

# Spring 2025 Funding Intake Info Session

September 3<sup>rd</sup> & 4<sup>th</sup>, 2025

# Land Acknowledgement

We'd like to acknowledge that this meeting is being hosted on the homelands of the Sylix/Okanagan people.

The ETSI-BC service area includes 32 First Nations Communities, belonging to the Ktunaxa, Nlaka'pamux, Secwépemc, Sinixt, Stó:lō and Sylix/Okanagan Nations.

We also recognize the 14 Chartered Métis Communities in our service area.

We are grateful to live, work and play on this land.

# Agenda for Today

1. Welcome & Introductions
2. Housekeeping (intro in chat & mute mics)
3. ETSI-BC Overview
4. Program information Application tips
5. Criteria for decision making
6. Timelines
7. Q&A



# Strong economy Stronger communities

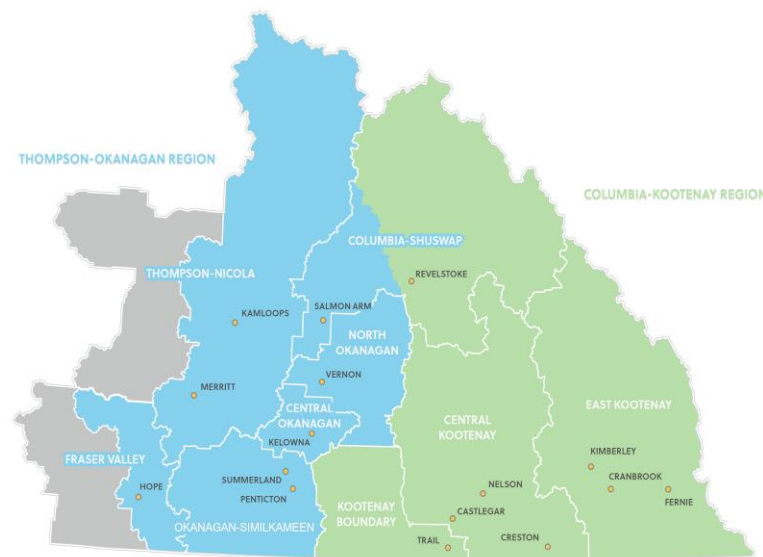
Our mandate is to *strengthen and diversify the economy* of the Southern Interior by providing communities with funding, resources and knowledge

# Who We Serve

Total population ~760,000

Areas included:

- 9 Regional Districts\*
- 53 Municipalities
- 32 First Nations
  - 26 in Thompson-Okanagan RAC
  - 6 in Columbia-Kootenay RAC



\* 7 full RDs plus part of the TNRD and FVRD

# Quick Survey

Tell us in which area of the Southern Interior Region  
you are located?

# Strategic Pillars



# Our Mandated Focus Sectors

- Agriculture
- Economic Development
- Energy, Mining, Transportation
- Forestry
- Small Business
- Tourism/Sport
- Technology/Innovation



\* As per our Enabling Legislation, the SIDIT Act



# Funding Stream Details

**Building Economic Development Capacity  
&  
Innovating and Advancing Key Sectors**

# Requirements for All Applicants

Applicants must:

- Be located in the ETSI-BC service area
- Be financially solvent and current with annual federal and/or provincial filings
- Have no more than two approved projects in last 4 consecutive intakes
- Not exceed a combined grant total of \$75,000 per intake in any one community

*\*These limitations apply to all funding streams*

# Quick Survey

Tell us if you are a new applicant to ETSI-BC or if you have applied and received funding from ETSI-BC in the past?

# Objectives – Ec Dev Capacity



- Enhance the capacity of smaller, rural & First Nations communities to fulfill their ED priorities
- Support local or regional economic development projects
- Encourage collaboration and strategic partnerships
- Act as a first-in funder to leverage additional funding

# Who Can Apply?



- Local governments, (municipalities and regional districts) and associated economic organizations
- First Nations Communities and their economic development corporations
- Non-profit business support organizations
- Local/Regional Industry Associations\*
- Accelerators

*\*Applicants must be located in the ETSI-BC service area*

# Project Type: Small Scale



- Support for research and planning projects
- Max grant \$25,000
- Projects in communities with pop. <7,500 are eligible for 100% funding
- Projects in communities with pop. >7,500 are eligible for 50% funding
- Multiple applications from the same community that combined exceed \$25,000 will be deemed large scale applications

# Project Type: Large Scale/Regional



- Support to assess, initiate or implement economic development projects
- Max grant \$75,000
- Applicants may receive up to 50% funding of project budget
- Applicants must have a financial contribution to the project
- See Application Guide Section 6 - Project Leveraging

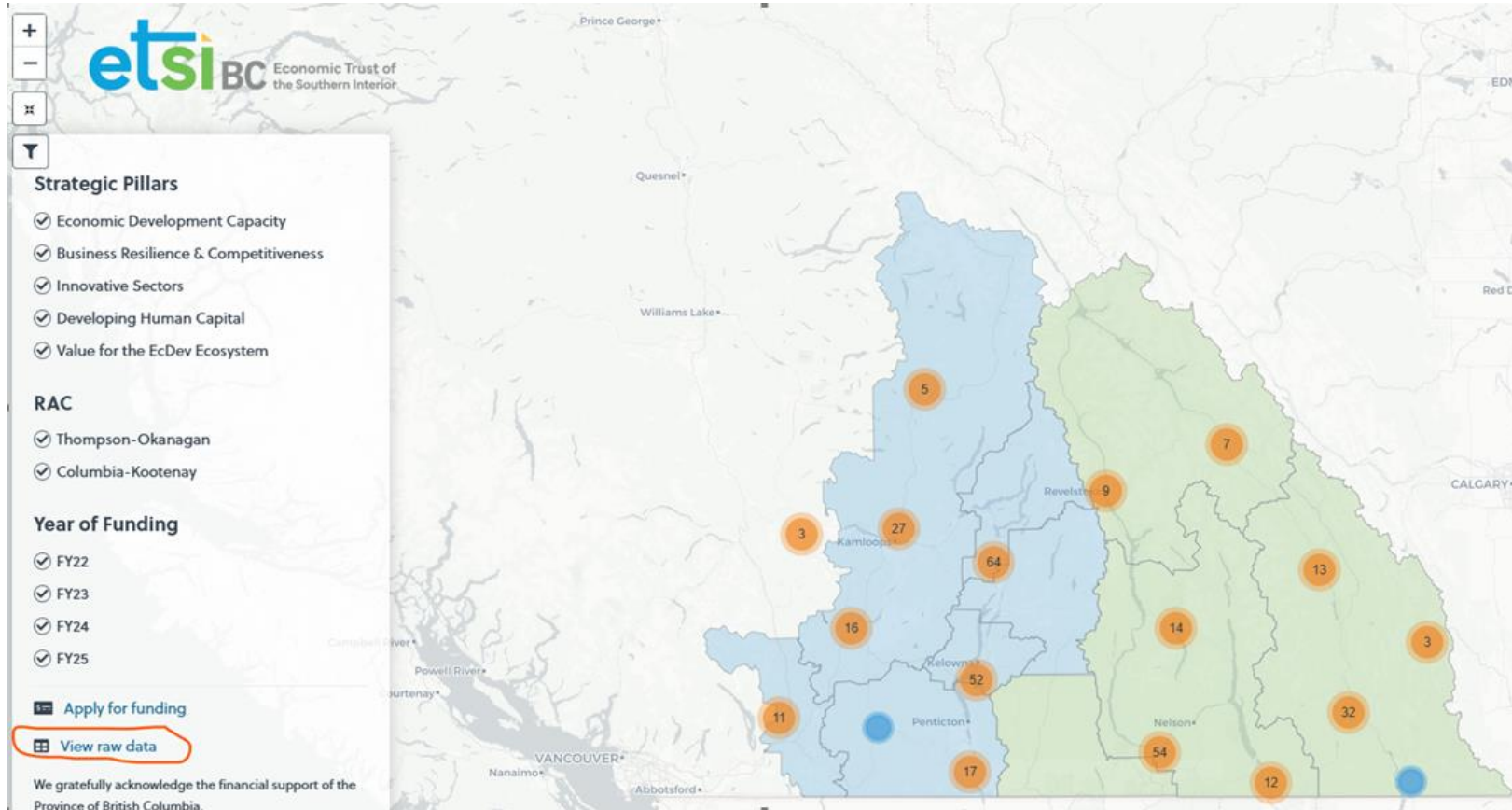
# Project Type: Collaborative



- Support to assess, initiate or implement an economic development projects with regional impact
- Max grant \$75,000
- Priority given to collaborative projects with First Nations and local/regional governments
- Applicants may receive *up to 60% funding* of project budget
- Collaborative partners must each contribute financially to the project
- Projects must demonstrate collaboration of two or more partners, have a regional focus and impact more than one community



# Funded Projects - Interactive Map



# Objectives IAKS



INNOVATING  
& Advancing  
Key Sectors

- Encourage initiatives in support of innovation at ***regional or sector level***
- Improve competitiveness of key industry sectors
- Support creation and growth of industry clusters
- Support initiatives aimed at transitioning to a Net Zero economy
- Support initiatives which focus on reducing environmental impacts

# Who Can Apply?



INNOVATING  
& Advancing  
Key Sectors

- Economic Development organizations (Indigenous and non-Indigenous)
- Non-profit business support organizations
- Industry Associations
- Co-operative Groups
- Business Accelerators

# Funding Terms



INNOVATING  
& Advancing  
Key Sectors

- Maximum grant \$75,000
- Applicants may receive *up to 60% funding* of the total project budget
- Applicants must financially contribute at least 25% of the project budget
- In-kind contributions may not exceed 10% of the ETSI-BC grant request
- Priority given to projects with higher leveraging

# Funded Projects - Raw Data



RAC Region	Organization Name	Project Name	Year Funded	Funding Approved	Total Project Value	Strategic Pillar	Community	Location
Columbia-Kootenay	Kootenay Outdoor Recreation Society (KORE)	Creating BC Supply Chain Solutions for the Outdoor Gear Industry	FY22	\$15,000	\$15,000	Innovative Sectors	Kimberley	Kimberley
Thompson-Okanagan	Okanagan Film Commission	Film Fundamentals – Skills Training and Job Fair	FY22	\$40,000	\$100,000	Innovative Sectors	Kelowna	Kelowna
Thompson-Okanagan	Okanagan Indian Band Group of Companies	Biomass Supply Chain Risk Assessment Study	FY22	\$20,000	\$35,000	Innovative Sectors	Okanagan Indian Band Reserve	Okanagan 1
Thompson-Okanagan	Penticton and Area Cooperative Enterprise	Rusty Springs Recycling Project	FY22	\$40,000	\$58,000	Innovative Sectors	Penticton	Penticton
Thompson-Okanagan	BC Association of Abattoirs (dba BCMeats)	Building the Meat Cluster in the North Okanagan	FY23	\$25,000	\$55,613	Innovative Sectors	Falkland	Falkland
Thompson-Okanagan	CF North Okanagan	REACH	FY23	\$9,500	\$80,750	Innovative Sectors	Vernon	Vernon
Columbia-Kootenay	Kootenay Association for Science and Technology	Kootenay Net-Zero Innovation Action Plan	FY23	\$17,000	\$29,500	Innovative Sectors	Nelson	Nelson
Columbia-Kootenay	Kootenay Outdoor Recreation Society (KORE)	KORE Symposium - Advancing the Outdoor Rec-Tech Sector	FY23	\$50,000	\$130,000	Innovative Sectors	Kimberley	Kimberley
Columbia-Kootenay	Nelson & District Chamber of Commerce	Nelson & Area Cleantech Feasibility Study	FY23	\$10,000	\$21,500	Innovative Sectors	Nelson	Nelson
Thompson-Okanagan	Small-Scale Meat Producers Association	Southern Interior Butcher Hub Network	FY23	\$40,000	\$87,850	Innovative Sectors	Merritt	Merritt
Columbia-Kootenay	Arrow and Slocan Lake Community Services	ASLCS Medical Bus Expansion	FY24	\$38,379	\$59,988	Innovative Sectors	Nakusp	Nakusp
Thompson-Okanagan	Business Alliance for Artisan Fermenters and Distille	Feasibility Study for Job Sharing by Artisan Beverage Producers	FY24	\$20,000	\$28,750	Innovative Sectors	Oliver	Oliver

# Navigating the Application



# Application Tip 1 – *Prepare*

- Read the Application Guides (updated Aug 2025)
- Look at the Stories page of our website for inspiration & ideas
- Discuss project with your community economic development organization(s)
- **Talk to us before starting an application!**



## Application Tip 2 – *Project Rationale*



- Have a clear project rationale (limit 300 words)
  - What is the opportunity or challenge?
  - What is the methodology and expected economic result?
- Don't regurgitate ETSI-BC's priorities
- Avoid over usage of AI tools.



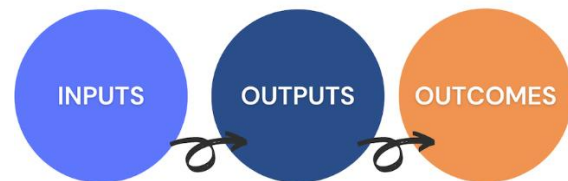
## Application Tip 3 – *Project Type and Scope*

- Ensure that the project builds capacity – does more than your usual business activities
- Only submit one application per organization
- Consider whether you can do the project with less funding. If you receive less, what can still be done?



## Application Tip 4 – *Metrics and Budget*

- Use clear, measurable economic metrics - how will you know the project is successful?
- Identify the number of jobs created and/or maintained by your project
- Leverage from other funders
- If possible, include quotes from contractors/consultants
- Admin fee - max 10% of funding
- Budget round numbers (not \$20,498.36)



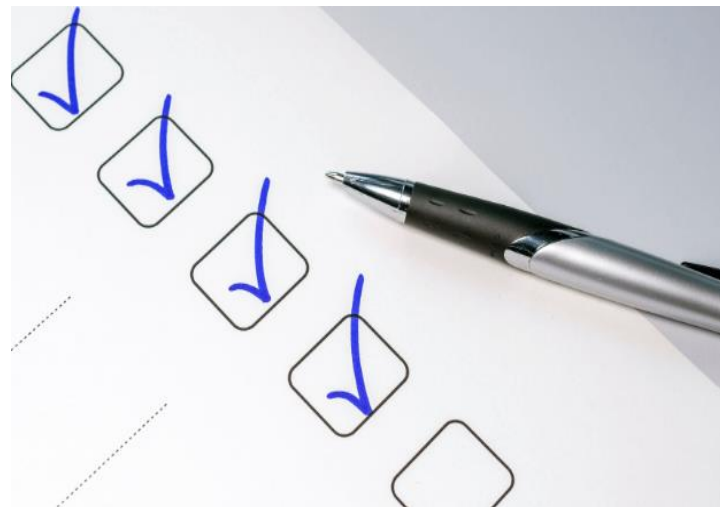
## Application Tip 5 – *Workplan*

- Project must start after funding approval
- Any activities prior to funding approval are ineligible for funding
- Put “Final Report to ESTI-BC” as last activity
- Outputs (# mtgs) vs outcomes (# bus trained)
- Specify a final project end date – be realistic
- Identify the signatory to the project application – not the consultant



## Application Tip 6 – *Supporting Information*

- Letter support from the economic development organization if you are not the primary economic organization for your community
- Unique letters of support – not a template
- Partners are *active* project participants
- Append relevant studies or reports
- Review Applicant Conflict of Interest Policy



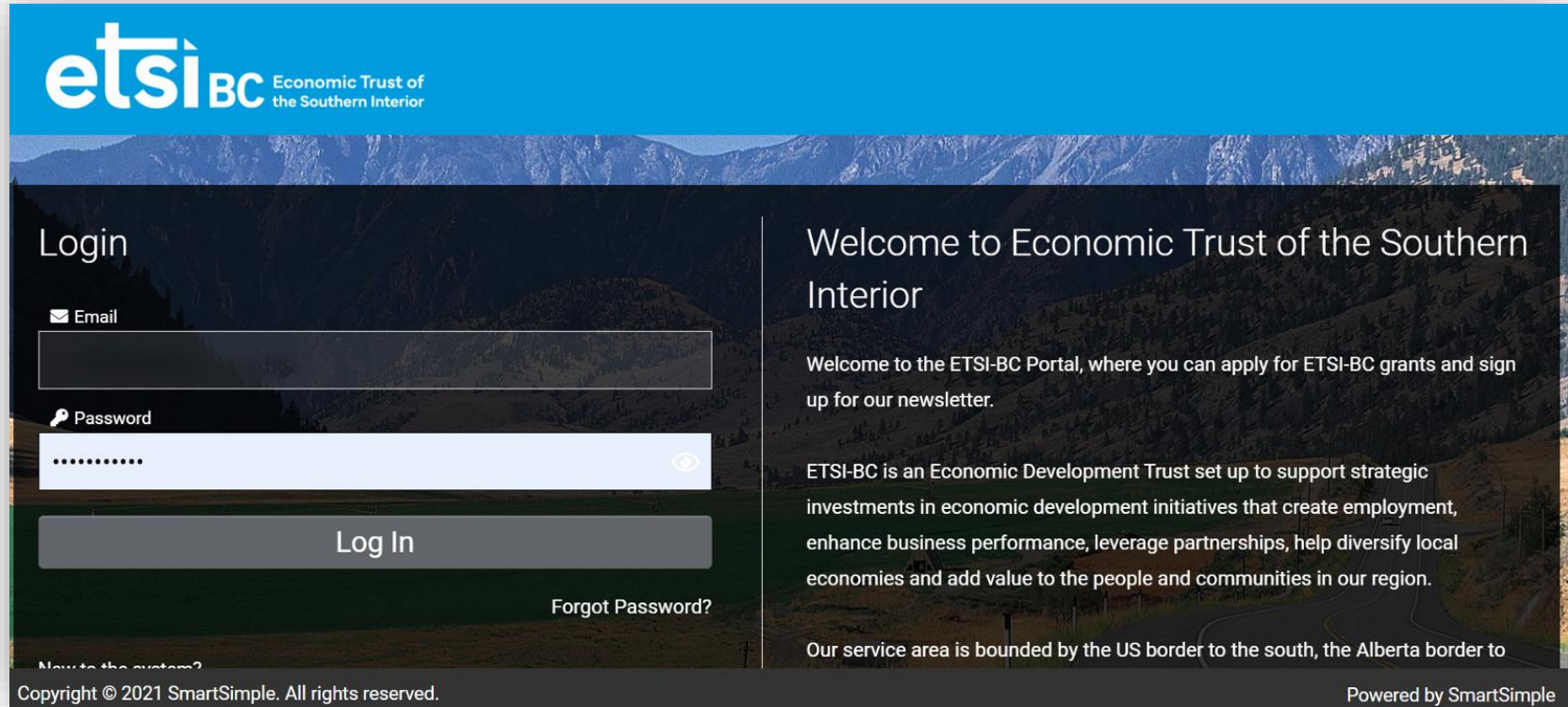
# Other Key Info





# Register on our Grant Application Portal

<https://etsi-bc.smartsimple.ca>



**etsiBC** Economic Trust of the Southern Interior

## Login

✉ Email

🔑 Password

Log In

[Forgot Password?](#)

[New to the system?](#)

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## Welcome to Economic Trust of the Southern Interior

Welcome to the ETSI-BC Portal, where you can apply for ETSI-BC grants and sign up for our newsletter.

ETSI-BC is an Economic Development Trust set up to support strategic investments in economic development initiatives that create employment, enhance business performance, leverage partnerships, help diversify local economies and add value to the people and communities in our region.

Our service area is bounded by the US border to the south, the Alberta border to

# Funding Decisions

1. Evaluation/scoring criteria set by ETSI-BC Board
  2. Due diligence by ETSI-BC Grant Team
  3. Review and recommendation by ETSI-BC Regional Advisory Committees
  4. Approval/conditional approval by CEO
- Available funding \$1,000,000 per intake

# Application/Decision Timelines

September 9<sup>th</sup>, 2025

Fall Funding Intake opens

**October 9<sup>th</sup>**

Fall Funding Intake **closes @ 4:00pm**

Oct 10<sup>th</sup> – Nov 21<sup>st</sup>

Due Diligence/applicant follow up

November 28<sup>th</sup>

RAC review meeting

December 5<sup>th</sup>

Board meeting

December 8<sup>th</sup>

Applicants advised

December 9<sup>th</sup> – 16<sup>th</sup>

Contribution Agreements provided  
First installment disbursed upon signing



# Upcoming Events – Save the Date

- AI Certification Program for Ec Dev Practitioners (6 mos. program) starting September 24<sup>th</sup>, 2025
- Southern Interior Economic Summit: Nov 3<sup>rd</sup> - 5<sup>th</sup>, 2025, Salmon Arm



[WWW.SIRES.ca](http://WWW.SIRES.ca)

# Quick Survey

Tell us if your time with us was well spent?

Tell us if you still plan to apply?

# Questions? Who to Contact

## Renata King

Thompson | Okanagan | Shuswap | Nicola | Similkameen | Hope, FVRD A&B

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## Paul Wiest

Columbia | Kootenay | Boundary

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Cell: 250-354-8366

## Mary Beadman

System | Technical | Administration

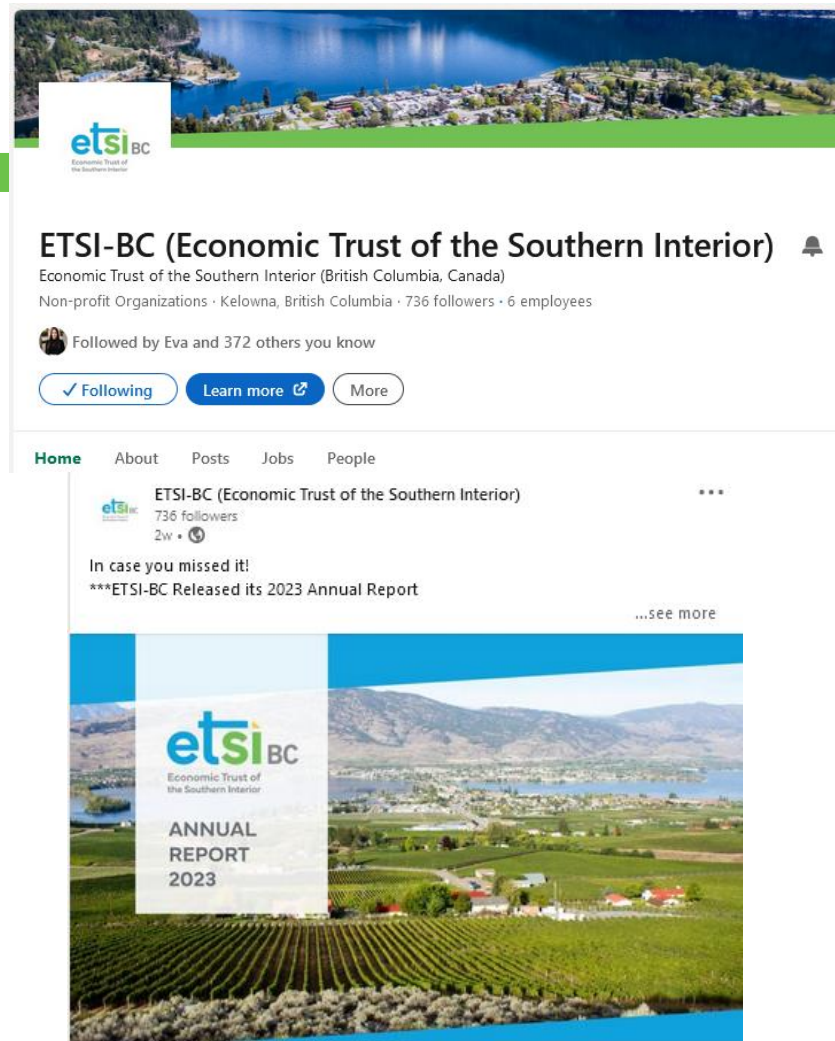
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# Connect with Us!

**LinkedIn**  
@etsi-bc

**eNews**  
www.etsi-bc.ca





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Mary Beadman

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We look forward to working with you!

The ETSI-BC Team

