



Federal Economic Development  
Agency for Southern Ontario

Innovation, Science and  
Economic Development Canada

Agence fédérale de développement  
économique pour le Sud de l'Ontario

Innovation, Sciences et  
Développement économique Canada



# Our Ministers, Our Staff

Created in 2009, by orders-in-council,  
FedDev Ontario supports economic development in southern Ontario



**THE  
HONOURABLE  
NAVDEEP  
BAINS**

Minister  
Responsible for  
FedDev Ontario



**THE  
HONOURABLE  
BARDISH  
CHAGGER**

Minister of Small  
Business and  
Tourism



**THE  
HONOURABLE  
KIRSTY  
DUNCAN**

Minister of  
Science

Approximately  
**230 FTEs** across all  
offices



**Headquartered in  
Waterloo**  
with offices in  
Ottawa, Toronto  
and  
Peterborough



One of six **Regional Development Agencies (RDAs)** across Canada

# Our RDA Partners

- Regional development agencies know the specific strengths and challenges in their regions
- By targeting these areas, federal funding can be effectively leveraged for the greatest benefit to the region and to Canada



# Our Roles

FedDev Ontario was established with a mandate to:

- Strengthen the regional capacity for innovation, entrepreneurship and collaboration; and
- Promote the development of a strong and diversified southern Ontario economy

This is accomplished through our work in the following roles:



## Co-Investor

Invest funding in targeted projects along with other partners and investors to stimulate the economy

## Delivery Agent

Deliver national programs and strategic projects where they are needed

## Services to Firms and Stakeholders

Provide services to Ontario firms and other stakeholders on national initiatives

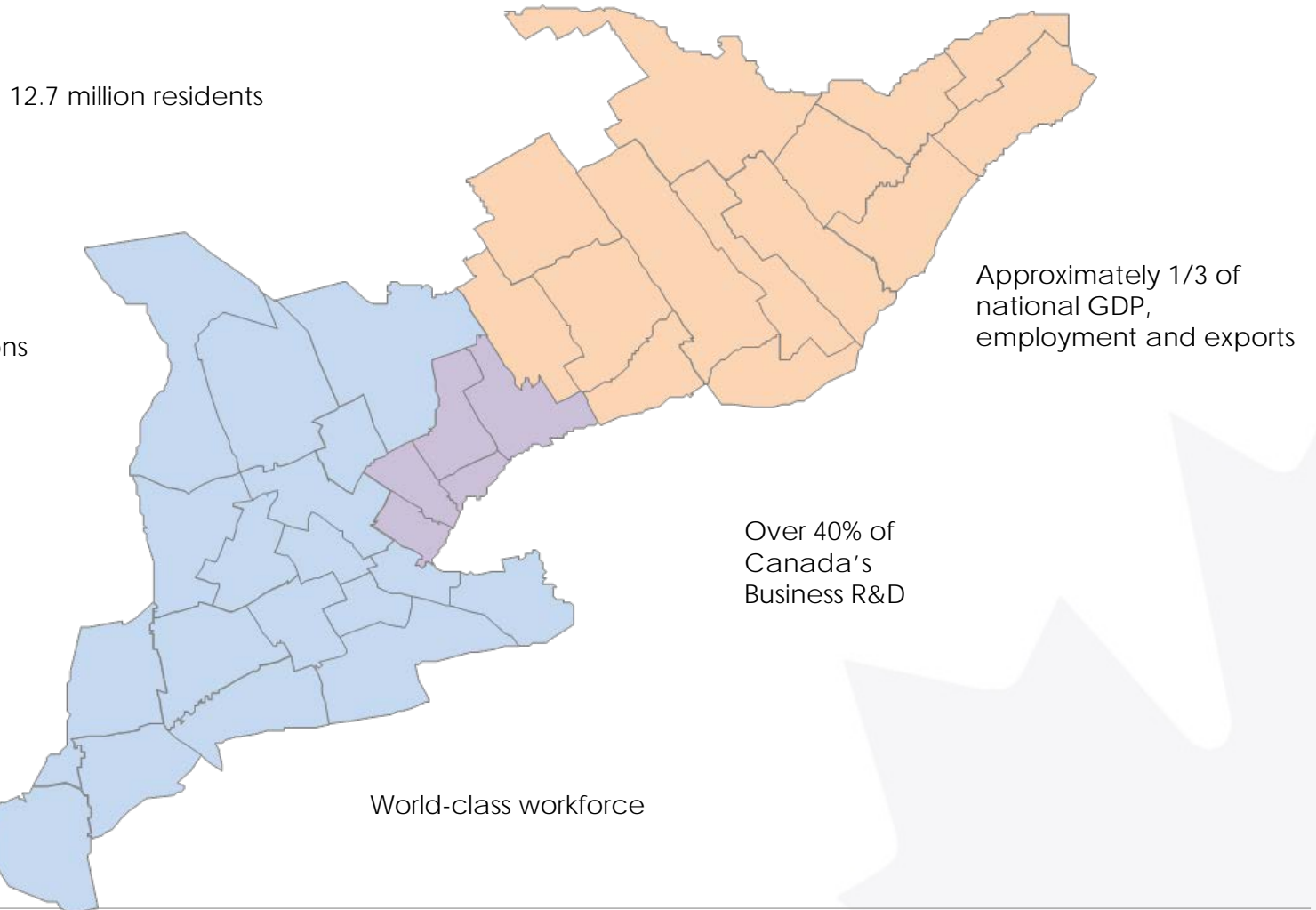
## Convenor

Bring together key stakeholders to explore collaborations that will help advance Canada's Innovation and Skills Plan

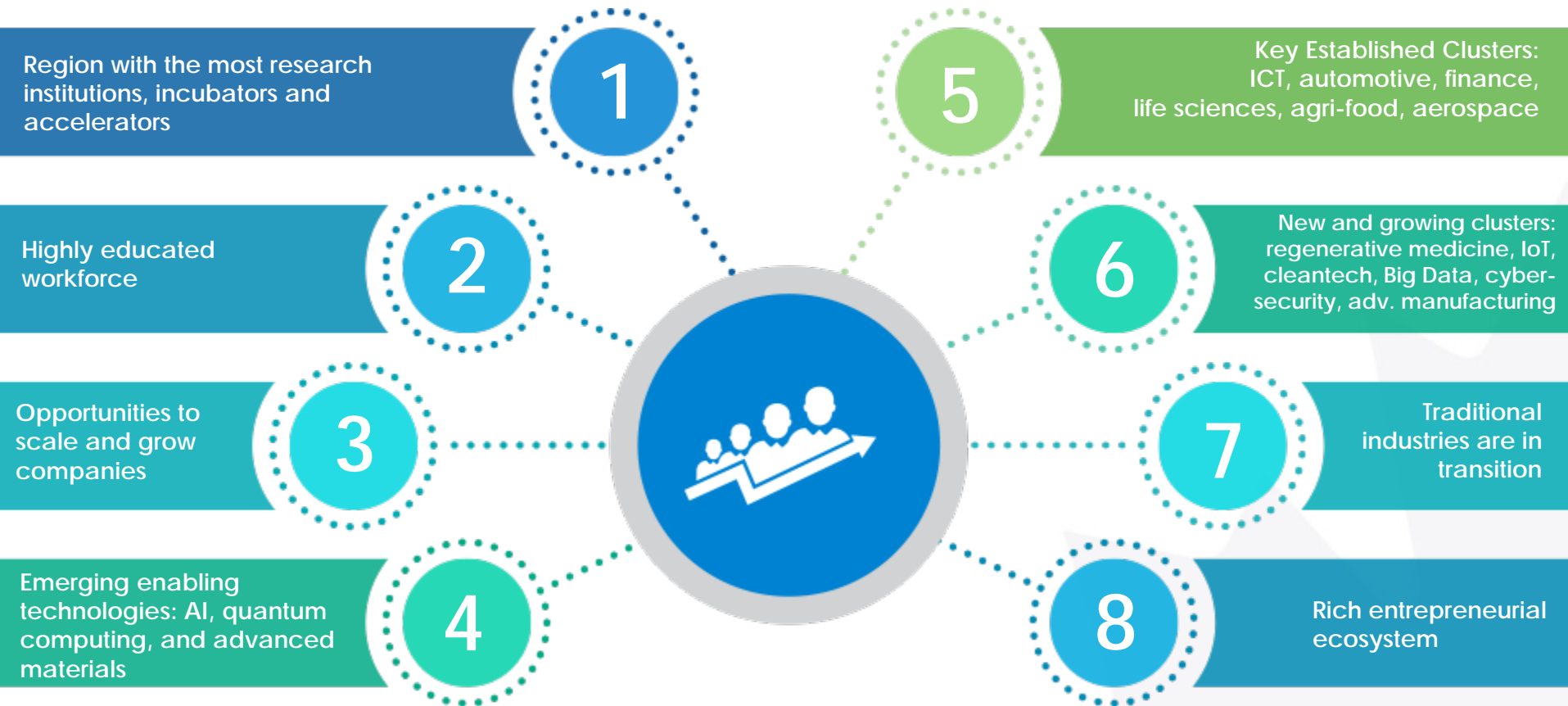
## Champion

Promote the assets of the region to raise the profile of southern Ontario nationally and internationally; as well as work to fulfil federal government priorities in the region

# Our Region: Southern Ontario



# Our Regional Strengths and Opportunities



# Budget 2018



Regional Development Agencies are one of four key platforms for engaging with business on innovation



FedDev Ontario allocated \$920 million over six years, starting in 2018-19 for continued support of economic growth in southern Ontario



In addition to core funding:

- \$116 million over five years to support the Innovation and Skills Plan in southern Ontario

With renewed funding, FedDev Ontario will continue to make a difference in the region, positively impacting businesses and communities, and maintaining Canada's competitive edge in an increasingly global economy.

# Our Delivery on Government of Canada Priorities

## Government Priorities

Supporting Canada's Innovation and Skills Plan

Promoting inclusive growth

Advancing the interests of the region

Ensuring effective internal operations

## Innovation and Skills Plan

### Four areas of focus:

#### Skills:

Improving skills and attracting global talent

#### Technology and Commercialization:

Developing and adopting new technologies and helping companies bring products to market

#### Investment in Innovation:

Improving access to financing, encouraging investment, supporting the demonstration of technologies and building the capacity necessary for Canadians to take advantage of growth opportunities

#### Supporting businesses to scale up:

Helping companies grow and become integrated in global supply chains

## FedDev Ontario

### Supporting:

- business growth/scale up
- development of clusters and innovation ecosystems
- adoption of technology and commercialization
- creation of high-quality jobs
- community diversification

### Enabling:

- Partnerships
- Collaboration
- Inclusive growth
- Access to risk capital



# Investing in Regional Innovation and Development: RDA Contribution to the Innovation and Skills Plan



PRIORITIES	Grow and nurture inclusive regional innovation ecosystems	Invest and support businesses and high growth firms, to assist them in scaling up and becoming world-class players	Invest in products, processes and services that improve environmental performance in support of sustainable development and clean economic growth	Respond to the unique needs of individual regions and communities to support economic development and diversification
DELIVERY	<p>Direct delivery of Regional Development Agency (RDA) programs (including programs delivered by FedDev Ontario), pathfinding support and a single point of access for both RDAs and federal programs/services in respective regions</p> <p>Provide acknowledgement of application within 48 hours for RDA programs, and number of referrals to appropriate federal economic programs or services</p>			
RESULTS	<ul style="list-style-type: none"> <li>✓ More Innovation Regional Economies</li> <li>✓ Greater Commercialization</li> <li>✓ SME Growth</li> </ul>	<ul style="list-style-type: none"> <li>✓ More Canadian firms with global scale</li> <li>✓ Greater competitiveness</li> </ul>	<ul style="list-style-type: none"> <li>✓ More Canadian clean technology firms with global scale</li> <li>✓ Reduced Environmental Impact</li> <li>✓ Clean Economic Growth</li> </ul>	<ul style="list-style-type: none"> <li>✓ Resilient Communities</li> <li>✓ Inclusive Growth</li> <li>✓ Opportunities for Indigenous Peoples</li> </ul>

# Strengthening Regional Capacity through Innovation

Supporting the development of clusters in areas such as the Toronto-Waterloo corridor and key sectors, including:

- **Waterloo Region** – Digital Cluster
- **Sarnia** – Clean Tech/ Biochemical
- **Ottawa** – Information and Communication Technology
- **Toronto** – Digital and Life Sciences
- **Eastern Ontario** – Agri-Food

Supporting advanced manufacturing growth in southern Ontario by investing in:

- Access to capital
- Machinery & equipment
- Skills development
- Tech Assessments and Adoption
- Consortia development



## INNOVATION

Attracting investment to Southern Ontario by:

- Partnering through direct and indirect co-investments to maximize FDI in the region
- Bringing together key players
- Promoting regional assets



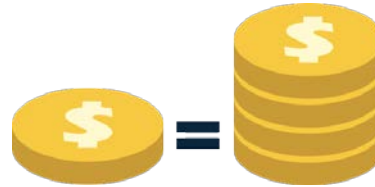
# Our Results:

## FedDev Ontario's Programs & Initiatives

FedDev Ontario develops and delivers tailored **programming** to partner with **businesses, incubators/accelerators, research and post-secondary institutions and communities**



**Over \$1 billion**  
**(\$1.07 billion)** in core programming invested since 2010, bringing transformational opportunities for innovation, commercialization, manufacturing and community development



**High-leveraged investments** – Since the beginning of the Agency's second mandate (2014), every dollar directly invested in businesses to date has leveraged close to four dollars

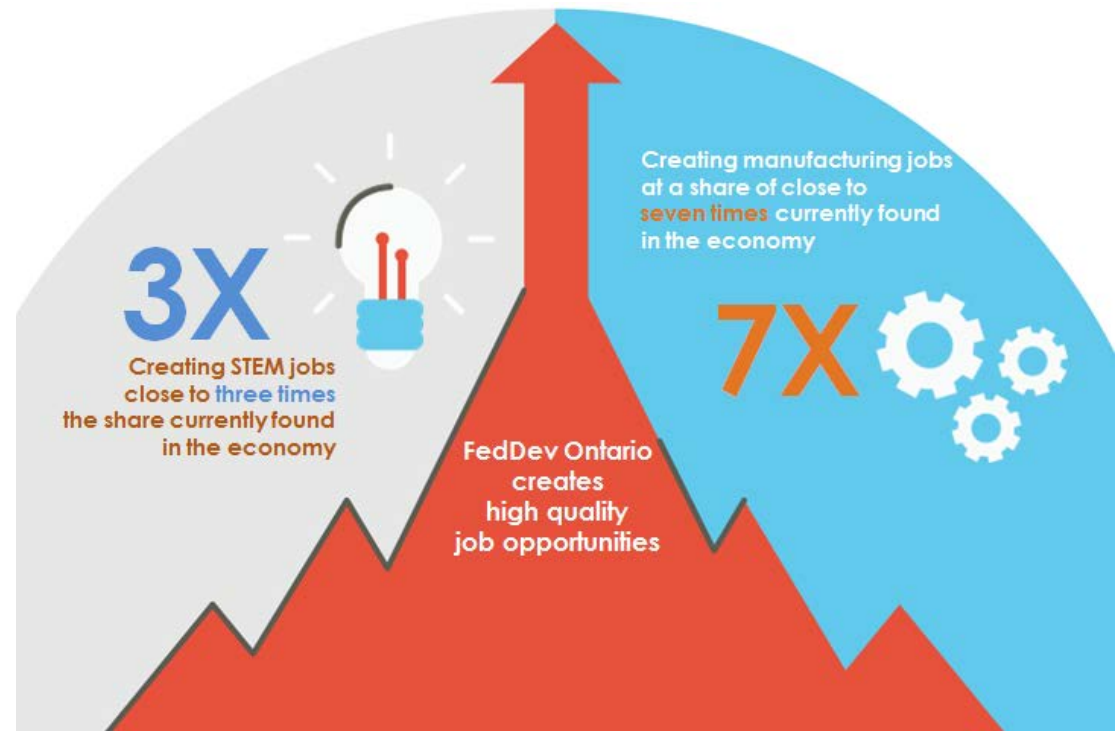
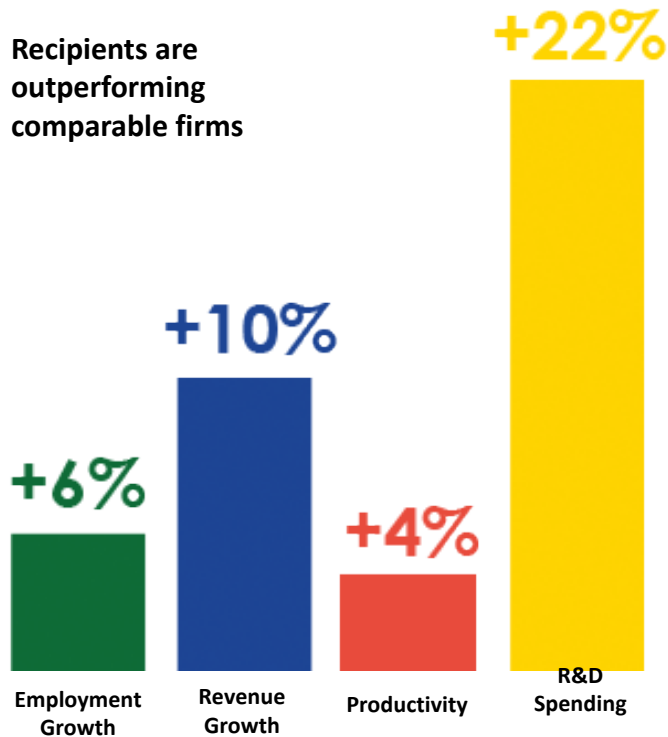


**Broad reach** – More than 4,500 businesses, organizations and collaborators across the region benefited from core funding

# Our Impact:

## Promoting the development of a strong and diversified southern Ontario economy

Recipients are outperforming comparable firms



# Strengthening Regional Capacity through Collaboration

We work with many federal and regional partners to build a coordinated approach to economic development in southern Ontario.



## FEDERAL PARTNERS

Innovation, Science and Economic Development

National Research Council of Canada

Business Development Bank of Canada

Global Affairs Canada

Natural Sciences and Engineering Research Council

Export Development Bank of Canada



## REGIONAL DEVELOPMENT AGENCIES

Federal Economic Development Initiative for Northern Ontario (a branch within ISED)

Western Economic Diversification

Canadian Economic Development for Quebec Regions

Atlantic Canada Opportunities Agency

Canadian Northern Economic Development Agency



## GOVERNMENT OF ONTARIO

Ministry of Economic Development and Growth

Ministry of International Trade

Ministry of Agriculture, Food and Rural Affairs

Ministry of Research, Innovation and Science



## OTHER PARTNERS

Accelerators and incubators

Community Futures Development Corporations (CFDCs)

Post-secondary institutions

Industry and business associations

Municipalities

Angel organizations, angel investors and Venture capital industry

# Our Collaboration in Action



## FEDERAL PARTNERS

- Accelerated Growth Service (AGS) has helped over 350 established, high-growth firms to grow and expand more rapidly, domestically and globally.
- FedDev Ontario works with its government counterparts and external partners to connect high-growth firms with government programs and services available in the region.



## REGIONAL DEVELOPMENT AGENCIES

RDAs are working together to deliver the Innovation and Skills Plan:

- Invest \$1.5 billion over 5 years in strengthening regional innovation ecosystems;
- Continue to support high growth firms through its funding programs as well as through the AGS;
- Invest \$100 million each year in clean tech;
- 250 indigenous projects to be supported over 5 years



## GOVERNMENT OF ONTARIO

- Current collaboration efforts are strong and are delivering on a number of core priorities, such as: strategic project co-investment and policy coordination
- More than 30 co-funded projects with the Province



## OTHER PARTNERS

- Invested over \$308 million in third-party delivery projects (ie: CFP, CME, YLF, OCE, EODP)
- Invested over \$155 million in 46 Incubator and Accelerator projects
- Invested over \$11 million to 45 projects with angel networks
- 155 new products / services / processes commercialized

# Contact Us

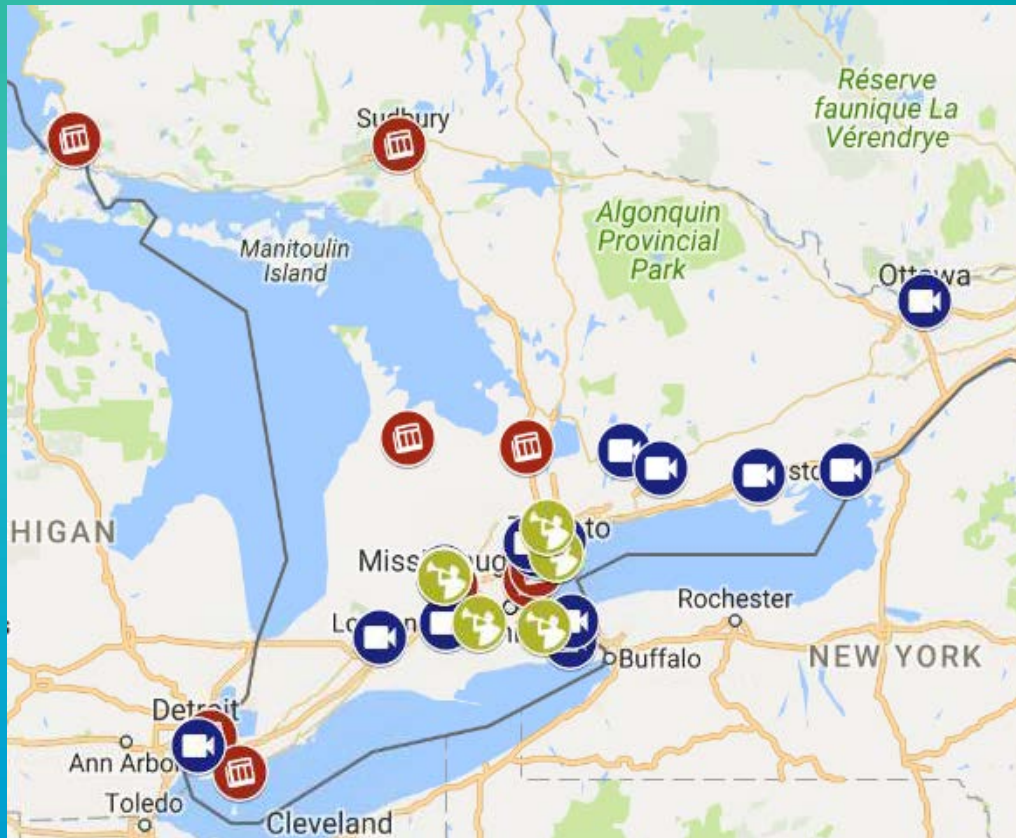
For more information,  
please contact us:

Visit [www.FedDevOntario.gc.ca](http://www.FedDevOntario.gc.ca)  
or Call 1-866-593-5505

Follow us @FedDevOntario



# FedDev Ontario: Southern Ontario Funding Map





# Canada Business Ontario (CBO)



CBO provides free information on federal and provincial programs and services to individuals starting or growing their business in Ontario.



CBO is the Ontario member of the Canada Business Network (CBN), which was established in 1994 to promote entrepreneurship and innovation.



Ontario clients can connect with CBO online, talk to a Contact Centre information officer, or speak with Regional Business Officers at events throughout Ontario.

In 2016-2017, CBO had over 1.7 million interactions across the province through its various lines of business.





# ITB – Industrial Technological Benefits

**DESCRIPTION:** Supporting the southern Ontario aerospace and defence sector and facilitating participation in Canadian defence and security procurement, including land, air, and marine sectors.



## OBJECTIVES:

- Leverage economic benefits for southern Ontario
- Facilitate Ontario SME participation
- Market Ontario's leading edge and emerging technologies



## PARTNERS:

- Government of Ontario Ministry of Economic Development and Growth (MEDG), aerospace and defence associations, Ontario Centres of Excellence, Incubators, municipal economic development organizations.



## CLIENTS:

- Ontario SME's, aerospace and defence corporations, Ontario researchers/post-secondary institutions



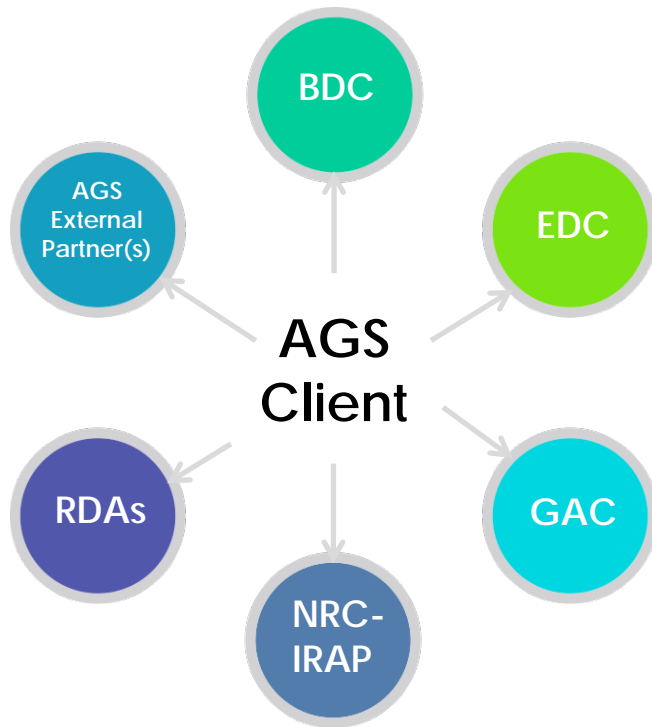
## CLIENT SERVICES AND RELATED ACTIVITIES:

- Business development
- Advocacy and Industry Outreach
- Research and Analysis
- Support to ISED



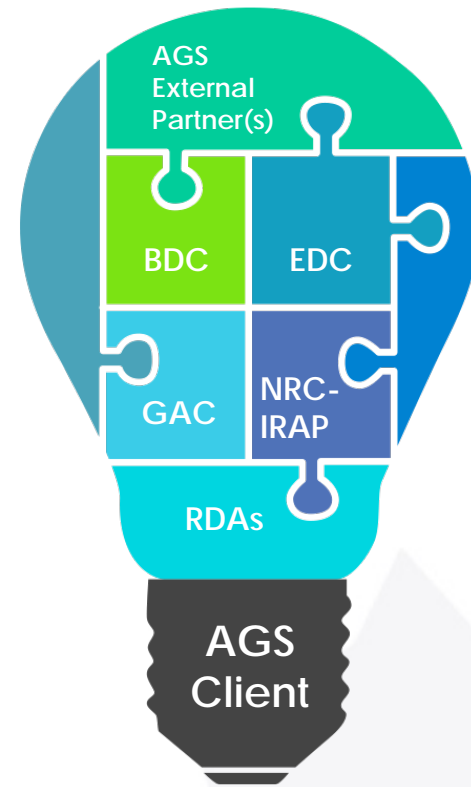
# Accelerated Growth Services (AGS)

- AGS facilitates a coordinated federal government approach to supporting established firms with high-growth potential;
- AGS-eligible companies have proven market acceptance as well as the capacity and potential for accelerated growth that will have significant impact on the Canadian economy.



**Before**

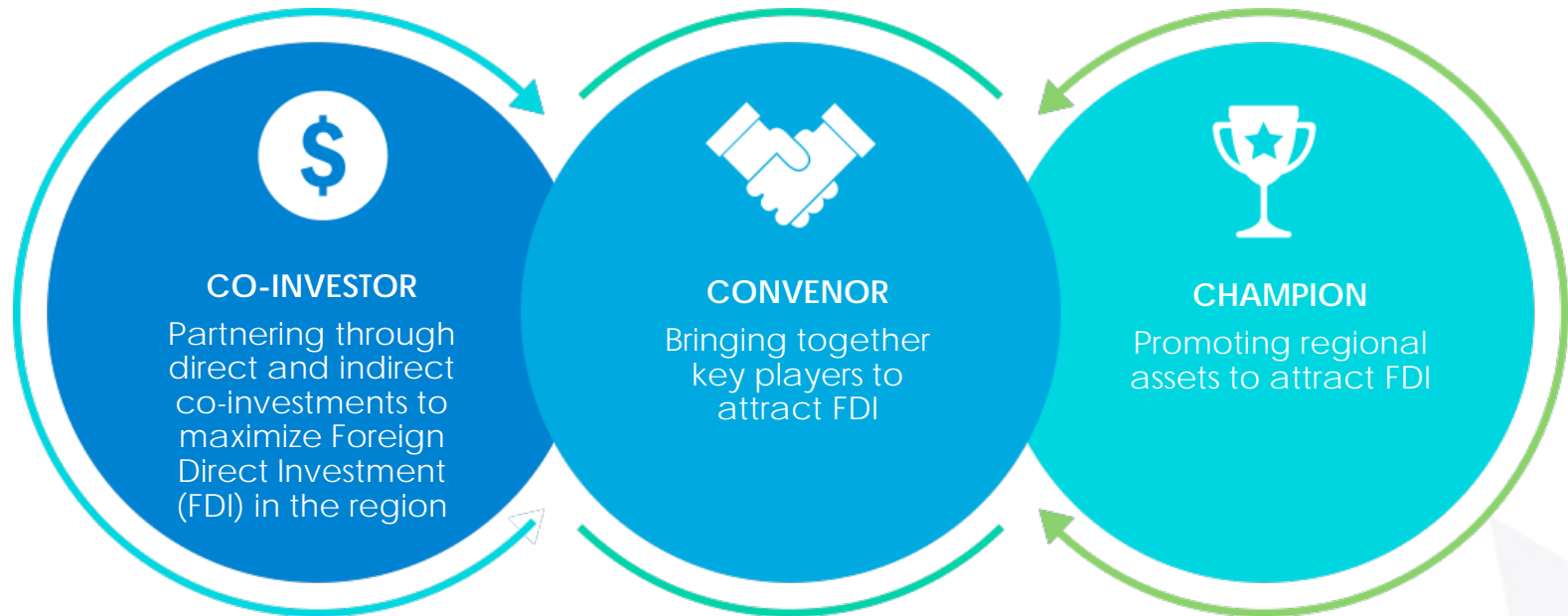
Efficient but independent approach with client information in "silos"



**After**

Enhanced impact, coordinated holistic approach and improved knowledge of clients

# Attracting Investment to Southern Ontario



## DIRECT SUPPORT

Attracting FDI by supporting global companies to expand their footprint in southern Ontario

- Hanwha L&C Canada Inc. - *Advanced Manufacturing*
- ArcelorMittal Tailored Blanks - *Automotive*

## INDIRECT SUPPORT

Strengthening the region's innovation to attract FDI

- Toronto Global
- Centre for Commercialization of Regenerative Medicine - *GE Canada*
- Southern Ontario Smart Computing Innovation Platform - *IBM Canada*

# Community Futures Program (CFP)



## Objectives

- FedDev Ontario supports 37 Community Futures Development Corporations (CFDCs) in their delivery of a variety of programs and services assisting community economic development and small business growth in rural southern Ontario.



## Eligible Recipients

- Community Futures Development Corporations
- Community Futures Associations

## Eligible Costs

Recipient Type	Labour	Expertise	Capital	Non-Capital
Community Futures Development Corporations	✓	✓	✓	✓
Community Futures Associations and Networks	✓	✓	✓	✓

## Funding

Recipient Type	Maximum Funding	Up to % EC	Required Matching
Community Futures Development Corporations	N/A	100%	NIL
Community Futures Associations	N/A	100%	NIL

## Parameters



- **Community Futures Development Corporations:** Funding calculated using a performance-based funding model; non-repayable contribution.
- The contribution agreement supports operational costs of the CFDC; business loans provided from investment funds previously established by Government of Canada contributions.
- **Community Futures Associations:** Non-repayable contribution.

# Economic Development Initiative (EDI)



## Objectives

**Economic Development and Diversification of OLMCs:** Respond to the unique needs of Francophone communities in southern Ontario, including the implementation of region-specific growth strategies.

**Business and Economic Development within OLMCs:** Respond to the needs, and foster economic growth of industry sectors including knowledge-based and manufacturing industries.

**Strategic Community Economic Planning:** Enhance the economic base and competitiveness of Francophone communities and small- and medium-sized enterprises



## Eligible Recipients

Francophone or bilingual organizations located in southern Ontario that provide programs or services in French to the Francophone community. This includes:

Community economic development corporations;

Not-for-profit organizations and sector associations; and

Post-secondary institutions that offer full-time programs of study in French.

## Eligible Costs

Recipient Type	Labour	Expertise	Capital	Non-Capital
Not-For-Profits	✓	✓	✓	✓
For-Profit Beneficiaries	✓	✓	✓	✓

## Funding

Recipient Type	Maximum Funding	Up to % EC	Required Matching
<b>Not-For-Profits</b> A) Economic Development and Diversification, and B) Business and Economic Development	\$500,000/year	70%	30% Cash
<b>Not-For-Profits</b> C) Strategic Community Economic Planning	\$500,000/year	90%	10% Cash
<b>For-Profit Beneficiaries</b> Through third-party partnerships		50%	50% Cash



## Parameters

- Non-repayable contribution
- for-profit organizations are not an eligible applicant for EDI support. However, for-profit organizations are eligible beneficiaries of projects funded through EDI.
- EDI is a continuous intake process and applicants may submit an Expression of Interest at any time, however, Expressions of Interest will be batched and assessed semi-annually.

# Eastern Ontario Development Program (EODP)



## Objectives

- Business Development: Promote growth of new and existing businesses
- Community Innovation: Advance community-led economic development to enhance and diversify local economies
- Collaborative Economic Development: Support economic development projects that demonstrate benefits to multiple communities



## Eligible Recipients

- The 15 Community Futures Development Corporations located in eastern Ontario
- The Eastern Ontario Community Futures Development Corporation Network

## Eligible Costs

Recipient Type	Labour	Expertise	Capital	Non-Capital
Community Futures Development in Corporations	✓	✓	✓	✓
Collaborative Economic Development (CED) Projects	✓	✓	✓	✓

## Funding

Recipient Type	Maximum Funding	Up to % EC	Required Matching
Community Futures Development in Corporations	\$500K/year	100 %	NIL
<b>CED Projects:</b> Eastern Ontario CFDC Network Northumberland CFDC	\$4.2M/ 2 years \$6.3M/3 years	100%	NIL



## Parameters

- **Third-party delivery**
- **Eligible project recipients:** For-profit enterprises ; Not-for-profit (NFP) organizations
- **For-profit recipient:** Non-repayable contribution; max of \$100K per project and must provide 50% cash contribution
- **Not-for-profit recipients:** Non-repayable contribution; must provide 50% cash contribution
- **Collaborative Economic Development projects:** Minimum project size of \$100K



ArcelorMittal

## Strengthening the Regional Capacity for Innovation: **An Advanced Manufacturing and Automotive Success**



### **ArcelorMittal Tailor Blanks America Ltd. (AMTB)**

Sector: Advanced Manufacturing, Automotive

FedDev Ontario support has enabled AMTB to implement robotic laser-welding, advanced manufacturing technology that produces lighter and stronger auto-parts, in its operations.

Integrating this new technology leads to increased productivity, export growth opportunities and the creation of more high-quality jobs.





SOUTHERN ONTARIO WATER CONSORTIUM

LE CONSORTIUM POUR L'EAU  
DU SUD DE L'ONTARIO



## Strengthening the Regional Capacity for Collaboration and Innovation: A Clean Technology Success



### **Southern Ontario Water Consortium (SOWC)**

Sector: Clean Technology

SOWC a successful example of collaboration between industry, academia and federal, provincial and regional government, has created a unique infrastructure for research and development and is helping to position southern Ontario as a world leader in water treatment technologies.

More than 70 companies, five municipalities and eight post-secondary institutions, are advancing 80 water-related projects which benefit up to 90 businesses and not-for-profit organizations in southern Ontario.

# Women Entrepreneurs

Accelerating the success of female-led businesses



## Communitech's Fierce Founders Accelerator

Created in 2014, Fierce Founders is Canada's first female-focused initiative, providing women-led tech companies with the tools needed to excel in this competitive market.

Communitech's number of active start-up clients led by women have risen measurably in all Communitech programs, from nine percent to over 27 percent in just three years.

The Fierce Founders Accelerator has created over 30 high-skilled full-time jobs in the Waterloo Region.



# Clean Tech

Sustainable, non-genetically modified options for everyday food ingredients



## Noblegen

Advanced technology

that allows for the creation of clean ingredients used in food, beverages and nutritional supplements.

Noblegen is becoming a major player in the food innovation industry while continuously making a positive impact on the surrounding community - attracting talent and hiring locally.

# SONAMI



## Niagara College's Southern Ontario Network for Advanced Manufacturing Innovation

Niagara College, in partnership with McMaster University, Mohawk College and Sheridan College, is leading SONAMI, a key project that works to support manufacturers' research and development needs.

Within this project, businesses have access to state-of-the-art equipment, tools, services and expertise.

SONAMI has been successful in driving research and innovation in the advanced manufacturing sector in the Golden Horseshoe – an estimated 186 jobs have been created in the Niagara region, with more than 150 proof-of-concept prototypes and 85 new products for commercialization.



# Dejero



## Strengthening the Regional Capacity for Entrepreneurship and Innovation: A Digital Industries Success



### Dejero Labs

Sector: Digital Industries

Bogdan Frusina launched Dejero Labs Inc. in 2008, when economic conditions were poor. Dual rounds of FedDev Ontario funding helped him further develop his innovative technology that supports a reliable and cost-effective way to deliver broadcast-quality video from virtually anywhere.

The company has grown to just over 100 employees and over \$20 million in revenues, 25 high-quality jobs have been created and 46 jobs maintained.