

MINISTRY OF ECONOMIC DEVELOPMENT, JOB CREATION AND TRADE

**Helping the Economic Development Community
Attract, Retain and Grow Businesses!**

September 2018

Programs & Services Update

- ❑ Welcome & Setting the stage
- ❑ Small Business Access – a powerful tool for main street businesses looking to grow!
- ❑ Manufacturing matters : tapping into the Ontario Investment Office
- ❑ Attracting investment: How site selection & land use planning services can help!
- ❑ Expanding through trade – helping you help your businesses
- ❑ Ontario Provincial Nominee Program – our best kept secret to help with workforce attraction
- ❑ Funding as an business attraction and expansion tool
- ❑ When things pivot: how CiT can help your community pivot too
- ❑ Regional Economic Development planning – a ministry perspective

Does this sound familiar?

- A growing manufacturing company in your community wants to look to new export market opportunities as a growth strategy.
- This may lead to investments in a new production line and could require hiring up to 20 new skilled and unskilled employees.
- You recognize that your community has a labour shortage that could make retaining this potential investment difficult
- And... you have seen a recent shift in your local economy which could be indicative of what's to come...

ONTARIO INVESTMENT OFFICE

Investment and Growth Division
Strategic Account Division
Ontario Investment Office
Ministry of Economic Development, Job Creation and Trade

September 2018

SMALL BUSINESS ACCESS

- Ontario's Small Business Access (SBA) is a one-window service connecting established small business owners with the information they need to grow their businesses and to manage day-to-day operations.

www.Ontario.ca/SmallBusiness

1-888-999-5970



Small Business Access

Get support, information and advice to run your small business.

Have a question? Call us toll-free within Ontario • Monday to Friday 8:30 a.m. to 5:00 p.m. Eastern Time: 1-888-999-5970

Overview

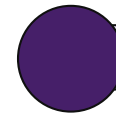
Webpage

www.Ontario.ca/SmallBusiness

- Objective: To create an online platform that consolidates information to help established 'main street' small businesses **grow and manage their day to day operations.**
- The webpage is broken down into 4 main sections:
 1. **Get Funding** (hiring a young person)
 2. **Get Business Advice** (connecting with EDO's)
 3. **Grow Your Business** (taking your business global)
 4. **Recent Announcements** (updated as new programs and services for small businesses are announced)

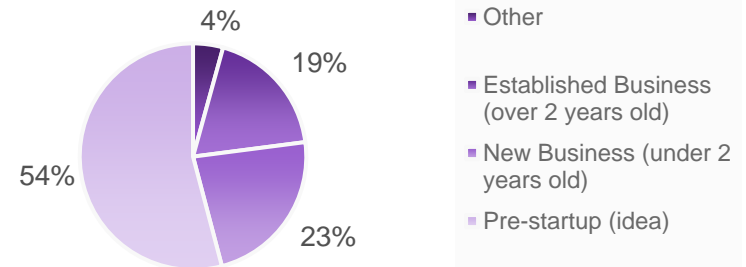
Telephone Contact Centre

1-888-999-5970



Business Stage of Callers

More than half of the calls* came from companies in the **pre-startup stage.**



*Data captured between Feb 5 – July 15.

REGIONAL GROWTH SERVICES

Ontario Investment Office
Ministry of Economic Development, Job Creation and Trade

September 2018

Mandate and Key Services

The Ontario Investment Office's **Regional Growth Services** team drives Ontario's **Business Retention and Expansion** activities for Small and Medium-sized Enterprises with tradable goods and services, by:

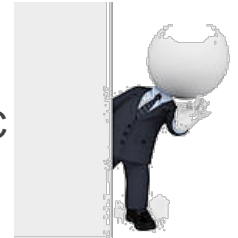
- Working with senior executives and owners;
- Developing an understanding of the company's challenges and identify opportunities;
- Convening regional partners to connect companies to government, association and private sector forms of assistance, including: programs, services, resources, and people;
- Acting as a single point of contact for a broad range of programs and services; and
- Acting as sounding boards for strategic growth plans.



Partner Matrix

- Municipal EDO/Staff
- Regional ED Organisation
- MEDG Field Services Colleagues
- MEDG (Strategic Account, FAB, etc.)
- OMAFRA, MCTR, MAESD, MNRF, MNMD advisors
- Fed Dev / ISED
- Community Futures Development Corporation
- Business Development Bank of Canada (BDC)
- Farm Credit Corporation (FCC)
- Export Development Canada (EDC)
- National Research Council | IRAP
- Employment Service Provider (ESP)
- Local Training Board
- Sector Organisations
- Trade Specialists

- Global Affairs Canada / AAFC
- Regional Innovation Centre
- MITACS
- Ontario Centers of Excellence
- Ontario Network of Entrepreneur (ONE)
- Small Business Enterprise Centre
- Post Secondary Institutions
- Financial Institutions
- Funding organisation
- Accounting | Legal | External Consultant
- Site selectors
- Elected Officials
- Business Leaders
- Etc.



YOUR Eastern Regional Growth Services

Jeff Pinkney 705-755-5984 / Jeff.pinkney@ontario.ca	Peterborough (City), Peterborough (County) , Cobourg Haliburton, Hastings, Kawartha Lakes, Northumberland
Kent Fitzhugh 613-531-5594 / Kent.fitzhugh@ontario.ca	Kingston, Belleville, Frontenac County, Deseronto Twp of Tyendinaga, Prince Edward County, Quinte West
Anne Croteau 613-241-3841 x231 / Anne.croteau@ontario.ca	Ottawa (South), Leeds & Grenville, Brockville, Gananoque, Prescott
Marcelo Grinfeld 613-241-3841 x227 / Marcelo.grinfeld@ontario.ca	Ottawa (West), Kanata, ICT
Denise Batson* 613-241-3841 x233 / Denise.batson@ontario.ca	Ottawa (Centre), Renfrew, Lanark Pembroke, Smith Falls
Giuseppe Esposito * 613-241.3841 x229 / Giuseppe.esposito@ontario.ca	Ottawa (East), Orleans, Prescott- Russell Stormont – Dundas – Glengarry, Cornwall
Diane Pelletier * · 613.241.3841 x224 / diane.pelletier@ontario.ca	

WESTERN Region
 Amy Britten
 519-571-6074

CENTRAL Region
 Rob Schock
 416-235-4285

EASTERN Region
 Lynne Groulx*
 613-241-3841 x229



SITE SELECTION & LAND USE PLANNING SERVICES

Site Planning and Coordination Unit
Investor Services Branch
Ontario Investment Office
Ministry of Economic Development, Job Creation and Trade

September 2018

Mandate and Key Services

- To **secure new greenfield investments** and support company expansions by **facilitating and streamlining** site selection decisions and the development process.

Greenfield investments:

- involve a new facility footprint; usually by a globally-mobile investor;
- are subject to fierce competition;
- generally involve a unique set of decision factors for an investor and a number of regulatory and complex approvals; and
- create additional benefits including temporary construction job creation, new municipal tax assessment and regional supply chain opportunities.

Current Program (see handout)

1. Investment Ready: Certified Site Program

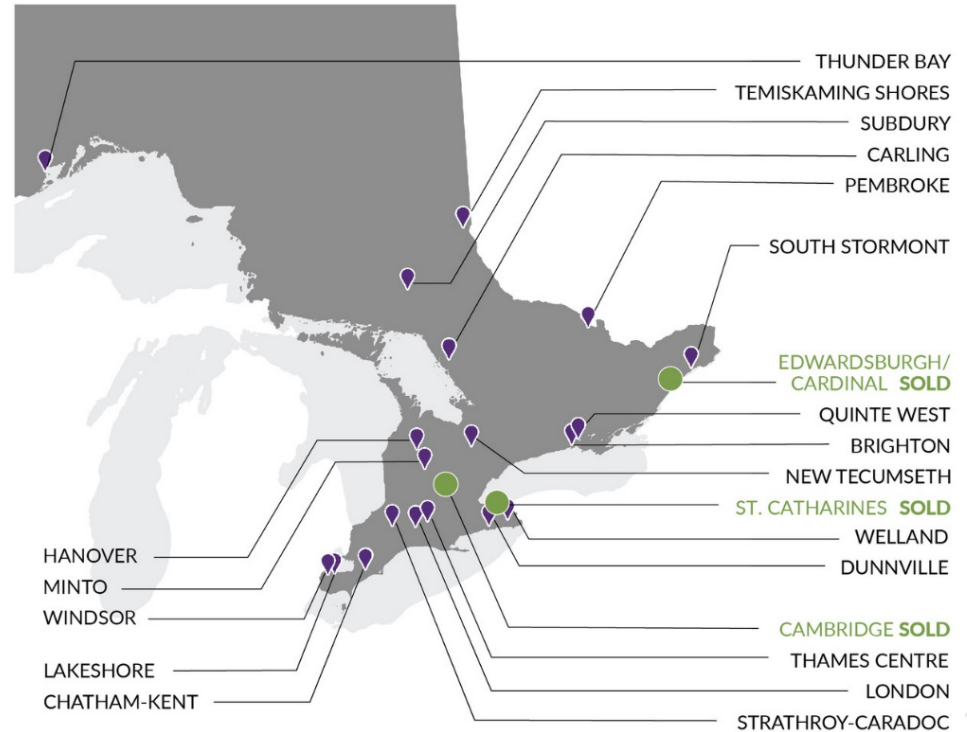
Site Selection Services (see handout)

1. Confidential Site Searches
2. Site Evaluation
3. Site Visit Coordination
4. Permitting and Approvals Coordination

Investment Ready: Certified Site Program



- Launched in 2013 as a pilot, the Program was **approved by Treasury Board as a permanent, ongoing Program** in 2016.
- The program offers **50% reimbursement of eligible costs, up to \$50,000**, to complete the certification process and marketing efforts.
 - The average cost to complete certification is \$15,000.
 - Once certified, the **Province actively markets the site including posting materials** posted on the InvestinOntario.com website.
- Ontario has Certified a total of 31 industrial sites. Currently **22 active Certified Sites** exist across Ontario, with 17 in the pipeline, and several sites sold and partially sold.



Investment Example in Eastern Ontario



- Edwardsburgh Cardinal was designated a Certified Site in February 2015.
- Received 11 serious offers within 7 months of being certified.



- Giant Tiger found Certified Site online in August 2015.
- Conditional offer signed in late September 2015.
- Ground breaking in April 2016.

"...the availability of industrial land pre-certified for services by Ontario made the site attractive..."

Scott Reid, Giant Tiger Board Director



- Giant Tiger built a 600,000 sq.ft. distribution warehouse that officially opened in September 2017.
- Supports 300 jobs in a rural town of 7,000.
- Officials from Amazon recently toured the facility to see Giant Tiger's AI and robotic platforms.
- Acted as a catalyst for nearby developments.

BUSINESS ENGAGEMENT

International Trade Program Division
Ministry of Economic Development, Job Creation and Trade

September 2018



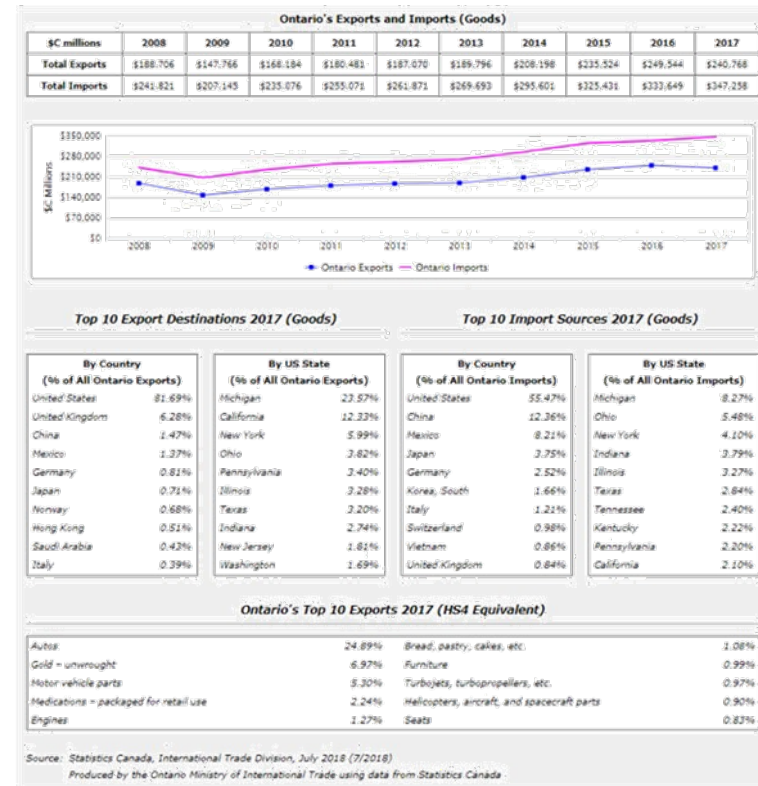
Ontario Export Preparation Programs Help

The number of Ontario SMEs receiving exporter preparation support is continuing to grow

The Ministry works with EDO's, industry associations and community partners to reach companies in need of export support

In Q1 2018:

- 205 companies were assisted
- 140 companies received support through the 21 exporter preparation programs delivered in 10 cities across Ontario
- 3 companies have been moved through the pipeline to an export ready status.
- 14 Companies received export financial support through Global Growth Fund

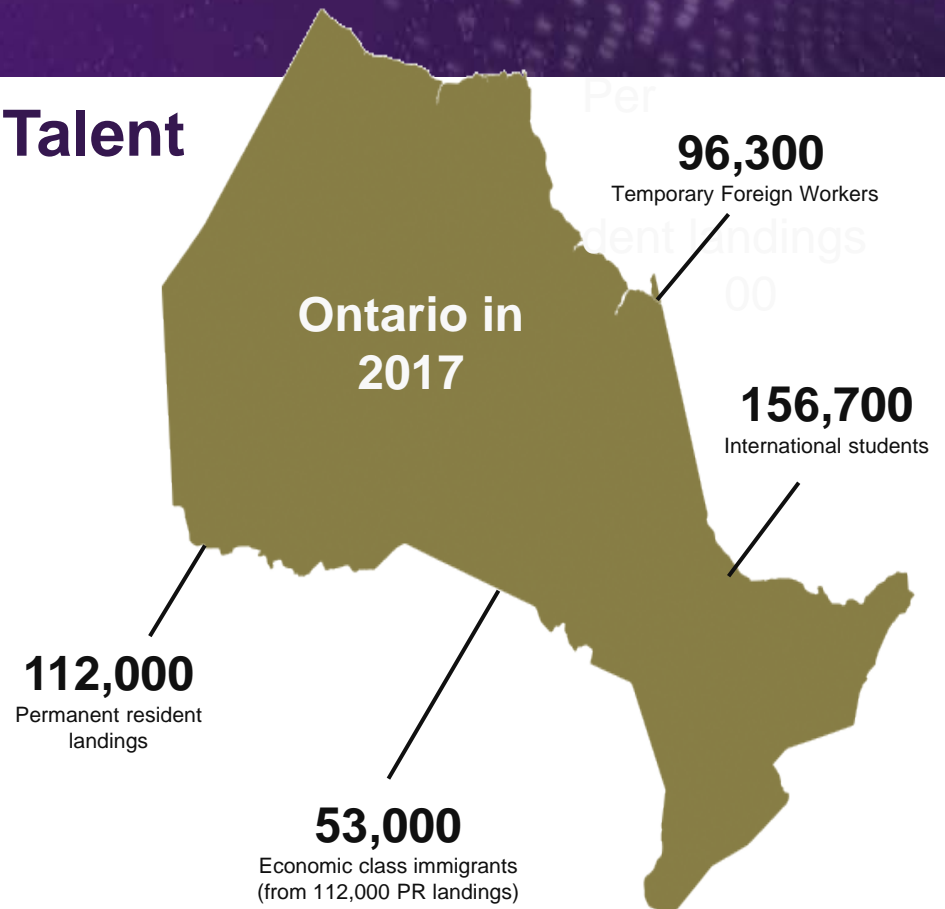


3 more Export Preparation seminars planned for Eastern Ontario in 2018

Ontario Immigrant Nominee Program

Seeking Global Talent

2017 Economic Immigration Landscape



Economic class: a category of permanent immigrants selected for high skills and ability to contribute to Canada's economy; such immigration is vital to our economic growth, and companies stand to benefit

International students: Ontario is Canada's top destination for post secondary education and the federal government makes it easy for them to stay and work after graduation through programs such as the Post-Graduate Work Permit Program

Temporary foreign workers: Ontario employers can hire through the Temporary Foreign Worker Program and the International Mobility Program to fill temporary local labor skills shortages and better compete on a global scale

Ontario's Selection Role

- The federal government has responsibility for immigration selection.
- Through provincial nominee programs, provinces and territories are able to select and “nominate” individuals for permanent residence.
- Each year the federal government determines how many individuals Ontario can nominate for permanent residence.
- Once nominated, Ontario's nominees apply to the federal government for permanent residence.

2017 OINP Snapshot

- **6,513** nominations
- **254** occupations
- The top **20** occupations were mainly in the ICT sector
- **22%** of total nominations were for individuals in the ICT sector

Immigration, Refugees and Citizenship Canada (IRCC) has allocated **6,600 nominations** to the OINP for 2018.

Ontario's PNP is now the largest in Canada.

Provincial Pathways to Economic Immigration

The OINP's annual nomination allocation is spread across a portfolio of streams which fall into three broad categories:

- **Employer Job Offer Category** allows Ontario businesses to fill needs in professional, managerial, and in-demand occupations with foreign workers and international students. Recruited workers may apply from within or outside of Canada.
- **Human Capital Category** targets individuals with the skills, education, and language ability in English and/or French needed to succeed in Ontario's labour market. A job offer is not required for this category.
- **Business Category** targets individuals and corporations with a viable business activity that will bring significant economic benefit to Ontario.

OINP is Broad in Scope

Category	Stream	Target
 Job Offer	<ul style="list-style-type: none"> • Foreign Worker • International Student 	Support employers and industries to fill specific job openings.
	<ul style="list-style-type: none"> • In-Demand Skills 	Support employers facing labour shortages in lower-skilled occupations in the construction and agricultural sectors.
 Human Capital	<ul style="list-style-type: none"> • Masters Graduate • PhD Graduate 	Retain Masters and PhD graduates who are Ontario educated and ready to meet Ontario's labour market needs.
	<ul style="list-style-type: none"> • Human Capital Priorities 	Maximize opportunities to attract and retain foreign workers with skills to respond to a range of priority labour market needs.
	<ul style="list-style-type: none"> • French-Speaking Skilled Workers 	Help attract foreign talent who have high linguistic capabilities in both official languages.
	<ul style="list-style-type: none"> • Skilled Trades 	Retain tradespeople in Ontario, and to provide options for employers looking to retain temporary foreign tradespeople
 Business	<ul style="list-style-type: none"> • Entrepreneur 	Enable entrepreneurs that want to start or purchase and expand a business in Ontario
	<ul style="list-style-type: none"> • Corporate 	Enable corporations that are ready to invest in Ontario and create jobs

Business Services

- The OINP is taking an active role in finding solutions to Ontario business immigration needs regarding both permanent and temporary residence pathways.
- We help employers leverage Ontario's immigration selection program streams by:
 - ▷ Filling labour shortages,
 - ▷ Retaining international students graduating from academic institutions in respective municipalities, and
 - ▷ Getting skilled workers faster.
- We are a designated referral partner under Canada's Global Skills Strategy (GSS) which is designed to provide a faster and more predictable process for Canadian companies to attract high skilled foreign talent to help scale-up and grow.
- We provide info-sessions, in-person or teleconference meetings, and a dedicated staff member to contact for information and assistance navigating the various immigration pathways.

Contact Information

Ontario Immigrant Nominee Program

Ministry of Economic Development, Job Creation and Trade

Phone:

416-327-0374

1-866-214-6820 (within North America only)

Email:

General inquiries – ontarionominee@ontario.ca

Business streams – business.immigration@ontario.ca

Website:

www.ontarioimmigration.ca/oinp

FUNDING ADMINISTRATION BRANCH

**Eastern Ontario Development Fund (EODF)
Communities in Transition (CiT)**

EODF OBJECTIVES & OVERVIEW

The objectives of EODF (and SWODF) are to:

- Provide financial assistance to promote **regional economic development** in eastern & southwestern Ontario;
- Attract **private sector investment**;
- **Create and retain jobs**;
- Promote innovation, collaboration and industry cluster development;
- Enhance productivity, competitiveness and exports of businesses.

The Funds are enabled by the Attracting Investment and Creating Jobs Act, 2012.

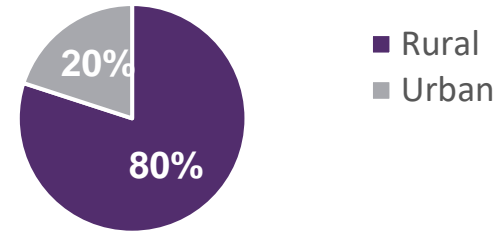
Program Overview:

- The Funds are application based and continuous intake; support is in the form of grants and loans.
- There are two streams:
 - Business Stream – for existing businesses
 - **Support up to 15% of eligible investment** to a maximum grant of \$1.5 million;
 - Projects with eligible investments > \$10 million and that lead to > 50 new jobs, can receive additional funding in the form of a loan (max \$5 million with up to \$1.5 million forgivable);
 - Example – **business investing in new technology/production line to manufacture a new product**
 - Regional Stream – municipalities and economic development organizations
 - **Support up to 50% of eligible investments** to a maximum grant of \$1.5 million;
 - Example – municipality needs to invest in infrastructure **to secure new foreign direct investment**

EODF RESULTS TO DATE

- Since the Eastern Ontario Development Fund (EODF) was launched in 2008, the program has committed Ontario support of over **\$100 million**, supporting total investment of over **\$1 billion**, and helping to create and retain **over 21,000 jobs** through support for over **200 projects**.

- Key Facts



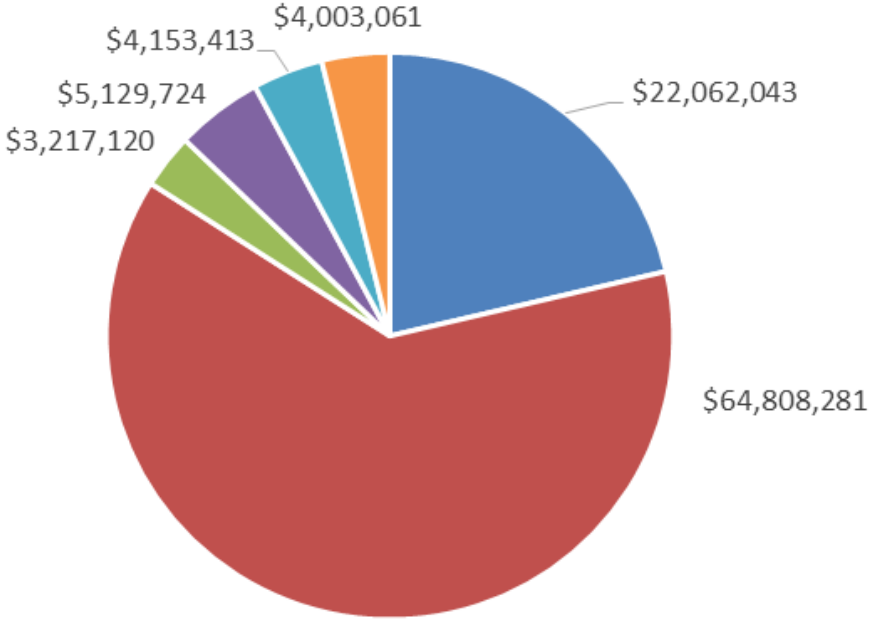
- **80%** of EODF projects are in rural communities
- **Small** businesses account for **66%** of projects
- The majority of projects support **manufacturing and food processing**

- What makes the program work:

- **Collaborative** approach – Economic Development Officers in the regions, MEDCJT Ontario Investment Office, OMAFRA, MTCS, are very important to the process.
- Program model which leads to **results** - private sector investment and sustainable job creation.
“The model promotes responsible business decisions, reduces government risk, and demands accountability for results; with business based service commitments.”

10 Years of EODF

EODF Total Funding by Sector (FY2008/09 - FY2017/18)



- Food & Beverage Processing (28 projects)
- Manufacturing (140 projects)
- ICT (7 projects)
- Life Sciences (5 projects)
- Other (9 projects)
- Tourism (7 projects)

CIT OBJECTIVES & OVERVIEW

The objective of the CiT program is to:

- to help support a **community's response to sudden or systemic job losses**, such as the unforeseen loss of a major employer or the continued losses of several employers over a sustained period.

Program Overview:

- Application-based program that funds recipients to **develop strategies**, build capacity, and embark on new economic development initiatives that are not supported under other existing provincial programs.
- Designed to be flexible in order to respond quickly and efficiently to a need

Results to Date

- Since 2006, the Ontario government has committed **over \$25M in Communities in Transition** funding to assist **67 communities and industry groups**.

REGIONAL ECONOMIC DEVELOPMENT

Engagement and Partnership Unit
Business Climate and Funding Administration Division
Ministry of Economic Development, Job Creation and Trade

September 2018

Regional Economic Development Branch

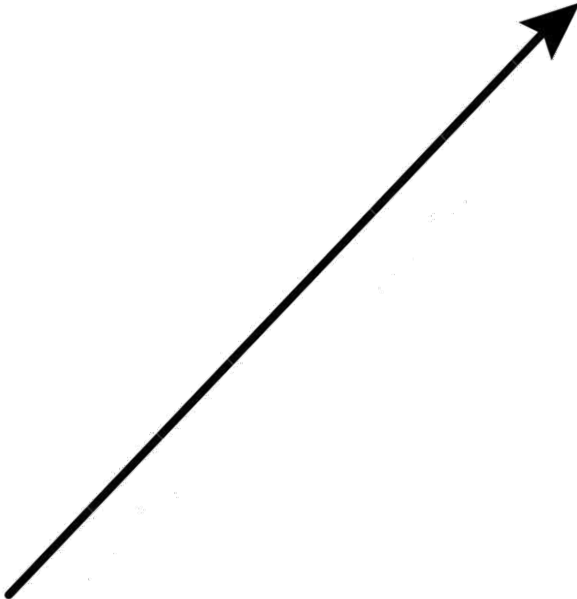
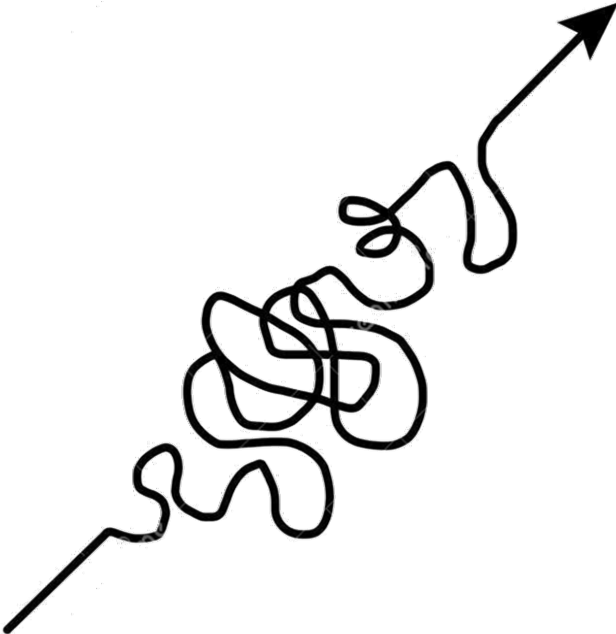
- MEDJCT is committed to furthering the prosperity of Ontario's communities, both rural and urban.
 - The Regional Economic Development (RED) branch develops policy, carries out research, and engages with partners on regional economic development issues. Some examples of the branch's work include:
 - Partnering with the Eastern Ontario Leadership Council (EOLC) on the ongoing refresh / renewal of the Eastern Ontario Economic Development Strategy.
 - Developing 'Ontario Community Profiles', which are snapshots that provide key economic analysis data, employment statistics and demographic information on communities in Ontario.
 - Engaging with regional stakeholders and partners to better understand regional needs, strengths and opportunities.

Contact Details

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Galen.Kennedy@Ontario.ca or 416-325-6512

Harsh Sodhi, Senior Advisor, Engagement and Partnerships Unit, Regional Economic Development Branch, Ministry of Economic Development, Job Creation and Trade
Harsh.Sodhi@Ontario.ca or 416-325-5111

Here to help make sense of it all!



LET'S CONTINUE OUR CONVERSATION

