 Commercialize program supports the collaboration between Academia and Industry to solve an industry-based problem and drive the commercialization of Intellectual Property [IP]. The institution will leverage the unique skills and specialized infrastructure that is instrumental to streamline internal innovations and commercialization needs. Resulting in targeted training of individuals and direct engagement with Industry to work on commercially viable solutions.

E) PROVINCIAL PROGRAMS

OCI (Ontario Centre of Innovation) ENCQOR (Evolution of Networked Services through a Corridor in Quebec and Ontario) 5G SME (Small- and Medium-Sized Enterprises) Technology Development Program

<https://www.oc-innovation.ca/programs/encqor-5g/>

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.

- Maximum funding per project is defined by the posted Challenge Statement
- Funding available for Challenges ranges from \$50,000 to \$500,000 for SME based projects

OCE (Ontario Centres of Excellence) Life Sciences Innovation Fund

<https://www.oc-innovation.ca/programs/life-sciences-innovation-fund/>

The Life Sciences Innovation Fund (LSIF) is an early-stage co-investment fund that supports companies in Life Sciences and Healthcare Technologies sectors related to human health. The fund is aimed at addressing the unique challenges faced by life sciences entrepreneurs moving innovative and capital-intensive investments from a conceptual stage through to commercialization.

Eligible companies will receive up to \$500,000 in early-stage risk capital to scale their made-in-Ontario health solution both at home and in global markets.

Canada-Ontario Job Grant Program

<https://www.tcu.gov.on.ca/eng/eopg/cojg/index.html>

Employers can get up to \$10,000 in government support per person for training costs.

F) FEDERAL PROGRAMS

MIF - Matching Investment Fund (Canadian Dairy Commission)

<https://www.cdc-ccl.ca/en/node/748>

Your project could receive up to \$50,000 for consultations and \$250,000 for product development from the MIF. This funding must be matched with cash or in-kind by your business. Projects that use milk protein concentrate or skim milk powder may qualify for higher levels of funding. If you are a small business (less than 25 employees) with a consultation project not exceeding \$5,000 in costs, you are exempt from the matching investment requirement. In this case (up to 100 per cent of eligible costs may qualify for reimbursement).

NRC (National Research Council) IRAP (Industrial Research Assistance Program) Innovation Assistance Program

<https://nrc.canada.ca/en/support-technology-innovation/financial-support-technology-innovation-through-nrc-irap>

NRC has programming to provide financial support for innovation to assist Canadian small and medium-sized enterprises (SMEs).

Business Scale-up and Productivity (FedDevOntario – Federal Economic Development Agency for Southern Ontario)

<https://www.feddevontario.gc.ca/eic/site/723.nsf/eng/02466.html?OpenDocument>

No-interest, repayable contributions from \$500,000 up to \$10 million per project.

- Innovative and globally-oriented businesses seeking to accelerate their growth.
- High-potential firms (including accelerator graduates) that are commercializing innovative products, technologies and processes.
- Firms with scale-up potential looking to improve productivity through the adaptation/ adoption of highly innovative, first-of-its-kind technologies with the goal of global competitiveness and market expansion.
- Entrepreneurs and businesses in rural areas looking to grow, commercialize and improve productivity.

F) FEDERAL PROGRAMS

Regional Innovation Ecosystem (FedDevOntario - Federal Economic Development Agency for Southern Ontario)

<https://www.feddevontario.gc.ca/eic/site/723.nsf/eng/02474.html?OpenDocument>

Non-repayable contributions from \$500,000 up to \$10 million per project.

- 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.



F) FEDERAL PROGRAMS

Community Economic Development and Diversification (FedDevOntario - Federal Economic Development Agency for Southern Ontario)

<https://www.feddevontario.gc.ca/eic/site/723.nsf/eng/02475.html?OpenDocument>

Non-repayable contributions from \$250,000 up to \$5 million per project for not-for-profit organizations. No interest, repayable contributions from \$250,000 up to \$5 million per project for incorporated businesses, including Indigenous businesses.

- 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.

Women Entrepreneurship Knowledge Hub

<https://www.ic.gc.ca/eic/site/114.nsf/eng/home>

Carleton University: One-stop source of knowledge, data and best practices for women entrepreneurs.

The Canada Business App (on App Store or Google Play)

https://www.ic.gc.ca/eic/site/icgc.nsf/eng/h_07670.html

The Canada Business App helps navigate funding and assistance programs for businesses via a handy mobile app.

F) FEDERAL PROGRAMS

Canada Media Fund: Experimental Stream

<https://www.cmf-fmc.ca/programs-deadlines>

The Experimental Stream encourages the development of interactive digital media content and software applications that are innovative and leading-edge. Projects must be connected to the Canadian cultural sector.

Canadian International Innovation Program

<https://www.tradecommissioner.gc.ca/funding-financement/ciip-pcii/index.aspx?lang=eng>

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.

Canada Small Business Financing Program

<https://www.ic.gc.ca/eic/site/csbfp-pfpec.nsf/eng/home>

Loans to a maximum of \$1 million to establish your start-up or to expand, or improve, your small business (for the purchase or improvement of commercial properties but not to finance, among other things, working capital, inventory, labour or advertising). If used for the purchase or improvement of equipment, including business vehicles, and for renovations to leased property by a tenant, loans are capped at \$350,000.

CanExport Program (Global Affairs Canada)

<https://www.tradecommissioner.gc.ca/funding-financement/canexport/index.aspx>

Personalized advice and up to \$75,000 in funding to help Canadian small- and medium-sized enterprises (SMEs) break into new international markets.

F) FEDERAL PROGRAMS

Canadian Digital Media Network Soft Landing Program (currently closed to applications)

Check website for application timelines and further details

<http://cdmn.ca/program/soft-landing>

Support qualified, mature start-ups and scale-ups to get exposure to business opportunities outside of Canada. The goal of the program is to support Canadian tech-driven companies to open new markets, close international sales, secure investment and connect with new partners abroad. Successful candidates will receive up to \$4,000 CAD in reimbursable expenses to help offset transportation and accommodation costs. The program also offers grants to reimburse costs associated with co-working space in-market within the approved travel time frame. The location and specific landing facility are always determined by the company based on their business needs and market pull.

Connect Canada Internship

<http://connectcanadainternships.ca/program-overview/>

Matches graduate students and post-doctoral fellows with private-sector host companies (industry partner) for research internships. Internship stipend of \$10,000, is funded equally between the industry partner and Connect Canada.



F) FEDERAL PROGRAMS

National Research Council – Industrial Research Assistance Program

<https://nrc.canada.ca/en/support-technology-innovation/nrc-irap-advisory-services>

Gain a trusted advisor for your project by tapping into our team of more than 250 Industrial Technology Advisors across Canada. ITAs offer technical and business advice, referrals, and other services from concept to commercialization.

NRC (National Research Council) Advanced Manufacturing Program

<https://nrc.canada.ca/en/research-development/research-collaboration/programs/advanced-manufacturing-program>

Our advanced manufacturing experts work with collaborators from industry, academia, supercluster groups (namely Next Generation Manufacturing Canada (N Gen)), as well as other government departments and agencies to position Canada's manufacturing sector for economic growth and global success.



F) FEDERAL PROGRAMS

NRC (National Research Council) Artificial Intelligence Design Challenge Program

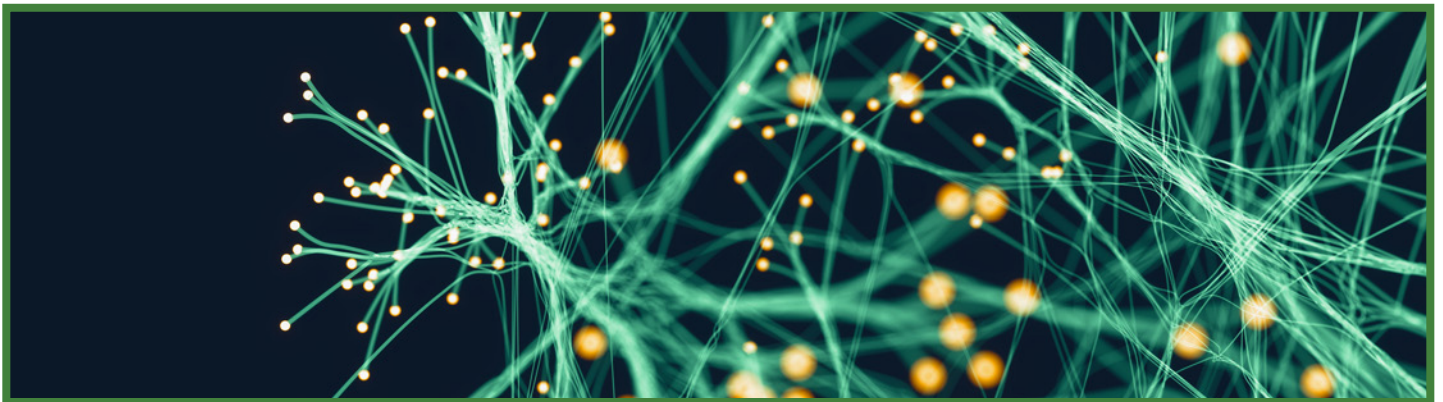
<https://nrc.canada.ca/en/research-development/research-collaboration/programs/artificial-intelligence-design-challenge-program>

We invite collaborators at Canadian and international universities, colleges, centres of excellence, not-for-profit organizations, governmental research organizations, and highly innovative firms with an interest in applying Artificial Intelligence to scientific discovery and development to express their interest in collaborating with the program. Contribution funding is available to help defray the costs of research for academic institutions, small- to medium- sized enterprises, and other eligible recipients collaborating with the National Research Council.

NRC (National Research Council) Artificial Intelligence Logistics Supercluster Support Program

<https://nrc.canada.ca/en/research-development/research-collaboration/programs/artificial-intelligence-logistics-supercluster-support-program>

We invite scale AI members, academic and public-sector researchers, shippers and transporters of all kinds, and highly innovative firms to express their interest in collaborating with NRC researchers to apply Artificial Intelligence and data analytics to solve current and arising logistics challenges. Organizations collaborating with the NRC in support of the program's objectives can apply to the NRC's National Program Office for grant and contribution funding towards eligible research costs.



F) FEDERAL PROGRAMS

NRC (National Research Council) Biologics and Biomanufacturing Program

<https://nrc.canada.ca/en/research-development/research-collaboration/programs/biologics-biomanufacturing-program>

With its collaborators, NRC is accelerating biologics development and manufacturing up to early clinical trials, reducing risk and adding value for each product.

NRC (National Research Council) High Performance Buildings Program

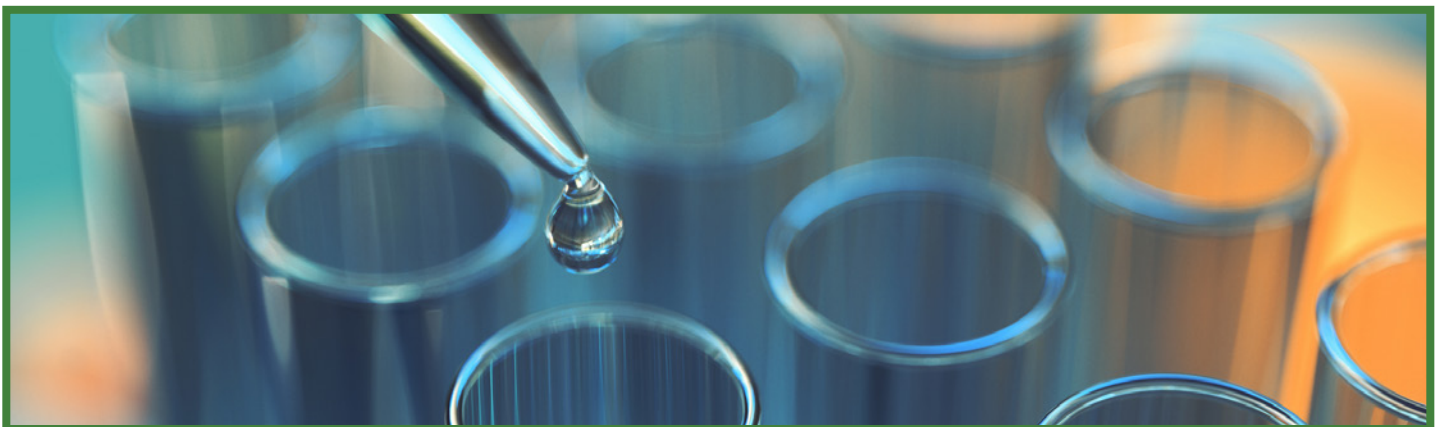
<https://nrc.canada.ca/en/research-development/research-collaboration/programs/high-performance-buildings-program>

Enables the commercialization of validated technologies and offers new services to reduce energy use while providing building owners with a compelling payback without compromising the health, safety or comfort of building occupants.

NRC (National Research Council) Industrial Biotechnology Program

<https://nrc.canada.ca/en/research-development/research-collaboration/programs/industrial-biotechnology-program>

Works with Canadian companies to overcome technology hurdles in producing high-value chemicals, ingredients and products from renewable biomass as an alternative to traditional feedstocks.



F) FEDERAL PROGRAMS

NRC (National Research Council) Sustainable Food Research Technologies Program

<https://nrc.canada.ca/en/research-development/research-collaboration/programs/sustainable-food-research-technologies-program>

Promotes the development of sustainable food systems in Canada, with a focus on alternative proteins. Our technical and research staff have expertise in oilseeds, cereals, fruit, pulses and algae. We have a long history in agri-food-related innovation with capabilities that can help transform these resources into value-added and sustainable products that will lead to the export of new products to global markets.

NRC (National Research Council) IRAP (Industrial Research Assistance Program) Accelerated Review Process

<https://nrc.canada.ca/en/support-technology-innovation>

IRAP ARP grants focus on solving an internal technical challenge with a focus on adopting technology and processing enhancements. These projects are often focused on early-stage research or development activities, and the exploration of new technology-based market opportunities. Activities include assessment and development of technologies to improve internal processes, feasibility studies and assessments for new services/product ventures, and prototype engineering activities. Funding Contribution: Maximum \$50,000 research and development grant (supporting up to 80 percent of direct labour and 50 percent sub-contractor costs).

NRC (National Research Council) IRAP (Industrial Research Assistance Program) Mid-Size Project Research Grants

<https://nrc.canada.ca/en/support-technology-innovation>

IRAP Mid-Size Projects must focus on overcoming technical uncertainties and risks through the development and commercialization of innovative products. These are often projects focused on the development of new products that fill a current market void. Activities include process or product development, commercialization, or customization for particular customers. Funding Contribution: Up to \$10 million in technology development grants (supporting up to 65 to 80 percent of labour costs for employees directly involved in the project).

F) FEDERAL PROGRAMS

NRC (National Research Council) IRAP (Industrial Research Assistance Program) Student Employment Program and Youth Employment Program (YEP)

<https://nrc.canada.ca/en/corporate/careers/nrc-student-employment-program>

<https://nrc.canada.ca/en/support-technology-innovation/nrc-irap-funding-hire-young-graduates>

The Student and Youth Employment Programs offer financial assistance to offset the cost of hiring young talent (including students and recent graduates) to work on projects with R&D, engineering, multimedia or market analysis components or to help develop a new product or process. These programs support a cost-share of the youth candidate's salary costs. You remain responsible for other expenses, including benefits and overhead costs.

Strategic Innovation Fund

<https://ised-isde.canada.ca/site/strategic-innovation-fund/en>

The Strategic Innovation Fund (SIF) provides financial support to projects that will improve Canada's innovation performance while providing economic, innovation and public benefits to Canadians. The SIF supports four types of projects:

- Stream 1: R&D projects that will accelerate technology transfer and commercialization of innovative products, processes and services.
- Stream 2: Projects that facilitate the growth and expansion of firms in Canada.
- Stream 3: Projects that attract and retain large scale investments to Canada.
- Stream 4: Projects that advance industrial research, development and technology demonstration through collaboration between academia, non-profit organizations and the private sector.
- The SIF also provides support in targeted areas:
 - Steel and aluminum: up to \$250 million in new support to help bolster the competitiveness of Canadian manufacturers and better integrate the Canadian supply chain of steel and aluminum.
 - Low Earth orbit satellites: up to \$100 million over five years to improve access to Internet and wireless services in rural areas at more affordable prices.

F) FEDERAL PROGRAMS

Innovation for Defence Excellence and Security (Canadian Department of National Defence)

<https://www.canada.ca/en/department-national-defence/programs/defence-ideas.html>

Innovation for Defence Excellence and Security (IDEaS) has been posting Challenges for the Canadian Innovation Community. The various elements of IDEaS, which include Competitive Projects, Contests, Innovation Networks, Sandboxes, and Innovation Assessment & Implementation are going to be used to present these Challenges to you!

Be sure to check out the Current Opportunities and Future Opportunities today and see where your ideas may be part of the solution!

Innovative Solutions Canada

<https://www.ic.gc.ca/eic/site/101.nsf/eng/home>

Innovative Solutions Canada helps Canadian innovators by funding R&D and testing prototypes in real-life settings. We have two streams with a combined funding of over \$140 million dedicated to Canadian innovators who want to start, grow and get to market.

NSERC (Natural Sciences and Engineering Research Council) Canada Alliance Grants

https://www.nserc-crsng.gc.ca/Innovate-Innover/alliance-alliance/index_eng.asp

Alliance grants encourage university researchers to collaborate with partner organizations, which can be from the private, public or not-for-profit sectors. These grants support research projects led by strong, complementary, collaborative teams that will generate new knowledge and accelerate the application of research results to create benefits for Canada. Partner organizations must collectively support the project through cash and/or in-kind contributions. In addition, every partner organization must do at least one of the following:

- play an active role in the project's research activities
- utilize the project's research results and achieve its desired outcomes
- play an active role in mobilizing knowledge to ensure that the research results have an impact

F) FEDERAL PROGRAMS

Canada-Ontario Job Grant

<https://www.tcu.gov.on.ca/eng/eopg/cojg/index.html>

Canada-Ontario Job Grants facilitate the delivery of short-term training to existing and new employees. Important to know:

- Employers can get up to \$10,000 in government support per person for training costs.
- The training must be delivered by an eligible, third-party trainer.
- Employers with 100 or more employees need to contribute 1/2 of the training costs. Small employers with less than 100 employees need to contribute 1/6 of training costs.

CanExport – Innovation

https://www.tradecommissioner.gc.ca/funding_support_programs-programmes_de_financement_de_soutien.aspx?lang=eng

Canadian innovators who aim to commercialize technology can access up to \$75,000 in funding to establish new R&D collaborations with foreign partners to co-develop, validate or adapt their technologies for commercialization.

CanExport – SMEs

<https://www.tradecommissioner.gc.ca/funding-financement/canexport/sme-pme/index.aspx?lang=eng>

Canadian small and medium-sized enterprises (SMEs) may choose up to (5) export markets to target, where your company has no or minimal business. Up to \$50,000 in CanExport SMEs funding may cover up to 50% of your international market development activities.

F) FEDERAL PROGRAMS

AgrilInvest Program

<https://agriculture.canada.ca/en/agricultural-programs-and-services/agriinvest>

AgrilInvest is a self-managed producer-government savings account designed to help you manage small income declines and make investments to manage risk and improve market income.

Agricultural Clean Technology Program

<https://agriculture.canada.ca/en/agricultural-programs-and-services/agricultural-clean-technology-program-research-and-innovation-stream>

A program to create an enabling environment for the development and adoption of clean technology that will help drive the changes required to achieve a low-carbon economy and promote sustainable growth in Canada's agriculture and agri-food sector.

Mitacs (Mathematics of Information Technology and Complex Systems) Accelerate

<https://www.mitacs.ca/en/programs/accelerate#business>

Solve your research challenges with academic expertise, leveraged funding, and one-to-one support from Mitacs. Internships start at four months and can scale up as much as you need — your financial contribution starts at \$7,500 per four-month term (50%).

Canada Book Fund Publishers Business Development

<https://www.canada.ca/en/canadian-heritage/services/funding/book-fund/business-development/application-guidelines.html>

Publishing internships

Up to 50% of the total eligible expenses or \$15,000.

In the case of Indigenous interns, visible minority interns, interns from official language minority communities or interns with a print disability, up to 75% of the total eligible expenses or \$22,500.

Technology internships

Up to 70% of the total eligible expenses or \$20,000.

In the case of Indigenous interns, visible minority interns, interns from official language minority communities or interns with a print disability, up to 90% of eligible expenses or \$20,000.

Business planning

Up to 50% of the total eligible project-related costs or \$50,000.

In the case of Indigenous or official language minority publishers, up to 75% of the total eligible expenses or \$50,000.

F) FEDERAL PROGRAMS

Canadian International Innovation Program

<https://www.tradecommissioner.gc.ca/funding-finance/ciip-pcii/index.aspx?lang=eng>

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.

Canada Space Agency Funding Opportunities Announcements

<https://www.asc-csa.gc.ca/eng/funding-programs/funding-opportunities/default.asp>

Sustainable Development (SD) Technology Fund and Seed Fund (SDTC - Sustainable Development Technology Canada)

<https://www.sdtc.ca/en/>

The SD Tech Fund supports projects that are pre-commercial and have the potential to demonstrate significant and quantifiable environmental and economic benefits in one or more of the following areas: climate change, clean air, clean water and clean soil. The SDTC Seed Fund accepts nominations four times per year from partner accelerators. The Seed Fund provides up to \$100,000 in funding to early-stage cleantech entrepreneurs.

Soft Landing Program (Canadian Digital Media Network) – Applications Currently Closed

<http://cdmn.ca/program/soft-landing>

Supports Canadian tech driven companies to open new markets, close international sales, secure investment and connect with new partners abroad. Successful candidates will receive up to \$4,000 CAD in reimbursable expenses to help offset transportation and accommodation costs. The program also offers grants to reimburse costs associated with co-working space in-market within the approved travel time frame. The location and specific landing facility are always determined by the company based on their business needs and market pull.

F) FEDERAL PROGRAMS

Canada Summer Jobs

Check our website for application timelines and further details

<https://www.canada.ca/en/employment-social-development/services/funding/canada-summer-jobs.html>

The program provides wage subsidies to employers from not-for-profit organizations, the public-sector, and private sector organizations with 50 or fewer full-time employees, to create quality summer work experiences for young people aged 15 to 30 years. As in 2019, funded employers are no longer restricted to hiring students: all youth aged 15 to 30 years may be eligible participants.

Futurpreneur Canada

<https://www.futurpreneur.ca/en/>

Futurpreneur assists aspiring business owners, aged 18 to 39 years old, who are Canadian citizens or permanent residents living in Canada with loans and mentorship. We offer collateral-free loans at better interest rates than most banks. We are able to finance up to \$20,000 per business. We may also help access Business Development Bank of Canada loans of up to \$40,000.⁶



FEEDBACK AND CONTACT

If you would like to discuss your particular business needs and interests, please contact Ian Scott, Economic Development Officer in the City's Planning, Real Estate and Economic Development Department (613) 580-2424 x 29607 (Ian.Scott@ottawa.ca). Please also contact Ian to offer improvements to this toolkit, including experiences in accessing programs contained in the toolkit, or any additions or corrections which should be made. We will endeavour to keep this toolkit up-to-date so please check back for changes, deletions or new programs. The title page will indicate the date of last modifications. Thank you.

