



Innovation Funding Opportunities An Overview of **125+!** Main PROVINCIAL & FEDERAL INNOVATION FUNDING PROGRAMS for Technology Driven Companies in Alberta

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

NEW: Breakthrough Energy (BESC) Page 14

Check Out the TCS at the GPS – Tuesday June 11th:

CRIN has partnered with Global Affairs Canada, JWN Energy Group, Calgary Economic Development and ACTia on a clean tech event at the Global Petroleum Show in Calgary. [Clean Tech Global Workshop: Opportunity for Canadian Clean Technology Companies in the Oil and Gas Sector](#) Also, the TCS has brought 30 Trade Commissioners from around the world to assist you with international trade ventures. Unfortunately, they are booked but drop by their booth to learn more.

NEW CALL OPEN to JUNE 19TH: Clean Technology Business Innovation (CTBI) Voucher program* – Audit assistance & assistance with low carbon adoption/implementation in current facilities – Page 12
Call for Assistance in Preparing the Submission!

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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!



There are over 125+! innovation funding programs available for Alberta technology driven businesses for R&D, prototype development, testing, field/commercial demonstration, market launch, commercialization, export, and, many more! Many technology driven businesses are not aware of these programs and are completely mystified by where to start and very often do not have the time, energy or resources to research these funding programs or prepare a funding submission. Without capital, a business will not grow. To successfully secure innovation funding, it is very important that your company plans ahead, and, in some cases, many months ahead.

Strategic Timelines assists your company prepare innovation funding submission(s) that significantly increase the opportunity for securing funding. **To assist your company become quickly oriented to the funding programs that fit your project requirements, we assist with 3 steps – Orientation, Grant Strategy Development, and, assistance with Submission Preparation.**

Orientation: We provide three innovation funding documents describing each of the 125+ innovation funding programs along with courtesy consulting time as follows:

- (1) For technology driven businesses that are planning to secure innovation funding, this **Overview** briefly overviews each of the 125+ funding programs. A 15-30 minute courtesy consultation is provided for qualified companies.
- (2) For midsize projects requiring innovation funding over 1 to 2 years' time, the 30+ page **Summary of the 125+! Main Federal & Provincial Innovation Funding Programs** provides information on the 125+ innovation funding programs. A 1 hour courtesy consulting consultation is provided for qualified companies to provide initial guidance through the innovation funding landscape.
- (3) For larger projects requiring innovation funding over 2 to 4 years' time, the 70+ page **InDepth Summary of the 125+! Main Federal & Provincial Innovation Funding Programs** provides that much more detailing along with 1-2 hours of courtesy consulting time to guide your company through a much more complex innovation funding landscape.

Building Your Company's Grant Strategy: Once your company have become orientated to the innovation funding landscape, we work with you to prepare your Grant Strategy by matching your project requirements with appropriate funding programs. A Grant Strategy ensures that your company stays focused on preparing innovation funding submissions as per your scheduled project development requirements.

Submission Preparation & Securing Innovation Funding: With your Grant Strategy in hand, we work with you to prepare each submission and the supporting documents (business plan, marketing/sales plan, financial plan, financial projections, market assessment, and, competitor analysis) as per each funder's requirements. **Wherever you see one asterisk in the Overview* this is a funding program where we offer assistance preparing the submission.**

Funded Management Consulting Assistance: If your company requires management consulting services - feasibility studies, market assessments (market research, competitor analysis, segment analysis, customer research), market entry research, strategic planning, business planning, marketing planning, go-to-market planning, and, pre-commercialization planning, we assist your company prepare the funding submission and provide consulting services funded by the program. Check out the Micro Voucher and Voucher programs for advanced business planning, advanced marketing planning and market assessment consulting services (Page 7), and, the CMC MAS 5 day program – no charge for the 5 days time except for a small application fee. (Page 10). **Wherever you see two asterisks ** this is a funding program that pays a 50% to a 75% portion of the management consulting fees for specific management consulting project work.**

Read on to learn about funding programs that might fit your company’s objectives. And check out **Navigating the Innovation Funding Landscape and Learning More About Innovation Funding** on Page 20 & 21 to sign up for consulting services to assist you learn about the innovation funding programs and secure funding.

PROVINCIAL FUNDING PROGRAMS

ALBERTA INNOVATES

Main Alberta Innovates Funding Programs

The following overviews the main programs with Alberta Innovates.

Micro-Voucher** & Voucher Program**

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.** The Voucher 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* & Commercialization Associates Salary Grant*

These programs provide a salary grant for hiring a R&D Associate for related R&D activities or for 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*

This program is designed to provide Alberta for-profit (SMEs) support to access funding to develop strategic, industry-driven commercialization projects that involve novel and innovative projects with a partner in China.

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

This is an industry-government initiative based on the principles of demand – pull innovation.

Food Innovation*

Check out Alberta Innovates website for more information on these programs:

<https://albertainnovates.ca/funding-food-innovation/>

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 - Alberta Bio Future Program*

This program is designed to diversify/accelerate growth in Alberta's bioindustrial sector.

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 clean tech funding programs – for more detailed information, check AI's website.

NEW! \$100M Investment in AI/ML*

The Alberta government will invest \$27M in the Alberta Machine Intelligence Institute to develop a new program that supports companies building their in-house AI capacity – a new office will be opened in Calgary. The remaining funds will be allocated to Alberta Innovates with \$5M for marketing campaign.

TO NOTE: Competition for AI funding has increased, and many applications are turned away. Most companies need 4 to 6 weeks to prepare an application and attachments – an AI review is approximately 4 to 6 weeks. If success is not achieved with the first application, a 3-month process to submit an application to obtain approval may lead to a 6-month process to re-submit a second application. It is important to plan ahead - but there is no guarantee of success with a 2nd application.

Other Alberta Funding Programs

Alberta Entrepreneurship Incubator Program*

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*

This program supports Alberta businesses through 3 programs: **The Export Support Fund, Global Buyers and Investors Program, & Export Readiness Program** - includes the **Export Readiness Micro Voucher**.

NEW! Accelerating the Advancement of Agricultural Innovation* (Alberta Agriculture and Forestry)

Priority areas of interest: Advance effective environmental stewardship; be a catalyst for economic development and competitiveness and provide domestic and international assurance/public safety.

TECTERRA - Geomatics Innovation

TECTERRA supports the commercialization of geomatics technology – there are 4 ‘main’ programs.

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.**

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. **Strategic Timelines assists you prepare this submission and also prepare your Business Plan.**

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).

CLOUD: A \$1,000 / month for up to 12 months for accessing cloud services.

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% 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)* FUNDING NOT CURRENTLY AVAILABLE

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

NRC – Youth Employment Program (YES) * – FUNDING NOT CURRENTLY AVAILABLE

This is a work experience program targeted at recent post-secondary graduates – \$20,000 in grant for 6-12 months.

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) FUNDING AVAILABLE**

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 – your only cost is a small application fee. Talk to your ITA about accessing this program. **(Strategic Timelines Inc. provides advisory services funded through the NRC-CMC-Canada MAS program.)**

NSERC (Natural Sciences & Engineering Research Council) The Alliance

NSERC provides programs to assist industry have changed – check out the website to learn more about Alliance.

MITACS

Mitacs promotes academic-industrial R&D 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.

The minimum internship unit is 4 months which can be scaled up for larger or longer projects with any number of interns and any duration based on 4 month increments depending on project needs.

Accelerate Entrepreneur Program: This program is similar to the Accelerate Internship Program but is designed for up to 3 years as package supporting the eligible students in 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 \$60,000 for each year.

New Data Analytics Internship Program at UofC - Coming Summer of 2020

For more information on MITACS programs call Oba Harding | 403.463.3134 | oharding@mitacs.ca

Innovative Solutions Canada & BCIP*

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. **Check for new CFP's. Note the BCIP & BCIP Challenge have been amalgamated with this program.**

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.

Western Economic Diversification* Watch for the next CFP

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).

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.

Patent Collective Pilot Program

This program is a \$30M, 4 year pilot to assist SMEs with patent and other IP needs that will be delivered through a selected non-profit organization. The objective is to specifically leverage IP to drive growth and scalability and to assist the gov't provide insight as to how to support SMEs.

CLIMATE CHANGE INNOVATION FUNDING

This section of the Overview highlights the main climate change programs in Alberta and in Canada. Please note – changes will be coming due to the change in leadership in Alberta. Check the websites 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 as outlined by Alberta Energy under the Energy Innovation Fund (EIF).

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 \$440M
- Innovation projects across sectors that support research, commercialization and investment in new technologies that reduce emissions \$225M - \$80M to ERA and \$145M to CCITF
- Industrial energy-efficiency projects that help companies reduce emissions \$240M
- Bioenergy projects, including biodiesel, ethanol and biomass-based electricity generation \$63M
- Loan guarantees to support investment in efficiency and renewable energy measures. \$400M
(December 5th, 2017 announcement.)

Alberta Innovates Clean Energy Division

This division invests in seven programs across three portfolios: Advanced Hydrocarbons, Clean Technology and Environmental Innovation. The main funding agencies that provide climate change SME 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 **NEW CALL OPEN JUNE 19TH**
5. Clean Technology Facilities Support program – enhancement of current R&D facilities, and
6. Clean Technology Large-Scale Demonstration and Innovative Deployment* (ERA).

CCITF GreenSTEM

GreenSTEM is an emissions-focused entrepreneurial pilot program for Science, Technology, Engineering, and Math (STEM) Masters and Ph.D. graduates – supporting up to 20 eligible innovators through access to annual fellowship stipends & annual seed funding for technology / business development expenses.

Energy Efficiency Alberta

The Alberta government has introduced a suite of measures to lower emissions and reduce costs in the commercial and industrial sector supported by \$240M in funding – primarily driven through EEA. This includes equipment and facility upgrades to lower energy use.

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.

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.

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 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.

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 has an open call for Feb 13th.

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-profit applicants).

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.

Indigenous Green Projects

These programs support solar and energy efficiency retrofitting.

Science Horizons Youth Mentorship Program for Alberta Youth

This program is designed to help place youth in Alberta into jobs in clean growth and renewable energy.

Alberta's Energy Diversification Act

As of legislation passed June 6th, 2018 – the Act includes three new programs that provide a combination of royalty credits, grants and loan guarantees. **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

This section overviews the main federal climate change programs.

Infrastructure Canada – Green Infrastructure

Budget 2017 laid out the federal government's plan to invest \$21B in green infrastructure – this includes initiatives supporting the Pan Canadian Framework on Clean Growth and Climate Change - \$9.2B, \$5B to the Infrastructure Bank for green infrastructure projects and \$2.8B for national programs. In Budget 2016, \$5B over 5 years was allotted to support communities and transitioning to a clean growth economy.

Low Carbon Economy Fund

The \$2B Low Carbon Economy Fund is part of the Pan-Canadian Framework on Clean Growth and Climate Change. There are 2 streams.

Low Carbon Economy Challenge – Champions Stream

The Champions Stream has recently announced participants in this program.

Low Carbon Economy Fund Challenge – Partnerships Stream

This program was launched December 2018 - the deadline was March 8th, 2019.

Natural Resources Canada*

NRCAN has many funding programs - check their website for detailing on each program.

NEW: Breakthrough Energy (BESC)*

Up to \$30 million for a new initiative to foster cutting-edge companies to deliver game-changing clean energy innovations to the market – a public-private initiative aimed at accelerating the development of clean energy technologies in the electricity, transportation, buildings and manufacturing sectors with the potential for substantial pollution reductions globally.

This funding call will harness the expertise of both Natural Resources Canada (NRCAN) and Breakthrough Energy in clean energy technologies — with NRCAN conducting and overseeing the funding call and Breakthrough Energy providing valuable insights and exposure to global investors.

Launched under a new stream of NRCAN's [Energy Innovation Program](#), in partnership with [Breakthrough Energy](#). Open Call

NEW NRCAN FORESTRY PROGRAMS*

An increase of \$251.3M over three years will be allocated to extend its existing programs: the **Forest Innovation Program, Investments in Forest Industry Transformation Program, Expanding Market Opportunities Program and the Indigenous Forestry Initiative.**

NRCan Green Infrastructure Programs Phase II*

This program supports electric vehicle infrastructure – demonstrations and deployment, smart grids, energy efficient buildings and emerging renewable power.

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*

Funding is for bioheat/reduce diesel use demos and renewable energy deployment.

NRCan Clean Energy for Rural and Remote Communities – Capacity Building*

NRCan - \$20M for Indigenous Communities*

\$20M will be aimed at reducing diesel reliance in rural and remote indigenous communities.

NRCan Electric Vehicle and Alternative Fuel Infrastructure Deployment Initiative*

Part of the Pan Canadian Framework and through the Electric Vehicle and Alternative Fuel Infrastructure Initiative, the Government of Canada is investing \$96.4M to support the establishment of a coast-to-coast charging network for electric vehicles, natural gas stations along key freight corridors and stations for hydrogen fuel cell electric vehicles in metropolitan centres, \$76.1M to support the demonstration of next-generation charging technologies as well as \$10M for the development of binational (Canada and the United States) codes and standards for low-carbon vehicles and infrastructure. **Open call as of Feb 19/19.**

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.

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.

Climate Action Fund*

An Environment and Climate Change Canada program, this fund was set up to 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. Check for future calls.

NEW CanNor & Indigenous Businesses*

CanNor has announced a new program - Inclusive Diversification and Economic Advancement in the North (IDEANorth), and, \$145.9M for Indigenous Businesses supporting the Community Opportunity Readiness Program, the Aboriginal Entrepreneurship Program, and Métis Capital Corporations

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 or In-Depth Summary for more detail on the clean tech funding programs. See pages 21-22.

GLOBAL TRADE SUPPORT

IN ALBERTA

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

Alberta Economic Development and Trade

The Alberta government's Economic & Trade ministry offers extensive services to assist companies in Alberta export goods and services.

Alberta Export Expansion Package*

The Alberta Export Expansion Package supports Alberta businesses looking to enter new international markets.

Alberta Export Support Fund*

This program reimburses up to 50% for a select range of approved export activities.

Alberta Export Readiness Micro Voucher*

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

Alberta–Germany Collaboration Fund*

The German-Canadian Centre for Innovation and Research (GCCIR) is a program aimed at supporting joint product development and commercialization activities between SMEs in Alberta and a German partner.

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.

IN CANADA

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

NEW Export Diversification Strategy

As per the Federal government's Fall Economic Statement 2018, \$1.1B in funding over the next 6 years will be available pending legislation approval. The export sector funding is as follows: \$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 of 1300 Trade Commissioners 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 - provides matching funds to incent Canadian SMEs to explore a 'new' market.

Export Development Corporation (EDC)

EDC is a financial crown corporation that offers financing programs to assist Canadian exporters.

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

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

Canadian Commercial Corporation

The CCC helps Canadian exporters sell products and services abroad, and also helps foreign governments purchase Canadian solutions to satisfy their national procurement priorities.

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. IDEaS has launched a Sandbox Call for Applications for Counter Unmanned Aerial Systems. www.canada.ca/Defence-IDEaS

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 – the budget is \$100M / year 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.

OTHER PROGRAMS

NEW Regional Economic Growth through Innovation Steel and Aluminum Initiative

\$100M in non-repayable contributions through (RDAs) to downstream, SME steel and aluminum users for investments in innovative projects to enhance productivity and/or augment firm competitiveness.

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.

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) Funding of \$631M has been allocated to the Student Work Placement Program, \$150M to Employment and Social Development Canada, and, modernization of the Youth Employment Strategy which in the past has included 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.

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.

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 & expertise.

NEW! Billion Dollar Fund for Women

With the goal to increase total investments for women-led companies, this program is coming to Canada to recruit local VC firms. The fund will ask for pledges from VCs, usually ranging from \$1 million to \$100 million, with the goal of reaching their titular \$1 billion total. That money will go towards investing in women-led companies, and the VCs that pledge will have until the end of 2020 to follow through. The pledge has raised \$650 million so far around the world.

BDC – Women in Tech (WIT)*

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 & leaseholds, equipment, operating capital and all.

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.**

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.

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.

SCIENTIFIC RESEARCH & EXPERIMENTAL DEVELOPMENT

Federal Scientific Research and Experimental Development

The 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. **To Note:** Budget 2019 eliminates the \$500k income threshold on claims for tax credits.

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

Here are a few tips that will assist you become more successful at securing innovation funding.

Plan Ahead by Building a Grant Strategy & Execute on 3 Key Strategies

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 travelers to most effectively and efficiently get to the best sites and assures travelers that they won't miss anything. Strategic Timelines assists you build a Grant Strategy tailored to your project requirements so that your company won't miss out on important funding programs that could provide financial leverage throughout your development and commercialization journey.

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, we assist your company with 3 additional key strategies that have the impact required to get the funder's attention.

Caution: 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, submission preparation requires focused time/detailing/critical vetting to be competitive. 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.

Contracting Strategic Timelines Inc.

Your next step is to determine the most cost effective and efficient way to prepare winning, impactful innovation funding submissions. Preparing innovation funding submissions is not an easy task for most technology driven businesses especially for the initial 2 or 3 applications.

Strategic Timelines provides your company with 3 steps to securing funding:

- Step 1 Orientation
- Step 2 Grant Strategy Development
- Step 3 Submission preparation as a consulting service or as an advisory service.

The next section provides options on contracting Strategic Timelines so that your company is quickly oriented to the funding landscape.

LEARNING MORE ABOUT INNOVATION FUNDING

Here are 2 options to assist your company become quickly oriented to the funding landscape.

Option 1: A Summary of the 125+! Main Federal & Provincial Innovation Funding Programs

For technology driven businesses requiring funding over a 1 – 2 year period, cut your research time in half with this 30+ page Summary where all grant programs are described in more detail than in this Overview. The Summary also provides information on the clean tech programs **plus 1 hour of courtesy consulting time** so that you can more quickly determine which funding programs fit your requirements.

The In-Depth Summary of the 125+! Federal & Provincial Innovation Funding Programs

For technology driven businesses that need comprehensive information **on all funding programs including more in-depth information on clean tech funding programs**, this 70+ page In-Depth Summary will more than adequately meet your funding information requirements. Plus, 2-4 hours of courtesy consulting time is provided to guide your company through the funding landscape to the key funding programs that fit your requirements.

Circle the Option that Best Serves Your Requirements

A Summary of the 125+! Main Federal & Provincial Innovation Funding Programs

\$625 + GST annually plus 1 hour consulting time Yes
Please circle if you would like to receive regular updates over 12 months - \$325 + GST Yes No

An In-Depth Summary of the 125+! Programs (Plus In-Depth Information on Clean Tech Funding)

\$1250 + GST annually plus 2-4 hours consulting time Yes
Please circle if you would like to receive regular updates over 12 months - \$625 + GST Yes No

Payment Method Total to Be Paid (Add Up Your Total with the GST) \$ _____

Your Full Name _____

Company Name _____

Your Email Address _____

Telephone # _____

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

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EMAIL THIS PAGE TO INFO@STRATEGICTIMELINES INC. YOUR SUMMARY OR INDEPTH SUMMARY WILL BE FORWARDED TO YOU WITHIN 24 HOURS.

(If you are a corporation or a non-profit, email for special rates.)

WHY STRATEGIC TIMELINES INC.?



Strategic Timelines Inc. works exclusively with technology driven businesses to secure innovation funding, financing and investment. We specialize in preparing winning innovation funding submissions, and, the required supporting documents.

The required supporting documents for most funding submissions are up-to-date business and marketing/sales strategies along with the Business Plan, Marketing/Sales Plan, Operations/HR Plan, 3 Year Financial Statements, 3-5 year Financial Projections, and, a list of Sources of Financing - all supported by market assessment research and competitor analysis research to show the viability of the company and future growth.

Key to successfully securing funding is providing the rationale for a company's growth potential backed up 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.

Simply put, funders are looking for management capability, financial capacity, proof of market demand and potential, and, more broadly, growth in the innovation sector, economic benefits for all, and, public benefits for all. **Our approach significantly increases your opportunity for securing funding, financing and/or investment.**

Brief Background: When the consultancy was first started in 1987, many clients were manufacturing companies who needed assistance preparing funding 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 2010, consulting services focused on assisting 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. Since 2011, consulting services have focused exclusively on technology driven companies to assist them prepare funding submissions and the required supporting documents.

Education & Specialization: Eileen Ashmore, MBA, CMC is a **Technology Funding Specialist and a CMC-Canada Certified Management Consultant**. Over the last 30+ years, Eileen has met with and worked with hundreds of B2B companies on many smaller assignments and a good number of very large projects. 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 innovation funding opportunities while shoring up your weaknesses. Prior to management consulting, 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.