

# **Innovation Funding Opportunities**

## **An Overview of 110+!!! Main**

## **PROVINCIAL & FEDERAL**

## **INNOVATION FUNDING PROGRAMS**

### **for Technology Driven Companies in Alberta**

**THIS SUMMARY WILL PROVIDE DETAILING TO ASSIST YOU  
BECOME QUICKLY ORIENTED  
TO INNOVATION FUNDING PROGRAMS**

**TO NOTE:**

1. The EOI Deadline for the CCITF – CTD is February 21<sup>st</sup>.
2. There's a new BCIP Challenge

**THIS SUMMARY IS NOT FOR PUBLIC DISTRIBUTION**

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(The OVERVIEW does not include funding programs for purchase of assets or operating costs. If financing is required, please call to discuss your financing requirements.)

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# SECURING INNOVATION FUNDING IN 2019!



## Welcome to the World of Innovation Funding!

This Overview is designed as a guide to assist you quickly identify the main funding programs that have the most potential for leveraging your initiatives.

Over the last 10 years innovation funding programs have grown exponentially. Never has there been as many innovation funding programs and support services to assist technology driven businesses move forward with R&D, prototype development, testing, commercial demonstration, market launch and commercialization work. Fifteen years ago, NRC's IRAP for R&D projects, and, NSERC for university R&D/applied research projects were the 2 'main' programs. Three years ago, there were 20 'main' innovation funding programs. In 2017, there were 40 main funding programs. Today there are **110+!!!** 'main' programs that every technology driven business in development and/or commercialization in Alberta need to know about!

In fact, there are over 110+ innovation funding programs that Alberta technology driven business can learn about given their specific sector and their requirements. With the provincial and federal initiatives to transform Canada into an innovative country, and, a green, clean country, many more innovation funding programs are becoming available. More information on all of the funding programs listed in this Summary and on the green/clean funding programs can be found in the In-Depth Summary – see pages 26-28 for subscription information.)

**Strategic Timelines Assists Your Technology Business Secure Innovation Funding**  
For companies that are completely mystified by where to start, or, do not have the time, energy or resources to prepare a funding submission, Strategic Timelines is available for hire to assist your company navigate the innovation funding arena and secure innovation funding. If your company is eligible for innovation funding, Strategic Timelines will assist you prepare your submission(s) in such a way that significantly increases the odds of securing funding. **Wherever you see one asterisk\* - this is a funding program where we offer assistance preparing the submission.**

Strategic Timelines is also a contractor providing management consulting services - feasibility studies, market assessments (market research, competitor analysis, segment analysis, customer research), strategic planning, business planning, marketing planning, go-to-market planning, and, pre-commercialization planning. **Wherever you see two asterisks \*\* - this is a funding program where we offer assistance where you can contract Strategic Timelines consulting services to complete specific project work.**

The following provides an overview of the 110+!!! 'Main' Provincial and Federal Funding Programs available to technology driven businesses that are currently contemplating R&D, prototype development, testing, field/commercial demonstration, market launch or commercialization activities in the Province of Alberta.

# PROVINCIAL FUNDING PROGRAMS

## ALBERTA INNOVATES

### Main AI Funding Programs

The following overviews the main programs with Alberta Innovates.

#### **Micro-Voucher\*\***

The Micro Voucher provides funding for market, export readiness and intellectual property assessments and a number of other initiatives. **Strategic Timelines Inc. is a service provider for this program for conducting market assessments /competitor analysis.**

#### **Export Readiness Micro-Voucher Program\***

This program provides businesses with assistance for the development of a targeted international market strategy focused on one country.

#### **Voucher Program\*\***

This program provides funding that could involve R&D, design, & engineering leading to prototype development, and/or could involve advanced business strategies, marketing strategies and market assessments. **Strategic Timelines Inc. is a service provider for assisting technology businesses with advanced business strategies, marketing strategies and market assessments.**

#### **Product Demonstration Program (PDP)\***

This program is designed to showcase the performance of the technology or alternately, showcase the complete technology product to a strategic customer.

#### **R&D Associates Salary Grant\***

This program provides a salary grant for hiring a R&D Associate for related R&D activities.

#### **Commercialization Associates Salary Grant\***

This program provides a salary grant for hiring an individual with business and marketing expertise.

#### **Alberta - Jalisco Program\***

This program is designed to assist companies in Alberta & Jalisco, Mexico collaborate in research and technology development leading to future educational, labor and commercialization opportunities.

#### **Alberta – Ontario Innovation Program\***

Alberta Innovates is not considering new applications to the Alberta-Ontario Innovation Program at this time. Continue to check their website for information updates.

#### **Alberta-China International Technology Partnership Program\***

The Alberta-China International Technology Partnership (ITP) program is designed to provide Alberta for-profit small- and medium-sized enterprises (SMEs) support to access funding to develop strategic, industry-driven commercialization projects that involve novel and innovative projects with a partner in China. Matching the contribution in equal cash and in-kind resources for the project. **Alberta Innovates**

**is now accepting applications for Round three of the Alberta-Zhejiang International Technology Partnership program.**

### **ASBIRI – The Alberta Small Business Innovation and Research Initiative Program\***

Alberta Innovates identifies industry challenges where SME's compete for the opportunity to develop a technology-based solution. This is an industry-government initiative based on the principles of demand – pull innovation.

#### **Food Innovation**

Check out: <https://albertainnovates.ca/funding-food-innovation/> for programs supporting food innovation through Alberta Innovates.

#### **Health Innovation**

Accelerating Innovations into CarE – the AICE program – to generate real world evidence in a clinical setting developed by SME innovators – 50% of project costs up to \$150k.

#### **Biosector**

The Alberta Bio Future Program is designed to diversify and accelerate growth in Alberta's bioindustrial sector. Check the website for program details.

#### **Water Innovation Program**

AI's WIP supports research projects in 4 main areas – check AI's website for more information.

#### **Clean Energy**

The Climate Change section of this Overview provides information on the funding programs – for more detailed information, check AI's website.

## **Other Alberta Funding Programs**

### **Alberta Entrepreneurship Incubator Program**

This program is funded through Alberta Economic Development and Trade and administered by Alberta Innovates to support accelerator expansion and funding for technology participants. There are 3 funding programs – Entrepreneur Seed - \$10k, Bridge - \$25k and Growth Vouchers - \$15k. Also check out the Entrepreneurial Internship program.

**Alberta-Germany Collaboration Fund\*:** This program supports joint product development and commercialization activities between SMEs in Alberta and a partner company in Germany.

**Alberta-France Collaboration Fund\*:** The Alberta-France Collaboration Fund for Product Development and Commercialization is a joint program established by Alberta Government's Ministry of Economic Development and Trade in collaboration with Bpifrance and the Nord-Pas-de-Calais Regional Council.

### **Alberta Export Expansion Package\***

The Alberta Export Expansion Package supports Alberta businesses looking to enter new international markets through 3 programs: **the Export Support Fund**, the **Global Buyers and Investors Program**, and the **Export Readiness Program** which includes the **Export Readiness Micro Voucher**.

### **Climate Change Innovation and Technology Framework (CCITF)\***

Managed by Economic Development & Trade & Alberta Innovates this program is designed to help government manage investments in research, innovation and technology and to help commercialize these products. **SEE THE CLIMATE CHANGE SECTION FOR MORE INFORMATION.**

## **TECTERRA - Geomatics Innovation**

TECTERRA supports the commercialization of geomatics technology – there are 5 ‘main’ programs.

**GROW: Building Business Acumen\*\*:** The GROW program is designed to build your company’s management capacity. Up to 75% of \$50,000 in grant funding is available annually. This program assists geomatics companies address their major challenges by providing access to specialized business knowledge. It does this by offering financial support to develop and adopt adequate business skills and practices. **Strategic Timelines is an approved service supplier for assisting your company with business plan development, pre-commercialization planning, strategic planning and mapping of programs & tactics to strategy, go-to-market techniques, opportunity assessments (market research, competitor analysis, & customer validation research), financing options and exit strategies, entrepreneurial coaching and other management capacity building assistance.**

**BUILD: For Game-Changing Technologies & Opportunities\* :** This program focuses on providing financing for all phases of product development and commercialization. **The applicant must have a Business Plan intact – Strategic Timelines assists you prepare this submission and also prepare your Business Plan.** (Note - this program was previously named the Industry Investment Program.)

**LAUNCH: Launch Your Products into New Markets\*:** This program is an initiative aimed at assisting Alberta-based SMEs launch late-stage and recently developed innovative geomatics technologies into the marketplace. The purpose of the program is to de-risk market launch. **Note that the applicant must have a Marketing Plan intact – Strategic Timelines assists you prepare this submission and also prepare your Marketing Plan.**

**NEW LEAP\*:** This program provides support for transformational technology. These are technologies leaping beyond iterative advancements and altering the trajectory of that industry or market. The LEAP program is a non-dilutive 0% interest loan and is repayable loan only after your product generates revenue. Funding is up to a maximum of \$1,000,000 for development and commercialization costs.

**SHOW: Reach New Prospects at Industry Events:** This program provides sponsorship funding to assist geomatics technology entrepreneurs and professionals attend relevant industry events, tradeshows and conferences.

**HIRE: For the Business & Technical Talent Your Team Needs:** This program is designed to create economic value by facilitating the engagement & employment of a Highly Qualified Person (HQP).

**NEW A Software Development Grant** A \$12,000 grant for using the cloud for software development helps startups in early stages of development – 75% of 3<sup>rd</sup> party costs are covered.

## ALBERTA TAX CREDITS

**The Alberta Tax Credit (AITC):** The Alberta Investor Tax Credit (AITC) encourages investment in non-traditional sectors with strong job creation potential. A 30% tax credit is provided to investors.

**The Capital Tax Credit (CITC):** The Alberta government has invested \$70 million in a Capital Investment Tax Credit (CITC) for manufacturing, processing & tourism infrastructure - provides a 10% non-refundable tax credit valued of a corporation's eligible capital expenditures, up to \$5 million.

### **NEW The Community Economic Development Corporation (CEDC) Tax Credit Program**

The CEDC tax credit program will offer a 30 per cent tax credit to Albertans who invest in registered CEDCs — investment corporations or co-operatives that provide capital to locally-based entrepreneurs. In turn, the CEDCs will provide capital to Alberta small businesses that focus on social improvement or rural economic development.

## FEDERAL GRANT & CONTRIBUTION PROGRAMS

### **Funding Initiatives Arising from the Federal Fall Economic Statement 2018**

There are 3 funding announcements in the Fall Economic Statement 2018 worthy of note, and they are:

1. Launch of the **Export Diversification Strategy** - \$1.1B over the next 6 years - \$100M will triple the CanExport program; \$17M to expand the Canadian Trade Accelerator, \$7M to Mitacs International Incubators, \$10M for SME Export Readiness Initiatives, \$25.4M to expand TCS and more.
2. \$800M over 5 years to the **Strategic Innovation Fund** (\$100M - Forestry & \$250M - counter measures on steel / aluminum tariffs
3. \$400M to the **Venture Capital Catalyst Initiative** to increase late stage venture capital + another \$50M for clean tech firms

### **National Research Council Program (NRC)**

NRC provides extensive services throughout Canada. Here's an overview of the 4 'main' programs.

#### **NRC – Industrial Research Assistance Program (IRAP)\***

NRC's IRAP program offers technical and business advisory services, and, contribution funding to stimulate innovation.

#### **NRC – Youth Green**

Part of Canada's Youth Employment Strategy, Youth Green is for internship of 3 - 6 months for post-secondary graduates 15 – 30 years of age - \$10,000 (environmental benefit).

#### **NRC Concierge Service**

The Government of Canada's Concierge Service provides a single access point where small and medium-sized enterprises find high-quality, timely advice to help them innovate and accelerate their growth.

#### **NRC - CMC-Canada's Management Advisory Service Program (MAS)\*\***

The NRC-CMC-Canada MAS program assists a company's management team define issues, set priorities and establish action plans. This five day advisory program is for technology driven businesses, and,

companies experiencing barriers to growth. (**Strategic Timelines Inc. provides advisory services funded through the NRC-CMC-Canada MAS program.**)

## **NSERC (Natural Sciences & Engineering Research Council)**

NSERC provides programs to assist industry conduct research by (1) accessing university researchers, and, (2) assisting companies requiring R&D secure university undergraduates for a work term. The following overviews 4 main NSERC programs.

**Collaborative Research and Development Grants (CRD) - Partnership Program\***: Industry partners collaborate at all stages of the research project and demonstrate a clear intention and the capacity to exploit the research results within Canada.

**Applied Research and Development (ARD) Grants – Colleges & Institutions\***: The ARD grants provide knowledge, expertise and capabilities available at Canadian colleges while also training students in essential technical skills required by companies.

### **The Experience Awards & Northern Awards**

The Experience Awards & Northern Awards offer companies access to talented natural sciences and engineering undergraduate students as per a defined work term.

### **The Engage Grant**

The Engage Grant provides up to \$25,000 for a university or college researcher(s) with an industrial partner through a short term research and development (R&D) project.

## **MITACS**

Mitacs promotes academic-industrial R&D while supporting the development of future innovation leaders.

**Accelerate Internship Program:** Provides matching funding of \$7500 for hiring a Master's or Ph.D. graduate student or Postdoc's graduate.

**NEW Pilot Accelerate Entrepreneur Program:** This pilot program is similar to the Accelerate Internship Program but is designed as a package for student founded entrepreneurial firms that have been supported by university based incubators.

**Elevate Program:** Elevate is a 2-year program that provides post doc funding for conducting R&D for 1 to 2 years at \$57,500 for each year.

For more information on MITACS programs call Oba Harding | 403.463.3134 | [oharding@mitacs.ca](mailto:oharding@mitacs.ca)

## **Innovative Solutions Canada\***

The ISC is a new procurement program dedicated to supporting the scale up and growth of Canada's innovators and entrepreneurs by having the federal government act as a first customer – 20 federal departments have been selected. Each department has a budget of \$100M for contracting suppliers.

New CFP's have been announced: <https://www.ic.gc.ca/eic/site/101.nsf/eng/00001.html>

## **The Strategic Innovation Fund\* (SIF)**

The SIF is designed to support 6 high growth sectors - advanced manufacturing, agri-food, clean technology, digital industries, health/biosciences, and, clean resources - (1) R&D and Commercialization Stream (2) Firm Expansion and Growth (Stream 2), (3) Investment Attraction & Reinvestment (Stream 3), and, (4) Networks (Stream 4 which is competitive) for collaboration, between academia, non-profits and the private sector. Streams 1-3 are repayable and Stream 4 is non-repayable.

## **Build in Canada Innovation Program (BCIP)\***

The **Build in Canada Innovation Program (BCIP)** helps companies' bridge the pre-commercialization gap by procuring and testing late stage innovative goods and services within the federal government before taking them to market.

## **BCIP Challenge\***

The BCIP Challenge Initiative is where a government department identifies needs and challenges where innovators are invited to solve with their products and technologies.

## **Western Economic Diversification – Business Productivity Program\***

The **Business Scale-up & Productivity Program – EOI Deadline was January 25<sup>th</sup>**

## **The Supercluster Initiative**

Under the Federal Government's Innovation and Skills Plan, \$950 million was invested to March 31st, 2022 into 5 sectors - digital technology, protein industries (agri-food), advanced manufacturing, AI Powered Supply Chains, and Ocean (clean resources).

## **NEW ISED - Canada's Accelerated Growth Service (AGS)**

The AGS helps growth-oriented Canadian businesses expand by helping them access the key government services they need to grow, such as financing, exporting, innovation and business advice.

# **CLIMATE CHANGE INNOVATION FUNDING**

This section of the Overview highlights the main climate change programs in Alberta and in Canada. Please note to check the website for each of these programs to get recent updates.

## **ALBERTA CLIMATE CHANGE INNOVATION FUNDING PROGRAMS**

This section outlines the main climate change programs for Alberta companies.

### **The Alberta Climate Leadership Plan (7 Years) - \$1.4 Billion in Innovation Funding**

There are five categories to the Alberta Climate Leadership Plan:

- Oil sands innovation to increase production and reduce emissions
- Innovation projects across sectors that support research, commercialization and investment in new technologies that reduce emissions
- Industrial energy-efficiency projects that help companies reduce emissions
- Bioenergy projects, including biodiesel, ethanol and biomass-based electricity generation, and

- \$400 million in loan guarantees to support investment in efficiency and renewable energy measures. (**December 5<sup>th</sup>, 2017 announcement.**)

### **Alberta Innovates Clean Energy Programs**

Alberta Innovates offers funding and support for Clean Energy across three investment portfolios: Advanced Hydrocarbons, Clean Technology, and, Water and Land.

The main funding agencies that provide climate change funding are **Emissions Reduction Alberta**, **Alberta Innovates CCITF** and **Energy Efficiency Alberta**.

#### **Emissions Reduction Alberta\* (ERA)**

ERA targets emission reductions from energy efficiency projects that demonstrate significant, verifiable, immediate, and sustainable GHG reductions. ERA is a key partner in addressing Alberta's Climate Leadership priorities.

#### **Alberta Innovates Climate Change Innovation and Technology Framework (CCITF)\***

Managed by Economic Development & Trade & Alberta Innovates this program is designed to help government manage investments in research, innovation and technology and to help commercialize these products.

1. Clean Technology Development (CTD) program – bench scale development to pilots
2. Clean Technology Networks program – supporting network formation in the clean tech sector
3. Clean Technology Commercialization program (The WestJet Biofuel Aviation Challenge)
4. Clean Technology Business Innovation (CTBI) Voucher program – audit assistance & assistance with low carbon adoption/implementation in current facilities
5. Clean Technology Facilities Support program – enhancement of current R&D facilities, and
6. Clean Technology Large-Scale Demonstration and Innovative Deployment (ERA).

#### **NEW CCITF Clean Technology Development (CTD) 2019 Open Call\***

\$20M will be available with two streams, \$200K and UNDER, and OVER \$200k - up to \$3 million per project for the following targeted sectors: Cleaner Oil & Gas, Methane Emissions Reduction, Low Carbon Electricity, Waste to Value-Added, Green Buildings and Energy Efficiency. **EOI forms were available starting January 10<sup>th</sup>. If you need assistance with this EOI, please call – the EOI is due February 21<sup>st</sup>.**

#### **Clean Technology Commercialization Program\***

There are currently 3 open calls and they are:

- [Edmonton International Airport Renewable Electricity Production Challenge](#)
- [PCL SMART Technology Challenge](#)
- [WestJet Aviation Biofuel Challenge](#)

#### **Clean Technologies Facilities Support Program\***

A new program to help create new facilities or enhance existing facilities to fill technical capacity gaps in Alberta's research and innovation system launched today.

#### **Industrial Energy Efficiency: \$240 million\***

The Alberta government has introduced a suite of measures to lower emissions and reduce costs in the commercial and industrial sector. This includes equipment and facility upgrades to lower energy use. It

will also be available for energy audits and energy management systems to help further reduce on-site emissions. Funds will not be limited to oil and gas facilities. Large agricultural and manufacturing operations will also be eligible, as will institutions, commercial facilities and not-for-profit organizations that meet the criteria. **See Custom Energy Solutions (below) & the CCITF programs.**

## **Energy Efficiency Alberta**

### **NEW Methane Emissions Reductions\***

As of October, this is a new initiative helping oil and gas facilities identify, reduce and eliminate methane waste through quick implementation measures and equipment upgrades – up to \$250,000.

### **NEW Custom Energy Solutions\***

Industrial, institutional, and commercial customers with facilities operating within the Province of Alberta are eligible for this program. Facilities defined as Large Final Emitters or customers or facilities that have opted into the Carbon Competitiveness Incentive Regulation are not eligible. There is no minimum threshold for greenhouse gas (GHG) emissions but those facilities emitting 10,000 tonnes or more of greenhouse gases annually will be eligible for higher incentives for certain offers.

### **NEW The Green Loan Guarantee Program**

As per the Climate Leadership Plan, this \$400M credit enhancement program is specifically designed to support financial institutions and utilities that offer financing for energy efficiency, renewable energy, and clean technology projects. The GLG Program allows a lender to recover up to 50 per cent of the principal and accrued interest on a loan that may go into default.

### **NEW The Clean Energy Improvement Program**

Coming in 2019, this program is referred to as the Property Assessed Clean Energy (PACE) and will make it easier for property owners (individual, commercial and industrial) to install renewable energy and make energy efficiency upgrades by paying for the improvements over time through their property taxes.

### **Business Energy Savings Program**

This program offers incentives to businesses, non-profits and institutional organizations of up to \$25,000 per facility (or \$100,000 for parent companies) to help cover the cost of the equipment to replace outdated and inefficient equipment faster than they may normally, to help reduce emissions.

### **NEW NAIT's Micro Grid**

The Distributed Energy Management Initiative, a partnership between NAIT, ATCO, Siemens and the Future Energy Systems research program at the University of Alberta, will provide a “plug-and-play” microgrid where energy companies can test and validate their technologies under realistic field conditions.” [http://www.nait.ca/44779\\_104131.htm](http://www.nait.ca/44779_104131.htm)

### **Natural Gas Innovation Fund (NGIF)\***

The Natural Gas Innovation Fund (NGIF) supports cleantech innovation in the natural gas value chain. Looking to fill technology gaps in the sector, NGIF is now calling for applications in its fourth round of funding.

### **Climate Action Fund\***

This fund will support projects that raise awareness of climate change and clean growth – up to \$3M with maximum contribution per project is \$500k (\$200k for for-profits applicants). The deadline was Sept 21<sup>st</sup>.

### **Alberta Public Transit Program**

The Government of Alberta has launched a \$215M Alberta Community Transit (ACT) Fund open to municipalities, Métis Settlements and transit commissions and authorities. Projects include investing in low and zero-emission transit vehicles and increasing transit ridership. \$115M of the grant fund comes from Alberta's Climate Leadership Plan.

### **Indigenous Green Projects**

These programs support solar and energy efficiency retrofitting.

### **Water Innovation Projects**

This is a continuous intake program through Alberta Innovates for water supply/watershed management, healthy aquatic ecosystems, water use conservation, efficiency and productivity, and, water quality protection.

### **Science Horizons Youth Mentorship Program for Alberta Youth**

The Government of Canada has just announced the Science Horizons Youth Internship Program. The program is designed to help place youth in Alberta into jobs in clean growth and renewable energy.

### **NEW Alberta's Energy Diversification Act**

As of legislation passed June 6<sup>th</sup>, 2018 – the Act includes three new programs that provide a combination of royalty credits, grants and loan guarantees designed to encourage energy diversification, like petrochemicals and partial upgrading. **The 3 programs are Round 2 of the Petrochemicals Diversification Program, the Petrochemicals Feedstock Infrastructure Program and the Partial Upgrading Program.**

## **FEDERAL CLIMATE CHANGE INNOVATION FUNDING PROGRAMS**

### **Low Carbon Economy Fund Challenge – Champions Stream**

The \$2 billion Low Carbon Economy Fund is part of the Pan-Canadian Framework on Clean Growth and Climate Change. The Champions Stream has recently announced participants in this program.

### **Low Carbon Economy Fund Challenge – Partnerships Stream**

This program was launched December, 2018 and the deadline for applications is March 8<sup>th</sup>, 2019.

### **Sustainable Development Technology Canada (SDTC) TRL 7 & 8\***

SDTC operates as a not-for-profit corporation & has been working with the public & private sector including industry, academia, non-governmental organizations, the financial community & all levels of government to achieve this mandate.

### **NRCAN Clean Growth Fund\***

The Clean Growth Program (CGP) was a **\$155 million** investment in clean technology research and development (R&D) and demonstration projects in three Canadian sectors: energy, mining and forestry.

### **NRCAN Energy Innovation Program (EIP)\***

The Energy Innovation Program (EIP) received \$49 M over 3 years from April 1, 2016 to March 31, 2019 to support clean energy innovation.

### **NRCAN Clean Energy for Rural and Remote Communities**

There are 2 programs – Capacity Building and funding for bioheat/reduce diesel use demos and renewable energy deployment.

### **Export Development Corp (EDC) Cleantech Co-Investment Program (CCIP)**

EDC and eligible partners (niche private-sector investors) provide financing to support the next generation of cleantech exporters in Canada.

### **Program of Energy Research and Development (PERD)**

PERD is a continuing program that focuses on multiple priorities selected through consultation with participating federal recipients of funds. **(PERD only provides funding to federal departments and agencies. It is not a general funding or grant program for companies, associations or individuals.)**

### **Climate Action Fund**

The Fund will provide up to \$3 million to support projects driven by, or in support of, students, youth, Indigenous Peoples and organizations, not-for-profit organizations, and small and medium-sized enterprises.

### **About the Clean Growth Hub**

The Clean Growth Hub is a whole-of government focal point for clean technology supporting companies.

### **How Strategic Timelines Updates You on Clean Tech Programs**

To keep abreast of the clean tech funding programs in Alberta & the federal initiatives, **sign up to receive the Summary of Clean Tech Funding Programs found in the In-Depth Summary – Pages 26-28.**

## **GLOBAL TRADE SUPPORT**

This section highlights the main trade/export programs in Alberta and in Canada.

### **NEW Export Diversification Strategy**

As per the Fall Economic Statement 2018 - \$1.1B over the next 6 years - \$100M will triple the CanExport program; \$17M to expand the Canadian Trade Accelerator, \$7M to the Mitacs International Incubators, \$10M for SME Export Readiness Initiatives, \$25.4M to expand TCS and more.

### **Global Affairs Canada - Canadian Trade Commissioner Service (CTCS)**

The CTCS offers an extensive network of international business contacts and hands-on knowledge of international markets through Canadian presence in more than 161 cities worldwide.

### **NEW Global Affairs – The Canadian International Innovation Program (CIIP)**

This Program fosters and supports collaborative industrial research and development projects with high potential for commercialization between Canada and partner countries in collaboration with NRC.

### **NEW The International Business Development Strategy (IBDS) for Clean Technology**

Designed to encourage and support Canadian firms in their efforts to capitalize on growing opportunities in the global market for clean technology.

### **CanExport Marketing Initiative\***

The CanExport program is very helpful to Canadian companies that are exporting and/or planning to export.

### **Export Development Corporation (EDC)**

EDC offers programs to assist Canadian exporters. EDC is a financial crown corporation and provides security guarantees, buyer financing, supplier financing, working capital/project financing, insurance, bonding, export guarantees, direct lending services & more.

### **NEW Export Development Corp (EDC) Cleantech Co-Investment Program (CCIP)**

EDC and eligible partners (niche private-sector investors) provide financing to support the next generation of cleantech exporters in Canada. **To note** - In 2017, EDC provided a record \$1.5 billion in financing and support to nearly 200 cleantech companies in Canada.

### **Canadian Commercial Corporation**

A complementary service to EDC & the Trade Commissioner Service, more focus will now go into supporting Canada's cleantech and renewable energy sector.

## **DEFENCE INNOVATION FUNDING**

### **Innovation - Defence, Excellence and Security (IDEaS) Program\***

IDEaS explores new innovative approaches to build sophisticated defence and security capabilities responsive to today's emerging challenges.

### **BCIP – Military Portion**

Up to \$1M for testing innovation with the Canadian Armed Forces. Check out this link for opportunities - <https://buyandsell.gc.ca/procurement-data/tender-notice/PW-18-00856392>

### **NEW Defence Energy & Environment Strategy**

Supporting energy efficiency, sustainable operations and green procurement.

### **Innovative Solutions Canada – Military Portion\***

The ISC is a new procurement program dedicated to supporting the scale up and growth of Canada's innovators and entrepreneurs by having the federal government act as a first customer – 20 federal departments have been selected - each department has a budget of \$100M for contracting suppliers – including the Canadian Armed Forces.

## OTHER KEY FEDERAL PROGRAMS

### **Invest Canada – Community Initiatives (ICCI)**

ICCI provides financial support to communities for foreign direct investment initiatives and activities.

## **CANADA'S INFRASTRUCTURE BANK\***

As part of the Government of Canada's historic [Investing in Canada Plan](#) (over \$180B will be invested), the Canada Infrastructure Bank is an additional tool that provincial, territorial, municipal and Indigenous partners can use to build infrastructure across Canada. Projects the Bank invests in will contribute to Canada's long-term economic growth and support the creation of good, well-paying jobs for the middle class. The Bank's funds will attract private sector and institutional investment.

## **Opportunity Calgary Investment Fund**

The \$100-million fund offers opportunities for private sector companies, non-profits and public institutions making transformative investments in Calgary that will be catalysts for economic growth, diversification, increased employment, and expansion of the property tax assessment base. Check out: **Intake is continuous.**

## **EMPLOYMENT / TRAINING FUNDING**

This section highlights the 5 'main' employment and training programs for hiring or training technical personnel in Alberta and in Canada.

**Green Jobs Science and Technology Internship Program (STIP)** NRCan's (STIP) provides funding to eligible organizations for internships to assist youth find work experiences.

**Youth Employment Strategy (YES)** YES provides 3 programs – Skills Link, Career Focus and the Summer Work Experience Programs.

**Information & Communications Technology Council** Check out the Career Connect, Go Talent, Unlocking Global Talent, and, the IWES programs.

**Employment & Social Development Canada – Career Focus Program** The Career Focus Program is a career-related work experience.

**Canada-Alberta Job Grant\*** Under the Canada-Alberta Job Grant, employers receive up to two-third of direct training costs per employee up to a maximum of \$10,000 per employee per year.

## BDC PROGRAMS

BDC is the largest funder of cleantech startup sector (\$200M a year directly to companies and venture funds) and has shaken up its venture capital strategy. BDC is spinning off (1) Framework Venture Partners to support its private equity group and alternative investments group (appears to be primarily AI and scale ups), and, (2) a life sciences group as per its healthcare venture fund listed below.

### **Healthcare Venture Fund**

The Healthcare Venture Fund invests in transformative Canadian companies that will dramatically increase healthcare productivity by reducing healthcare costs while improving patient health.

### **Industrial, Clean and Energy Technology (ICE) Venture Fund\***

BDC Capital's Industrial, Clean and Energy (ICE) Technology Venture Fund tailors its investments towards capital-efficient and scalable businesses enhancing resource productivity with the potential to operate across a global market.

## PROGRAMS FOR WOMEN RUNNING TECH BUSINESSES

### **NEW WOMEN ENTREPRENEURSHIP STRATEGY**

This is a comprehensive, whole-of-government plan to help women grow their businesses through access to financing, talent, networks and expertise. It highlights the Government of Canada's commitment to create a diverse, inclusive economy that supports prosperity and a better quality of life for all.

### **BDC – Women in Tech\***

The WIT fund is dedicated to supporting women-led tech firms at the seed, series A and series B stages. The WIT fund also supports and develops emerging women investors and women in STEM (science, technology, engineering and mathematics) considering entrepreneurship.

### **Women Entrepreneurship Fund (WES)\* (Closed)**

Supporting women entrepreneurs with export market expansion.

### **Lazaridis Institute – Women Founders Cohort**

Open to women that are founders of a tech company in Canada and have received market traction with revenue >\$1M, this program pairs participants with mentors, offers preparation for funding rounds, and connects you with a network of other successful leaders the country over.

### **ALBERTA WOMEN ENTREPRENEURS\***

AWE offers loans of \$30,000 - \$150,000 for Alberta women for market-ready start-ups, business expansion projects, and business purchases as well as loans for leaseholds, equipment, operating capital and more.

### **Impact Canada Initiative – Cleantech Impact Program**

The Women in Cleantech Challenge offered 5 women to develop their idea into a marketable clean tech solution and compete for \$1M prize. **Contestants awarded.**

## NEW VENTURE CAPITAL PROGRAMS

### Venture Capital Catalyst Initiative

As per the Fall Economic Statement 2018 another \$400M has been allotted to this program plus another \$50M for cleantech firms.

Stream 1 will allocate \$350 million to applications from large funds-of-funds with the objective of maximizing returns through diversified investments, supporting skilled VC fund managers, increasing the availability of late-stage capital, and attracting substantial private-sector capital.

Stream 2 will allocate \$50 million for proposals concerning alternative investment models that can provide a financial return to investors but would not otherwise be addressed by Stream 1. Eligible applicants include VC funds-of-funds, VC funds, and other intermediaries that invest in companies.

## SCIENTIFIC RESEARCH & EXPERIMENTAL DEVELOPMENT

### Federal Scientific Research and Experimental Development

The Scientific Research and Experimental Development (SR&ED) Program is a federal tax incentive program to encourage Canadian businesses of all sizes and in all sectors to conduct research and development (R&D) in Canada.

### Alberta Scientific Research and Experimental Development

The Alberta Scientific Research and Experimental Development (SR&ED) tax credit benefits businesses of all sizes and in all sectors that conduct research and development that will lead to new, improved or technologically advanced products or processes.

# NAVIGATING THE INNOVATION FUNDING LANDSCAPE

Without capital, a business will not grow. For your company to successfully secure innovation funding, it is very important that you plan ahead, and, in some cases, many months ahead. Here are a few tips that will assist you become more successful at securing innovation funding.

## Plan Ahead by Building a Grant Strategy

A Grant Strategy is the best way to map out the funding programs that meet your requirements. Just like planning a trip, a road map assists us to most effectively and efficiently get to the best sites and assures us that we won't miss anything. Strategic Timelines assists you build a Grant Strategy tailored to your requirements so that you won't miss out on important funding programs that could provide financial leverage for your development and commercialization journey.

## Execute on 3 Key Strategies for Securing Innovation Funding

If you don't have a winning strategy for securing innovation funding in this competitive environment, you need one. Besides assisting you prepare a winning funding submission, Strategic Timelines assists your company with 3 additional strategies that have the impact required to get the funder's attention.

## Contracting Strategic Timelines Inc.

Preparing innovation funding submissions is not an easy task for most technology driven businesses especially for the initial 2 or 3 applications - given the complexity of funding options for some of the larger client R&D projects that are \$1M+ and the plethora of funding programs available.

Your next step is to determine the most cost effective and efficient way to prepare winning, impactful innovation funding submissions. Strategic Timelines provides your company with 3 contracting options. These 3 options are based on your time availability and budget. Some clients have time availability but have tight budgets - advisory services are provided to guide the client through the submission process. Other clients don't have time availability but are not as constricted with budgets and need consulting assistance to prepare 80% of the funding submission. Other clients like to share the time it takes to build the funding submission.

## Caution: The Difference Between Preparing a Funding Submission vs Writing an Application

Many businesses think that securing innovation funding is about 'writing' an application that will take an afternoon or perhaps a few days to complete. This is true for some funding applications. But, with fierce competition for funding, the majority of the funding submissions need focused time and detailing - many funding submissions also require your business plan, marketing / sales plan, financial projections, market assessment & competitor analysis to prove out your business model. Funding agencies need to be assured that your innovation will add to Alberta's and Canada's economy. Think about preparing a funding application with the same acumen and effort that you'd expend for financing or investment submissions. (To Note: These same supporting documents are required for financing and seed capital submissions which we can assist you with as well.)

# LEARNING MORE ABOUT INNOVATION FUNDING

We provide you with 4 subscription options to keep you in the know.

## SUBSCRIPTION OPTIONS

If you need to be apprised of innovation funding programs over the long term or over the short term, here are 3 options to assist you stay on top of the changing and growing innovation funding landscape.

### Option 1: The Overview of the 110+!!! Main Federal & Provincial Innovation Funding Programs

You'll find **110+!!!** funding programs briefly described so that you become quickly apprised of funding programs for further research. This option Includes timely funding updates. **This option is open to any technology driven company or individual who needs to know about funding programs for their development and commercialization initiatives. This option is also available for any organization serving the tech community that wishes to post the Overview on your website for your members.**

**Distribution: For Public Distribution**

**FREE!**

The following options are for subscriber use only and not for public distribution.

### Option 2: A Summary of the 110+!!! Main Federal & Provincial Innovation Funding Programs

You'll find **110+!!!** funding programs with more descriptions so that you have more information at your finger tips and do not have to do as much research to get the details.

**Distribution: Subscription Only - Not For Public Distribution**

**\$350 + GST annually and \$25 + GST/monthly for an annual subscription with timely updates.**

### Option 3: The In-Depth Summary of the 110+++ Federal & Provincial Innovation Funding Programs

For technology driven businesses that need comprehensive information on all funding programs **including the Clean Tech Summary** listed below, this 80+ page In-Depth Summary will more than adequately meet your requirements. This option is best for technology driven businesses that need to build a comprehensive understanding of all funding programs available to their company.

**Distribution: Subscription Only - Not For Public Distribution**

**\$1250 + GST annually and \$75 + GST/monthly for an annual subscription with timely updates.**

### Option 4: The CleanTech Summary

For technology driven businesses that need to be in the know about all of the clean tech programs, the CleanTech Summary will keep you apprised as new programs are announced.

**Distribution: Subscription Only - Not For Public Distribution**

**\$500 +GST annually and \$50 + GST/monthly for an annual subscription with timely updates.**

## SUBSCRIPTION OPTIONS FOR CORPORATIONS – 51+ EMPLOYEES

For larger organizations that wish to distribute any one of the above options throughout your company or government department, please call for corporate rates.



## CHOOSING YOUR SUBSCRIPTION OPTION

Please Check your Preferred Annual Subscription & Circle Yes or No if You'd Like Timely Updates throughout the year and then email this page to [info@strategictimelines.com](mailto:info@strategictimelines.com).

1. **Option 1: An Overview of the 110+!!! Main Federal & Provincial Innovation Funding Programs for Technology Driven Businesses.**

FREE \_\_\_\_\_

+ With Updates? (Circle) Yes or No

2. **Option 2: A Summary of the 110+!!! Main Federal & Provincial Innovation Funding Programs**

\$600 annually + GST \_\_\_\_\_

(Circle) Yes or No for Annual Subscription with Updates \$50/month

3. **Option 3: In-Depth Summary of the 110+++ Federal & Provincial Innovation Funding Programs including a Summary of the Cleantech Funding Programs (Option 4 listed below).**

\$1250 annually + GST \_\_\_\_\_

(Circle) Yes or No for Annual Subscription with Updates \$75/month

4. **Option 4: A Summary of the CleanTech Funding Programs.**

\$600+ GST \_\_\_\_\_

(Circle) Yes or No for Annual Subscription with Updates \$50/month

### Payment Method

Your Full Name \_\_\_\_\_ Company Name \_\_\_\_\_

Your Email Address \_\_\_\_\_

**Method of Payment:** (Please Circle): Visa, MC, Cheque, Email Transfer

IF Credit Card, provide the # \_\_\_\_\_

IF Credit Card – Full name as it appears on the card \_\_\_\_\_

Expiry date – Month \_\_\_\_\_ Year \_\_\_\_\_ CSC \_\_\_\_\_

## WHY STRATEGIC TIMELINES INC.?



Strategic Timelines Inc. assists manufacturing, engineering, technology & technical firms build strong and sustaining business foundations for launching their initiatives whether they are **Starting, Growing, Funding or planning for Exit.**

**Brief Background:** When the consultancy was first started in 1987, many clients were manufacturing companies who needed assistance preparing applications to secure large government grant programs to support their technology developments and/or ISO implementation. These clients also required market research, competitor research and customer research to assess the feasibility of bringing new products or services to existing and/or new markets. In the late 1990's and into 2000, consulting services focused on assisting micro to mid-size professional services, engineering, technical & technology companies build strategic business plans, operating (action) business plans, and, marketing strategies & plans for immediate execution supported with follow-on coaching.

**Today's Focus:** Strategic Timelines works exclusively with technology driven businesses to assist them secure innovation funding, financing and investment – and as importantly, build sound business and marketing plans for generating revenues. Key to successfully securing funding is your company's growth potential supported by sound business and marketing strategies, and, run by proven managers (and/or coached by proven advisors) with the capabilities to execute to get results.

**Our Approach:** We specialize in preparing winning innovation funding submissions along with the required supporting documents with impactful content and strategies. The supporting documents required for most funding submissions are your up-to-date business and marketing/sales strategies along with your Business Plan, Operations Plan, Marketing/Sales plan, 3 Year Financial Statements, and, 3 - 5 year Financial Projections – all supported by market assessment and competitor analysis to prove out the business model as well as serve as a road map for building a sustaining, growing business. **This approach significantly increases the odds of your company securing funding, financing and/or investment.**

**Education & Specialization:** Eileen Ashmore, MBA, CMC is a **Technology Funding Specialist**. Over the last 30+ years, Eileen has worked with hundreds of B2B companies. Eileen has an MBA specializing in Marketing & Distribution Systems & holds the Certified Management Consulting (CMC-Canada) designation. With Eileen Ashmore's expertise and experience with B2B-SME's, you'll become quickly oriented to what you need to do to move forward to capitalize on opportunities while shoring up your weaknesses.

Prior to working in the management consulting industry, Eileen worked in the personal financial planning field and as a stock broker with RBC Dominion Securities.

**Volunteer History:** Past volunteer with the Salvation Army, Toastmasters and Medical Mercy Canada.