



**Business Advisory Services**

Ministry of Economic Development and Trade



**“Growing Ontario businesses  
makes a critical  
contribution to  
the province’s economic prosperity”**

## → Business Advisory Services



**26 business advisors in 12 regional offices in southern Ontario provide direct consulting services**

Bracebridge

Hamilton

**Kingston**

Kitchener

London Regional Office

Midhurst

**Ottawa Regional Office**

**Peterborough**

St. Catharines

Toronto Regional Office

Whitby

Windsor

**Note: In Northern Ontario the Ministry's Business Advisory Services offices are coordinated by the Ministry of Northern Development, Mines and Forestry.**

**Call toll-free: 1-800-461-2287, or fax (705) 945-5931.**

## → Business Advisory Services



**Business Advisory Services** help high performing businesses that have goods or services to become more competitive and to grow both domestically and internationally.

- **Domestic and Export Market intelligence**
- **Market development support, including export assistance**
- **Accessing financial support**
- **Support for innovation and new technology**
- **Access to government programs and events**
- **Update on Oil Sands**
- **Energy conservation/lean manufacturing**

- **The Wisdom Exchange**

Exclusive event for high-performing Ontario firms

Share best practices with CEO peer

- **The Leading Growth Firms Series of Reports**

The series researches and promotes the effective management practices of CEOs, presidents and owners of Ontario's innovative, high-performance firms.

- **Opportunity Alerts –**

Linking Ontario firms with domestic and international opportunities for new business

- **Energy Conservation workshops**

## → Markets Intelligence Reports



### **GARTNER.com**

Reports - provides market intelligence for the IT company with access to Magic Quadrant, Hype Cycles and Market Core Reports.

### **DATAMONITOR.COM**

program provides access to a world-leading provider of premium global business information, independent data, analysis and opinion across the Automotive, Consumer Markets, Energy & Utilities, Financial Services, Logistics & Express, Pharmaceutical & Healthcare, Retail, Sourcing, Technology and Telecoms industries.

## → Eastern Ontario Development Fund



An \$80-million provincial government grant program to provide up to 15 per cent of the total eligible expenses for private sector companies to a maximum of \$1.5 million per project; and 50 per cent for qualified economic development projects of agencies, associations and NGOs valued at \$100,000 or more.

**Terms/Assistance/Benefits:** Businesses must invest \$500,000 or more in qualified projects that create at least 10 jobs over five years. Firms must be located in Eastern Ontario and currently employ at least 10 people. Sector focus includes manufacturing; processing; tourism; business services; cultural industries; technology and green technology development.

[www.ontario.ca/easternfund](http://www.ontario.ca/easternfund)

## → Export Market Access – A Global Expansion Program



**A 50/50 cost-sharing grant to help Ontario SMEs cover costs incurred to develop export sales in foreign**

### **Terms/Assistance/Benefits:**

Covering up to 50% of eligible costs incurred to develop export sales.

The funding range from a minimum of \$5,000 to a maximum of \$30,000.

Minimum of 5 employees to a maximum of 500 employees.

Have minimum annual sales of \$500,000.

Funding decisions will be made in 30 business days.

**<http://exportaccess.ca>**



## → Innovation Ontario Demonstration Fund (IDF)



### Description:

- Non-interest bearing repayable or forgivable loans; royalty agreements and equity participation to help commercialize innovative technologies.  
Focus: Environmental, Alternative Energy, Bio-Products, Hydrogen at the pilot stage development. Impact on societal needs and challenges in the areas of: Environmental benefits; Waste minimization; Alternative energy development

**Terms/Assistance/Benefits:** Up to 50% - Contributions up to \$4 million.

<http://www.mri.gov.on.ca/english/programs/idf/guidelines.asp>

### Contact:

George Cadete, Manager, Commercialization and Infrastructure Finance,  
Commercialization Branch Tel: 416-326-9658

Eligibility Criteria:

- All companies with research and development issues, in any fields or disciplines, are eligible.

Funding:

- For a four-month internship, MITACS matches your organization's contribution of \$7,500, through the support of federal and provincial funding partners. All financial issues are handled by the university and MITACS; the intern does not become a company employee. Projects may be eligible for federal research tax credits.

Program Description:

- An intern (graduate student or post-doctoral fellow) spends approximately half of his/her time, over a 4, 8 or 12-month period, on site with the partner, gaining a better understanding of the research issue in question. The balance of the intern's time is spent at the university, further advancing the research under the guidance of a faculty supervisor.

Sylvia Ralphs-Thibodeau  
Ph: 613.601.6236  
sralphsthibodeau@mitacs.ca

[www.mitacs.ca](http://www.mitacs.ca)

## → Ontario Emerging Technologies Fund (OETF)



The Ontario Emerging Technologies Fund will co-invest — with qualified venture capital funds and other private investors — directly into companies working within the focus areas defined by Ontario’s Innovation Agenda.

The Ontario Capital Growth Corporation (OCGC) was established by the Ontario Capital Growth Corporation Act, 2008 and was launched on February 27, 2009. The principal business of the OCGC is to manage the interest of the Government of Ontario in the limited partnership known as the Ontario Venture Capital Fund LP (OVCF) and to manage and operate the Ontario Emerging Technologies Fund (OETF).

The Ontario Emerging Technologies Fund is a \$250 million co-investment fund which has been established by the Province of Ontario to respond to the challenges that Ontario-based companies in the following sectors are facing in raising venture capital and other capital:

- clean technology
- life sciences and advanced health technologies
- digital media and information and communications technology

### Ontario Venture Capital Fund

The \$205 million Ontario Venture Capital Fund (OVCF) is a joint initiative between the Government of Ontario and leading institutional investors to invest primarily in Ontario-based and Ontario-focused venture capital and growth equity funds that support innovative, high growth companies.

[\(www.ocgc.gov.on.ca/\)](http://www.ocgc.gov.on.ca/)

## → The Career Focus Program



### The objectives of the Career Focus Program are to:

- Increase the supply of highly qualified people by hiring unemployed and/or underemployed youth;
  - To promote the benefits of advanced studies;
- To demonstrate federal leadership by investing in the skills required to meet the needs of the knowledge economy; and
- Facilitate the transition of highly skilled young people to a rapidly changing labour market.
- Under this Program, ICTC will provide eligible companies with a subsidy equal to 1/3 the eligible participant's salary up to a maximum of \$10,000 over a maximum 12 month work experience period.

[www.ictc-ctic.ca](http://www.ictc-ctic.ca)

## → Small Business Internship Program (SBIP)



- SBIP (Funded by Industry Canada) helps SMEs to adopt an active e-business strategy in order to grow their businesses.
- **reimburse 75% of eligible salary and benefits up to a total of \$10,000 at the end of the 12-week internship**
  - provides financial support to qualified small and medium enterprises (SMEs) to hire postsecondary
- student interns to assist in the adoption of information and communications technologies (ICT) in the business.
  - **Eligibility Criteria:**
    - Eligible projects are those that involve e-commerce and information and communications technologies
      - increase productivity and competitiveness of the business.
      - The eligible intern must be a post-secondary student
    - Duration of the internship is 12 weeks (420 hours) of full-time employment

### **CONTACT:**

**Lucy Lu, CeBA Chinese eBusiness Association**

**613-765-9142**

**[Lucy.Yu@cebacanada.org](mailto:Lucy.Yu@cebacanada.org)**

## → Targeted Wage Subsidy (TWS)



**TWS** is a provincially funded program that assists unemployed and underemployed individuals to secure full-time employment.

The TWS program may allow an employer to be reimbursed up to 50% of a participant's wages for a period of up to 12 weeks.

The purpose of the wage subsidy is to offset the cost of training and supervision.

A company has to be in operation for one year or more

An employer has to have a physical location in Ottawa

Up to a maximum of 10% of the employer's workforce can participate

The subsidy may be up to 50%, for max. of 12 weeks

The subsidy is intended for ongoing, continuous, full-time employment opportunities

All negotiations should be completed between the participant and employer prior to starting the TWS application.

Application processing time begins when employer completes the application / training plan.

The current average is approximately two weeks.

Employees cannot start working or volunteering with the employer before the subsidy has been approved by MTCU

The employer is reimbursed by MTCU on a monthly basis (employer to keep time sheets and pay stubs)

The employer must provide 35 hours or more of work per week and the employee must be on the organization's payroll.

### **Benefits to Employers Include the Following:**

- ***For Information, call Mary Becker(613) 560-0618 ext.26496***



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