Business Connect
Connecting Toronto’s business community to select Municipal, Provincial and Federal assistance programs, services and incentives

We can help

toronto.ca/business
January 14, 2015

Dear Friends:

Welcome to the City of Toronto’s 2015 Business Connect publication. Business Connect has been created to help Toronto businesses access a wide array of federal, provincial and municipal resources designed to help them succeed and grow.

Business Connect will guide you to energy efficiency and export programs, hiring and employee training programs, financial resources and research and development assistance. It will connect you with the rich array of supports and services offered by the City of Toronto’s Economic Development & Culture Division, including help for businesses of all shapes and sizes.

Business Connect provides a fast and easy way to find the help you need, when you need it. We hope that it will be a valuable building block in the growth and success of your business.

Yours truly,

Michael Thompson  
Chair, Economic Development Committee  
Councillor, Scarborough Centre  
Ward 37
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* (for City of Toronto Programs, see also selected Energy Efficiency Programs and Hiring and Training Programs)

Disclosure:
(1) The information included in the Business Connect 2015 Edition is for general information purposes only, (errors and omissions excepted).
(2) The content for each program or service write-up was provided from organization’s contacts or extracted directly from their respective website.
(3) For confirmation and clarification of any information included, please use the contact information provided herein or visit the applicable website. Please note that funding levels and criteria for programs can change so you should contact the organization regarding any possible changes.
(4) While efforts have been made to ensure the accuracy for each write-up in the Business Connect 2015 edition, neither the City of Toronto Economic Development & Culture Division, nor the Corporation of the City of Toronto, nor any of the City’s employees, assumes any liability for loss or damage due to errors or omissions in the contents of this publication.
Business Connect

City of Toronto and Related Agencies Programs, Services and Incentives
BUILD TORONTO

PURPOSE
BUILD TORONTO was established by the City of Toronto in 2009 to unlock the value of the City’s underutilized real estate assets - and further the City’s priorities and enhance its economic competitiveness. Today, BUILD TORONTO provides specialized expertise to develop, and partner with the private sector community to develop properties declared surplus by the City of Toronto.

A New Model for City-building
BUILD TORONTO is the real estate and development corporation created to generate value from the City’s real estate assets. For the first time in the history of the City of Toronto, we bring to market properties that have been sitting underutilized for years. By getting them “development ready”, we stand behind a new solution to manage the City’s surplus real estate and a new model for City-Building.

As part of our mandate, we develop in a responsible, innovative and integrated manner. BUILD TORONTO’s focus is on enabling growth, creating value and generating compelling results for the City of Toronto.

Mandate
To create value from the City’s underutilized real estate assets and generate a net financial return to the City.

Vision
To maximize value in a responsible, innovative and integrated manner, creating city-building opportunities and enhancing Toronto’s economic competitiveness.

Approach to Development
BUILD TORONTO is a hybrid organization that takes the best of the private sector and adds the bench strength of the public sector to generate world-class results. With a broad mandate, BUILD TORONTO has the flexibility to develop innovative solutions and apply its development expertise.

BUILD TORONTO’s approach to providing the City with a financial dividend is taken within the framework of supporting city-building results. The company defines and measures success by the Fiscal and Economic, Social and Environmental benefits it creates for the City of Toronto and those who live, work and play here.

These services include:
• Enhanced employment opportunities, property taxes, development fees and the economic impact of construction;

• A focus on quality, urban and sustainable design, transit intensification, Brownfield remediation and environmental preservation; and

• The creation of public realm, neighbourhood regeneration, mixed-use developments and the integration of affordable housing, acting as a catalyst for further responsible development.
**Procurement Policy:**
BUILD TORONTO has a complete, open and transparent procurement process where the company awards work to select pre-qualified Approved Service Providers (ASP) through a competitive process.

For services such as architecture, planning, appraisal services, etc., we establish roster of ASPs using a Request for Qualifications (RFQ) sourcing and selection process. We then issue Request for Proposals (RFP) for individual projects.

**BUILD TORONTO’s Procurement Policy is set up to ensure:**
- A clear, equitable and transparent process;
- Procurement of goods and services quickly, efficiently and effectively while building a high quality of network advisors, suppliers and partners; and
- Maximum value for cost

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Building Permits Overview

GENERAL BUILDING PERMIT INFORMATION
A building permit is your formal permission to begin the construction, demolition, addition or renovation on your property.

As part of the building permit process, Toronto Building staff must review your plans to ensure they comply with the Ontario Building Code, local Zoning Bylaws and other Applicable Law.

Building permits regulate the type of construction allowed in a community and ensure that minimum building standards are met. The permit process protects the owner’s interests, the community and helps to ensure that any new construction is appropriate and safe.

Electronic Submission Guidelines: Toronto Building requires electronic submission of all documents including forms, reports, specifications and plans.

For more information, visit toronto.ca/building

Preliminary Zoning Review Programs
Toronto Building offers three types of Zoning and Applicable Law Project Reviews:

Zoning Certificate: a detailed review of a proposal intended to determine zoning compliance and compliance with all other applicable law required for the issuance of a building permit. Toronto Building examiners will work with you to achieve your goal of obtaining a Zoning Certificate. The review may be used for future building permit applications, Committee of Adjustment, Rezoning and Site Plan applications and is required to make a “complete” building permit application. The Zoning Certificate fee is 25% of the building permit fee and is credited to the future permit application.

PPR Review: provides one review of submitted plans to determine compliance with the City of Toronto’s Zoning By-laws and identifies other municipal laws to which compliance may be required prior to the issuance of a building permit. This review is intended for Committee of Adjustment applications, sign variances, business licenses and other preliminary projects.

PPR Review Use Only: intended to provide an assessment of whether certain uses (such as restaurant, institutional, commercial) are permitted within a specific location, under the current applicable zoning bylaw. No plans are required. The response that an applicant receives under the “PPR – Use Only” program will clearly state that the review includes only an assessment as to whether the proposed use is a listed permitted use at the specific location, under the current applicable zoning bylaw. The review will not include parking, loading, built form standards, or any other qualifications or conditions related to that use, such as site specific bylaws.

For further highlights of the Zoning Certificate and PPR programs, and to help you make an informed decision on the Project Review program that best suits your needs, visit: Toronto Building Project Review Programs (see toronto.ca/building - “Apply for a Preliminary Zoning Review”).
New City-wide Zoning By-law
City Council enacted a bill to introduce Zoning Bylaw No. 569-2013 on May 9, 2013. The City-wide Zoning By-law applies to all new projects submitted after May 9, 2013. Please refer to the following resources for more information on how your application might be affected:

Toronto Building (toronto.ca/building)

City Planning (toronto.ca/planning)

The enactment of the new Zoning Bylaw does not repeal any of the existing general zoning bylaws.

For additional information contact Customer Service staff in one of our Toronto Building offices:

**Etobicoke York District**
2 Civic Centre Court, 1st Floor
Toronto, ON M9C 5A3
Tel: 416-394-8002

**North York District**
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Toronto, ON M2N 5V7
Tel: 416-395-7000

**Scarborough District**
Scarborough Civic Centre
150 Borough Drive, 3rd Floor
Toronto, ON M1P 4N7
Tel: 416-396-7526

**Toronto & East York District**
Toronto City Hall
100 Queen St. W, Ground Floor
Toronto, ON M5H 2N2
Tel: 416-392-7539
Building Toronto Together – A Development Guide

Building Toronto Together – A Development Guide is designed for property owners, developers, builders and others interested in obtaining approvals for developing property in the City of Toronto. (toronto.ca/planning - see “Development Guide” under “Developing Toronto.”)

The guide outlines the City’s development review processes and the requirements you will need to meet when seeking planning approvals from the City, including:
- Official Plan Amendments, Re-zonings and combined applications
- Subdivisions and Condominiums
- Site Plan Control applications
- Part Lot Control Exemption applications
- Committee of Adjustment applications – Minor Variance, Permission & Consents

The Development Guide also contains a series of appendices providing detailed information on the type of material the City requires for reviewing the various planning applications appropriately.

Before you apply...

Pre-application consultation and submission of completed applications are central to the City’s commitment to complete the review of your application within our timeline targets.

Before you make a formal application, please discuss your proposal with the Planning Consultant at your local Toronto Building office. Pre-application consultation allows you to discuss your proposal with City staff and identify and address any potential areas of concern early in the process. In order to have a useful discussion, you should be able to identify the location and features of your property and demonstrate how you would like to develop the property (drawings would be helpful). This can save you both time and money. toronto.ca/building

For further information:

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Business Improvement Area (BIA)

A Business Improvement Area is an association of commercial and/or industrial property owners and business tenants within a defined area who work in partnership with the City to create attractive and safe business areas (toronto.ca/bia). The City offers a number of assistance programs to BIAs to help sustain thriving business districts and strengthen the local neighbourhood. One of the incentive programs offered by the City to the property owners and business tenants within BIAs is the Commercial Façade Improvement Program.

Commercial Façade Improvement Program

PURPOSE
This program provides funding to improve the front exterior building façade (and side exterior building façade for a corner property) to owners and tenants of buildings used for commercial or industrial purposes at street level. Upper floors may have any uses including residential.

ELIGIBILITY
Properties must be located in a Business Improvement Area (BIA) that has been in existence for five or more years. The applicant must not have received a maximum commercial façade grant for the same building in the previous ten years. The city will consider an application for proposed building façade improvements and not for work underway or already completed.

VALUE
City funding is equal to one-half of the costs of the proposed improvements to a maximum grant of $10,000 ($12,500 for a corner property). Applications for façade improvements totaling less than $5,000 are ineligible.

Improvements could include replacing windows, doors, lighting, tiling, and signage. Also, brick restoration and door ramping for accessibility are eligible improvements.

For further information:

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City of Toronto, Economic Development & Culture
Business Growth Services – BIA Office
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Business Incubation and Commercialization Program

**Who We Are:**
The City of Toronto’s Business Incubation and Commercialization Program focuses on developing and supporting business incubation infrastructure to service specific sectors within the City.

**What We Do:**
Business incubators play a key role in accelerating the growth of start-up and early-stage companies, as well as facilitating the commercialization of new and innovative products. The City of Toronto works with community partners through its Business Incubation and Commercialization Program to develop new and assist existing business incubators. By providing financial and professional support, the City of Toronto helps new and existing organizations that provide business incubation services to support the growth and development of start-up and early stage companies.

**How We Benefit You:**
The City of Toronto recognizes the value of business incubators in supporting companies in their formative years of operation. Businesses that have benefited from incubation support tend to have a much higher success rate than those that have not received incubation services.

By supporting the development of business incubation services, the City of Toronto assists organizations in delivering a broad range of programs that support small business success including: access to sector specific business advisory services, workshops, seminars, mentoring, as well as shared work space and industrial equipment.

For further information:

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Business Retention and Expansion Services (BR&E)

Who We Are:
The City of Toronto BR&E team of economic development professionals provides you with personalized, direct access to City Hall, other governments and industry initiatives through a wide range of business services. The BR&E team is committed to working with you and your business to assist in meeting business challenges and maximizing opportunities.

What We Do:
The BR&E team offers personalized business services in collaboration with other government and industry initiatives, through various activities including an on-site company calling program and connecting with our many City and external partners, ensuring that you receive a very high level of customer service to help with your business needs. BR&E staff are proactive in facilitating retention and expansion projects and promoting job creation in the city of Toronto.

How We Benefit You:
Toronto’s Business Retention and Expansion team is ready to assist your business by:

• Helping to address operational needs and resolve municipal issues
• Assisting with expansion, location and relocation within the City
• Guiding and expediting proposals through the development process
• Informing businesses of valuable incentives and services
• Advocating for businesses on city-wide policy issues

Toronto’s Business Retention and Expansion team is responsible for:

• implementing the Gold Star for Business Service, an enhanced service to expedite industrial, commercial office and institutional development applications
• leading the Imagination, Manufacturing, Innovation, Technology (IMIT) tax increment equivalent grants program, which provides savings for eligible property owners developing or expanding
• implementing Brownfield Remediation Tax Assistance – financial assistance for eligible Brownfield property remediation
• helping companies become aware of business opportunities and facilitating innovative solutions through resource and knowledge sharing

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toronto.ca/goldstar
ChemTRAC – Toronto Public Health

PURPOSE
ChemTRAC aims to improve public health and support business greening by reducing toxic chemicals in our environment. To meet this goal the program:

- Requires local facilities to annually track and report on the use and release of priority substances
- Supports local facilities with green business practice strategies such as pollution prevention
- Provides the public with information on the key chemicals in their community

Reportable toxic chemicals
Toronto Public Health has identified 25 toxic substances that are in our environment at levels that are a health concern. These substances are linked to short-term health affects like breathing problems and asthma, and longer term impacts such as cancer.

Where are these chemicals used?
These chemicals are used or released in many different facilities and processes. For example, dichloromethane has several different uses, such as a paint remover and solvent. This chemical has both short and long term health effects, including cancer. Process heating, like heating a water boiler with natural gas, produces many by-products, including nitrogen oxides (NOx). Exposure to nitrogen oxides leads to a decrease in the lung’s ability to fight infection. Nitrogen dioxide concentrations are linked with deaths and hospitalizations as a result of respiratory disease.

Applicability
If a business is in Toronto and manufactures, uses or releases any of the priority substances, it may be required to report each year under the Environmental Reporting and Disclosures Bylaw.

What is a priority substance?
A priority substance is a toxic chemical that has known adverse health effects and is listed in the Environmental Reporting and Disclosure Bylaw.

Types of facilities that need to report
The bylaw came into effect January 2010 and was phased in by industry type. Starting in 2013, all industrial sectors were required to report. This means that if a business meets or exceeds the reporting thresholds it will need to report every year by June 30. Below are some of the sectors that need to report.

Industrial Sector NAICS code*
- Manufacturing, including chemical and petroleum products 324 to 326
- Food and beverage manufacturing, tobacco products 3111 to 3122
- Power generation 2211
- Printing and publishing 3231 and 511
- Water and wastewater treatment 2213
- Wood industries 3211 to 3219 and 3371 to 3379
- Automotive repair & maintenance 8111
- Chemical wholesale 4184
- Dry cleaning & laundry services 8123
- Funeral services 6215
• Waste management and remediation services 5621 to 5629
• Other sectors not exempt under the bylaw e.g. 313, 315, 331 to 339, 488, 811, 8121

*North American Industry Classification System

**Exempt Facilities**
The bylaw does not apply to some types of facilities and sources of chemicals. These facilities are NOT required to report, including:
• Facilities engaged solely in retail sales
• Medical or dental offices
• Construction and building maintenance

**VALUE**
Tracking toxins in your facility is the first step towards finding ways to:
• Meet consumer demands for greener options
• Save money in operating costs
• Improve worker health and safety
• Enhance community relations

*For further information:*

**ChemTRAC**
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Development Charge By-Law and Specified Exemptions

PURPOSE
The purpose of development charges is to recover a portion of the growth-related costs associated with the capital infrastructure needed to service new developments. All lands within the geographical area of the City of Toronto are subject to the City’s Development Charge By-Law, and the By-law applies whether or not the land or use is exempt from property taxation.

Projects subject to a development charge include:
- New building construction
- Additions or alterations of an existing building which increases the number of residential units or non-residential gross floor area
- Property redevelopment or interior alterations which results in a change of use to all or part of a building

Exemptions prescribed by the Development Charges Act, 1997 and exemptions approved by City of Toronto Council include but are not limited to:
- Industrial uses (as defined in the By-law)
- Buildings owned by and used for a college or university
- Buildings used for a public hospital, place of worship, cemetery or burial ground
- Land, buildings or structures for which the City has given final approval for a grant under the Imagination, Manufacturing, Innovation and Technology (IMIT) Financial Incentives Program adopted pursuant to a Community Improvement Plan within a Community Improvement Plan Area, as designated under Section 28 of the Planning Act (subject to an agreement).

Projects that meet all of the Tier 2 requirements of the Toronto Green Standard Program (as certified by the City) are eligible for a partial refund as set out in the By-law.

VALUE
Development charges assist in funding growth-related capital costs for services including:

<table>
<thead>
<tr>
<th>Emergency medical services</th>
<th>Police</th>
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<td>Fire</td>
<td>Roads</td>
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<td>Library</td>
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<tr>
<td>Parks &amp; Recreation</td>
<td>Water &amp; Sewers</td>
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Please note that education development charges may apply to your project.
Further information on development charges, education development charges, calculations and payments can be found at: toronto.ca/devcharges
For further information:

**Calculation and payments, Toronto Building Division:**

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**For General, technical and policy matters, Corporate Finance Division:**

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Economic Data Centre

PURPOSE
The Economic Data Centre web page is maintained by the Research and Information Systems section, whose mandate is to maintain, disseminate and interpret economic data about the City of Toronto and the region.

VALUE
The Economic Data Centre at toronto.ca/ecdevdata is comprised of four parts:

Monthly Economic Data contains the current copy of Economic Indicators and the Economic Dashboard presentation, which are updated each month. You will also find the current issue of the Economic Dashboard report here, which is prepared for each meeting of the Economic Development Committee.

Annual Statistics contains datasets that are updated annually. For example, the Research and Information Systems section produces annual profiles, based on Labour Force Survey data of 200+ industries and 50+ occupations, which show employment by age, gender and education, as well wages, unionization rates and a number of other variables at the Toronto CMA level. You will also find links to other relevant sources of information here.

Census/NHS Data contains data from these surveys at the city and regional level.

Small Area Data contains economic data about small areas. For example, the Census and NHS basic profiles provide detailed demographic data for over 1000 census tracts in the Toronto region. You will also find links to other relevant sources of information here.

In addition to the data available in the Economic Data Centre, staff in the Research and Information Systems section, have access to a wealth of unpublished information about the city and the regional economy.

For further information:

Please contact any of the staff listed on the Economic Data Centre at toronto.ca/ecdevdata.
Enterprise Toronto

Enterprise Toronto provides one-window access to the diverse eco-system of business support programs and resources that are available to meet the needs of Toronto’s entrepreneurs and small businesses.

PURPOSE
Enterprise Toronto helps entrepreneurs at the early and initial growth stage of their business by assisting them in making good business decisions, developing their management and planning capabilities, linking them to financing sources, and ensuring they are connected to the right resources within the diverse business support eco-system, such as incubators and accelerators, located within Toronto.

ELIGIBILITY
For anyone interested in starting a small business, Enterprise Toronto is your one-stop source to start and grow your small business. Staff provide assistance with the following services:

- Business registration, name searches and incorporation
- Free one-on-one consultations to assist with business plans, marketing plans and business challenges
- Access to a mentoring network of entrepreneurs
- Information workshops, seminars and special network forums
- Comprehensive business resource materials and research assistance
- Introductions to business support infrastructure, such as incubators, co-working spaces and accelerators
- BizPaL on-line permits and licenses at toronto.ca/bizpal

VALUE
Enterprise Toronto helps small business owners achieve their full potential in their growth and development by bringing together a wide diversity of agencies, companies, not-for-profit agencies, associations, institutions and government(s) in innovative ways through strategic alliances to effectively service the needs of Toronto small businesses and entrepreneurs.

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Film & Entertainment Industries (New)

PURPOSE
A new Film & Entertainment Industries Section has been established within the City of Toronto’s Economic Development and Culture Division. This Section inspires creativity and involves the collective grouping of like-minded and synergistic relationships between the four pillars of Entertainment Industries - Film, Events, Music and Tourism.

This dynamic cluster drives billions of dollars worth of business through the city ensuring Toronto as one of the hottest creative capitals in North America. The theme running through the structure mirrors the City’s motto: Diversity Our Strength. The unit works to provide a seamless interweaving of service delivery.

Film
The Film and Television Office sustains the growth and development of the Film and Television Industry in Toronto (2013 numbers include $1.2 billion spent in Toronto by domestic and international productions) working in a collaborative manner with all other orders of Government, City Divisions, AABCs, Industry Partners such as the OMDC, Film Ontario, NABET, IATSE, the DGC and ACTRA. It also works with key industry stakeholders representing Colleges and Universities, organizations like HOMAD, production facilities including Pinewood, Cinespace and Show Line, post production houses such as Mr. X, House of Cool, Arc, SpinVFx and others who may also be members of CASO and IO. The office collaborates continually with TIFF and the Toronto Association of Independent Film Festivals to promote these festivals and celebrate the City of Toronto in the process.

Events
With major events happening in Toronto such as World Pride, Women’s FIFA World Cup of Soccer and NXNE Music Festival to name a few, the Entertainment Industries Events team is the single-point of contact for festival/event organizers regarding City requirements in relation to event design and logistics. The team handles programming, organizing and coordinating City services for events throughout Toronto, including events on public squares (such as Nathan Phillips Square) and City-owned facilities. They also facilitate hundreds of smaller events staged by independent producers and organizers annually.

Music
Toronto is an international music city, the largest centre of music in Canada and third only to New York and Chicago in North America. The music sector is a significant industry and a major cultural asset as Toronto is home to many talented individuals, artists and firms within the music industry. The City of Toronto established Toronto Music Industry Advisory Council in 2013 to accelerate, strengthen and build the industry.

Tourism
The Tourism Services Office handles Visitor Services functions and is involved with a wide range of offerings including preparations for the upcoming PanAm and Parapan Games in 2015.

Tourism Services works in collaboration with Tourism Toronto and the Ontario Ministry of Tourism, Culture and Sport, to improve the tourism experience and cultural/economic impact of visitors to Toronto. It offers a broad range of services and information to help people enjoy and navigate Toronto. It also supports tourism businesses entering the market and builds upon current offerings, such as Canada’s Walk of Fame, Culinary Tourism, new attractions like Ripley’s Aquarium and new hotels, etc.
Visitor Services offers complimentary training for frontline professional tourism staff through a We’ve Been Expecting You program and has trained over 3,000 participants to date. Visitor Services also produces welcome collateral; an eNewsletter, a calendar, wayfinding, mapping and info pillars, and operates a new Visitor Information Centre at Union Station in September. The Centre will be located next to the UP Express/VIA lounge in one of the busiest areas of Union Station. The Centre will be able to serve thousands of visitors and will dispense information about local attractions, BIAs and a transit hub for the whole city.

For further information:

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Film Commissioner & Director of Entertainment Industries
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zshaikh2@toronto.ca
toronto.ca/tfto

Rob Berry
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toronto.ca/tourismsector
toronto.ca/eventcalendar
toronto.ca/visitors
toronto.ca/wbey

Eric Jensen
Manager, Film & Television Office
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Harold Mah
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toronto.ca/eventplanning
Gold Star for Business Service

PURPOSE
Toronto’s Gold Star for Business Service is an enhanced review service for eligible Planning applications and Building Permit projects. The program is intended to focus development review, expedite high impact/job creation projects and help businesses navigate approval processes, which can reduce time and costs.

ELIGIBILITY
Eligibility for Gold Star service generally includes:

- ICI projects (industrial/office/institutional - hospitals, post-secondary, federal/provincial/municipal facilities) that create post-construction employment in Toronto
- Mixed-use projects with an office component greater than 5,000 square metres and 25% of total gross floor area
- All uses that qualify for IMIT/TIEG grants are eligible for Gold Star

VALUE
Each project that receives this service is assigned an Economic Development Officer as part of the City Planning or Toronto Building case-managed team. The team provides customized one-on-one assistance to help businesses through the review and approval process. EDC staff work proactively with the applicant, other City divisions, and agencies involved in development review, to identify approval requirements, resolve issues and ensure that the Gold Star project receives prompt attention.

For further information:

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jalderd@toronto.ca

Rebecca Condon
Senior Business Development Officer
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rcondon@toronto.ca

Neil D. Farmer (East Office - Scarborough District)
Senior Business Development Officer
Tel: 416-396-4959
farmer@toronto.ca

toronto.ca/goldstar
Imagination, Manufacturing, Innovation, Technology (IMIT) Grants

PURPOSE
The IMIT business incentive helps business owners to reduce business costs and remain competitive. The program encourages new investment and employment growth and actively supports development activities that will enhance prosperity, liveability and create opportunity for all in the City of Toronto.

ELIGIBILITY
Property owners must:
• submit a grant application prior to the issuance of the first above grade building permit
• must agree to develop a Local Employment Plan
• meet Tier I of the Toronto Green Standard

The property must:
• not be in arrears of City taxes, fees or other charges
• meet minimum of $1,000,000 in building construction costs
• be a new building, expansion or substantial rehabilitation of existing building
• the development must increase the amount of gross floor area (gfa) for eligible uses by at least 500 square metres
• in cases where the construction value exceeds $150,000,000 an application for Development Grants will require City Council approval

Targeted Sectors, Citywide:
• Biomedical
• Call centres
• Computer systems design and services
• Convergence centres for eligible uses
• Creative industries (including film studios)
• Food and Beverage wholesaling
• Incubators
• Information services and data processing
• Manufacturing
• Scientific research and development
• Software development
• Tourism attractions
• Transformative projects

Geographic-specific
• Colleges
• Financial services
• Office
NEW: Additional Office Eligibility

Transit Corridor Development: Grants will be available for any office building with a minimum gross floor area (gfa) of 5,000 metres located on sites in Transit Corridors outside of the Financial District (as shown on Map 6 of the City of Toronto’s Official Plan) and that meets all other eligibility requirements.

Mixed Use Buildings: Contiguous office space with a minimum gross floor area (gfa) of at least 5,000 square metres within mixed-use buildings may also be eligible for development grants.

Retail and Residential uses are not eligible for the IMIT incentive. Condominium development is eligible under limited circumstances.

VALUE
Qualified applicants who are constructing a new building or renovating an existing building may save 60% - or 70% in designated Employment Areas – of the resulting increase in municipal property tax created by the development over a 10-year period.

Brownfield Remediation Tax Assistance (BRTA) is a component of the IMIT Property Tax Incentive Program and is designed to encourage investment in sites where contamination has rendered the property vacant, under-utilized, unsafe, unproductive or abandoned.

For further information:

Rebecca Condon
City of Toronto, Economic Development & Culture
Tel: 416-392-0626
E-mail: rcondon@toronto.ca
toronto.ca/incentives
Invest Toronto

PURPOSE
For clients located outside the Greater Toronto Area, Invest Toronto is the primary business, sales and Marketing Corporation for the City of Toronto. We are your connection to the global business opportunities found in Toronto. We can help your company access the markets, talent and business resources of Canada’s largest city.

It is the role of Invest Toronto to promote Toronto’s advantages internationally and secure new business opportunities for the City. Invest Toronto caters to businesses of all sizes looking to start a new business in Toronto or further services the North American market from Toronto. The Corporation provides a concierge service to help guide businesses through all stages of the decision making process.

As the company responsible for attracting inbound foreign direct investment into the City of Toronto, we offer one-on-one consultation to businesses and site selectors making global business investments.

Our services include:
- Complimentary concierge service for businesses
- Answer all questions and enquiries on investment in Toronto
- Facilitate interactions with sector experts and all three levels of government (municipal, provincial, federal)
- Provide guidance on site location and selection
- Facilitate business-to-business linkages
- Provide industry and economic benchmarking analysis
- Connect clients to qualified professional service individuals

TORONTO’S VALUE PROPOSITION
- Market Access
- World Class Talent
- Quality of Life
- Competitiveness
- Global Standing

For further information:

Interested in setting up a business in Toronto?
Contact our Investment Services team to learn more at: info@investtoronto.ca
Tel: 1-877-406-3841, 416-981-3888 or connect with us online @investtoronto.ca or on Twitter @Invest_Toronto
Key Industry Sectors

PURPOSE
From food services and financial services to ICT and green; from fashion and film to tourism and life sciences, Toronto’s multi-sector strength drives growth, innovation and synergies. City staff work, to promote the health and growth of the web of interconnected businesses that comprise Toronto’s key industry sectors and consult with businesses on sector-specific issues and opportunities. (For the film, music and tourism sectors, see Film & Entertainment Industries write-up).

SECTOR CONTACTS

Leslie Fink  
Manager, Sector Development  
lfink@toronto.ca

**Business & Professional Services Sector**  
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toronto.ca/designsector

Education Services Sector  
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toronto.ca/educationsector

Fashion/ Apparel Sector  
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toronto.ca/fashionsector

Financial Services Sector  
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Food & Beverage Sector  
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Green/Cleantech Sector  
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Life Sciences Sector  
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Technology Sector  
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Tourism Sector  
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Manager, Tourism Services  
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toronto.ca/tourismsector
Partners in Project Green

PURPOSE
Partners in Project Green is a public-private partnership led by the Toronto and Region Conservation Authority and the Greater Toronto Airports Authority. The business community surrounding Toronto Pearson International Airport, together with the Region of Peel, City of Toronto, City of Mississauga and City of Brampton, drive their programs and services.

Partners in Project Green brings sustainability solutions that drive real business benefits, providing critical knowledge, effective programs and access to a community of like-minded peers and harnesses the creative capital of private and public sector leaders to create unique collaboration opportunities resulting in unprecedented individual and collective benefits.

The Partners in Project Green Program Directory provides a robust directory of financial assistance programs, assistance programs, education workshops and networking opportunities and helps businesses in the Pearson Eco-Business Zone unlock collaborative advantage and extract maximum value from pursuing sustainability excellence in the areas of:

- Energy Performance
- Waste Management
- Water Stewardship
- Stakeholder Engagement

For further information:

Alex Dumesle, Manager
Tel: 416-661-6600 ext.5316
adumesle@trca.on.ca
partnersinprojectgreen.com
Toronto Business Opportunities Bulletin Board

PURPOSE
The Business Opportunities Bulletin Board is a searchable listing of confidential prospects to help you expand into the Toronto market. This free online marketplace connects investors, sellers and buyers with business and investment opportunities in Canada’s largest city.

ELIGIBILITY
- Are you looking to sell your company or buy a company to enter the Toronto marketplace?
- Are you looking for an equity investor to expand your business?
- Is your company looking for contracts to absorb capacity?

If you answered yes to any of the questions above, then the Toronto Business Opportunities Bulletin Board may be of interest to you.

VALUE
The City of Toronto has developed the Toronto Business Opportunities Bulletin Board – a free online tool to connect with Toronto business and investment opportunities.

Listings on the Toronto Business Opportunities Bulletin Board are divided into six broad categories:

- Companies for sale- established companies for sale that are seeking a buyer
- Companies seeking equity investment – companies looking for an equity investor to inject capital and/or management expertise into the business
- Company buyers/investors – investors seeking to acquire a business outright, to form a synergistic business agreement or to identify a business development opportunity such as a new product or technology
- Excess capacity – companies with underutilized facilities that are seeking contract arrangements to absorb capacity
- Joint venture and licensing opportunities – established companies with a product or a process that are seeking a joint venture partner or licensing agreement to increase production and/or promotion initiatives
- New ventures – ventures in the early stage of their business cycle and seeking additional capital and/or management or technical skills

For further information:

The Business Opportunities Bulletin Board Staff looks forward to working with you.
Tel: 416-397-5416
Fax: 416-397-5332
Email: bizopps@toronto.ca
toronto.ca/business-opportunities
Toronto Green Standard (TGS)

PURPOSE
The Toronto Green Standard (TGS) is a two-tier set of performance measures with supporting guidelines related to sustainable site and building design for new private and public development. The standards are designed to work with the regular development approvals and inspections process. New planning applications are required to document compliance with Tier 1 environmental performance measures. The TGS has been in place since January 31, 2010.

ELIGIBILITY
The City of Toronto has updated the Toronto Green Standard in consultation with City Divisions, the development industry and its stakeholders. The updates were adopted by City Council on July 16, 17, 18 and 19, 2013. The updated 2014 Toronto Green Standard applies to new development applications submitted on or after January 1, 2014. The 2010 Toronto Green Standard will continue to apply to applications submitted on or before this date.

VALUE
Raising the Bar on Energy Efficiency
The 2014 Toronto Green Standard (Version 2.0) includes new and improved performance measures and higher energy targets of 15% above the Ontario Building Code (Tier 1) and 25% above the Ontario Building Code (Tier 2). The TGS is a key strategy for reducing greenhouse gas emissions by 30% by 2020 and 80% by 2050. According to the Toronto Atmospheric Fund (TAF), Toronto’s improved energy efficiency standards will save Toronto’s citizens and businesses an estimated $114M by 2025 and avoid over 750,000 tonnes of climate-damaging GHG emissions by 2025 at marginal incremental design and construction costs.

For further information:
Toronto Green Standard
Metro Hall, 22nd floor
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Tel: 416-392-0191
TTY: 416-338-0889 (311 Toronto)
Fax: 416-392-3821
toronto.ca/greendevelopment
Toronto Port Lands Company (TPLC)

Toronto Port Lands Company (TPLC) is an operating business and the largest landowner in the Port Lands. With more than 400 acres in our portfolio, our tenants are minutes from the downtown core and nearby transit and highway access.

PURPOSE
A self-financing municipal corporation, TPLC is wholly-owned by the City of Toronto. Through our leasing, development, Brownfield reclamation and land management activities we finance our operations, fund other operations and are able to deliver a financial dividend back to the City.

Toronto Port Lands Company (TPLC) was incorporated as City of Toronto Economic Development Corporation in 1986. Provincial legislation was passed allowing the City to create the company under the Ontario Business Corporations Act. Its business model is loosely based upon similar corporations in the United States, Europe and other international centres.

The corporation was designed to function as a self-financing, arms-length private company wholly-owned by its sole shareholder, the City of Toronto. Previously operating as TEDCO, this public-private hybrid is uniquely mandated to fulfill public policy priorities while at the same time operate as a nimble business entity. In 2009 TEDCO changed its operating name to Toronto Port Lands Company to reflect its more focussed work on the waterfront.

Over the years its strategic direction and corporate objectives have evolved as directed by the City of Toronto through City Council with whom TPLC works closely. Our collective goal is to help ensure that Toronto remains at the forefront of job creation, economic and environmentally sustainable development.

TPLC is the largest landowner in the port lands with more than 400 acres under management. The lands are managed to a commercially prudent standard. Our experience in dealing with the Brownfield legacy of contamination in the port lands has given us the insight to continue as the environmental steward of the port area working closely with many government bodies and agencies as well as the private sector.

TPLC is a facilitator of development as evidenced through its Pinewood Toronto Studios project and the development of Corus Quay. TPLC is also a negotiator and catalyst while focused on commercial, industrial and mixed-use projects.

VALUE
Over the years TPLC has been a strategic investor and developer on such projects as Corus Quay, the first commercial and LEED Gold certified building on the waterfront and Canpar, the first LEED industrial building owned by the city through TPLC. It also partnered with the private sector to create Canada’s newest and largest film and media business district where Pinewood Toronto Studios operates and with Monarch Corporation in developing Evergreen, what was then the largest low-rise green residential community in Canada. Our mandate includes the ability to share profits and pay dividends to the City, leasing and management, the sale and purchase of property and support for economic development initiatives. In 2012, TPLC issued its first special dividend to the City of Toronto in the amount of $40 million. For more than 20 years, TPLC supported sector specific incubator and commercialization programs with funding and administrative support. TPLC continues to fund these programs for the City and also funds Invest Toronto’s operations.
For further information:

**Contact:**
Toronto Port Lands Company
Citigroup Place
123 Front St. W. Ste.1610
Toronto, Ontario M5J 2M2
General inquiry:
416-214-4640
Fax: 416-214-4660

**Leasing Information**
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info@tplc.ca

**Corporate Affairs & Media**
Eva Varangu
Vice President, Corporate
Tel: 416-981-3756
evarangu@tplc.ca

City of Toronto and Related Agencies Programs, Services and Incentives
Vacant Commercial and Industrial Buildings Tax Rebate

PURPOSE
Businesses may qualify for a vacancy tax rebate, if the commercial or industrial building was entirely or partially vacant during the taxation year and you meet the eligibility criteria, as outlined in Section 331 of the City of Toronto Act, 2006. You must submit three copies of the application on or before the deadline date. Deadline for 2014: March 2, 2015

ELIGIBILITY
The property must have a building that satisfies the conditions described in category 1, 2 or 3 below:

Category 1 – Commercial and/or industrial buildings that are entirely vacant:
The entire building must be unused for at least 90 consecutive days

Category 2 – Commercial buildings that are partially vacant:
• The vacant portion of the building must be unused for at least 90 consecutive days and;
• The vacant portion of the building must be clearly delineated or physically separated from the used portions of the building; and
• The building must be either:
  • Capable of being leased for immediate occupancy; or
  • Undergoing or in need of repairs, renovations, or construction that prevented it from being available for lease for immediate occupation; or
  • Unfit for occupation

Category 3 – Industrial buildings that are partially vacant:
• The portion of the building must be unused for at least 90 consecutive days; and
• The portion of the building must be clearly delineated or physically separated from the used portions of the building

Properties NOT Eligible for a Rebate:
An applicant is not eligible to apply for a vacant unit rebate if during that period being claimed a building or portion of a building is:
• Used for commercial or industrial activity on a seasonal basis;
• Leased to a tenant who is in possession of the leasehold interest; and
• Included in a vacant land subclass

VALUE
The amount of the rebate for commercial properties will be 30 percent of the tax attributable to the eligible vacant space. For industrial properties the rebate will be 35 percent of the tax attributable to the eligible vacant space.

Information and applications are available at:
• Any Civic Centre and City Hall
• Upon request by calling customer service rep at:
  Tel: 416-338-4829 (Monday to Friday 8:30a.m. to 4:30p.m.)
For General inquiries: contact 311
Or Write:
City of Toronto, Revenue Services Division
5100 Yonge Street
Toronto, Ontario M2N 5V7
toronto.ca/taxes/property_tax/rebate_vacant.htm
Eco-Roof Incentive Program

PURPOSE
The City of Toronto launched the Eco-Roof Incentive Program in 2009 to support the uptake of eco-roofs by building owners, make buildings more sustainable and promote the creation of green jobs.

The program offers owners of residential, commercial, industrial and institutional buildings financial incentives to help support the installation of green and cool roofs.

The environmental benefits of eco-roofs are many. Both reduce energy use and the emissions that contribute to climate change. Green roofs also help manage storm-water runoff, enhance biodiversity, improve air quality and beautify our city.

The Eco-Roof Incentive Program complements the City’s Green Roof By-law and is a key element of the City’s Climate Change Action Plan, an aggressive environmental framework aimed at reducing Toronto’s greenhouse gas emissions by 80 per cent by 2050.

ELIGIBILITY
• The Eco-Roof Incentive Program provides funding for existing buildings, and new buildings not required to construct a green roof as part of the Green Roof By-law.
• Buildings must be located in the city of Toronto.
• Eco-roof projects that are already complete are not eligible to apply.
• Specific requirements for green roof and cool roof projects are provided below.

What green roof projects are eligible?
The Eco-Roof Incentive Program provides funds for green roof projects on:
• existing residential, industrial, commercial, and institutional buildings;
• new residential, industrial, commercial, and institutional buildings with a gross floor area of less than 2,000 m².
• new and existing Toronto Public and Separate School Board buildings of any size

What cool roof projects are eligible?
The Eco-Roof Incentive Program provides funds for cool roof projects on:
• existing residential, industrial, commercial, and institutional buildings

While all types of sustainable roofs are encouraged, the Eco-Roof Incentive Program does not apply to alternative green technologies such as photovoltaic panels, solar thermal panels or rainwater harvesting equipment.

Applications are accepted online at anytime.

Performance criteria for the Eco-Roof Incentive Program are consistent with the Toronto Green Standard and the Green Roof Construction Standard contained in the Green Roof By-law.
VALUE
What incentive is provided for green roofs?
Eligible green roof projects will receive $75 / square metre up to a maximum of $100,000.

What incentive is provided for cool roofs?
Eligible cool roof projects will receive $2 - 5 / square metre up to a maximum of $50,000
• Cool roofs with a coating applied over an existing roof are eligible for $2 / square metre
• Cool roofs with new membranes are eligible for a $5 / square metre

Grant is paid to the property owner after the eco-roof is complete.

Important program updates:
• Residential projects are now eligible for funding
• Green roof incentive has increased to $75/m²
• Applications are being accepted for cool & green roof programs

For further information:

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Eco-Roof Coordinator
Environment and Energy Division
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Email: abaynto@toronto.ca
Mailing address:
Metro Hall, 2nd Floor
55 John Street
Toronto, ON, M5V 3C6
Refer to Green-Roof By-Law by visiting toronto.ca/greenroofs/
NRCan – ecoENERGY Retrofit Incentive for Industry

PURPOSE
Natural Resources Canada’s (NRCan) ecoENERGY Retrofit program is designed to help industrial facilities overcome financial barriers to improving the energy efficiency of their operations.

Using energy more efficiently helps industry to become more competitive and reduce greenhouse gases (GHGs) and air pollution, thereby contributing to a cleaner environment for all Canadians.

This program will help companies:
• implement retrofit projects that generate annual energy savings and pay for themselves through reduced expenditures on utilities, such as energy, water and waste
• establish a baseline against which to compare future improvements
• help kick-start their energy management strategy

ELIGIBILITY
To be eligible for an incentive, companies must apply to NRCAN for funding before implementing the energy retrofit. A facility can apply for a retrofit incentive once over a 12 month period and the industrial facility must:
• have fewer than 500 employees
• not be in a sector that is subject to emissions regulations under the Clean Air Act, unless specifically exempted
• be registered with Natural Resources Canada’s (NRCan’s) CIPEC leadership network of Industrial Energy Innovators
• must be in business for 12 months or more

VALUE
The ecoENERGY Efficiency for Industry program is offering cost-shared assistance to industrial companies to implement the CAN/CSA-ISO 50001 Energy Management Systems Standard, and for two types of energy studies: Process Integration and Computational Fluid Dynamics.

Natural Resources Canada (NRCan) will provide financial assistance of up to 50% of eligible costs to a maximum of $40,000 for:
• Energy Management Projects
• Process Integration and Computational Fluid Dynamics Studies.

For further information:
ecoENERGY Efficiency for Industry
Natural Resources Canada
580 Booth Street, 12th Floor
Ottawa ON K1A 0E4
Tel: 613-947-1223 7:30 a.m.- 4 p.m.
Fax: 613-992-3161
nrcan.gc.ca/energy/efficiency/industry/financial-assistance/5387
Ontario Power Authority’s Feed-In Tariff (FIT) and micro-FIT Programs

PURPOSE
The Ontario Power Authority’s Feed-In Tariff (FIT) and micro-FIT Programs allow customers to generate and sell renewable energy back to the grid. Ontario’s Feed-In Tariff or FIT Program is North America’s first comprehensive guaranteed pricing structure for renewable electricity production. It offers stable prices under long-term contracts for energy generated from renewable sources.

ELIGIBILITY
Qualifying renewable fuel sources include:
- Solar PV – ground mounted, rooftop
- Wind – on-shore
- Water – naturally flowing water
- Bio-energy – biogas (on- and off-farm), renewable biomass, landfill gas

Waterpower projects must not be greater than 50 MW per project. Solar PV projects must not be greater than 10 MW per project.

VALUE
Once you have entered into a FIT contract, you will receive a fixed price for the electricity you produce over a 20-year contract period.

Program Review
The OPA will review the FIT program at regularly scheduled intervals in accordance with the FIT rules. The OPA will also conduct an annual price review in order to determine the appropriateness of the current pricing regime.

August 16, 2013: Changes to Domestic Content and New FIT/micro-FIT Price Schedule
On August 16, 2013, the Minister of Energy directed the OPA to make changes to the FIT and micro-FIT Programs, including changes to the domestic content rules applicable to new contracts. The OPA has also reviewed and updated the FIT and micro-FIT price schedule. The OPA is required to review the prices offered to generators under the FIT and micro-FIT programs on a regular basis to ensure both ratepayer value and a fair return on investment.

Renewable Energy Support Programs
In keeping with the government’s renewed commitment to renewable energy, the OPA shall continue to deliver the support programs established as part of the FIT Program, including transitioning to the direct administration and management of all of the support programs. In addition, the OPA, in consultation with the Ministry of Energy, shall undertake an evaluation process to identify opportunities to improve, streamline and better align the support programs.

For further information visit: http://fit.powerauthority.on.ca/
Please review the website before submitting an application.
Toronto Hydro Business and Industrial Incentive Programs

PURPOSE
Incentive Programs available for Business & Industrial Companies

Toronto Hydro-Electric System Limited (“Toronto Hydro”) delivers saveONenergyOM incentives to help increase the efficiency of your buildings and operations.

There are many incentives programs available for many technologies:
- Energy audits
- Energy-efficient lighting
- Equipment upgrades
- Energy-efficient new construction and major renovations
- Building commissioning
- Industrial upgrades
- Demand Response

Toronto Hydro can help companies with the application process and show you how your electricity savings can improve your bottom line.

Audit Funding
If you’re not sure where to start, an energy audit makes sense. Use the audit funding program to help you identify your best savings potential. Incentives pay for up to 50 per cent of the audit.

Retrofit Program
The Retrofit Program offers incentives of up to 50 per cent of costs for upgrades to lighting, Variable frequency drives, hydronic balancing, occupancy controls, monitoring & targeting and HVAC.

High Performance New Construction
A newly streamlined incentive program for energy-efficient new construction or major renovations Builders and design decision-makers qualify.

Demand Response
This incentive is for big operations that can reduce energy on demand. You can earn monthly payments.

Existing Building Commissioning
Get funding to hire an expert to analyze your chilled water systems, install metering equipment and implement upgrades.

Existing Building Commissioning
This program funds up to $50,000 for engineering studies, $75,000 to monitor your usage, and 80 per cent of the salary of an energy manager.
Small Business Lighting
This is the easiest program of all. If you are a qualifying small business, call us and get up to $1,500 in FREE energy-efficient lighting. There’s no cost to you.

For further information:
Visit: torontohydro.com/business or contact us today at:

Tel: 416-542-3388
Fax: 416-542-2980
E-mail: cdm@torontohydro.com
Toronto Water – Large Industrial Water Rate

PURPOSE
In January 2008, the City of Toronto implemented an industrial water rate to support the growth of businesses using water for processing purposes and to encourage water conservation.

ELIGIBILITY
To qualify for the industrial water rate, customers must meet the following criteria:

- Confirm your company consumes more than 6,000 cubic metres of water annually;
- Verify your company’s industrial property tax classification – if only a portion of your property is assessed as industrial by the Municipal Property Assessment Corporation, a key requirement of the industrial water rate is that a separate meter must be installed to isolate the industrial flow.
- Confirm whether your company has any outstanding Sewers By-law Notices of Violation, and/or outstanding Pollution Prevention Plans.
- Company must be in compliance with the City’s Sewers By-law before it can be eligible for the industrial water rate.
- Prepare and submit a water conservation plan for approval.

If all eligible requirements are met the submission date of your completed water conservation plan will be the effective date of the industrial water rate application to your account. After the initial application, an annual water conservation progress report must be filled by July 1 of each year to continue to be eligible for the Block 2 water rate.

VALUE
The industrial water rate is almost 30 per cent less than the general water rate for the 2014 year. The General Water Rate is $2.9579 per m$^3$; the industrial water rate is $2.0705 per m$^3$. For example, an industrial customer consuming 100,000 m$^3$ per year will save $83,415.60 in 2014:

\[
\begin{align*}
\text{General Consumer} & \quad 100,000 \times \$2.9579 \\
& = \$295,790
\end{align*}
\]

\[
\begin{align*}
\text{Industrial Water Rate Consumer} & \quad 6,000^* \times \$2.9579 \\
& + 94,000 \times \$2.0705 \\
& = \$212,374.40
\end{align*}
\]

For further information:

For more information about completing and/or submitting a water conservation plan and progress reports: contact 311 or visit toronto.ca/water/industrial or e-mail 311@toronto.ca
City of Toronto’s Export Assistance

PURPOSE
If you are a Toronto-based, export-ready business, the City of Toronto Export Development team can help you reach exporting goals and more.

VALUE
We can assist with:
• advice on available government programs, tools and services to export into new markets
• information on government regulations and processes involved in exporting
• informative export seminars and workshops

Enhance your global awareness

The advance of global trade has created new distribution channels. Enhancing your awareness of these channels, and integrating them into your business plan, can help increase market share and boost sales.

Expand your customer base

Selling your products or services in a new marketplace can increase your company’s international profile and expand your client base.

Explore emerging markets

Emerging markets are reporting rapid growth. Reaching more customers in new global markets will enable you to diversify and expand your business.

Examine “smart trade” capabilities

The Export Development team works with local colleges, universities and private training institutions to proactively promote and coordinate their education and training programs in emerging markets.

For further information:

Contact the Export Development team for a confidential, one-on-one discussion about your exporting potential.

Tel: 416-392-3398
Fax: 416-397-5332
export@toronto.ca
toronto.ca/business
Export Development Canada (EDC)

PURPOSE
Export Development Canada can help you grow your Business Internationally
Expanding sales to customers outside of Canada can bring a wide range of benefits for Canadian companies, including increased sales, business growth and stronger resilience against economic downturns. Exporting is good for our Canadian economy too, with one in three jobs depending on exports. Each year, EDC helps more than 7,000 Canadian companies, a majority of them small businesses, to conduct trade and investment in nearly 200 countries. As a crown corporation serving Canadians since 1944, EDC offers market intelligence and supports international sales and investment through a mix of financial and insurance products and services, including the following.

Make Sure You Get Paid
EDC’s insurance solutions protect against a wide range of risks, such as a customer’s inability to pay, political instability and sudden contract cancellation. Solutions are flexible, with coverage available for a single customer, one contract, an entire book of receivables or foreign affiliates. The insurance can also be used to offer your customers better payment terms, and free up bank operating lines by providing insurance as collateral.

Get Financing
EDC can work directly with a company or partner with a financial institution to provide additional credit capacity for a wide range of international business needs, such as working capital support. A financial proposal is often the key to landing a contract, and EDC can offer financing directly to your foreign customer. EDC can also provide limited recourse project financing for large-scale global infrastructure and industrial projects.

Finance Export and Investment Related Capital Needs
EDC can help access additional financing to support export-related activities and investments by providing your bank with a guarantee on loans for buying equipment, financing work in progress or working capital needs. If you want to invest in another market, perhaps by setting up a local office, EDC can provide financing support, as well as insurance to protect against many political risks. Banks usually demand collateral to post a bond on your behalf, tying up cash flow. EDC’s bond and guarantee solutions can free up operating lines to keep your business running smoothly.

Protect Against a Changing Dollar
If you want to purchase a foreign exchange contract, financial institutions usually ask for collateral. EDC’s guarantees can satisfy that demand, freeing up operating lines. If you need to secure an operating line of credit, obtain letters of guarantee, or meet landlord/lease obligations, a foreign bank will usually ask for collateral. EDC’s guarantee can satisfy this demand.

For further information:

Export Development Canada
155 Wellington Street West, Suite 3120
Toronto ON M5V 3L3
Tel: 416-349-6515
Fax: 416-349-6516
edc.ca/english/index.htm
Export Market Access (Ontario Chamber of Commerce)

PURPOSE
Financial Assistance for Exporting

Export Market Access (EMA) is a Global Expansion Program designed to assist small to medium size organizations explore, access and expand sales in new foreign markets. It covers up to 50% of eligible costs incurred to develop export sales. There are four categories of eligible activities:
- developing contacts
- developing marketing tools
- market research and
- assisting with foreign bidding

ELIGIBILITY
1. A small to medium sized company with an export mandate, whose goods and services currently exist and are produced in Ontario
2. Businesses with a minimum of 5 employees to a maximum of 500 employees meeting the following criteria:
   a) Annual sales of $500,000 or more
   b) Currently established and operating in Ontario
   c) Registered company (federally or provincially) for minimum of two years
   d) In full compliance with all government laws and regulations
   e) Not receiving any other contributions from public funds towards the activities contained in the funding application other than support provided through export development programs offered by the International Trade Branch of the Ontario Ministry of Citizenship, Immigration and International Trade

VALUE
- The program provides up to 50% funding for eligible costs incurred to develop export sales
- EMA has helped over 600 businesses generate millions of dollars in new export sales for Ontario

For further information:

Louie Di-Palma
Program Manager
Export Market Access
Ontario Chamber of Commerce
Tel: 416-482-5222 ext. 2270
E-mail: louiedipalma@occ.on.ca

Lesley Cole
International Trade Consultant
Export Market Access
Ontario Chamber of Commerce
Tel: 416-482-5222 ext. 2390
E-mail: lesliecole@occ.on.ca

Export Market Access: A Global Expansion Program
180 Dundas Street West, Suite 505
Toronto, ON M5G 1Z8
Ontario Chamber of Commerce
Fax: 416-482-5879
http://exportaccess.ca
International Trade Centres (ITC) (The Canadian Trade Commissioners Service)

**PURPOSE**
In partnership with the Regional Trade Network and Trade Commissioner Service abroad, the Regional Office of the Department of Foreign Affairs and International Trade (DFAIT) can help direct companies to services that relate to particular exporting needs. Their mandate is to increase the number of Canadian exporters, to expand and diversify exports and to support the investment initiatives of Canadian small and medium-sized enterprises (SMEs). The ITC, located in downtown Toronto, is staffed by trade commissioners who can provide introductions to their colleagues abroad and expertise on other government and private sector export service providers that help Canadian business succeed in world markets. Clients are encouraged to register for the Virtual Trade Commissioner service.

**ELIGIBILITY**
If a company is already exporting or has a product or service with export potential, the ITC can help.

**VALUE**
The ITC provides:

- **One-on-One Export Help** – If a company is export-ready, the ITC’s trade commissioners can help companies implement an export strategy. They can also recommend other specialized export services that are available here in Canada or through their offices abroad.

- **Market and Industry Information** – To compete in the global marketplace, companies need up-to-date foreign market information and intelligence to guide development of export strategies and plans. The ITC constantly gathers and analyzes such data for the benefit of Canadian exporters. With offices located in cities around the world and just around the corner in Canada, they can help you connect with trade commissioners and potential partners in most target markets.

- **Assistance Locating Export Financing** – The ITC can advise which funding programs and financing sources are available to companies in Toronto. They work closely with Export Development Canada (EDC) and the Business Development Bank of Canada (BDC), all Canadian Crown Corporations, as well as Canadian banks and other trade finance organizations.

- **Trade Fairs, Missions and Events** – The ITC recommends international trade fairs and trade missions (some of which they help organize) that will match a company’s needs. They also work with partners to organize seminars and events in Canada that will help local businesses learn about business environments and opportunities abroad.

For further information:

Foreign Affairs and International Trade Canada
The Canadian Trade Commissioner Service - Toronto
151 Yonge Street, 4th Floor
Toronto, ON, M5C 2V7
Tel: 416-973-5053
Fax: 416-973-8161
E-mail: trnto@international.gc.ca
tradecommissioner.gc.ca/eng/services.jsp
New Exporters to Border States (NEBS)

PURPOSE
The New Exporters to Border States (NEBS) is a comprehensive program designed to give Ontario manufacturers, distributors, agents and other business professionals the tools they need to expand their business across the Canada-United States border. NEBS, run by the International Trade Branch of the Ontario Ministry of Citizenship, Immigration and International Trade, offers a two-day program to provide companies with a solid understanding of the fundamentals of exporting to the United States. Participants are transported by chartered bus from Toronto to Buffalo, New York. The NEBS program is also offered across Ontario four times a year as a half-day seminar.

ELIGIBILITY
To be eligible for this program, a participating company must:
• have been in business for at least one year
• have a manufacturing or service based in Ontario

VALUE
The program includes presentations on:
• U.S. business travel and immigration requirements
• Currency exchange and corporate business planning options
• Federal and State taxation and legal considerations
• U.S. customs clearance procedures
• Marketing and pricing considerations
• U.S. banking, export financing and foreign exchange options

For further information:
Companies interested in participating in the NEBS program should contact:
International Trade Branch
Ministry of Citizenship, Immigration and International Trade
Tel: 416-314-8243
E-mail: elaine.marks@ontario.ca
ontario.ca/export
AIIME Global Initiative – Yves Landry Foundation

PURPOSE
The Yves Landry Foundation in partnership with the Government of Canada recognizes that Ontario must improve its competitiveness. And it recognizes that it is shared responsibility between government, industry and education. The Yves Landry Foundation is pleased to offer an AIIME Global initiative for manufacturers operating within the Southern Ontario Development Program (SODP) region.

Visit yveslandryfoundation.com to view regional maps, to ensure you are within the jurisdiction eligible to participate in this new initiative.

ELIGIBILITY
Participants must meet the following criteria:
• Between 15 – 1000 employees
• Continuously in business in Southern Ontario for at least 3 years
• Must be able to demonstrate a solid financial footing over the three year period Manufacturing facility or facilities located in Southern Ontario (please refer to map on website outlining coverage area)
• Manufacture a specific product for sale in Ontario or anywhere else

You are not eligible to participate in the new round of funding if you have received federally supported AIIME funding from the Yves Landry Foundation in the past three years.

Specific funding will be provided for two major objectives:

Objective 1 - Training that will support the adaptation of new technology, new processes or procedures or a change within the company to support innovation.

Objective 2 - Training that will support and develop Highly Skilled Personnel in any area that leads to innovation. This can include the development of new engineering skills, training in the use of new software, hardware or other tools necessary to support innovation or retraining.

VALUE
• Applicant develops or enhances a culture that supports constant training and development to support ongoing innovation in all areas of the business cultivating opportunities for growth into new global markets
• In partnership with the Government of Canada, the Yves Landry Foundation is making available up to $50,000 per company in the form of a grant to foster training that will lead to advancements in innovation within the manufacturing sector in Ontario

For further information:
The Yves Landry Foundation
Tel: 416-620-5464
yveslandryfoundation.com
Apprenticeship Training Tax Credit

PURPOSE
The Apprenticeship Training Tax Credit (ATTC), through the provincial Ministry of Finance, is a refundable tax credit for corporations and unincorporated businesses employing apprentices in certain skilled trades during the first 48 months of an apprenticeship program. The Canada Revenue Agency (CRA) administers the tax credit through the federal income tax system.

ELIGIBILITY
Who Can Participate?
The tax credit is available to businesses that:
• Have permanent establishments in Ontario
• Are subject to Ontario Income tax
• Incur eligible expenditures in training apprentices in designated skilled trades

VALUE
The Apprenticeship Training Tax Credit helps you invest in the future today. By investing in apprentices, we’re building careers, businesses and our economy.

• You can claim this refundable tax credit if you are a corporation that provided a qualifying apprenticeship at a permanent establishment in Ontario for a student enrolled in a qualifying skilled trade. The credit is equal to a specified percentage (35% to 45%) of the eligible expenditures incurred by the corporation for a qualifying apprenticeship
• The ATTC is based on salaries and wages paid to an apprentice. The maximum credit for each apprenticeship is $10,000 per year. The maximum credit over the first 48-month period of the apprenticeship is $40,000

For further information:
Contact the Ministry of Training, Colleges and Universities (MTCU) for tips on hiring an apprentice for your workplace by calling 1-800-387-5656 or visit tcu.gov.on.ca/eng/employers/jobgrow.html
or
Contact the Canada Revenue Agency by calling 1-800-959-5525 or visiting cra-arc.gc.ca
Canada’s Economic Action Plan

PURPOSE
Canada’s Economic Plan helps to create jobs, economic growth and long-term prosperity from coast to coast to coast. It connects Canadians with jobs, help businesses succeed in the global economy, and foster research and innovation. The Plan also supports vital public infrastructure, as well as families and communities. Canada’s Economic Action Plan (EAP) is doing all this, while continuing to protect Canada’s natural environment and returning the country to a balanced budget.

VALUE
Helping Manufacturers and Businesses Succeed in the Global Economy
The EAP continues to help manufacturers and businesses succeed in a global economy by providing a variety of services and programs such as tax and tariff relief, hiring credits and venture capital programs. The temporary accelerated capital cost allowance (CCA) for new investment in machinery and equipment in the manufacturing and processing sector has been extended for an additional two years. The CCA system determines how much of the cost of a capital asset a business may deduct each year for tax purposes. The 50% straight line depreciation rate extended for two years to include investment in eligible manufacturing or processing machinery and equipment in 2014 and 2015. Through EAP the federal government has committed to eliminate, by 2015, all remaining tariffs on manufacturing inputs and machinery used for manufacturing. When fully implemented, this tariff relief will affect more than $7 billion in annual imports and provide more than $410 million in annual duty savings for Canadian businesses.

Support for Small Businesses
Canada’s small businesses are engines for job creation that boost economic growth, representing 48 percent of the total labour force in the private sector, and contributing approximately 30 percent to Canada’s GDP. The federal government recognizes the important contribution made by small businesses across the country and the challenges they face.

Initiatives, Programs and Services /Support for Workers and the Unemployed
Skills training - a central element of Economic Action Plan, there are too many jobs that go unfilled in Canada because employers can’t find workers with the right skills. Meanwhile, there are still too many Canadians looking for work. EAP introduced key measures to connect Canadians with available jobs by equipping them with the skills and training they need to obtain high-quality, well-paying jobs.

Apprentices – the Government recognizes the importance of apprentices and has created various federal programs to support apprentices and the employers that hire them. Continuing Education – under the EAP, the Government is helping Canadians to further their education so that they can get high-quality jobs in high-demand fields.

Youth – EAP is providing young Canadians with access to the information and opportunities necessary to make informed training and employment choices and gain valuable skills.

Persons with Disabilities – There are many federal programs that support persons with disabilities in obtaining employment opportunities.

For further information:
Tel: 1-800-O-Canada (1-800-622-6232)    TTY: 1-800-926-9105
Email: info@actionplan.gc.ca
http://actionplan.gc.ca
Canada-Ontario Job Grant

PURPOSE
The Canada-Ontario Job Grant gives businesses funding to help train workers. No one knows better than you what skills your team needs to succeed. So you choose the workers and the training. You can select any appropriate training offered by eligible third-party trainers. Check our website and application for more information.

ELIGIBILITY
Your business must:
• contribute at least one-third of training costs
• employ the worker you plan to train
• be licensed to operate in Ontario
• have insurance, and comply with labour and human rights legislation

Also, the training and the job must be in Ontario.

Workers must:
• have an employer to sponsor them
• be a resident of Ontario
• be a Canadian citizen, permanent resident or protected person
• not be already taking full-time education or training

If you want to hire and train through the Grant, we can help you connect with workers.

WHY SHOULD I TRAIN MY WORKERS
Training can improve business performance, profit and staff morale. The Canadian Apprenticeship Forum tells us that, on average, a $1 investment in training returns a benefit to the employer of $1.38. If you want to give your business the benefits of workplace training, this grant is for you.

VALUE
The Grant will fund, on average, two-thirds of a worker’s eligible training costs, to a maximum of $10,000. Eligible training costs include tuition and fees, textbooks and materials. You contribute the remaining costs, and employ the worker you train.

IS ANY BUSINESS ELIGIBLE FOR FUNDING?
Individual businesses and business organizations can apply. Broader public sector organizations or Canada-Ontario Job Grant service providers aren’t eligible. Also, you can’t apply if you’re already receiving government funding to train the same worker.

For further information:
Tel: 1-800-387-5656 / (416) 325-4084 TTY
tcu.gov.on.ca/eng/eopg/cojg/cojg_faq.html
Canada Summer Jobs – Service Canada

PURPOSE
Canada Summer Jobs provides funding to help employers create summer job opportunities for students. It is designed to focus on local priorities, while helping both students and their communities.

Canada Summer Jobs:
- Provides work experiences for students
- Supports organizations, including those that provide important community services; and
- Recognizes that local circumstances, community needs and priorities vary widely

Canada Summer Jobs provides funding to not-for-profit organizations, public-sector employers and small businesses with 50 or fewer employees to create summer job opportunities for young people.

ELIGIBILITY
Please note that submitting a complete and eligible application is a requirement for funding, but is not a guarantee of funding.

Eligible Student Participants
To be eligible to participate in the CSJ initiative, individuals must:
- be between 15 and 30 years of age at the start of the employment
- have been registered as full-time students in the previous academic year and intend to return to school on a full-time basis in the next academic year
- be a Canadian citizen, permanent resident, or person to whom refugee protection has been conferred under the Immigration and Refugee Protection Act
- be legally entitled to work in Canada in accordance with relevant provincial/territorial legislation and regulations

Eligible Employers:
- Not-for-profit Employers
- Public Sector Employers
- Private Sector

VALUE
Eligible Costs
Wage Subsidy
Not-for-profit employers are eligible for up to 100% of the provincial/territorial adult minimum hourly wage. Public and private-sector employers are eligible for up to 50% of the provincial/territorial adult minimum hourly wage. Refer to your provincial or territorial legislation to confirm the minimum wage.

For your information, payroll deductions tables can be found on the Canada Revenue Agency website cra-arc.gc.ca

For further information:
Tel: 416-325-2929
Toll-free: 1-800-387-5514
servicecanada.gc.ca
Career Focus (Human Resources and Skills Development Canada)

PURPOSE
Career Focus provides funding for local, regional, and national employers and organizations to design and deliver a range of activities that enable youth to make more informed career decisions, develop their skills and benefit from work experiences. The program aims to help facilitate youth transition into the labour market.

Career Focus aims to:
• increase the supply of highly qualified workers
• facilitate the transition of highly-skilled young people to a rapidly changing labour market
• promote the benefits of advanced studies
• demonstrate federal leadership by investing in the skills required to meet the needs of the knowledge economy

The program is part of the Youth Employment Strategy, a horizontal initiative involving eleven federal departments and agencies. The Youth Employment Strategy is the Government of Canada’s commitment to help young people, particularly those facing barriers to employment, get the information and gain the skills, work experience and abilities they need to make a successful transition into the labour market.

The Youth Employment Strategy is comprised of three program streams: Skills Link, Career Focus, and Summer Work Experience. Each participating department or agency delivers programming in at least one program stream.

ELIGIBILITY
Eligible Participants must be:
• between the ages of 15 and 30 (inclusive) at the time of intake/selection
• post-secondary graduates
• out of school
• Canadian citizens, permanent residents, or persons who have been granted refugee status in Canada
• legally entitled to work according to the relevant provincial/territorial legislation and regulations

Participants must not be in receipt of Employment Insurance (EI) benefits. Priority will be given to non EI-eligible youth (i.e., not entitled to Part 1 or Part II benefits). EI recipients wishing to participate in a Career Focus project should consult an EI agent and voluntarily withdraw from EI.

VALUE
The program helps link skilled young people with potential employers, and if approved, provides a subsidy to the employer while giving the young person a career opportunity.

For further information:

Call 1-800-935-5555 (TTY: 1-800-926-9105) or write: Youth Employment Strategy, 140 Promenade du Portage, Phase IV, 4th Floor, Gatineau, Quebec K1A 0J9 youth.gc.ca
Opportunities Ontario: Provincial Nominee Program

PURPOSE
Opportunities Ontario: Provincial Nominee Program is an immigration program through which Ontario nominates individuals and their families for permanent resident status to the federal government based on a pre-approved job offer or post-secondary education obtained in the province. The Government of Ontario established Opportunities Ontario to help employers succeed in the global competition for talent and to retain the best and the brightest international students in the province. The program helps skilled foreign workers, international students and key employees of investors to work and live permanently in Ontario. Opportunities Ontario has a target of 2,500 nominations in 2014.

ELIGIBILITY
Employers having difficulty recruiting qualified, skilled workers in Ontario can make an application directly to the program, and if approved, can recruit foreign workers or retain the ones on staff through the General Category and international students through the International Student Category.

Foreign workers may be able to apply to Opportunities Ontario for a nomination for permanent residency under the General Category. As the program is employer driven, foreign workers can apply only if:
1. They have a permanent, full-time skilled (National Occupation Classification 0, A or B) job offer from an Ontario employer or investor, and
2. The employer has applied to the program for a pre-screening of a position. Once the employer or investor have been approved then the foreign worker can apply directly to the program. Foreign worker will need to submit a nominee application form, Joint Verification form signed by your prospective employer and Pre-screen Position form.

Investors can apply to Opportunities Ontario if they need to recruit or relocate key employees to ensure the long-term success of the investment. Investments are eligible when:
• The size of the investment is at least $3,000,000;
• At least five net permanent full-time jobs for Canadian citizens or permanent residents in Ontario will be created;
• The investment is endorsed as of significant economic benefit by an Ontario ministry;
• The investment is not prohibited by federal law.

For employees of companies making an investment in Ontario, endorsed and approved investments will receive nominee application packages for key positions for individuals recruited or relocated by companies making the investment in Ontario. These prospective nominees will need to meet the same eligibility criteria for foreign workers in the General Category; for example, nominee applicants will need to demonstrate at least two years of work experience in the intended occupation or proper registration in Ontario if they intend to work in a regulated occupation.

For International Students with job offers, international PhD Graduates or international Master Graduates refer to the web site or contact the Ontario Ministry of Citizenship, Immigration and International Trade.

For further information:
Opportunities Ontario: Provincial Nominee Program
Ontario Ministry of Citizenship, Immigration and International Trade
Tel: 416-327-0374
E-mail: Opportunities.Ontario@ontario.ca
ontario.ca/immigration
Second Career (Employment Ontario)

PURPOSE
Ontario invests over $1 billion annually in Employment Ontario programs designed to help Ontarians looking for work. The Second Career strategy launched by the Ontario Ministry of Training, Colleges and Universities pays for the training or education that Ontarians require to get a better job.

Second Career provides laid-off workers with:
• Skills training to help them find jobs in high-demand occupations in Ontario
• Financial support

Second Career is a cost-sharing grant provided on the basis of need, so you may be asked to contribute what you can to your training or education.

Second Career provides up to $28,000 for:
• Tuition
• Books
• Other instruction costs such as manuals or workbooks
• Transportation
• A basic living allowance

Additional support may be available to accommodate the needs of people with disabilities, dependent care, costs of living away from home and academic upgrading.

ELIGIBILITY
You can apply to Second Career if you:
• are laid off or have been laid off since January 2005
• are unemployed or working an interim job
• are choosing to retrain for a career that is in demand

VALUE
Second Career provides help to laid-off workers in need who will benefit most from training to find work. Several factors are considered when figuring out who will receive funding. We will help applicants based on their:
• Active job search
• Length of unemployment
• Education background
• Work history
• Labour market prospects
• Training request
• Experience and occupational skills

For further information:
Visit your local Employment Ontario office or call 1-800-387-5656 or tcu.gov.on.ca/eng/employmentontario or ontario.ca/employment
Social Development, Finance & Administration – Youth Employment Partnerships (YEP)

PURPOSE
Youth Employment Partnerships (YEP) is a neighbourhood-based employment network funded by the City of Toronto. The network has access to a large pool of youth from across the city that are ready to work and eager to gain experience. YEP network member employment specialists are trained and committed to working directly with you to understand your organization’s needs and then select youth with the skills that fit.

ELIGIBILITY
The company must have a job opportunity that is suited for youth between 15 and 29 from the YEP network of non-profit agencies.

VALUE
YEP network works with your organization to:
• Provide employment assistance at no cost to your organization
• Screen and match enthusiastic and knowledgeable young people to your job openings
• Offer pre-employment and on-going support
• Offer employer and potential employee support on a confidential, individual basis
• Prepare potential employees for a new work challenge
• Arrange customized job fairs when an organization that has multiple job postings at no cost
• Arrange wage subsidies (where available)
• Guide and support you with your apprenticeship opportunities
• Assist you to train today’s youth to meet your future workforce needs
• Ensure a future workforce for your organization

The YEP network works closely with young people to assess their strengths and skills and to provide the guidance and support they need to succeed at their jobs. Encouraging youth to join your team today can help you shape and sustain your workforce for the future. In partnership with you and your organization, we work to create opportunities to ensure that today’s youth become vital members of tomorrow’s workforce.

For further information:

Social Development, Finance & Administration Division - Youth Development Unit
100 Queen Street West, 15th Floor East Tower, City Hall, Toronto, ON M5H 2N2
Tel: 416-392-0101
Fax: 416-392-8492
toronto.ca/yep
Contact the nearest YEP member agency found on the map at: toronto.ca/yep/mappage.htm
Information for each centre is found by clicking on the blue location markers on the map.
Summer Jobs Service (Employment Ontario)

PURPOSE
Whether you want to find a job, start your own business, or work for the Government of Ontario this summer, there are opportunities available. The Ontario Summer Jobs Service program will contribute $2.00 per hour for a maximum of 560 hours to hire students ages 15-30 during the period of April 1 and September 30, 2014.

ELIGIBILITY
• Applicants must be an Ontario business or non-profit organization. The maximum number of students that can be subsidized under this program varies with the quantity of applicants, and employer location.
• Students aged 15 to 30 who are planning to return to school in the fall are eligible for free job-search services and self-marketing support to help them find summer jobs in their community. For postsecondary students, jobs are posted between February 17 and 24 with some extensions to March 2. Positions for high school students and most tourism and provincial park positions (combination of high school and postsecondary students) are posted between March 9 and 16 with some extensions to March 23.

Please note that applicants cannot receive additional funding from other government programs to subsidize the same student.

VALUE
• Ontario Summer Jobs help young people earn money for school, gain new experiences, and contribute to Ontario’s overall future.
• The free job-search and self-marketing support is available all year, not just for the summer months. Job placements can begin as early as April 1. Application activity is ongoing.
• The employer gets much-needed summer help and might end up finding a potential future long term employee. The student gets practical work experience during their summer which could in some cases lead to a full time job when they graduate.

For further information:

Contact your local Employment Ontario office or call Employment Ontario* at 416-326-5656 or 1-800-387-5656.

ontario.ca/employment

* (part of the Ontario Ministry of Training, Colleges and Universities)
Toronto Employment and Social Services – Assistance with Hiring for Employers

PURPOSE
Toronto Employment and Social Services works with employers to connect qualified candidates and employment opportunities. The services are at no cost to employers and include:

• Access to a large group of candidates with a wide range of skills and experience
• Matching and pre-screening services
• Ongoing support and recruitment services, and
• Hiring through job fairs

ELIGIBILITY
Assistance may be available for any Toronto employer that meets certain minimum conditions. Please see “Guidelines for Employers” at: toronto.ca/socialservices/incentives_emp.htm for details.

VALUE
Assistance is available through the following options:

• Employment and Social Services in partnership with employers to host customized and targeted recruitment fairs to meet the specific needs of employees geared towards specific industries such as trades and construction, retail and transport/logistics.
• Connecting employers and job seekers across the city
• Matching qualified candidates to employment and learning opportunities and supporting them in maintaining employment
• Hiring through customized training projects: Employment and Social Services can work with local employers and training providers to develop training programs customized to meet your hiring needs
• Hiring with financial incentives: Employment and Social Services can provide financial incentives to employers when candidates are hired

For further information:

Contact the Community and Labour Market Manager at Employment and Social Services: toronto.ca/socialservices/offices_chart.htm

Toronto Employment and Social Services
55 John Street, 12th floor
Metro Hall, Station 1123
Toronto, ON M5V 3C6
Tel: 416-397-JOBS (5627)
Fax: 416-392-4214
E-mail: employerhotline@toronto.ca
toronto.ca/socialservices/recruitment.htm
toronto.ca/socialservices/job_fairs.htm
Toronto Employment and Social Services – Financial Incentives for Employers

PURPOSE
Toronto Employment and Social Services works with a variety of organizations to introduce employers to qualified job seekers who are receiving Ontario Works benefits. Potential employees are screened for suitability and their skills are matched according to the requirements of the position.

ELIGIBILITY
Employment and Social Services can work with any employer that meets the following requirements:

- Maintains a work environment that complies with all applicable federal, provincial and municipal legislation, regulations and bylaws affecting the workplace
- Has a valid business registration and business number
- Carries liability insurance of at least $2 million
- Agrees to provide supervision and training
- Applies legislated deductions from wages
- Provides mandatory benefits

Eligible positions – Jobs must:

- Be in Ontario
- Last for at least six months
- Be full-time (minimum 30 hours a week)
- Pay wages that meet industry standards
- Be existing or newly-created vacancies

Jobs cannot:

- Displace current staff
- Decrease the hours of work available to existing staff
- Replace staff who have been laid off
- Be receiving other work subsidies

Financial incentives may include:

Funds for supervision and/or training costs:
- When you hire a person who is receiving Ontario Works you can receive up to $4,500 to offset supervision and/or training costs

Workplace Safety & Insurance Board (WSIB) Accident Insurance Coverage:
- Employers with WSIB coverage do not have to pay WSIB premiums for the employee during the first six months of employment. If the employee has a work-related accident or injury within this period, the costs are covered by the Province. The experience rating and premiums of the employer will not be affected.
- Employers without WSIB coverage may have the cost of any claims associated with a work-related accident or injury covered by the Province’s Accident Insurance Plan.

For further information:
To find out more about how Employment and Social Services can help with your hiring needs, call the Employer Hotline at 416-397-JOBS (5627) or e-mail: employerhotline@toronto.ca
Toronto Employment and Social Services – Partnership to Advance Youth Employment (PAYE)

PURPOSE
The Partnership to Advance Youth Employment (PAYE) is a joint initiative between private sector employers and the City of Toronto. A group of business leaders, including the Toronto Region Board of Trade, is working to involve employers to increase access to economic opportunities for Toronto youth. The City of Toronto is a committed partner and City staff provides ground level support for all PAYE initiatives and match qualified youth to employment opportunities. PAYE offers youth individual support, guidance and guaranteed interviews with top-rated employers to help youth from disadvantaged communities get a foot in the door.

ELIGIBILITY
A business is eligible if they can identify employment opportunities for young people. The positions can be full-time or part-time positions, an apprenticeship, or a paid internship. Interview candidates who have been pre-screened to meet your specific needs – matched according to their individual skills, experience and interests at one of our Community Recruitment Events. Your company will receive a committed and motivated employee with the right skills and experience for the job. Wage levels and benefits should be market rate and commensurate to the position.

VALUE
Candidates will be pre-screened and matched to the specific needs of your company, at no cost.

For further information:
Manager, Program Support
Toronto Employment and Social Services
Metro Hall, 11th floor
55 John Street, Toronto, ON M5V 3C6
Tel: 416-397-1488 or 416-397-JOBS (5627)
torontopaye.ca
Youth Employment Fund (YEF)

**PURPOSE**

**For Youth**  
The Youth Employment Fund is part of the Ontario government’s new Youth Jobs Strategy which is helping 30,000 young people across the province get work experience, start a business or build job skills.

**For Employers**  
The Ontario government is expanding employment opportunities to help employers find the skilled workers they need and to help young people gain job skills and experience.

**ELIGIBILITY**  
Participants may be eligible if they are:  
- between 15 and 29 years of age  
- unemployed  
- not attending school full-time and  
- a resident of Ontario.

**Employers**  
To be eligible for hiring incentive funding, you must:  
- Be licensed to operate in Ontario  
- Be compliant with legislation (health and safety, employment standards, etc.)  
- Provide job placements of four to six months in Ontario, and be covered by safety insurance  
- Provide job placements that do not displace current or laid-off employees

**VALUE**  
**Employment Strategy**
- The fund will provide incentives to employers to help cover the cost of wages and training for new hires when they provide a job placement of four to six months and help youth cover costs like transportation or tools required for the job.  
- Job placements will provide more opportunities for youth to build skills, confidence and get valuable work experience and connect with employers.

*For further information:*

Tel: 416-325-2929  
Toll Free: 1-800-387-5514  
TTY: 1-800-268-7095, or write to:

Youth Employment Fund  
14th Floor, Mowat Block  
900 Bay Street  
Toronto ON M7A 1L2  
tcu.gov.on.ca/eng/employmentontario/youthfund/
FedDev Ontario

PURPOSE
FedDev Ontario was launched in 2009 as part of Canada’s Economic Action Plan to work with the region’s communities, businesses and not-for-profit organizations to actively promote the region and build a strong foundation of partnerships and relationships to secure Canada’s long-term prosperity.

VALUE
FedDev Ontario assists businesses in many ways including through:

Advanced Manufacturing Fund:
Promotes continued growth and increased productivity of Ontario’s advanced manufacturing sector by supporting large-scale transformative manufacturing activities, advancing adoption of cutting-edge technologies, establishing clusters or global supply chains and fostering collaboration between the private sector and higher education and research institutions. The $200 million fund has repayable funding available for manufacturing companies.

Investing in Business Growth and Productivity:
Assist existing southern Ontario businesses to adopt new technologies that have the potential to improve productivity and expand their operations. Funding is available to small-medium-sized enterprises with at least 15 employees and not-for-profit industry associations and/or regional economic development organizations. Eligible activities include adapting or adopting new technologies, processes and related skills development, market development and expansion etc.

Investing in Business Innovation:
Foster a more competitive southern Ontario economy, by encouraging the development of partnerships, between entrepreneurs and investors to support early-state, globally-oriented businesses with the ability to become world-leading innovators. Funding is available for not-for-profit organizations, innovative, early-stage businesses with less than 50 employees, and Southern Ontario based angel investor networks.

Investing in Commercialization Partnerships:
Addresses innovation and commercialization, and encourages collaboration to improve Ontario’s productivity performance so that the region can compete on an international platform. Funding is available to publicly-funded colleges and universities and not-for-profit organizations where the projects are business-led and focused on bringing new ideas to market.

For further information:
For detailed guidelines and information on the above initiatives, or for other ways that FedDev Ontario can assist you, please visit FedDevOntario.gc.ca or call 1-866-593-5505.
Innovation Insights – Technology Visits Program (TVP)

PURPOSE
The Innovation Insights program is widely recognized throughout Canada’s manufacturing community as high-value, with practical demonstrations of manufacturing best practices in technological and process management. The ultimate objective is to enhance the innovative and productive capabilities of Canadian industry. Innovation Insights is delivered by Canadian Manufacturers & Exporters (CME) and the National Research Council - Industrial Research Assistance Program (NRC-IRAP).

ELIGIBILITY
In manufacturing and service businesses, competitiveness, productivity and profitability depend on getting core business process right and making sure these processes keep improving. For companies looking to increase production, reduce costs, improve quality or get products to market faster, TVP provides unique opportunities to visit other manufacturers who are already using innovative techniques and processes.

Innovation Insights’ host companies:
• are at the forefront of best practice implementation
• manufacturers who are leading the way in innovation awareness and productivity improvements
• share how they have overcome challenges on their ‘journey to success’
• encourage the sharing and adoption of ideas between companies

VALUE
Innovation Insights is designed to help SMEs achieve business excellence. Since its launch in 1994, over 10,000 senior level executives have visited host plants across the country.

Results are achieved:
• utilizing the program’s proven format of interactive learning
• through best practice presentations, a ‘behind-the-scenes’ plant floor visit and a Q&A/feedback networking session
• Seeing technology and best practices in action:
• provides participants with ideas for improvement, while moving a company to new heights
• offers learning opportunities with cross - sector experts
• It’s a world-class win-win!
• participants and hosts share a common focused goal: to achieve a bottom line of increased productivity and profitability for their companies
• a learning experience for the attendees, with value-add feedback for the Host Experience, the rapid and spontaneous exchange of solutions, ideas and expertise

For further information:

Corporate Office
Innovation Insights
c/o Canadian Manufacturers & Exporters
Telephone: 905-672-3466
tvp-ii.org/english/ontario.asp
Toll-Free: 1-800-999-4129 / 1-800-798-0210
Fax: 1-888-722-2904
Ministry of Research and Innovation (MRI)

PURPOSE
The Ministry of Research and Innovation supports world-class research, commercialization and innovation taking place across Ontario through a range of programs and services. The Ministry’s mandate is set to focus on developing and delivering an integrated innovation strategy, investing in policies and programs to support such a strategy, and fostering, showcasing and promoting a culture of innovation throughout Ontario. This mandate is supported by three major branches: the Outreach, Promotion and Business Development Branch, the Innovation Policy Branch, the Research Branch, and the Commercialization Branch.

The Ministry of Research and Innovation (MRI) has a variety of programs and funding available to support companies and/or researchers including:

- **Ontario Research Fund** – Research Excellence(ORF-RE) provides research institutions with funding to help support the operational costs of large-scale transformative research of strategic value to the province

- **Innovation Demonstration Fund** – focuses on emerging technologies, with a preference towards environmental, alternative energy, bio-products, hydrogen and other globally significant technologies

- **Ontario Venture Capital Fund** – supports growing Global technology companies

ELIGIBILITY & FUNDING
Please refer to the MRI website ontario.ca/ministry-research-innovation for the most current information on available programs, including eligibility and funding status.

For further information:

Ministry of Research and Innovation
Communications and Public Affairs
General Inquiry: 416-325-6666 / 1-866-668-4249
TTY: 416-325-4402 / 1-877-408-3414
Fax: 416-325-6688
ontario.ca/ministry-research-innovation
Mitacs

Mitacs is a leader in facilitating industry-academic research collaborations that help to prepare talented graduate students and postdoctoral fellows to become the next generation of innovators and research and development (R&D) managers. Through unique research and training programs, Mitacs is developing the next generation of innovators with vital scientific and business skills. In partnership with companies, government and academia, Mitacs is supporting a new economy using Canada’s most valuable resource – its people. Since 1999, Mitacs has been promoting academic-industrial Research & Development (R&D) while supporting the development of the future innovation leaders.

**Mitacs help companies:**
- Identify their innovation needs and match them with academic expertise
- Fosters cutting edge research tied to commercial outcomes
- Builds international research networks, creating innovation leaders in Canada and abroad; and
- Provides professional and entrepreneurship skills training for graduate students, so they have the tools to meet emerging innovation needs.

**The Mitacs Human Capital Strategy**-designed to address all facets of human capital development:

- **Recruitment** – increase students in innovation-supporting academic programs
- **Networking** – create global innovation knowledge networks with Canada a key player
- **Development** – complement academic training to include professional and business skills, internships and other strategies
- **Deployment** – ensure avenues for graduates to apply their skills in the economy

**Resources for Companies**

Mitacs offers a suite of research and training programs which enable companies to connect with top Canadian and International researchers:

- **Mitacs – Accelerate:** this program gives Canadian companies a competitive advantage by connecting them with high-quality research expertise. Graduate students and postdoctoral fellows from over 50 universities apply their specialized expertise to business research challenges. For each 4 month project, both Mitacs and the company partner contribute $7500
- **Elevate** – this initiative provides postdoctoral fellows with industry-relevant research experience and training. Economic Action Plan 2014 proposes to provide $8 million dollars over two years to Mitacs to expand its Elevate program
- **Enterprise** – connects small to medium sized companies (SME) operating in a STEM sector throughout Southern Ontario with high-potential, new college or university graduates for a six-month period with the cost shared by Mitacs. The SMEs get access to a highly-talented and trained workforce who can help them meet the demands of their business environment

*For further information:

**Toronto Office (Main)**
University of Toronto
Banting Institute
522–100 College Street
Toronto, ON M5G 1L5
Tel: 647-478-5904
mitacs.ca
National Research Council (NRC) – Industrial Research Assistance Program (IRAP)

PURPOSE
The National Research Council’s (NRC) Industrial Research Assistance Program – IRAP is designed to help Canadian small and medium-sized enterprises (SME) meet the technological challenges they face in delivering new products, processes or services. IRAP’s goal is to enhance businesses innovation capacity, so that good ideas can be turned into profitable business lines, as quickly as possible. Not only does IRAP support buying the latest equipment, it includes the adoption, adaptation or creation of new technology for the development of new products or production processes. The Canadian innovation system includes various agencies, at the federal, provincial and local levels, that can assist SMEs with various aspects of innovation.

ELIGIBILITY
A SME may qualify for help from IRAP if:
• The business is incorporated and profit-oriented
• The enterprise has fewer than 500 employees
• The business has the desire to enhance the innovation capability of the company

VALUE
NRC-IRAP offers advisory services as well as funding to qualified firms and their innovative research and development projects.

Advisory Services – IRAP uses a field staff of professionals, widely recognized for their scientific, technical, business expertise and knowledge of the innovation process to provide its clients with value-added advice and financial services. Industrial Technology Advisors (ITA) coach a client project through all stages of the innovation process, providing technical advice, referrals and other innovation services as needed.

Concierge Service – the government of Canada’s Concierge service provides a single access point where small and medium-sized enterprises (SMEs) can find high-quality timely advice to help them innovate and accelerate their growth. Developed, implemented and operated by the National Research Council of Canada’s Industrial Research Assistance Program (NRC-IRAP) in collaboration with over 40 federal and provincial partners, the service improves innovation and economic opportunities for SMEs by helping them navigate the available innovation resources and support programs. By combining online, phone, and in-person services, it addresses the individual needs. Concierge advisors are located across Canada, will provide one-on-one assistance and will use their wealth of industry experience and depth of knowledge to help guide clients to the most appropriate innovation programs and services available.

Research and Technology Development Activities
NRC – IRAP provides non-repayable contributions to Canadian SMEs interested in growing by using technology to commercialize services, products and processes in Canadian and international markets. IRAP also provides mentoring support and invests on a cost-shared basis for research and pre-competitive development technical projects, upon assessment of a project and firm by a team of Industrial Technology Advisors. IRAP’s partner organizations also receive contributions to provide technical and research assistance to Canadian SMEs.
Youth Employment Strategy Programs
IRAP’s Internship Program with Innovative Small and Medium-sized Enterprises and Collaborative Research Internships Program provide firms with support to hire post-secondary graduates. Both firms and graduates benefit from these programs: firms benefit from the graduate’s expertise in a diverse variety of disciplines and graduates gain valuable work experience that will help open the doors for future employment. IRAP delivers this youth initiative on behalf of the Government of Canada’s Youth Employment Strategy Programs with funds from the Department of Human Resources and Skills Development – HRSD.

Networks
The NRC Industrial Research Assistance Program (IRAP) experts maintain extensive networks to extend and complement the capabilities of the Program. Access to these networks provides an opportunity for small and medium sized enterprises to connect with individuals and organizations knowledgeable about local sources of financing, research and development institutions, technology brokers and technology transfer centers.
Specific services may include:
• Professional advice (e.g. marketing, financing, legal, etc.)
• Problem identification and solving
• Research and development support
• Technology partnering
• Transfer of knowledge
• Networking opportunities and linkages
• Community specific opportunities; and
• Effective business and management skills development

The reach of the IRAP network includes many regional, national and international organizations, all of which play a role in strengthening the innovation support system in a way that benefits small and medium sized enterprises in Canada. As such, the IRAP network includes relationships with:
• Universities and colleges
• Provincial and municipal programs
• Regional development agencies
• Other government departments
• Potential financing groups
• Service providers; and
• Industry associations

For further information:
Tel: 613-993-9101
Toll-free: 1-877-994-4727
Fax: 613-952-1086
E-mail: info@nrc-cnrc.gc.ca
nrc-cnrc.gc.ca/eng/ibp/irap.html
Natural Sciences and Engineering Research Council (NSERC)

PURPOSE
NSERC aims to make Canada a country of discoverers and innovators for the benefit of all Canadians. The agency supports university students in their advanced studies, promotes and supports discovery research, and fosters innovation by encouraging Canadian companies to participate and invest in postsecondary research projects. NSERC researchers are on the vanguard of science, building on Canada’s long tradition of scientific excellence.

ELIGIBILITY
Guidelines for Organizations Participating in NSERC Industrial Training Programs
To participate in NSERC’s Industrial R&D Fellowships (IRDF), Industrial Postgraduate Scholarships (IPS), or Industrial Undergraduate Student Research Awards (IUSRA), organizations must have completed an Application (new or renewal) for Eligibility of Organizations to Participate in NSERC’s IRDF Program, IPS Program and IUSRA Program (Form 183B) within the past three years. A separate Form 183B must be completed for each individual subsidiary, branch, division or location of the organization wanting to host a student or fellow.

Partner Eligibility Guidelines
The organization must provide evidence of its ability to fund and apply the research through an appropriate Canadian organization or association.

The following is a listing of some of the types of organizations that may, in general, participate in the industrial training programs:

(a) A private-sector, for-profit organizations that is doing R&D and is federally or provincially incorporated in Canada
(b) A private-sector, for-profit organization that is doing R&D and is not incorporated, but is wholly Canadian-owned
(c) A utility or provincial hydro company
(d) A start-up/spinoff company with its own research facilities and technical staff that are separate from the university
(e) A government department or agency
(f) A not-for-profit organization

For further information:

Toll free: 1-855-275-2861
Fax: 613-992-5337
On-line Support
Telephone: 613-995-4273
nserc-crsng.gc.ca/
Ontario Centres of Excellence (OCE)

PURPOSE
Ontario Centres of Excellence (OCE) accelerates innovation through game-changing research leading to successful commercialization and vibrant collaboration between industry and academia helping to launch the next generation of products and jobs.

VALUE
The commercialization and talent development projects OCE supports include energy and environment (including water); advanced manufacturing; advanced health technologies; and information, communications technologies and digital media.

The heart of OCE is its ability to work directly with academia and industry to bring prospective partners together to turn ideas into income. Their business development specialists ask industry “What’s needed?” They also literally explore the academic halls and labs and ask researchers “What’s new?” Together, they work through OCE’S tailored programs to commercialize innovations, transfer technologies and develop promising talent. Key OCE programs for business and industry include Collaborate to Commercialize; Voucher for Innovation and Productivity; Voucher of Commercialization and Voucher for E-Business.

With their focus on relationships, OCE has recently evolved into a broker of connections, identifying and facilitating investment transactions in which OCE has no direct financial stake, but which help companies on the road to commercialization.

As part of the Ontario Network of Entrepreneurs (ONE), the Government of Ontario asked OCE to administer the Industry Academic Collaboration Program (IACP). Funded by the Province, IACP is designed to leverage the full capacity of Ontario’s research institutions in order to help technology-based companies create jobs and prosperity by commercializing Ontario-based research discoveries.

Under IACP, OCE offers new programs that are responsive, flexible and adaptive to change, and better serve researchers, entrepreneurs and high potential companies who show strong promise for commercial success.

The program consists of Collaborative Commercialization and Entrepreneurial Talent:

- Collaborative Commercialization Program – supports commercialization of industry-academic research
- Entrepreneurial Talent Program – focused on helping Ontario’s college and university students and recent graduates develop entrepreneurial and business skills

OCE also manages the Special Energy Fund Program, the Experiential Learning Program and the Social Innovation Program for the Province.

For further information:

Tel: 416-861-1092
Toll Free: 1-866-759-6014
Fax: 416-971-7164
oce-ontario.org/
Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA)

PURPOSE
Ontario is committed to initiatives and projects that help promote and celebrate food products that are grown, harvested and made in Ontario. It is committed to ensuring and promoting a healthy, safe, and successful food sector. The Ministry spends over $60 million yearly on research and innovation.

VALUE
To learn more about the programs, tools, and resources available, review the Ministry’s web site or contact them directly.

Food and Beverage Manufacturing
• Starting a Food Processing Business
• Growing a Food Processing Business
• Investing in Ontario
• Agri-Food Value Chains

Food Safety and Traceability
• For farmers
• For Food processors
• Traceability Business Information Bundle
• Funding
• Legislation

Food Inspection
• Protecting Consumers
• Inspection Programs
• Food Safety Regulations

Animal Health & Welfare
• Office of the Chief Veterinarian
• Bio-security
• Livestock Community Sales Act

Local Food Fund
The Local Food Fund is another key component of the strategy designed to support innovative local food projects that celebrate local food, and help create jobs and economic growth in Ontario.

The Fund supports projects in four categories:
1. Regional and Local Food Networks
2. Enhanced Technologies, Capacity and/or Minor Capital
3. Research and Best Practices
4. Education, Marketing and Outreach

For further information:
Visit omafra.gov.on.ca/english/about/local_food_guidebook.pdf or call 1-877-424-1300. For general inquiries in Toronto you can contact the Ministry’s office at: Tel: 1-888-466-2372 omafra.gov.on.ca.
Scientific Research and Experimental Development (SR&ED)

PURPOSE
The Scientific Research and Experimental Development (SR&ED) Program is a federal tax incentive program, that encourages Canadian businesses of all sizes and in all sectors to conduct research and development (R&D) in Canada that will lead to new, improved or technologically advanced products or processes. The SR&ED program is the largest single source of federal government support for industrial research and development (R&D).

It should be noted that the Canada Revenue Agency (CRA) is responsible for administering the SR&ED program, while the Department of Finance is responsible for the legislation that governs it.

ELIGIBILITY
Claimants can apply for SR&ED investment tax credits for expenditures such as wages, materials, capital expenditures, leased cost of equipment, some overhead and SR&ED contracts. To qualify for the SR&ED program, work must advance the understanding of scientific relations or advanced technology, address scientific or technological uncertainty, and incorporate a systematic investigation by qualified personnel.

Work that qualifies for SR&ED tax credits includes:

• Experimental development to achieve technological advancement to create new materials, devices, products or processes or improve existing ones
• Applied research to advance scientific knowledge with a specific practical application in view
• Basic Research to advance scientific knowledge without a specific practical application in view
• Support work in engineering, design, operations research, mathematical analysis, computer programming, data collection, testing or psychological research, but only if the work is commensurate with, and directly supports, the eligible experimental development, or applied or basic research

The following activities are not eligible for benefits under the program:

• Social science and humanities research
• Commercial production of a new or improved material, device, or product, or the commercial use of a new or improved process
• Style changes
• Market research or sales promotion
• Quality control or routine testing of materials, devices, products or processes
• Routine data collection
• Prospecting, exploring or drilling for or producing minerals, petroleum or natural gas
• Development based solely on design or routine engineering practice
VALUE
Generally, a Canadian-controlled private corporation (CCPC) can earn an investment tax credit (ITC) of 35% up to the first $3 million of qualified expenditures for SR&ED carried out in Canada and 20% on any excess amount. Other Canadian corporations, proprietorships, partnerships and trusts can earn an ITC of 20% of qualified expenditures for SR&ED carried out in Canada. Generally, a CCPC with a taxable income in the immediately preceding year that does not exceed the business limit may receive a portion of the ITC earned as a refund, after applying these tax credits against taxes payable.

The ITC earned by a Canadian corporation that is not a CCPC is non-refundable but may be used to reduce any taxes payable. The ITC earned by a proprietorship or certain trusts may be partially refunded after applying these tax credits against taxes payable.

For further information:

Canada Revenue Agency
Toll-free (information): 1-800-959-5525 (Business Enquiries and Registrations)
Toll-free (publications): 1-800-959-2221 (Forms and Publications)
cra-arc.gc.ca/txcrdt/sred-rsde/menu-eng.html
Business Development Bank of Canada (BDC)

PURPOSE
The Business Development Bank of Canada is a financial institution owned by the Government of Canada. BDC has been serving Canadian entrepreneurs for more than 65 years. From over 100 offices across the country, BDC promotes entrepreneurship by providing highly tailored financing, venture capital and consulting services to entrepreneurs. As a complementary lender, they offer loans and investments that fill out or complement services available from commercial financial institutions.

ELIGIBILITY
BDC puts special focus on SMEs in sectors such as manufacturing, exporting, innovation and knowledge-based industries. BDC pays particular attention to start-ups, innovators, fast growth companies, manufacturers and exporters. They also focus on entrepreneurs who are working to commercialize the benefits of R&D to create innovative products and globally successful companies.

Some eligibility criteria for Small Business Loans of up to $50,000 offered to protect cash flow:
• The business owners must be a Canadian Citizen or Permanent Resident and have reached the age of majority in the Province or Territory in which they live
• Your business’ borrowing needs must not exceed $50,000; and
• You must have been operating your business for the past 24 months

VALUE
• Financing and Consulting
  BDC offers Canadian entrepreneurs a unique combination of flexible financing solutions and consulting services
• The benefit of experience
  At BDC, the most valuable thing they can give you is the benefit of their experience with businesses like yours
• BDC’s Services
  BDC focuses on the success of Canadian entrepreneurial businesses in all industries, all economic cycles and all markets providing financing to protect cash flow and consulting services to improve your profitability

For further information:

bdc.ca/en/home.htm or call 1.877.BDC-BANX 1-877-232-2269
CME SMART Advanced Technologies for Global Growth (ATGG)

PURPOSE
SMART Investing in Advanced Technologies for Global Growth will accelerate southern Ontario’s productivity and export performance through the implementation of productivity assessments and projects that focus on adopting ICT and advanced technology equipment, materials and processes in the form of a grant to manufacturers. A partnership between CME and FedDev Ontario, will provide $18 million or up to 200 grants for assessments or capital investments to support the global growth for Ontario.

ELIGIBILITY
• Ontario manufacturers with between 15 and 1,000 full time employees in Ontario
• Minimum two years in business
• Must be located in southern Ontario
• Must produce or support products / services related to manufacturing
• Must be an exporter, part of the value supply chain or potential to become a strong global player
• An export plan must be included with your application for funding
• Funding is available for only one project per corporation

Key activities must include:
• Productivity Assessments to examine manufacturing performance and how advanced manufacturing and ICT technologies can improve efficiencies
• Purchases of new or upgraded advanced manufacturing equipment
• Productivity improvement and innovative investments, and
• ICT investments

SMART ATGG is a program built around two components; an assessment component and project funding component.

VALUE
SMART ATGG will cover 50% of assessment costs to a maximum $15,000 – paid after proof of assessment completion. Applicants must select a consultant to complete the assessment from the preapproved list of consultants available on the website. Assessments to be considered are:
• Productivity Assessments will be available to companies wishing to conduct an operational assessment including, but not limited to:
• Advanced Manufacturing Technology and ICT opportunities
• Productivity or Quality improvement
• Process Flow improvements

Project funding applications are eligible for 35% of the approved project costs to a maximum of $100,000. Companies are required to support the remaining costs through internal costs, angel investors, venture capital. SMART will only consider applications whose projects have NOT started before April 1, 2014 and have less than 50% incurred costs at date of online application submission. An incurred cost is the sum of actual paid costs. A deposit is considered an incurred cost. Projects must focus on adopting ICT and other advanced manufacturing equipment, materials and processes.
For further information:

Tel: 1-877-913-4263
cme-smart.ca
General Inquiries: info@cme-smart.ca
Program Director: Louise Rubletz, ext. 3281
Global Commerce Support Program

PURPOSE
The Global Commerce Support Program (GCSP) established in December 2008 is a contribution program that amalgamates three funding programs for Canadian national associations, communities, companies and researchers. It is a program of the Department of Foreign Affairs and International Trade.

VALUE
Key program areas include:

Going Global Innovation (GGI)
• A fund program to stimulate international research and development partnerships.
• GGI provides Canadian small and medium-sized companies, post-secondary institutions and non-government research and innovation centres with $5,000 to $75,000 to support in-person meetings and related activities to solidify an international R&D partnership

Global Opportunities for Associations (GOA) formerly the Program for Export Market Development - Associations (PEMD-A), provides support to allow:
• For Canadian national associations seeking to undertake new or expanded international business development activities, in strategic markets and sectors, for the benefit of an entire industry (member and non-member firms)
• Allows for annual non-repayable contributions ranging from a minimum of $20,000 to a maximum $150,000 over a one-year period from April 1 to March 31. Provides matching funds of up to 50% eligible expenses

Invest Canada – Community Initiatives (ICCI)
• For Canadian communities aiming at attracting, retaining and expanding foreign direct investment
• Provides matching funds of up to 50% of eligible project costs per year, for a total contribution not to exceed $300,000 per project per year

Foreign Trade Zones – Marketing Program (FTZ-MP)
• Funding program for Canadian regional organizations and non-profit organizations seeking to promote local Foreign Trade Zone-type benefits linked to strategic locations across Canada
• Provides matching funds of up to 50% of eligible expenses, for a total contribution not to exceed $150,000 for activities spanning a 12 month period

For further information:

Going Global Innovation Administrator
E-mail: innovation@international.gc.ca
Tel: 613 995-7920
tradecommissioner.gc.ca/eng/funding/ggi/ggi.jsp
Ministry of Economic Development, Employment and Infrastructure (MEDEI)
Invest in Ontario: Select Government Programs for Businesses

Invest in Ontario is a program of the Ontario Ministry of Economic Development, Employment and Infrastructure. They can connect businesses in Ontario and throughout the world with the people, products and ideas that make Ontario “Canada’s Economic Powerhouse.” They offer a one-window investment service for multinational companies, providing information, advice and introductions to the “people” networks that can make investing in Ontario easy.

Based in Toronto, they have offices in major markets around the world that can quickly assist you with finding the information you need. Experienced professionals can give you insider access to data, forecasts and most importantly the “people” networks, that can help get opportunities fast-tracked and decisions made.

MEDEI can provide you with:
- the latest information on our economy and business climate
- comprehensive profiles of Ontario municipalities
- province-wide site searches of available industrial land and buildings
- information on government incentive programs
- coordination of site selection and community visits throughout the province
- contacts with federal, provincial and municipal officials, as well as utilities, transportation firms and business facilitators

Additional information about a variety of business programs and services is also available through the Ministry of Economic Development, Employment and Infrastructure’s web site: ontario.ca/government/about-ministry-economic-development-trade-and-employment

More specific information regarding programs for Small and Medium Enterprises targeted to 10-500 employees (SMEs) is available through this link: ontario.ca/en/business_program/index/htm

For further information:

Invest in Ontario
Tel: 416-313-3469
Toll-free: 1-800-819-8701 (North America)
Fax: 416-325-6375
Email: info@investinontario.com
investinontario.com

Ontario Investment and Trade Centre
35th Floor, Eaton Centre
P.O. Box 1, 250 Yonge Street
Toronto, Ontario M5B 2L7
Northleaf Venture Catalyst Fund

Recognizing the importance of the venture capital industry to Canada’s future productivity growth, The Government of Canada announced resources to support Canada’s venture capital industry through the Venture Capital Action Plan (VCAP), including $400 million to help increase private sector investments in early-stage risk capital, and to support the creation of large-scale venture capital funds led by the private sector.

The availability of venture capital financing is just one driver of a successful private sector-led venture capital sector. It is equally important to foster a strong entrepreneurial culture and well-established networks that link investors to innovative companies. These complementary elements help entrepreneurs and young firms to develop their innovative ideas into strong business plans and access new markets and customers.

The Government of Canada’s investment in Northleaf Venture Catalyst Fund is the latest step in the Venture Capital Action Plan, designed to help increase private sector investments in early-stage risk capital and contribute to a vibrant private sector-led venture capital sector in Canada. VCAP’s mission is to provide an investment environment that supports high-potential young businesses, to ensure that they are able to grow into globally competitive firms that drive job-creation, innovation and economic growth.

VCAP includes a commitment to establish up to four new or recapitalized private sector-led funds of funds with private sector investors and interested provinces. The Business Development Bank of Canada is facilitating the implementation of the VCAP on behalf of the Government of Canada by providing independent expertise, undertaking due diligence, supporting negotiations with funds and other investors, and assisting in the deployment of VCAP investments. The Governments of Canada and Ontario have agreed to make a combined capital commitment of $1 for every $2 committed by private sector investors to the new Fund, up to a maximum of $50 million each.

In January 2014, Northleaf Capital Partners (“Northleaf”), Canada’s largest independent global private markets fund manager and advisor, announced that they had been selected to manage Northleaf Venture Catalyst Fund (NVCF), the first fund of funds launched under the Venture Capital Action Plan. Northleaf will execute on the Fund’s strategy by constructing a focused portfolio of high-potential fund managers with sufficient scale and resources to deliver world-class returns, and by promoting the ongoing adoption of global best practices across the Canadian venture capital industry.

Northleaf Venture Catalyst Fund will be market-based and returns focused, with the aim of supporting the most promising opportunities in Canada. Northleaf Venture Catalyst Fund will invest in high-potential venture capital fund managers across Canada. Investment decisions will be made by Northleaf on market-based principles in order to maximize returns.

For further information:

Northleaf Capital Partners
79 Wellington Street West
6th Floor, Toronto, ON M5K 1N9
Tel: 1-866-964-4141
northleafcapital.com
Business Connect

Additional Resources and Services
Canada Business Network

PURPOSE
Their goal is to provide your business with the resources it needs to grow and prosper, including a wide range of information on government services, programs and regulations.

Canada Business Network (within Ontario it operates as Canada Business Ontario) promotes entrepreneurship and innovation, and provides assistance through an organized network of service centres across Canada. There is a centre in each province and territory working with partners in many communities across their region, providing you with numerous service access points.

ELIGIBILITY
This service is targeted to Canadian entrepreneurs and SMEs.

VALUE
The CBN Offers Free Research Services:
• Sample business plan
• Canadian demographics
• Consumer spending data
• Supplier, manufacturer and distributor contacts
• Industry news

They Strive to:
• Reduce the complexity of dealing with multiple levels of government
• Consolidate business information in one convenient service
• Enable you to make well-informed business decisions in a global economy
• Contribute to your success through sound business planning, market research and the use of strategic business information

Community Partner Network:
• Regional business centres, offering in person services, business resource materials and consultations
• Their services are available in English and French

For further information:
Canada Business Network will provide an answer to your business questions. They strive to answer questions within one business day.

Canada Business Ontario
Tel.: 416-775-3456
cbo-eco.ca
canadabusiness.ca/eng/
Canadian Youth Business Foundation (CYBF)

PURPOSE
The Canadian Youth Business Foundation (CYBF) supports entrepreneurs throughout every stage of their businesses by providing expertise, financing, mentoring and business resources.

ELIGIBILITY
Basic requirements for all applicants
- Between 18-39 years old
- Canadian citizen or a permanent resident of Canada
- If a full-time student, must be in graduating year

VALUE
As CYBF’s flagship program for young entrepreneurs, it is designed to support you get your business off the ground with:

- **Start-up Program** – from idea to reality
- **Mentoring** – we hand-match you with a mentor in your community
- **Financing** – of up to $45,000
- **Expertise and Resources** – for perfecting your business plan and help you get connected and grow a successful business
- **Networking** – connect online and in person with our network of entrepreneurs, mentors and business experts from across Canada

CYBF understands young and emerging entrepreneurs, and they have been working together to help increase their chances of success since 1996. Their innovative and flexible services are designed to address the common challenges entrepreneurs may face in the early stages, and they provide the vital support and guidance needed for long-term success.

For further information:

Interested in starting a business? Call 1-800-464-2923, visit cybf.ca/ or write to:

National Office
Canadian Youth Business Foundation
133 Richmond Street West, Suite 700
Toronto, ON, M5H 2L3
Tel: 1-866-646-2922
Fax: 1-877-408-3234
Greater Toronto Marketing Alliance (GTMA)

PURPOSE
The Greater Toronto Marketing Alliance (GTMA) is a public-private partnership that serves as the key point of contact for businesses exploring opportunities in the Greater Toronto Area (GTA). The partnership brings together the 29 municipalities and regions in the Greater Toronto Area, the governments of Ontario and Canada, several not-for-profit organizations, and a broad cross section of private sector corporations.

ELIGIBILITY
Drawing on the expertise and resources of our partner organizations, the GTMA actively promotes the Greater Toronto Area internationally, and provides companies with professional assistance in evaluating, planning and implementing an expansion or move to the GTA. GTMA business information and site selection services are fully confidential and are provided at no cost.

VALUE
Investors working with the GTMA receive support and expert guidance from:
- Banking advisors
- Commercial/industrial real estate professionals
- Financial advisors
- Human resource consultants
- Legal advisors

In areas of:
- Accounting
- Banking
- Business Legal
- Education
- Finance
- Government Services
- Human Resources
- Immigration
- Infrastructure/Logistics
- Real Estate
- Taxation

They also benefit from key contacts with corporate executives and senior government officials. By providing all-encompassing services to investors, the GTMA helps facilitate investment in the Greater Toronto Area and ensures the region is positioned internationally as a preferred business location.

For further information:

Greater Toronto Marketing Alliance
350 Bay Street, Suite 1200
Toronto, Ontario M5H 2S6
Tel: 416-360-7320
Fax: 416-360-7331
E-mail: askus@greatertoronto.org
greatertoronto.org/
Ministry of Economic Development, Employment and Infrastructure

**PURPOSE**
The Ministry of Economic Development, Employment and Infrastructure supports a strong, innovative economy that can provide jobs, opportunities and prosperity for all Ontarians.

**VALUE**
The Ministry delivers a range of programs, services and tools to help businesses innovate and compete in today’s fast-changing global economy, including business support and youth entrepreneurship programs, strategic investments and international trade and export expertise.

Through the government’s Open For Business initiative, the Ministry helps make investing in Ontario more attractive for businesses, while protecting the public interest.

Through the Accessibility Directorate of Ontario, the Ministry works with the disability, private and public sectors in the interest of promoting accessibility for all.

The Ministry is affiliated with six agencies, which are independent bodies established by the government but not part of the Ministry.

The Ministry has two Operational Enterprise Agencies. The Ontario Manufacturing Council advises the government on the challenges and opportunities that Ontario manufacturers face as they compete in a globally competitive marketplace. The Ontario Immigrant Investor Corporation acts as a receiver for immigrant investor funds, as required by the federal government under the federal Immigrant Investor Program.

A key service of MEDEI is the Business Advisory Services who can help businesses grow here and abroad. The services offered include:
- access to government programs and events
- market intelligence
- domestic and export development support
- financial analysis and other benchmarking tools to improve operations
- access to public and/or private sector financing
- support for innovation, new technology and productivity
- networking and expert advice, including the Wisdom Exchange and the Leading Growth Firms reports

Business Advisory Services are part of the Ontario Network of Entrepreneurs (onebusiness.ca)

*For further information:*

Head Office 416-327-9221
Central Region Office 416-235-4278
ontario.ca/government/about-ministry-economic-development-trade-and-employment
or
ontario.ca/en/business_program/index.htm
Smart Commute Toronto-Central

Are your employees stuck in traffic? Smart Commute can help!
Smart Commute helps businesses and organizations promote sustainable commuting options — such as public transit, cycling, walking and carpooling — to their employees.

We offer a variety of programs and services that can be tailored to your needs including:
• Annual campaigns: Carpool Week, Bike Month, Smart Commute Week, Walktober
• Commuter surveys and site assessments
• Access to discounted TTC Metropasses
• Online carpool/ride matching tool for your worksite(s)
• Cycling workshops, lunch ‘n’ learns, on-site exhibits and more

Help your employees get out of traffic, reduce stress and get to work on time.

For further information:

Kyle Leetham
Program Manager
Smart Commute Toronto-Central
Tel: 416-397-5746
Email: kleetha@toronto.ca
smartcommute.ca
Toronto Business Development Centre

PURPOSE
Since its inception in 1990, TBDC has helped thousands of businesses. Business development support is delivered through channels including Business Incubation Programs and a range of Entrepreneurial Training Programs.

Toronto Business Development Centre (TBDC) offers:
- Business Advisory Support
- Private Office Suites
- 6 Month Renewable Agreements
- Strategic Business Linkages
- Executive Meeting Room Facilities
- Central Area Reception Services
- Exclusive Networking Events
- Photocopier and Fax Machines
- Inclusion in TBDC Marketing Outreach

VALUE
TBC has worked with over 6,500 successful businesses to date with a proven track record to set your business apart and take it to the next level. This contributes to economic development and job creation in the city of Toronto and beyond.

Toronto Business Development Centre has two conveniently located facilities. Both are wheelchair accessible and within walking distance from public transit.

For further information:

Toronto Business Development Centre
900 - 1 Yonge Street
Toronto, Ontario
M5E 1E5
Tel: 416-345-9437

Toronto Business Development Centre
West Campus
105 Judge Road
Etobicoke, Ontario
M8Z 5B5
Tel: 416-233-5287
Fax: 416-233-8445

All general inquiries call: 416-345-9437
Business Incubation Program e-mail: incubation@tbdc.com
tbdc.com
Toronto Region Board of Trade

PURPOSE
The Toronto Region Board of Trade strives to advance the success of members and the entire Toronto region. They facilitate opportunities for knowledge sharing, networking, business development, and city building. Involvement with the Toronto Region Board of Trade delivers valuable professional and personal advantages for businesses, volunteers and employees, and thought leaders.

ELIGIBILITY

Businesses
Investing in the Toronto Region Board of Trade provides measurable returns. The Board is the authoritative voice of Canada’s most prominent business community and a catalyst for change.

Volunteers and employees
People who want to be centre stage on issues that have an impact on the economic, social and cultural vitality of the Toronto region.

Thought Leaders
The Board is an ideal forum for connecting with decision makers, sharing expertise and making a difference.

VALUE
• The Board fosters powerful collaborations
• Advocates for a strong economic climate, exceptional quality of life, and global competitiveness
• Opportunities to network with key decision makers across all sectors and industries

For further information:

If you are interested in joining the Toronto Region Board of Trade, please contact:
Director, Sales – Enterprise and Mid Markets
Ravi Nayak
Tel: 416-862-5211

If you are already a member and would like assistance, please contact:
Manager, Member Services
Jacob Cal
Tel: 416-862-4528

For Board of Trade’s business centre inquiries, including booking of small conference rooms, document certification and mailbox services, please contact: jcal@bot.com
Tel: 416-862-4532
bot.com/
We can help

[Link: toronto.ca/business]