



Spring Intake Info Session

Building Economic Development Capacity &
Innovating and Advancing Key Sectors

March 28 & 29, 2023

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

Acknowledging the traditional, ancestral, unceded territories of the 33 First Nations Communities in our service area, including those belonging to the Ktunaxa, Nlaka'pamux, Secwépemc, Sinixt, Stó:lō and Syilx/Okanagan Nations, on whose land we live, work and play, as well as the 13 Chartered Métis Communities in our region.

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



About ETSI-BC



Strong economy
Stronger communities

Mandate

**Economic Growth and Diversity for BC's Southern
Interior**

Who we Are

- 2006 - Created by the Province of BC to support economic development in the Southern Interior
- April 2021 – Re-Launched as ETSI-BC, the Economic Trust of the Southern Interior
- **Regional Advisory Committees:**
Local elected officials from Thompson-Okanagan & Columbia-Kootenay regions
- **Board:** 8 elected officials, 5 provincial appointees

Who we Serve

Population of ~758,000, includes:

- 9 Regional Districts
- 53 Municipalities
- 33 First Nations
 - 27 in the TO-RAC area
 - 6 in the CK-RAC area



Our Strategic Pillars



BUILDING
Economic
Development
Capacity



SUPPORTING
Business
Resilience &
Growth



INNOVATING
& Advancing
Key Sectors

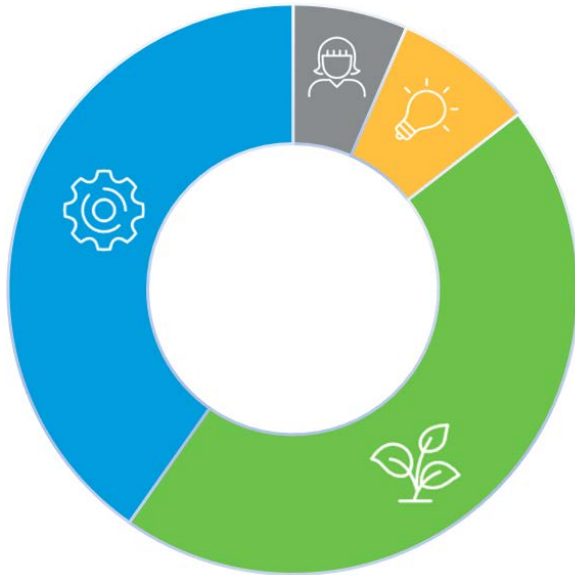


DEVELOPING
Human
Capital



CREATING
Value for the
Economic
Development
Ecosystem

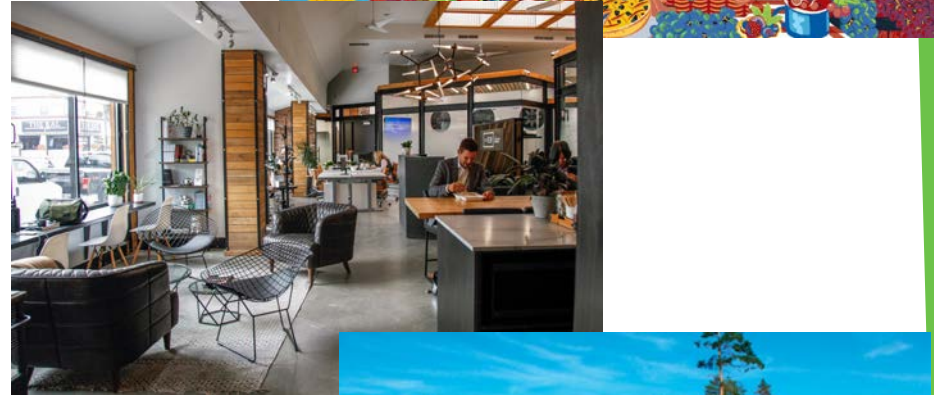
Some Highlights



- +\$4.6 million in grant funding to 165 projects since April 2021
- Total funding of \$71 million since inception on 551 projects worth \$256 million
- These projects helped create or maintain 14,000+ jobs in our region (10,000+ jobs since 2021)

ETSI-BC Mandated Focus Sectors*

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



* As per our Enabling Legislation, the SIDIT Act



Spring Intake Details

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

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

Examples of Small-Scale Projects

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

Project Types: Large Scale



BUILDING
Economic
Development
Capacity

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
(i.e., capital investment analysis; business attraction campaign; labour force attraction campaign)
- Sector Development
(i.e., co-working space, food hub, supply chain development, tourism development)
- Community Revitalization
(i.e., 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 must each contribute financially to the project

Collaborative/Regional Project Examples

- business diversification
- industry sector development
- community revitalization

Must have a **regional focus** and impact (i.e., major capital investment analysis, regional business attraction initiative)

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?



INNOVATING
& Advancing
Key Sectors

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

Funding Terms

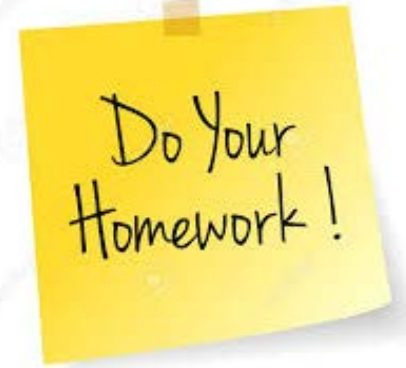


- Maximum grant \$50,000
- Applicants may receive up to 75% funding of the total project budget
- Applicants must financially contribute the remaining 25% of the project budget – in-kind contribution cannot exceed 10% of project budget
- Priority given to projects with higher leveraging

Project Examples

- Target industry workforce attraction
- Tourism strategic plan
- Industry recycling feasibility
- Cleantech study
- Outdoor gear industry association supply chain study to on-shore manufacturing
- Logging industry member support
- Regional agriculture initiatives

Application Tip 1: *Prepare*



- Read the [Application Guide](#)
- Review the [Frequently Asked Questions \(FAQs\)](#) on our website
- Review the [list of funded projects](#) from last year on our website
- Look at the [Stories](#) page of our website for inspiration & ideas

Don't start an application before talking to us.

Application Tip 2: *Rationale*

- Have a clear project rationale –why is your project important?
- Reference prior work, data or studies to support your rationale
- What are the expected economic outcomes?
- Letters of support – not a template
- Need support from the economic development entity in your community, if that is not you



Application Tip 3: *Metrics & Money*

- Employ clear, measurable economic metrics - how do you know the project is successful?
- Identify the number of jobs created and/or maintained by your project
- Leverage from other funders
- Include quotes from contractors/consultants
- Budget round numbers (*not \$20,498*)



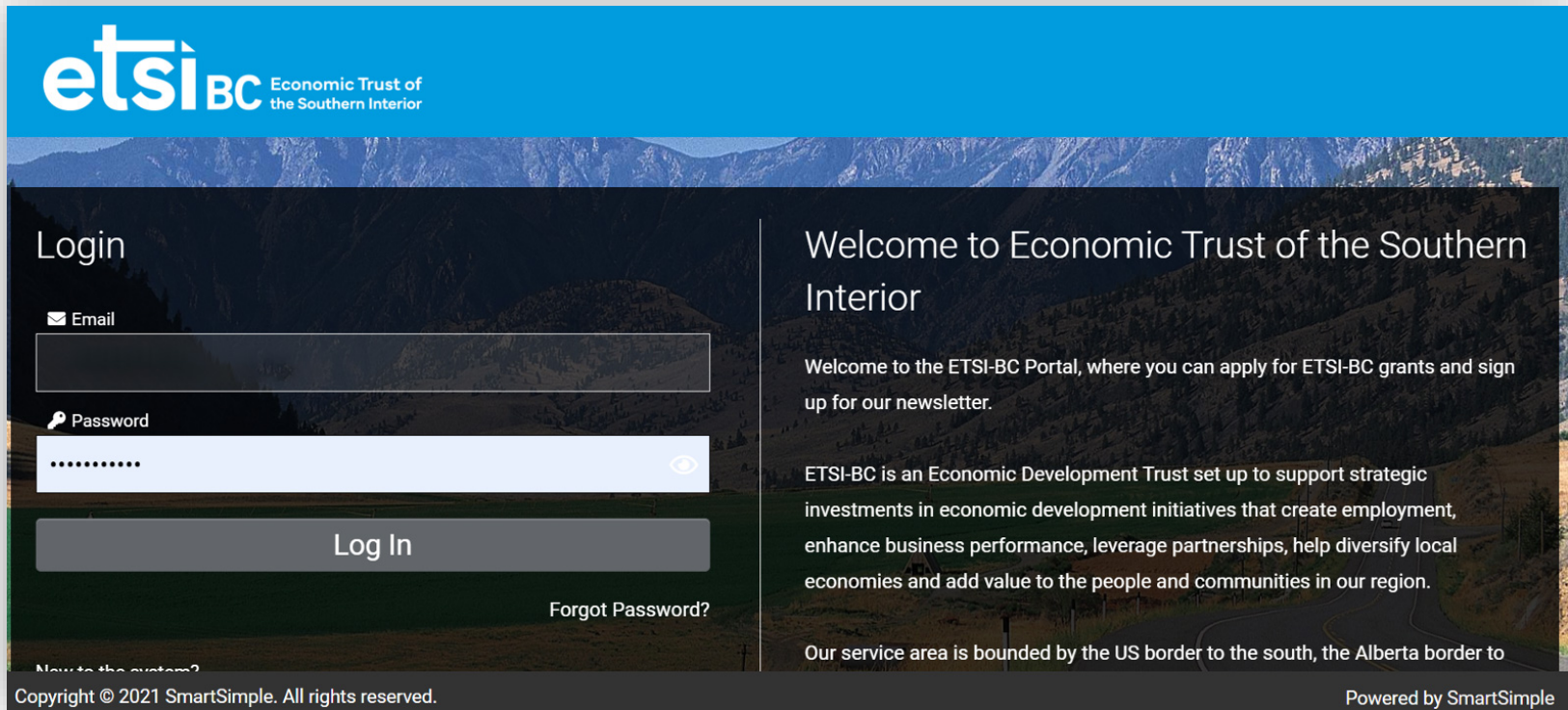
Application Tip 4: *Project Type/Scope*

- Your project may seem to fit in several project types. If not sure, ask which application you should complete
- Ensure that the project builds capacity – does more than your usual business activities
- No shotgun approach – 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?



Register on our Grant Application Portal

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



The screenshot shows the login page for the ETSI-BC Grant Application Portal. The page has a blue header with the ETSI-BC logo and the text "Economic Trust of the Southern Interior". The main content area is dark with a background image of a mountain range. On the left, there is a "Login" section with an "Email" input field, a "Password" input field with a visibility toggle, and a "Log In" button. Below the button is a "Forgot Password?" link. On the right, there is a "Welcome to Economic Trust of the Southern Interior" section with a welcome message and a paragraph about ETSI-BC's mission. At the bottom, there is a "New to the system?" link, a copyright notice "Copyright © 2021 SmartSimple. All rights reserved.", and the text "Powered by SmartSimple".

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 ~\$375,000

Application/Decision Timelines

April 1, 2023	Spring Funding Intake opens
May 1, 2023 @ 4 pm	Funding Intake closes
May 2 – 31	Due Diligence/ applicant follow up
June 16	RAC review
June 26 – 30	Applicants advised/contribution agreements signed % funding disbursed upon signing

The ETSI-BC Team



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[Read More](#)



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Questions? Who to Contact

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We look forward
to working with you!