Spring Intake Info Session

Building Economic Development Capacity &
Innovating and Advancing Key Sectors

April 6 & 7 2022

etsi BC
Economic Trust of
the Southern Interior

Topics for Today

1. Speaker introductions
2. Housekeeping (intro in chat & mute mics)
3. ETSI-BC: who we are and who we serve
4. Program information
5. Application tips
6. Criteria for decision making
7. Timelines
8. Q&A

Land Acknowledgment

We recognize and acknowledge that we are collectively gathered on the traditional, ancestral, and unceded territories of the 32 First Nations in the Southern Interior of BC.

This region is also home to several Chartered Métis Communities.

It is with humility that we continue to strengthen our relationships with First Nations and Métis peoples across the Southern Interior.

Our Economic Trust contributes to economic growth and diversity in the Southern Interior of BC.

We add value to our region through

- Helping **build** the region's economic development capacity
- Assisting our partners as they **support** local businesses
- **Encouraging** entrepreneurship and the creation of meaningful jobs
- Providing support to key sectors of our region's economy to **innovate** and be more sustainable

We invest in projects that

- create **employment**
- enhance business **performance**
- leverage **partnerships**
- encourage **collaboration**

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Who we Serve

Total population 758K

- 375K is urban (5 cities), 383K is rural
  - 55% Thompson-Okanagan
  - 45% Columbia-Kootenay

32 First Nations belonging to

1. Ktunaxa Kinbasket Treaty Council (2)
2. Ktunaxa Nation (2)
3. Shuswap Nation Tribal Council (8)
4. Stó:lo Nation, Stó:lo Tribal Council (3)
5. Okanagan Nation Alliance (7)*
6. Nicola Tribal Association (3)*
7. Nlaka'pamux First Nations (3)
8. Independent (5)

Note: * Upper Nicola First Nation belongs to both

The ETSI-BC Board*

Chris Pieper, Board Chair
Mayor of Armstrong

Dr. Philip Barker, Vice-Chair
Government Appointee

Linda Brown, Finance Committe Chair
Mayor of Merritt

Leonard Gostick
Councillor, Elkford

Diana Lockwood
Mayor of Salmo

Sue McKortoff
Mayor of Osoyoos

Sharon Shepherd
Executive Committee Member
Government Appointee

Peggy DeVries
Government Appointee

Robert Fine
Government Appointee

Steve Morissette
Mayor of Fruitvale

Terry Rysz
Mayor of Sicamous

Tanya Wall
Regional District of Central Kootenay, Director Area B

*As of March 2022

The ETSI-BC Team

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Program Administrator
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Renata King

Business & Economic Development Consultant, Thompson Nicola Shuswap Okanagan Similkameen

Aleece Laird

Community Engagement Consultant

Read More

Michael Dorsel

Loan Specialist, Kelowna

Stacy Smith

Controller
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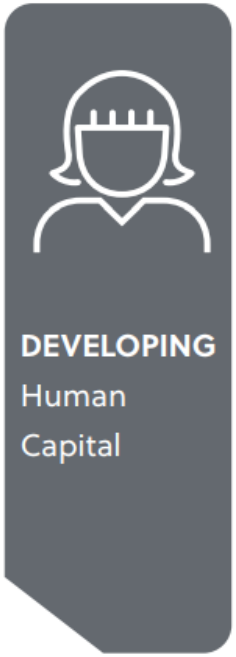
Our Strategic Pillars

BUILDING
Economic Development Capacity

SUPPORTING
Business Resilience & Growth

INNOVATING
& Advancing Key Sectors



DEVELOPING
Human Capital

CREATING
Value for the Economic Development Ecosystem

Pillar 1 Project Focus

- Enhance the capacity of small/rural/First Nations communities to fulfill their ED aspirations and goals
- Support local and regional economic development projects
- Facilitate strategic partnerships and encourage regional collaboration between communities

Pillar 1: Who Can Apply ?

- Local governments (indigenous and non-indigenous), including regional districts
- Economic development organizations
- Non-profit business support organizations
- Industry Associations / Co-operatives
- Business Accelerators

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

Project Types: Small Scale

Purpose: economic development capacity for research and planning

- For communities with <25,000 residents
- Max grant $15,000
- Projects in communities with < 5,000 residents are eligible for 100% funding
- Projects in communities with 5-25K residents may receive 50% funding

Examples of Small Scale Projects

- Economic development planning/research
  (e.g. community branding, downtown revitalization, broadband access)
- Business retention/attraction strategies
  (e.g. business walks, community engagement)
- Business diversification
  (e.g. supply chain analysis)
- Industry/workforce engagement
  (e.g. workforce analysis, attraction strategy)

Project Types: Large Scale

Purpose: To assess, initiate or implement economic development projects

- Max grant $50,000
- Applicants may receive up to 50% funding of project budget
- Applicants must have a financial contribution to the project

Examples of Large Scale Projects

- Business Diversification
  (e.g. capital investment analysis; business attraction campaign)
- Sector Development
  (e.g. co-working space, food hub, supply chain development)
- Community Revitalization
  (e.g. shop local campaign, downtown beautification program, improve a community-use facility)

Project Types: Collaborative/Regional

Purpose: To assess, initiate or implement an economic development project with regional impact

- Max grant $50,000
- Priority given to collaborative projects with First Nations and local/regional government
- Applicants may receive up to 60% funding of project budget
- Collaborative partners much each contribute financially to the project

Collaborative/Regional Project Examples

- business diversification
- industry sector development
- community revitalization
- with a regional focus and impact (e.g. major capital investment analysis, regional business attraction initiative)

Pillar 3 Project Focus

- Encourage initiatives in support of innovation at regional or sector level
- Improve competitiveness by supporting sector-based initiatives, collaboration and partnerships
- Support industry to improve environmental sustainability and transition to a Net Zero economy
- Support initiatives that which focus on reducing environmental impacts of businesses

Who Can Apply ?

- Economic Development organizations
- Non-profit business support organizations
- Social Enterprises
- Industry Associations
- Co-operative Groups
- Business Accelerators

Funding Limit and Terms

- Maximum grant $50,000
- Applicants may receive up to 75% funding of the total project budget
- Applicants must financially contribute the remaining 25% of the project budget – in-kind contribution cannot exceed 10% of project budget
- Priority given to projects with higher leveraging

ETSI-BC Focus Sectors

- Agriculture
- Energy
- Forestry
- Mining
- Transportation
- Tourism/Sport
- Technology/Innovation
- Environmental Sustainability

Project Examples

- Film commission workforce attraction project
- Tourism strategic plan
- Cleantech study
- Outdoor gear industry association supply chain study to on-shore manufacturing
- Logging industry member support
- Regional agriculture initiatives

Application Tips

- Read the Application Guides for each Funding Stream
- Review the list of funded projects from last year on our website
- Look at the Stories page of our website for inspiration & ideas

- Have a clear project rationale –why is your project important, what economic outcomes are expected, how you're qualified
- Need support from the economic development entity in your community—'real' letters of support, not from a template
- Clear, measurable economic metrics—must include jobs created/maintained
- Leverage other funding, include quotes from contractors

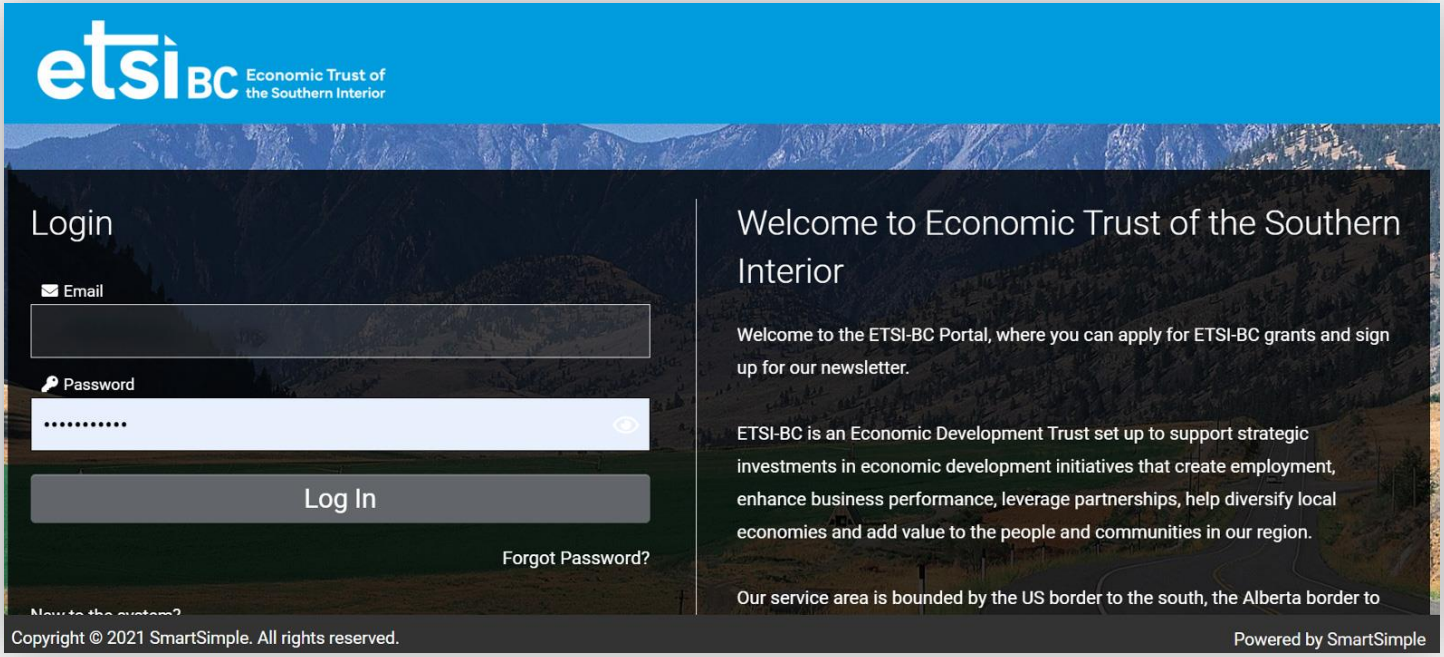
Elements of ETSI-BC Funding Decisions

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

Application/Decision Timelines

April 1, 2022	Spring Funding Intake opens
May 1, 2022 @ 4 pm	Funding Intake closes
May 2 – 31	Due Diligence/ applicant follow up
June 17	RAC review
June 27 – 30	Applicants advised/contribution agreements signed

Register on our Grant Application Portal https://etsi-bc.smartsimple.ca



Questions? Who to Contact

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Kootenay | Boundary | Hope and Areas A&B

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We look forward to working with you!

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