Spring 2025 Funding Intake Info Session

February 26th & 27th, 2025

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

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 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.

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Quick Survey

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

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

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Economic Trust of
the Southern Interior

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

Strategic Pillars

BUILDING
Economic Development Capacity

SUPPORTING
Business Resilience & Growth

INNOVATING
& Advancing Key Sectors

DEVELOPING
Human Capital

CREATING
Value for the Economic Development Ecosystem

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

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?

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

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Objectives – Ec Dev Capacity

BUILDING
Economic
Development
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?

BUILDING
Economic
Development
Capacity

- 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

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Project Type: Small Scale

BUILDING
Economic
Development
Capacity

- 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

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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

BUILDING
Economic
Development
Capacity

Project Type: Collaborative
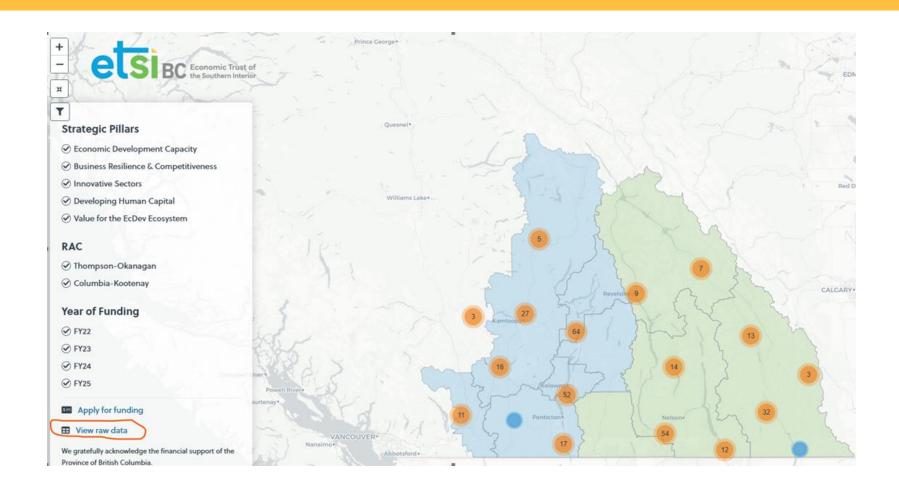

BUILDING
Economic
Development
Capacity

- 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 much 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

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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

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Funding Terms

- 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
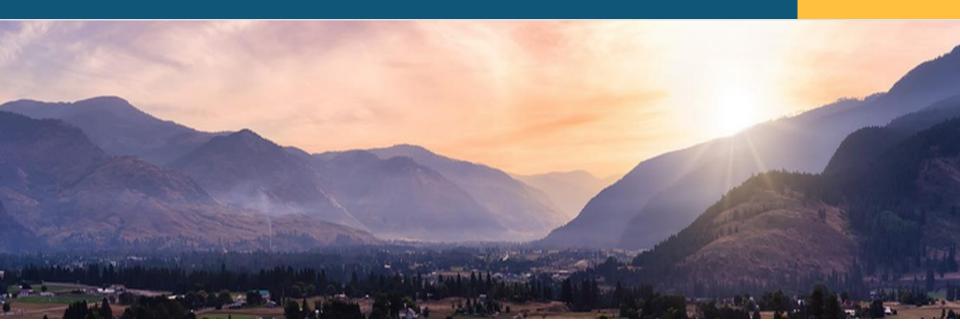
- Priority given to projects with higher leveraging

INNOVATING
& Advancing
Key Sectors

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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	$60,750	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	$59,968	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 (update Feb 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 result?

- Don't regurgitate ETSI-BC's priorities

- Avoid over usage of AI tools.
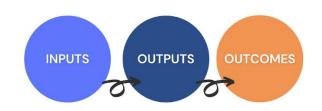
Application Tip 3 – *Project Type and Scope*

- 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?

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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)
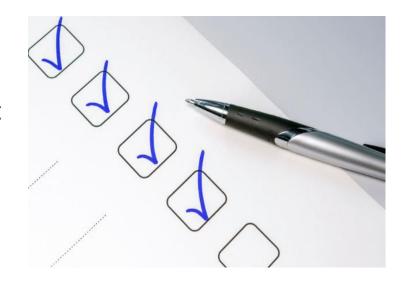
Application Tip 5 – *Workplan*

- 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

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Application Tip 6 – *Supporting Information*

- Letters of support – not a template

- Partners are active project participants

- Letter support from the economic development organization if you are not the primary economic organization for your community

- Append relevant studies or reports
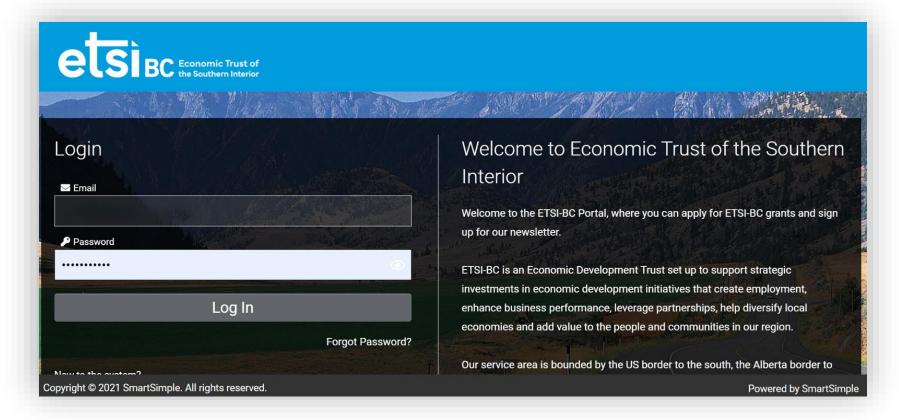
- Review Applicant Conflict of Interest Policy

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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 $1,000,000 per intake

Application/Decision Timelines

March 10th, 2025   Spring Funding Intake opens

April 11th   **Spring Funding Intake closes @ 4:00pm**

April 12th – May 30th   Due Diligence/applicant follow up

June 6th   RAC review

June 9th – 13th   Applicants advised

June 16th – 20th   Contribution Agreements provided
                             First installment disbursed upon signing

Upcoming Events – Save the Date

- March 25, 2025: Introduction to Artificial Intelligence (AI) 3rd Session

- April 2025: AI Training for Ec Dev Practitioners (6 mos program start date TBC)

- May 12-15, 2025: BCEDA Conference, Penticton

Quick Survey

Tell us if your time with us was well spent?

Tell us if you still plan to apply?

Questions? Who to Contact

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We look forward to working with you!

The ETSI-BC Team

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