

Mentor Works Ltd. helps small businesses improve their performance by analyzing existing operational challenges and finding the financial means to grow and expand. By investigating government funding and supporting the application process we can help you leverage funding to take your product development and productivity strategies from planning through execution with the following programs:

Note: Grants are non-repayable contributions, whereas loans are repayable contributions.

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Agri-Innovation Program: Enabling Commercialization & Adoption Stream

Amount | Interest-free loan, repayable contributions from max of \$500K-2M dependent on project type.
Projects | Purchase & installation of equipment, consulting & software to adopt innovative processes or introduce new products/services.
Timeline | Open to submit application until funding is depleted. Project must be completed by January 31, 2018.
Eligibility | For profit companies or cooperatives in the agricultural industry, with a focus on processors (primary or secondary).
1st Steps | Identify core objectives of the project & why it is innovative to the agricultural industry.

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Agri-Innovation Program: Industry-Led Research & Development Stream

Amount | Grant contribution to a max of \$500K-5M; Cost sharing of a min of 50% of project costs.
Projects | Collaborative projects from industry & academics to advance innovation, technologies and processes in Agri sector.
Timeline | Project must be completed by January 31, 2018.
Eligibility | Project must consist of participants from industry, academics, &/or government organizations.
1st Steps | Establish a preliminary project timeline, objectives, & innovative impact across your company & industry.

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Agri-Marketing: Market Development Stream (SMEs)

Amount | Grant for up to \$50K/year to a maximum of 50% of eligible costs.
Projects | Expanding/developing new markets internationally & domestically. Includes trade shows, outgoing missions, media, promotions, etc.
Timeline | Open; accepting applications on a continuous basis. Projects must be completed by March 31, 2018.
Eligibility | Agriculture, agri-food, fish, and seafood for-profit businesses with less than 250 employees and \$50M or less in sales.
1st Steps | Build a rough budget of the international marketing expenses that you are annually forecasting until March 31, 2018.

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Canada-Ontario Job Grant (COJG)

Amount | Non-repayable grant contributions of 66% of training costs (ie. course, exams, textbooks, software resources, etc.) up to a max limit of \$10k per trainee.
Projects | Training topics related to the candidate's career or skill development, including post-secondary courses, technical skills, business/leadership/marketing, etc.
Timeline | Training plans must be completed within the year and cannot exceed 12 months in length. 6-year program from 2014-2020.
Eligibility | Ontario-based SME w/ \$2M liability insurance. Trainee must be a resident of Ontario, permanent Canadian citizen, or granted refugee status.
1st Steps | Send over a quote for your training program, including timelines, budget, and number of trainees.

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CME SMART Advanced Technologies for Global Growth

Amount | Up to 35% of project costs to a max of \$100K grant for adv. tech adoption. Assessment stream available for \$15K/50% coverage to assess adv. tech.
Projects | Adoption of advanced software or capital technologies, innovative to the industry. Must lead to new capabilities, job growth, and export expansion.
Timeline | Now available for projects lasting up to 12 months. Hold off on purchase until after submitting the application.
Eligibility | Southern Ontario manufacturers incorp. >2 years with 15-1000 full-time employees who actively export.
1st Steps | Build budget that totals ~\$290K & can be carried out within 12 months & develop a rough budget with timeline.

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Export Market Access (EMA): Ontario Chamber of Commerce (OCC)

Amount | Max of \$30K non-repayable or 50% of eligible expenses. Can include up to three trade shows in one application.
Projects | Int'l Activities: Tradeshows (exhibitor costs, booth, marketing resources, etc), market research & competitive analysis. Product Certifications for Export.
Timeline | You can apply for 3 trade shows per app. Plan to submit at least 3 months before your first expense.
Eligibility | 5-500 people on payroll, >\$500K in revenues & 2 years incorporated. Must Exhibit at a non-Canadian tradeshow. Must manufacture/develop in-house.
1st Steps | Select 1-3 largest shows in the next 3-8 months with expenses totaling around \$60-75K. List out your activities & costs. Do NOT pay for 100% of Booth.

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Growing Forward 2 Ontario Processors: Capacity Building Stream

Amount | Up to 50% of project costs; Cap on the funding from the program over 5 years (i.e. to March 2018) is \$350K.
Projects | Strategic planning projects, audits, assessments, training.
Timeline | Open.
Eligibility | Incorporated Canadian food processing business with ≥\$30K annual revenue within 3 years of applying.
1st Steps | Outline the project to be completed, expenses incurred and planned. List out key objectives and expenses.

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Growing Forward 2 Ontario Processors: Project Implementation Stream

Amount	35% of project costs; Cap on the funding from the program over 5 years (i.e. to March 2018) is \$350K.
Projects	Project must address a risk or issue raised in the Capacity Building activities and fit with one of the focus areas of the Growing Forward 2 program.
Timeline	Projects can be up to 24 months in length.
Eligibility	Incorporated Canadian food processing business with ≥\$30K annual revenue within 3 years of applying.
1st Steps	Outline the project to be completed, expenses incurred and planned. List out key objectives and expenses.

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Investing in Business Growth & Productivity (IBGP): SME's

Amount	0% interest loan, covering up to 25% of eligible project costs to max of \$20 million per project. Repayment starts 6-12 months after project completion.
Projects	Focus on helping established SMEs expand, diversify, adopt innovations, accelerate growth & create jobs; Must end by March 31, 2018.
Timeline	Open Now; Continuous Intake. Project must be completed by Dec 31, 2018. Funding amortized over 5-10 years after project completion.
Eligibility	Incorporated Southern Ontario businesses with 15-1000 employees; companies must contribute 75% of eligible expenses with proven cash flows.
1st Steps	Develop a project plan and cost estimates. Costs supported: Labour, expertise, non-capital and capital costs.

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IRAP Accelerated Review Program (ARP): Planning and Initiation

Amount	Max of \$50K contribution or 50% of subcontractor fees & 80% of internal labour. Reimbursements are processed monthly based on expenses.
Projects	Technical studies, online web presence & competitive research, software integration, prototyping, process studies, prod dev, and other.
Timeline	Projects to be carried out between April 1 and March 31 of every year.
Eligibility	Incorporated for ≥2 years, 1-500 person on payroll to extend in-house technical capabilities and adopt technology for innovation.
1st Steps	Prepare a project summary with major milestones and key objectives; highlight technical challenges. Ideally, create 2-3+ overviews for your IRAP meeting.

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IRAP Business Innovation Access Program (BIAP)

Amount	Max \$50,000, covering 50-75% of subcontractor fees.
Projects	Product optimization, process development/analysis/optimization, market/competitive research, marketing strategy, business strategy development.
Timeline	Projects to be carried out between April 1 and March 31 of every year.
Eligibility	1 person on payroll and 2 years incorporated.
1st Steps	Prepare a project summary with major milestones and key objectives; highlight technical challenges. Ideally, create 2-3+ overviews for your IRAP meeting.

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IRAP Mid-Size: R&D Technical Development Projects

Amount	Covers an average of 65% for payroll and Canadian Consultants/Contractors at avg. \$140K grant contribution. Not stackable with SR&ED.
Projects	Internal R&D projects: basic research, applied research, product development & testing. Must have technical uncertainty & risks.
Timeline	Federal funding releases April 1st each year. Projects usually run for 12-18 months.
Eligibility	Incorporated for ≥2 years, 1-500 person on payroll, in-house technical capabilities. Interest in protecting IP as an asset.
1st Steps	Prepare a project summary with major milestones and key objectives; highlight technical challenges. Ideally, create 2-3+ overviews for your IRAP meeting.

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Mitacs-Accelerate: R&D Internship Program for Graduate Students

Amount	Up to \$7500 Matching funds from Mitacs and requires an applicant contribution of \$7500 from SME. May be eligible for SRED Tax Credits.
Projects	Pairs high-quality expertise from Masters and PhD students from universities with business to provide innovative R&D solutions over 4 months.
Timeline	Open.
Eligibility	SME can hire multiple interns or hire the same intern for consecutive 4 month internships. Preference is given to research-type projects.
1st Steps	Build out a technical one-page overview of the innovative challenge, including timelines, resources, objectives, & required specializations.

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Ontario Exporters Fund (OEF): Ontario Chamber of Commerce (OCC)

Amount	Max of \$40K grant/year for 2 years (\$80K total) or 50% of expenses towards the hiring of an experienced Export Manager.
Projects	To advance SME for new market expansion & development of international revenue through the hiring of an experienced Export Manager.
Timeline	Open. Apply 40-60 days prior to your intended start date.
Eligibility	Must have 10-50% export sales & between \$1M-\$20M in annual revenue. If US export push you over 50%, you may still be eligible to apply.
1st Steps	Send the relevant job description to determine the optimal hiring grant program.

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Southwestern Ontario Development Fund (SWODF): Business Stream

Amount	Max of \$1.5M grant contribution (i.e. 10-15% of project expenses) with optional +\$3.5M, 5.5-6% loan. Focus on capital (equipment, leaseholds, etc.).
Projects	Business expansion projects with a focus on productivity & competitiveness, as well as expansions into new products & markets.
Timeline	Open. Average project length is 2 - 4 years. Duration of project must retain created jobs for 1 year.
Eligibility	SME with 10+ full-time employees. Operations in Southwestern Ontario in eligible sector. Must create over 10 new jobs; project spend must be \$500K+.
1st Steps	List out a budget of capital & market expansion expenses up to 3 years. Outline impact to innovation & job creation.

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FedDev Ontario (YLF) Training Productivity Initiative

Amount	Up to \$50k grant or 50% of trainer costs (3rd party or in-house) & 50% of trainees' internal labour costs. See Notes if you have used Yves in the past.
Projects	High-skill training on software (i.e.. ERP, CRM, CAD software), equipment, & processes to improve productivity & promote exporting.
Timeline	2-phase online application process. Now available; must be accepted for funding before commencing training plan.
Eligibility	Southern Ontario financially stable manufacturer with 10-1000 employees, incorporated for ≥ 3 years, & exporting or intending to following the project.
1st Steps	Combine several training initiatives that finish by Dec. 31, 2015. Includes staff, 3rd party costs, & travel costs.

*Note: Each of **the titles have been hyperlinked to our website**, which outlines the program details, as well as the 5 most recent blogs.*

Mentor Works provides government fund consulting in 4 areas:

Business Expansion, Research & Development, Capital Acquisition, and Human Resources & Training.

Find out how Mentor Works can help your business by contacting us at www.mentorworks.ca/contact/ or read our blogs at www.mentorworks.ca/blog