Federal Tariff Response Information Session



Presented jointly by:
Prairies Economic Development Canada (PrairiesCan)
Business Development Bank of Canada (BDC)
Employment and Social Development Canada (ESDC)

Canada

Federal Tariff Support Package

The Government of Canada introduced a **$7.5 billion package** of new and enhanced measures that deliver fast, simple and agile supports to Canadian workers and businesses:

$1.5 billion

(RDAs)

An **additional $1.5 billion** investment through the **Regional Tariff Response Initiative** to help SMEs, including liquidity supports to manage the pressures related to tariffs, bringing the total investment to **$3.45 billion.**

$2 billion

(ISED)

A **new $2 billion** investment through the **new Canada Strong Diversification Fund – an expansion of tariff support under the Strategic Response Fund** that will support tariff-affected businesses with shovel-ready, ongoing capital maintenance projects.

$500 million

(BDC)

A **new $500 million liquidity stream** under the **Pivot to Grow program** to help businesses manage **immediate cash-flow pressures** in addition to targeted programs for the **forestry, steel and aluminum** sectors.

$3.5 billion

(ESDC)

A **new suite of $3.5 billion Rapid Response Supports for Workers and Employers** to help Canadians affected by tariffs.

Canada

BDC Support Programs in Response to U.S. Tariffs

Supporting Canadian Businesses in an Evolving Trade Environment

BDC supports Canada's entrepreneurs



Today:
2,900 employees
109 business centres



Mission

- Founded post-WWII as a financially autonomous Crown corporation.
- BDC's mandate, as set out in the *Business Development Bank of Canada Act* is "to support Canadian entrepreneurs by providing financial, consulting and venture capital services".
- Canada's only bank exclusively dedicated to entrepreneurs.

Management

- BDC fulfills its mandate while remaining profitable and self-financing its growth. It regularly pays dividends to its shareholder.
- BDC is a financially sustainable Crown corporation and operates at arm's length from its sole shareholder, the Government of Canada.
- BDC has contributed to the creation of thousands of jobs across Canada.

SMEs in Canada

- 64% of private-sector employment is attributable to SMEs.
- There are approximately 1.1 million SMEs in Canada.
- 99.7% of Canadian businesses are SMEs.

Pivot to Grow Program

Loans of $250,000 to $5,000,000 for Canadian-based exporters to the U.S. with $1M+ annual revenue

Liquidity Support*

For businesses experiencing or who will experience an operational cash flow shortfall within the next 12 months due to the direct impact of the new Section 338 U.S. tariffs.

- 8 year max. amortization (includes initial max. 36 months interest-only payments)

Pivot Support**

For businesses impacted by tariffs looking to strengthen their operations, rethink their supply chain and diversify.

- 7 year max. amortization (includes initial max. 24 months interest only payments)

Equipment Financing**

For businesses impacted by tariffs and looking to increase productivity by investing in equipment.

- 14 year max. amortization (includes initial max. 24 months interest only payments)

* At least 15% of revenues is derived from exports to the U.S. directly subject to the new Section 338 tariffs and tariffs are equal to a minimum of 5% of the company's revenue. Additional conditions apply.
** At least 15% of revenues is derived from exports to the U.S. or there has been a 10% decline in annual revenue or a 10% increase in total costs linked to U.S. tariffs. Additional conditions apply.
This presentation and any oral discussion does not create a contract or impose binding obligations on BDC, any of its affiliates or subsidiaries or the Government of Canada.

Industry Specific Programs

Loans starting at $250,000 for Canadian-based SMEs with $1M+ annual revenue

Steel and Aluminium Industries Support Program* – Up to $50M

Financing to support liquidity, operational resilience, market diversification and business growth for companies directly impacted by U.S. tariffs on steel, aluminum or copper.

- 36-month interest only payment term to a 100% balloon

Forestry Support Program* – Up to $25M

(Up to $50M for the Softwood Lumber Guarantee Program)

Financing to support liquidity, modernize operations, invest in innovation and explore new markets. Amount and loan terms depend on loan purpose and industry sub-sectors.

- Liquidity Support
- Transformation Support
- Softwood Lumber Guarantee Program

* Additional conditions apply.

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Minimum requirements common to all three programs

- Business established in Canada
- Have annual revenue of $1M or more
- Demonstrate historically positive cash flow
- At least 12 months of monthly financial forecasts, including cash flow projections, for businesses with annual revenue exceeding CA$10M
- For the Pivot Support loan and equipment financing, the business must submit a resilience plan

Rapid Response Supports for Workers and Employers - Overview

September 2026

Rapid Response Supports for Workers and Employers

Support for Workers

1. Extending the measure waiving the 1-week waiting period (to October 2027)
   - *Workers can continue to receive benefits from their first week of unemployment, reducing the immediate financial shock of job loss*

2. Extending the measure on monies paid on separation (to October 2027)
   - *Workers can access EI benefits immediately following job loss, even if they receive separation payments (e.g. severance monies)*

3. Extending the additional extra 20 weeks for long-tenured workers (to June 2027)
   - *Workers can continue to receive up to 20 additional weeks of EI regular benefits if they need more time to find new employment or transition to a new career*

4. **New** temporary measure on reasons for separation (to October 2027)
   - *Workers who recently changed jobs would no longer be penalized when accessing EI provided their most recent job loss was through no fault of their own*
   - *More workers would qualify for EI and many would receive more weeks of benefits or a higher weekly benefit rate*

Rapid Response Supports for Workers and Employers

Support for Workers

5. Enhancements to Job Bank

- To support job matching, Job Bank will increase the pool of available jobs by highlighting job opportunities to Canadians that are being created through investments in major projects, on *JobBank.gc.ca*.

Rapid Response Supports for Workers and Employers

Support for Employers

Goal is to encourage greater uptake by expanding eligibility, increasing flexibility, and providing additional support for training and workforce transitions

New Workforce Retention and Retraining Program will be established, combining the existing EI Work-Sharing program and Worker Retention Grant. This program:

1. Extends and expands Work-Sharing flexibilities for an additional year (to March 31, 2028)
   - *Agreements can extend to a maximum duration of 152 weeks.*

2. Extends Worker Retention Grant for an additional year (to March 31, 2028)
   - *Employers will be eligible for additional funds to cover training and administrative costs (up to $1,000 per participant).*

Key Contacts

General Program Inquiries - *For questions about eligibility, training requirements, or Grant participation.*

- EDSC.DGOP.DMPJ.SMET-WRG.WDY.POB.ESDC@servicecanada.gc.ca

Regional Work-Sharing Units - *To submit amendments, or requests for additional information.*

- **Atlantic Provinces -** esdc.tp-atl-ws-tp.edsc@servicecanada.gc.ca
- **Quebec -** qc-dpmtds-lmsdpb-tp-ws-gd@servicecanada.gc.ca
- **Ontario -** esdc.on.ws-tp.on.edsc@servicecanada.gc.ca
- **Western Canada & Territories -** edsc.wt.ws-tp.esdc@servicecanada.gc.ca

Employer Contact Centre - *For general Work-Sharing or Worker Retention Grant program support, technical issues, Data Gateway questions, and guidance.*

- **1-800-367-5693** (Canada & U.S.) TTY: **1-855-881-9874**

PrairiesCan

Regional Tariff Response Initiative (RTRI)



Prairies Economic Development Canada
Développement économique Canada pour les Prairies

Canada

RTRI Launch (2025)

CORE PURPOSE Help SMEs improve productivity, diversify markets, strengthen supply chains and expand domestic trade.

AT SEPTEMBER 2025 LAUNCH

$1B
over three years

Delivered regionally through Canada's Regional Development Agencies (RDAs)

WHAT THE PROGRAM OFFERED AT LAUNCH

01	**Pivot project funding**	Support for businesses affected by trade disruption to adapt, grow and remain competitive.
02	**$1M Non-repayable contributions**	Available to eligible businesses across affected sectors when the program launched.
03	**Steel-sector targeted support**	Up to $150M in targeted support—announced in July—was incorporated into the launch offer.

RTRI Expansion (2026)

Effective September 2026

+$1.5B

RTRI funding across RDAs

ANNOUNCEMENT SUMMARY

Of $7.5B funding announced, RTRI received **$1.5B in additional funding**, effective September 2026. The program also added support for **demonstrated liquidity needs,** helping businesses manage immediate tariff-related cash-flow pressures.

EXPANDED ASSISTANCE

Up to $3M **maximum** non-repayable **contribution, including:**

UP TO $1M

pivot projects

UP TO $2M NEW

demonstrated liquidity needs tied to tariff pressures

Regional Tariff Response Initiative (RTRI)

	Pivot Projects	Liquidity Support (NEW)
Description	Help tariff-impacted businesses adapt to changing markets, strengthen competitiveness, diversify, and build trade resilience	Help tariff-impacted businesses maintain operations in Canada and manage immediate liquidity pressures
Funding	Up to $1M in non-repayable contributions, repayable contributions available for projects over $1M	Up to $2M in non-repayable contributions
Eligible Applicants*	✓ Small- and medium-sized enterprises (including Indigenous businesses) who: ✓ have at least $1M in annual revenue/sales ✓ can demonstrate tariff-related impacts ✓ were viable prior to tariffs ✓ Not-for-profit organizations that support businesses ✓ Must be operating in the Prairies	✓ Small- and medium-sized enterprises (including Indigenous businesses) who: ✓ have at least $1M in annual revenue/sales ✓ can demonstrate tariff-related liquidity needs ✓ were viable prior to tariffs ✓ Must be operating in the Prairies ✓ Existing RTRI recipients may be eligible
Eligible Costs and Activities	✓ Eligible costs are new, additional costs directly related to activities that improve: ✓ productivity ✓ competitiveness ✓ supply chain resilience ✓ market diversification, or ✓ long-term growth.	✓ Up to 50% of average monthly payroll for Canada-based employees to maintain jobs for up to 12 months ✓ Up to 50% of other critical operating costs, limited to rent or commercial lease payments, utilities, business insurance, and property taxes, for up to 12 months

*Eligible businesses may apply for **one or both** types of funding

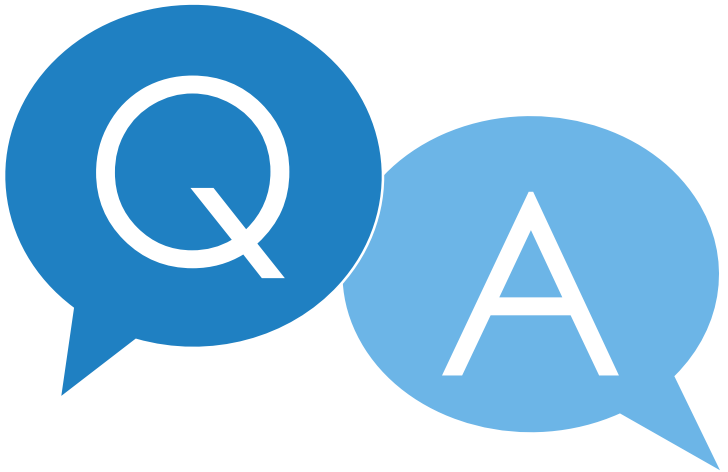
Elements of a Strong Application

- Confirmation of ***basic eligibility requirements***:
  - ***proof of sales threshold & viability***
    - externally prepared statements for last 2 years & 6 month interims
    - forecasted financial statements for 1 year (clear and credible assumptions)
    - payroll data clearly presented
  - ***proof of incorporation*** (articles, bylaws and resolutions outlining control and signing authority)
  - ***proof of tariff*** impact – detail how you have been impacted by tariffs and/or trade uncertainty.
- A clear plan demonstrating how your project will mitigate the impact of tariffs and protect jobs.
- Any information relating to CDN content and materials; supply chain improvements; market diversification; etc.

Contact Us

- To apply visit www.canada.ca/en/prairies-economic-development.html or call 1-888-338-WEST (9378).
- Alberta RTRI Inbox: rtri-irrt.alberta@prairiescan.gc.ca
- Other tariff response programming: www.canada.ca/tariffsupport





Questions?