



Ministry of Economic Development,
and Infrastructure

Employment

Friends of Africa 2014
October 4, 2014

Ontario Network of Entrepreneurs

Global Growth Fund

Southwestern Ontario Development Fund

Eastern Ontario Development Fund

Ontario Network of Entrepreneurs

The **ONE** Network

Ontario Network of Entrepreneurs:



ONE gathers the full-spectrum of programs, services and resources available to Ontario entrepreneurs at a single focal point, locally.



<http://www.onebusiness.ca/>

Structure of ONE – Connecting the Whole Ecosystem

ONE MEMBERS / PARTNERS

ONE Advisory Committee (see Appendices)

Ontario Centres of Excellence (OCE): lead industry academic collaboration strategy, programs and services. Maximize the economic impact of investments in R&D.

MaRS: leads business acceleration programs and services. Accelerate the start-up and growth of globally-competitive companies.

Small Business Enterprise Centres: advance “start-up” and “main street” business development at the local level.

Regional Innovation Centres: not-for-profit entities that act as focal points for technology companies to connect to the community of entrepreneurs, investors and researchers.

Business Advisory Services: accelerate export oriented, high-growth or high-growth oriented firms.

Business and Community Champions: harness private-sector, not-for profit and social sector expertise and resources.

And, to foster the next generation of entrepreneurs and give its youth the experience needed to successfully participate in the province’s economy, ONE is instrumental in helping deliver the Ontario Youth Jobs Strategy (see Appendices).

Ontario's Small Business Enterprise Centres (SBECs)

- 57 locations across Southern Ontario
- SBECs provide entrepreneurs and existing small businesses (<10 employees) with access to information and expertise to help them get started and succeed.
- The Centres are managed locally, administered provincially and supported by public and private sector partners.
- The SBECs provide services such as:
 - ✓ Consultations with business consultants, including review of business plans
 - ✓ Guidance on support programs available from all levels of government
 - ✓ Up-to-date information and access to current resource materials
- The SBECs host seminars and workshops on business subjects, including marketing, branding, e-business, business financing and exporting.

Small Business Enterprise Centres (SBECS)

Central Region

1. Greater Barrie Business Enterprise Centre
- 2-3. Brampton Small Business Enterprise Centre (Brampton & Caledon)
4. Markham Small Business Enterprise Centre
5. Mississauga Business Enterprise Centre
6. York Region Small Business Enterprise Centre (Newmarket)
7. Halton Region Business Development Centre (Oakville)
8. Richmond Hill Small Business Enterprise Centre
- 9-12. Enterprise Toronto (4 locations)
13. Vaughan Business Enterprise Centre
14. Business Advisory Centre Durham (Oshawa)
15. Muskoka Enterprise Centre (Bracebridge)
16. Greater Collingwood Small Business Enterprise Centre

Eastern Region

17. Small Business Centre (Belleville)
18. Leeds and Grenville Small Business Enterprise Centre (Brockville)
19. Business Advisory Centre Northumberland (Cobourg)

20. Cornwall Business Enterprise Centre

21. Prescott-Russell Enterprise Centre (Rockland)

22. Entrepreneurship Centre Kingston

23. Kawartha Lakes Small Business Enterprise Centre

24-25. The Entrepreneurship Centre (Ottawa & Orleans)

26. Business Advisory Centre — Peterborough

27-28. Enterprise Renfrew Country (Renfrew & Pembroke)

29. Lanark-North Leeds Enterprise Centre (Smiths Falls)

Western Region

30. Hamilton Small Business Enterprise Centre

31. Niagara Falls Area Business Enterprise Centre

32. St. Catharines & Area Small Business Enterprise Centre

33. Orangeville & Area Small Business Enterprise Centre

34. Brantford-Brant Business Resource Centre

35. Chatham-Kent Business Enterprise Centre

36. Guelph-Wellington Business Enterprise Centre

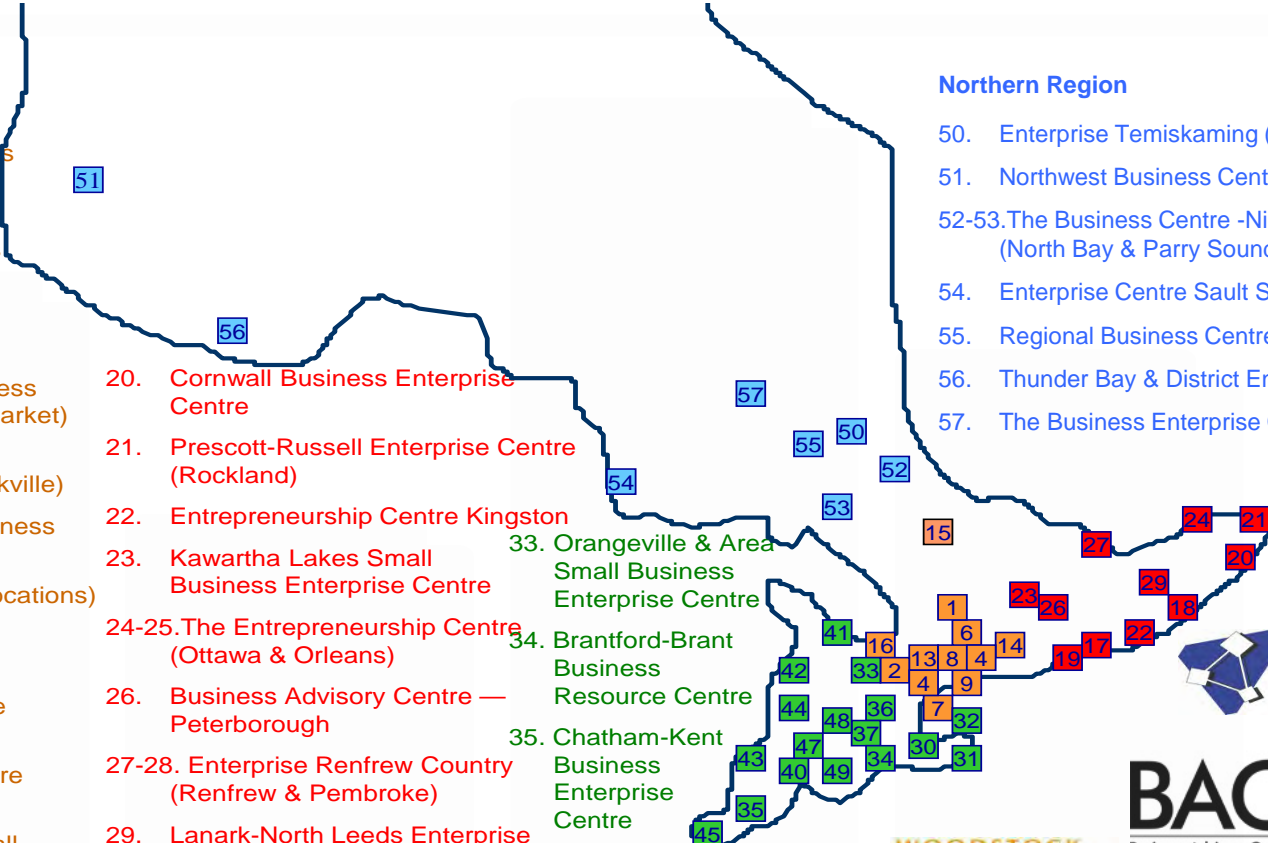
37-39. Waterloo Region Business Enterprise Centre Kitchener, Waterloo & Cambridge

40. London Small Business Centre

41. The Business Enterprise Centre Owen Sound & Area

Northern Region

50. Enterprise Temiskaming (Haileybury)
51. Northwest Business Centre (Kenora)
- 52-53. The Business Centre -Nipissing Parry Sound (North Bay & Parry Sound)
54. Enterprise Centre Sault Ste. Marie
55. Regional Business Centre (Sudbury)
56. Thunder Bay & District Entrepreneur Centre
57. The Business Enterprise Centre (Timmins)



WOODSTOCK & area



SMALLBUSINESS enterprise centre



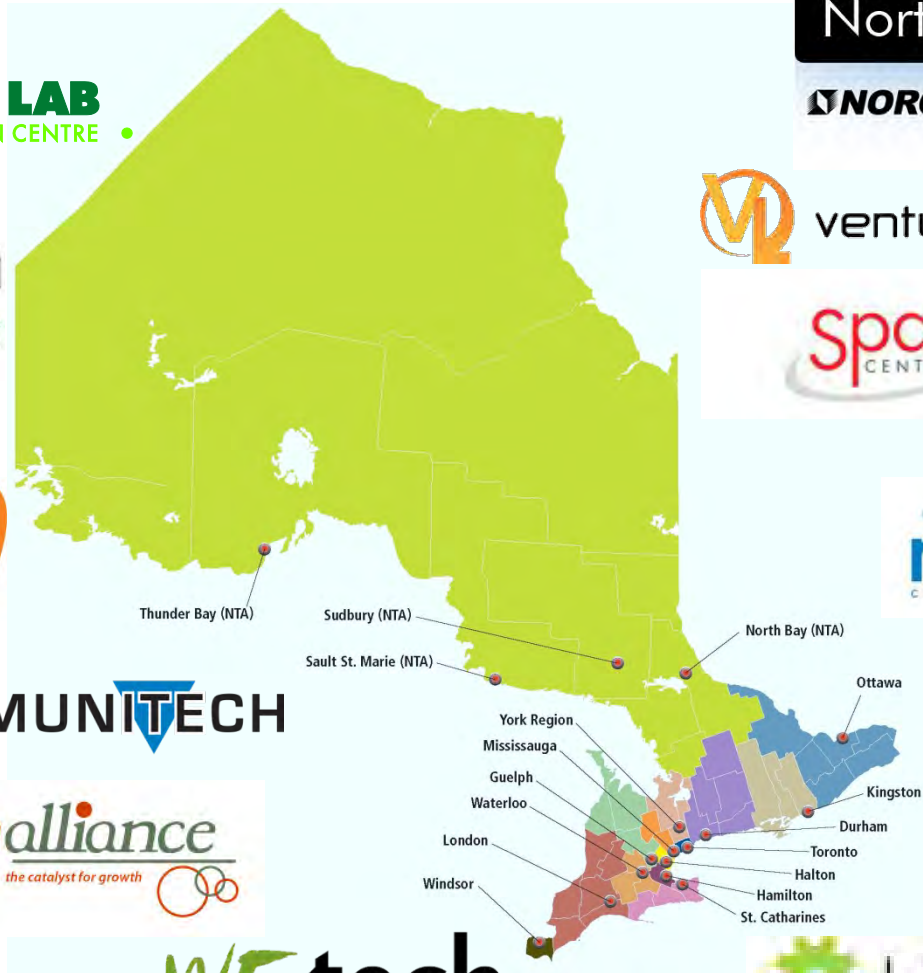
Regional Innovation Centres (RICs)

- There are 17 locations across Ontario
- Ontario's RICs deliver innovation and commercialization programs and services to support innovation and technology based firms.
- RICs unite business and community leaders to champion the development of regional innovation ecosystems.
- Support from RICs include:
 - Entrepreneurial training
 - Access to market intelligence
 - Helping clients to become “investment ready”
 - Advice and mentorship (typically from serial entrepreneurs)
 - Access to capital

Regional Innovation Centres (RICs)



COMMUNITECH



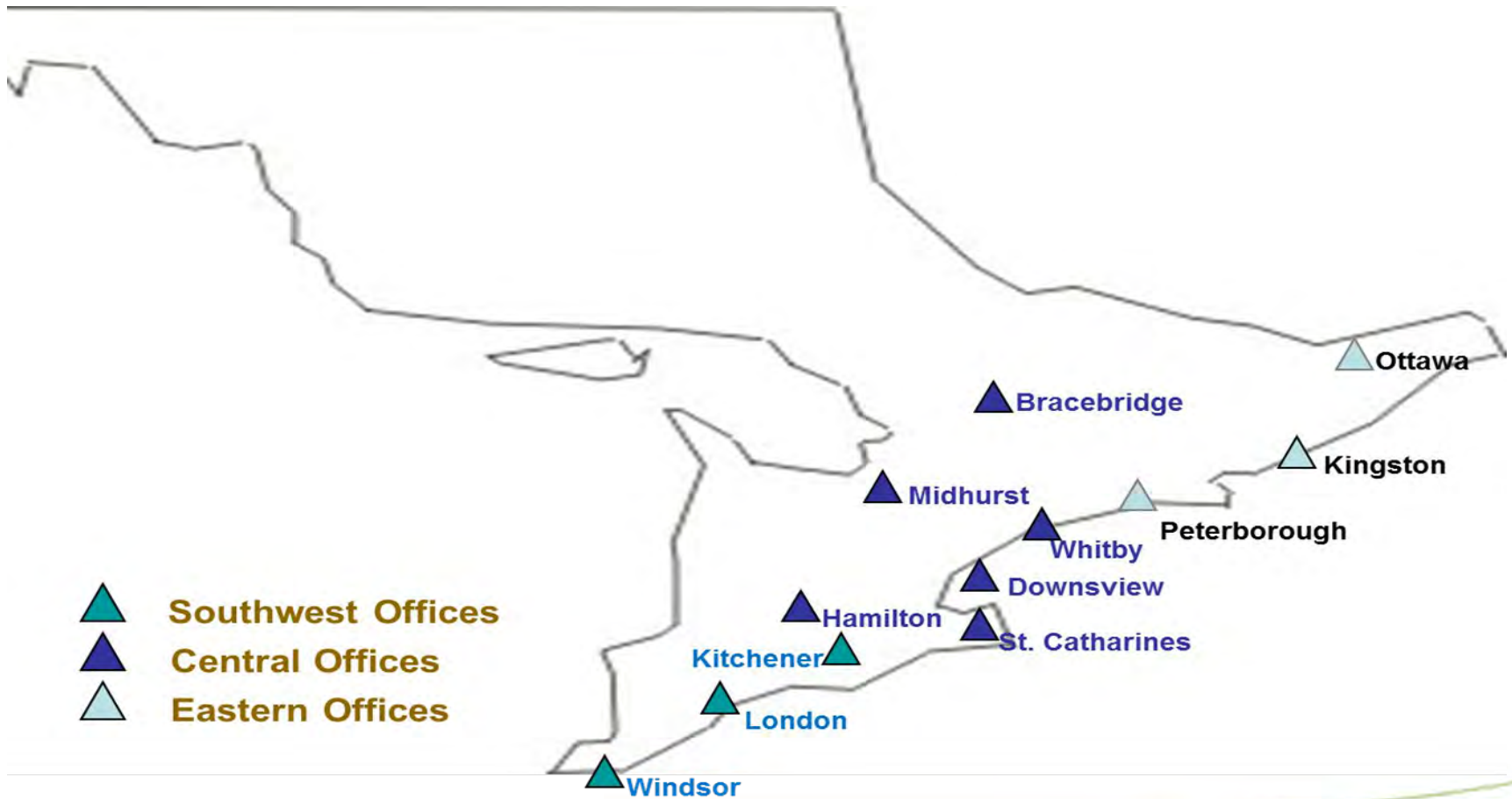
Northern Technology Alliance



Business Advisory Services (BAS)

- BAS is committed to engage and support Ontario's existing and aspiring high growth small and medium enterprises producing tradable goods or services, which are predominantly between 10 and 500 employees.
- Field Offices:
 - 26 Business Advisors located in 12 Southern Ontario offices.
 - ✓ Central Region – Downsview
 - ✓ Western Region – London
 - ✓ Eastern Region – Ottawa
 - Business Advisors have strong connections to associations and regional and municipal economic development offices.
- Business Advisors through consultations with company executives:
 - Develop an understanding of challenges and opportunities.
 - Provide advisory support to develop strategic plans for growth.
 - Connect high growth firms to a range of government, association and private sector forms of support.
 - Act as sounding boards for strategic growth plans.

Business Advisory Services



Global Growth Fund

The Ontario Exporters Fund

Export Market Access

The Ontario Exporters Fund

- The OEF exists to help small and medium-sized enterprises (SMEs) become export-ready
- It helps SMEs gain or increase access to international export markets
- The fund is administered by the Ontario Chamber of Commerce with support and funding from the Ontario government

The Ontario Exporters Fund

The Ontario Exporters Fund is intended to:

- Help SMEs better understand their export capacity and thereby improve their ability to access foreign markets
- Encourage SMEs to develop focused export market access strategies
- Assist businesses to realize their export sales objectives

Who is Eligible?

- Ontario SMEs:
- With a minimum of five to a maximum of 500 employees
- Registered company (federally or provincially) for a minimum of two years
- In one of the priority sectors of the Ministry of Economic Development, Employment and Infrastructure

Export Market Access

- Export Market Access (EMA) is designed to assist SMEs to access and expand their growth in foreign markets
- Eligible companies may qualify for a contribution covering up to 50% of eligible costs incurred to develop export sales.
- Such activities include market research, marketing tools, direct contacts and foreign bidding projects.

Who is eligible?

- A small to medium-sized company with an export mandate, whose goods and services currently exist and are produced in Ontario
- A company with 5-500 employees, \$500,000 or more in sales
- Registered company (federally or provincially) for minimum of two years
- Not receiving any other contributions from public funds towards the activities contained in the funding application (with some exceptions)

Southwestern Ontario Development
(SWODF)

Fund

Eastern Ontario Development
Fund (EODF)

SWODF and EODF

- Provide funding support for businesses, municipalities and not-for-profit organizations for economic development in Ontario
- There is also a regional stream, which provides funding for Economic Development Organizations and municipalities
- The fund supports projects that:
 - create jobs
 - encourage innovation, collaboration and cluster development
 - attract private sector investment

The Business Stream

Who is eligible?

To be eligible, businesses need to:

- Employ at least 10 people,
- commit to creating at least 10 new jobs,
- be able to provide 3 years of operations/financial statements,
- be located in, or plan to locate in, a community in Ontario,
- and invest at least \$500,000 in their project

Small Community Pilot Project:

- Businesses with 5-10 employees
- located in small communities may be eligible for the These projects need a minimum investment of \$200,000 over four years and a 50% increase in current employment

The Business Stream

Who is eligible?

Businesses located in:

Southwestern Ontario Development Fund:

Brant • Bruce • Chatham-Kent • Dufferin • Elgin • Essex • Grey • Haldimand • Huron • Lambton • Middlesex • Niagara • Norfolk • Oxford • Perth • Simcoe • Waterloo • Wellington

Eastern Ontario Development Fund:

Frontenac • Haliburton • Hastings • Kawartha Lakes • Lanark • Leeds and Grenville • Lennox and Addington • Muskoka • Northumberland • Ottawa • Peterborough • Prescott and Russell • Prince Edward • Renfrew • Stormont, Dundas and Glengarry

The Business Stream Funding Amounts

- Up to 15% of eligible project costs for a maximum grant of \$1.5 million
- Investments of more than \$10 million that also create more than 50 new jobs may be eligible for a loan of up to \$5 million
- Successful applicants: you will need to contribute at least 50% of total costs from your own resources or through private financing

For More Information:

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Questions...