

# Central Counties Funding Workshop

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**Business Services Branch,  
Business Partnerships and Programs Division,  
Ministry of Economic Development,  
Job Creation and Trade**

# BUSINESS PARTNERSHIPS AND PROGRAMS

**The Business Partnerships and Programs division provides a “one window” approach for existing and new businesses to obtain advice, services and supports to reduce barriers and maximize success both in Ontario and globally.**

*Please note: Ontario programs may change subject to new government direction.  
Programs are available to companies operating in Ontario and are subject to eligibility criteria.*

# BUSINESS SERVICES BRANCH

**Provides field support to established, fast growing (or who want to be), profitable SME's, \$2M+ in revenue, 10 to 499 employees, with a tradeable service or product**

**Services delivered by Business Advisors who act as single point of contact for SME's spanning Federal, Provincial, Municipal and Private sector relationships**

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# BUSINESS SERVICES OFFICES

- 12 field services offices located across Southern Ontario
- Staffed by 26 Business Advisors who support growth and expansion activities for SME's such as:
  - Government Programs
  - Technology Adoption
  - Increased Sales / Exports
  - Enhanced Productivity
  - R&D and Commercialization
  - Training & Hiring
  - Financing & Investments
  - Organizational Strengthening



# ROLE OF A BUSINESS ADVISOR

- **Develop long term SME client relationships**
- **Through in-depth consultation, learn about client opportunities, develop an understanding of challenges, and provide customized advice on applicable programs, grants, and services**
- **One stop triage service providing introductions to all levels of government, institutions, associations, and stakeholders**
- **Maintain active connections with local business communities and work directly with local economic development partners across Ontario**

# EXPORT PROGRAMS & RESOURCES

# EXPORT

## CanExport

Federal Program to assist SME's who are seeking to develop **new export opportunities and markets, especially high-growth emerging markets:**

- Maximum annual contribution per applicant is set at \$99,999 per fiscal year
- Minimum contribution of \$10,000 per project and a max of \$50,000 per project
- Open to projects in any sector, except agriculture and processed food, fish and seafood, and wine, beer and spirits

Applicants must:

- Have a minimum of one full-time employee up to a maximum of 250
- Have no < \$200,000 and > than \$50 million in annual revenue

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# FOREIGN TALENT ACQUISITION



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## Ontario Immigrant Nominee Program (OINP)

- Designed to help Ontario meet its labour market and economic development priorities
- Allows Ontario firms to nominate individuals for permanent residence who have the skills and experience to contribute to Ontario's economy, and assists employers in recruiting and retaining foreign workers

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# JOB CREATION TRAINING

ONTARIO  
CANADA

WHERE  
THE WORLD  
IS GOING

# JOB TRAINING GRANTS

## Canada Ontario Job Grant (COJG)

- Supports Canadian business of all sizes and sectors to help employers train new, or existing employees to excel and succeed in jobs that need to be filled
- Training is employer-driven and third-party service provider delivered
- Companies with over 100 employees may receive up to 50% of eligible training costs for a max of \$10,000 per trainee
- Companies with less than 100 employees may receive up to 100% of eligible training costs for a max of \$15,000 per trainee
- Eligible training costs includes tuition, or other training provider fees; textbooks, software and other required materials incl. some tools (max.\$500 per trainee); examination fees; and travel costs (\$500 max per trainee)
- Through Ministry of Training Colleges and Universities (MTCU)

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# FOREIGN DIRECT INVESTMENT

Trade & Investment - MEDJCT

# Thank You!

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