Fall 2023 Funding Intake

Info Session

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'd like to start by acknowledging that this meeting is being hosted on the homelands of the Sylix/Okanagan people.

The ETSI-BC service area includes 33 First Nations Communities, belonging to the Ktunaxa, Nlaka'pamux, Secwépemc, Sinixt, Stó:lō and Syilx/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.

About ETSI-BC

Our Mandate

ETSI-BC is a catalyst in strengthening and diversifying the economy of the BC Southern Interior.

We help communities to realize their economic development aspirations by providing funding, resources and knowledge.

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History and Structure

- 2006 - Created by the Province of BC

- April 2021 – Re-Launched as ETSI-BC, the Economic Trust of the Southern Interior

- Governance

  - 2 Regional Advisory Committees (RACs):
  Local elected officials from Thompson-Okanagan & Columbia-Kootenay regions

  - Board: 8 elected officials, 5 provincial appointees

Who we Serve

Total population ~760,000

Areas included:

- 9 Regional Districts*

- 53 Municipalities

- 33 First Nations
    - 27 in Thompson-Okanagan RAC
    - 6 in Columbia-Kootenay RAC

7 full RDs plus part of the TNRD and FVRD

ETSI-BC Service Area

Equity Across our Service Area
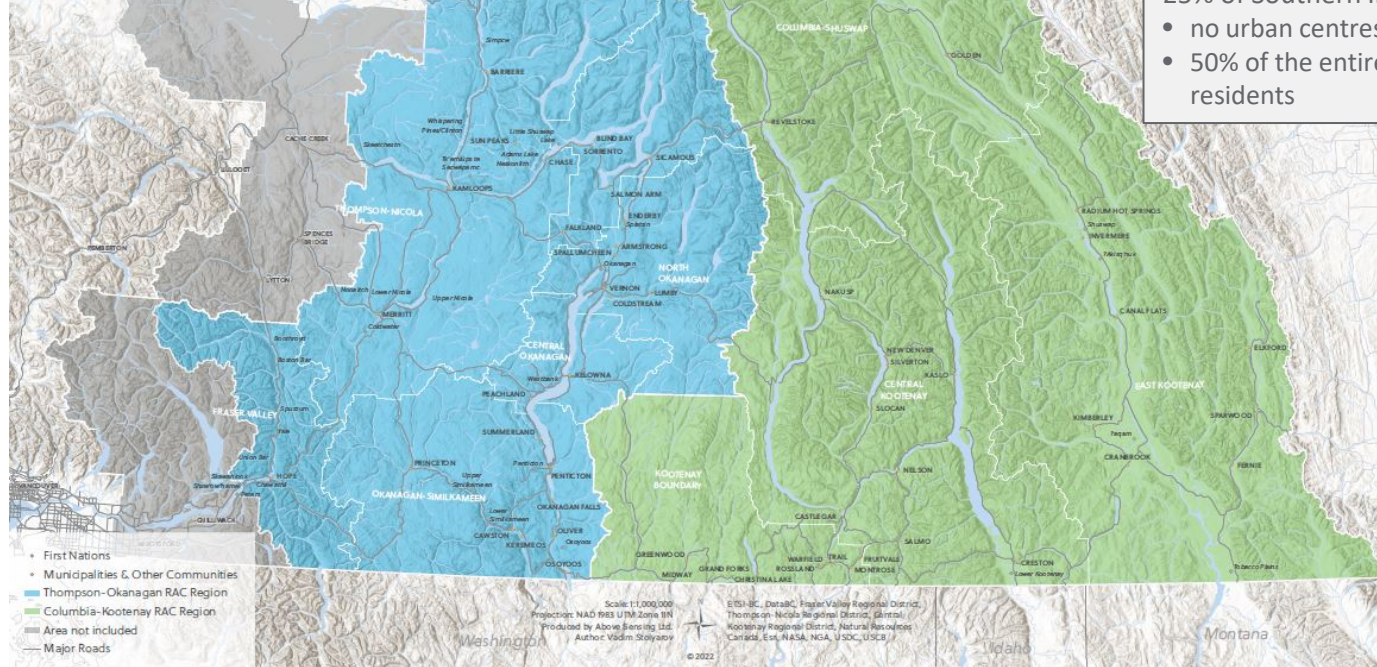

Thompson-Okanagan
75% of Southern Interior population
- 100% of our urban residents (5 cities)
- 50% of the entire region's rural residents

Columbia-Kootenay
25% of Southern Interior population
- no urban centres (>25K residents)
- 50% of the entire region's rural residents

Our Strategic Pillars

BUILDING
Economic Development Capacity

SUPPORTING
Business Resilience & Growth
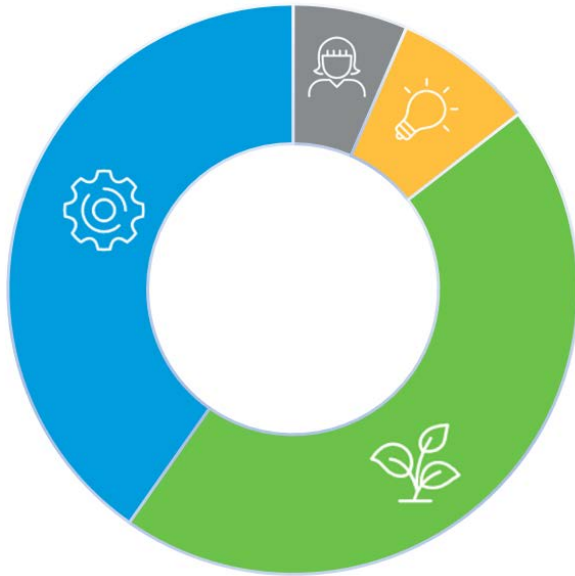
INNOVATING
& Advancing Key Sectors

DEVELOPING
Human Capital

CREATING
Value for the Economic Development Ecosystem

Some Highlights

- $6.5 million in grant funding for >200 projects since April 2021

- Total funding of $73 million since inception on projects worth $256 million

- These projects helped create or maintain 20,000+ jobs

- >60% of core funding supported Pillar 1 projects since April 2021

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Our Mandated Focus Sectors*

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

As per our Enabling Legislation, the SIDIT Act

Fall Funding Intake Details

1. Building Economic Development Capacity
2. 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
- Only receive core funding twice in the previous 4 intakes
- Plus, total funding in one community may not exceed a combined grant total of $50,000 per intake

These limitations apply to all core funding streams

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Funding Stream 1 - Objectives

BUILDING Economic Development Capacity

- Enhance the capacity of smaller, rural & First Nations communities to fulfill their ED aspirations and goals

- Support local and regional economic development projects

- Facilitate strategic partnerships and encourage collaboration between communities and CED groups

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Funding Stream 1 - Who can Apply?

BUILDING
Economic
Development
Capacity

- Local governments, (municipalities and regional districts) and associated economic organizations

- Registered First Nations Bands and their associated ED corporations, Tribal Councils and Metis organizations

- Non-profit business support organizations

- Industry Associations / Co-operatives

- Accelerators

Applicants must be located in the ETSI-BC service area

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Project Type: Small Scale

Purpose: research and planning capacity

- Max grant $15,000

- Projects in communities with <5,000 residents are eligible for 100% funding

- Projects in communities with >5,000 residents may receive 50% funding

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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)

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Project Type: 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

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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)

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Collaborative/Regional Projects

BUILDING Economic Development Capacity

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

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

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Collaborative/Regional Project Examples

- Business diversification

- Industry sector development

- Labour market attraction

- Major capital investment analysis

- Region-wide business attraction initiative

*Projects must have **regional focus and impact***

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Funding Stream 3 – Objectives

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

Funding Stream 3 - 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 Stream 3 - Funding Terms

- Maximum grant $50,000

- Applicants may receive up to 75% funding of the total project budget

- Applicants must financially contribute at least 25% of the project budget

- In-kind contributions can only be counted towards 10% of project budget

- Priority given to projects with higher leveraging

INNOVATING
& Advancing
Key Sectors

Stream 3 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 association member support

- Regional agriculture initiatives

Helpful Tips

Application Tip 1: *Prepare*

- Read the [Application Guides](#)

- 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

  Please talk to us before starting an application.

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*

- Use 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

- Your admin fee can be max 10% of funding

- Budget round numbers *(not $20,498.36)*

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Application Tip 4: *Project Type/Scope*

- Your project may seem to fit in several project types. If not sure, ask us which application to 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?

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Application Tip 5: *Workplan*

- Project must start after funding approval
- Any activities prior to funding approval are ineligible for funding
- Use clear key performance indicators
- Specify a final project end date
- Be realistic with your timelines
- Identify the signatory to the project
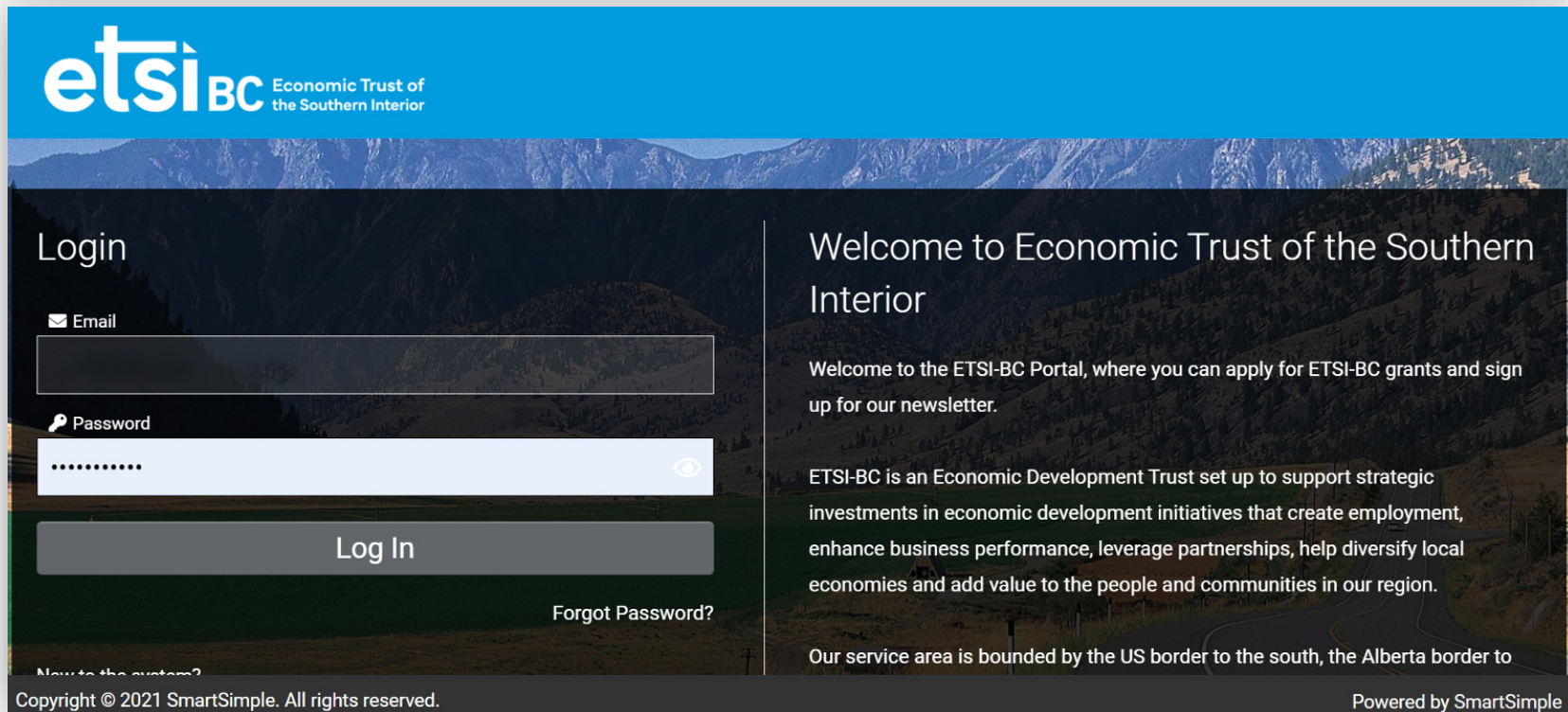
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Other Key Info

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

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

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Application / Decision Timelines

September 18   Spring Funding Intake opens

October 18   Funding Intake closes

Oct 19 - Nov 17   Due Diligence/ applicant follow up

Dec 1   RAC review

Dec 4 - 8   Applicants advised

Dec 11 – 22   Contribution Agreements provided

                      First installment disbursed upon signing

The ETSI-BC Team

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Questions? Who to Contact

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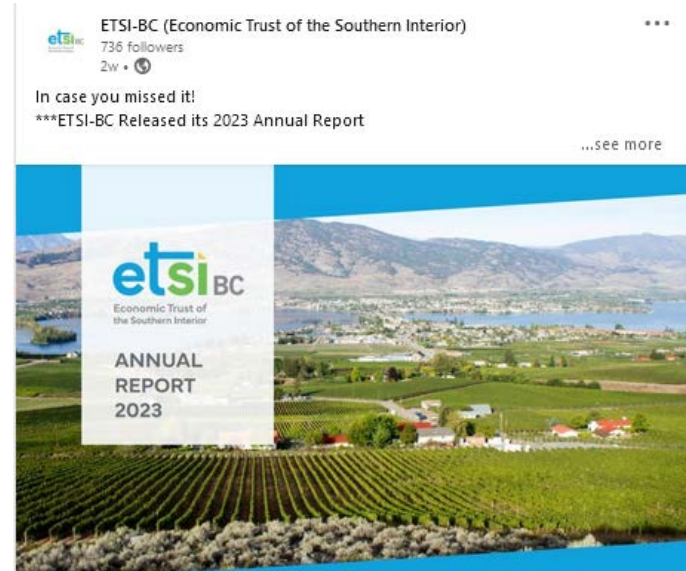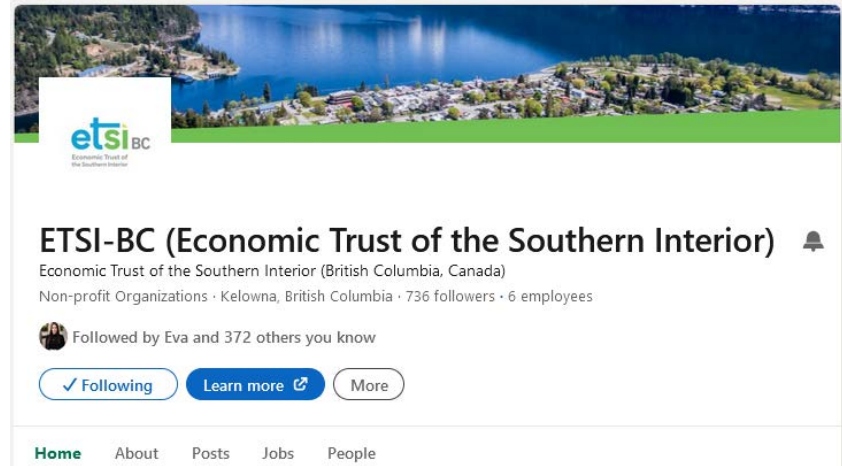
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We look forward to working with you!