

Fall 2024 Funding Intake Info Session

September 4, 2024

Agenda for Today

1. Welcome & Introductions
2. Housekeeping (intro in chat & mute mics)
3. ETSI-BC Overview
4. Program information
5. Application tips
6. Criteria for decision making
7. Timelines
8. 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 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.

Quick Survey

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



Strong economy
Stronger communities

About ETSI-BC

Our Mandate

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

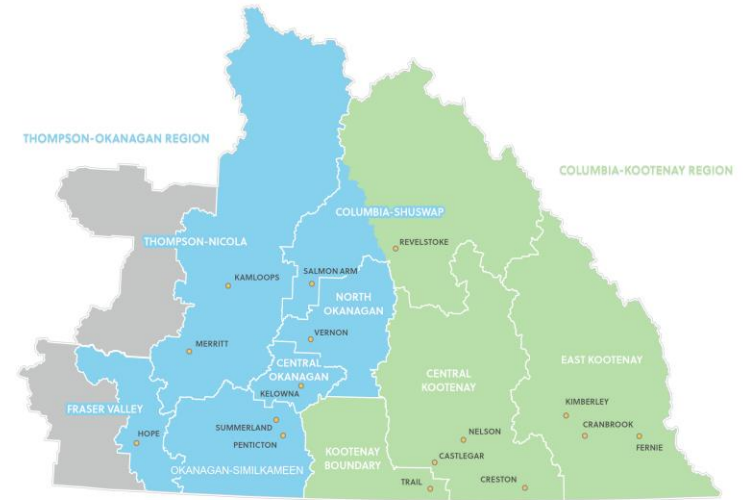
We help communities to realize their economic development aspirations by providing funding, resources and knowledge.

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

**Pillar 1 – Building Economic Development Capacity
&
Pillar 3 – 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 \$50,000 per intake in any one community

**These limitations apply to all funding streams*

Funding Stream 1 – Objectives



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

Funding Stream 1 – 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 \$20,000
- 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 \$20,000 will be deemed large scale applications

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)



Industry/workforce engagement
(i.e., workforce analysis, attraction strategy)

Project Type: Large Scale



- Support 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
- See Application Guide Section 6 - Project Leveraging

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 Type: Collaborative/Regional



- Support to 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 must each contribute financially to the project

Examples of Collaborative/Regional Projects



Business Diversification

(i.e., major capital investment analysis; region wide business attraction initiative)



Industry Sector Development

(i.e., sector specific labour force attraction; sector specific infrastructure or program development, tourism destination development)

Projects must demonstrate collaboration of two or more partners, have a regional focus and impact more than one community

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




INNOVATING
& Advancing
Key Sectors

- 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 may not exceed 15% of the ETSI-BC grant request
- Priority given to projects with higher leveraging

Examples of IAKS Projects


 Industry wide workforce attraction

 Regional tourism strategic plan

 Industry recycling feasibility

 Regional cleantech study

 Industry association supply chain study to on-shore manufacturing

 Industry association member support for a specific initiative

 Regional agriculture initiatives

Navigating the Application



Application Tip 1 – *Prepare*

- Read the Application Guides (updates 2024)
- Review the list of funded projects from last year on our website
- Look at the Stories page of our website for inspiration & ideas

Talk to us before starting an application!



Application Tip 2 – *Project Rationale*



- Have a clear project rationale –why is your project important? (Limit of 300 words):
- The opportunity or challenge you are wanting to address
- Reference prior work, data or studies to support your rationale
- What are the expected economic benefits?
- Don't regurgitate ETSI-BC's priorities and avoid over usage of AI tools.

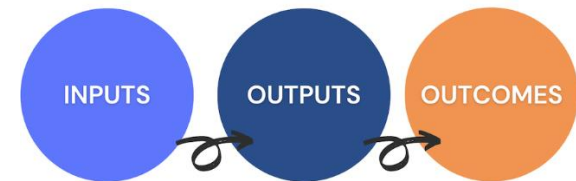
Application Tip 3 – *Project Type and Scope*

- 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?



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)



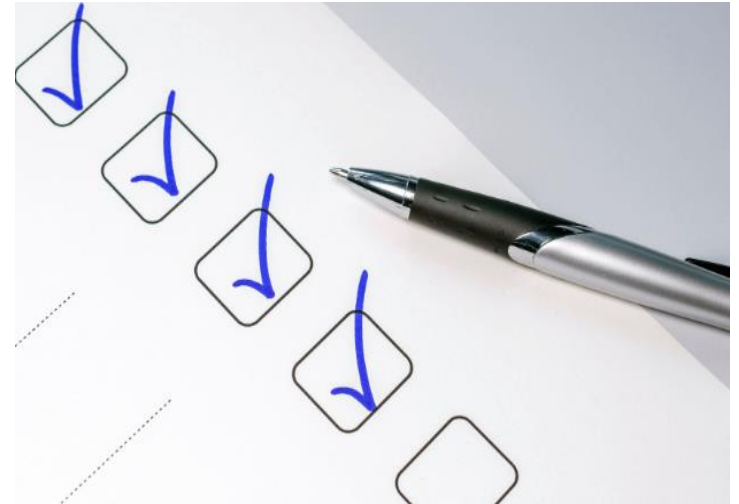
Application Tip 5 – Workplan

- Project must start after funding approval
- Any activities prior to funding approval are ineligible for funding
- Do *not* put “Apply for Grant” as 1st activity
- Do put “Final Report to ESTI-BC” as last activity
- Outputs vs outcomes
- Specify a final project end date – be realistic
- Identify the signatory to the project application – not the consultant



Application Tip 6 – *Supporting Information*

- Letters of support – not a template
- Partners are active project participants
- If you are not the primary economic organization for your community provide a letter support from the economic development organization
- Append relevant studies or reports
- Review Applicant Conflict of Interest Policy

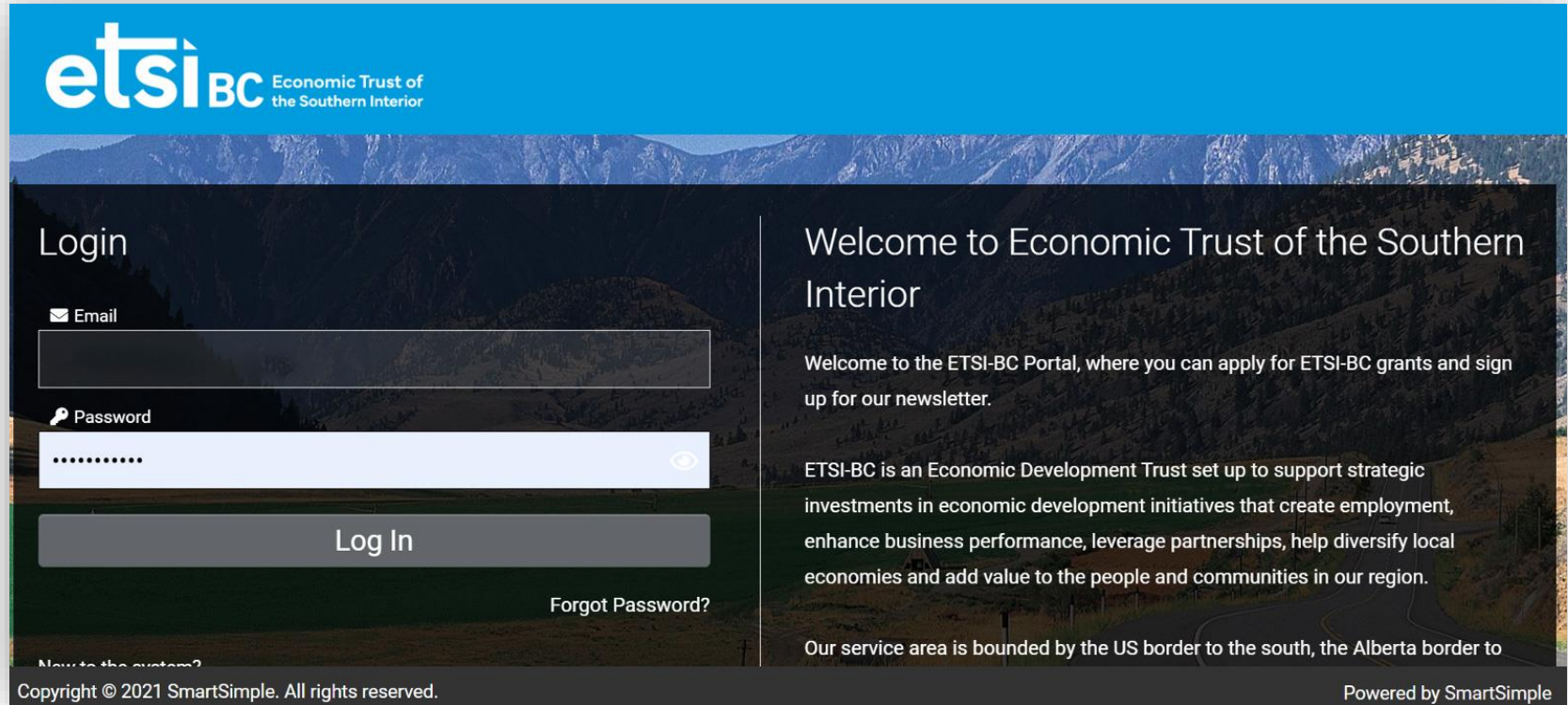


Other Key Info



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?](#)

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

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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 \$625,000

Application/Decision Timelines

September 10 th	Fall Funding Intake opens
October 10 th	Fall Funding Intake closes
October 11 – Nov 21	Due Diligence/applicant follow up
November 29 th	RAC review
December 9 – 13	Applicants advised
December 16 – 20	Contribution Agreements provided
	First installment disbursed upon signing

Fall Webinar Series

ETSI-BC Presents Fall Webinar Series: Empowering Economic Growth in the Southern Interior

- September 18, 2024: Introducing EDD – the Economic Dependencies Dashboard
- October 9, 2024: Regional Transportation Initiatives & Updates
- November 6, 2024: Accessing Skilled Employees Through Immigration
- December 11, 2024: Bringing Natural Assets into the Balance Sheet

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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Connect with Us!

LinkedIn

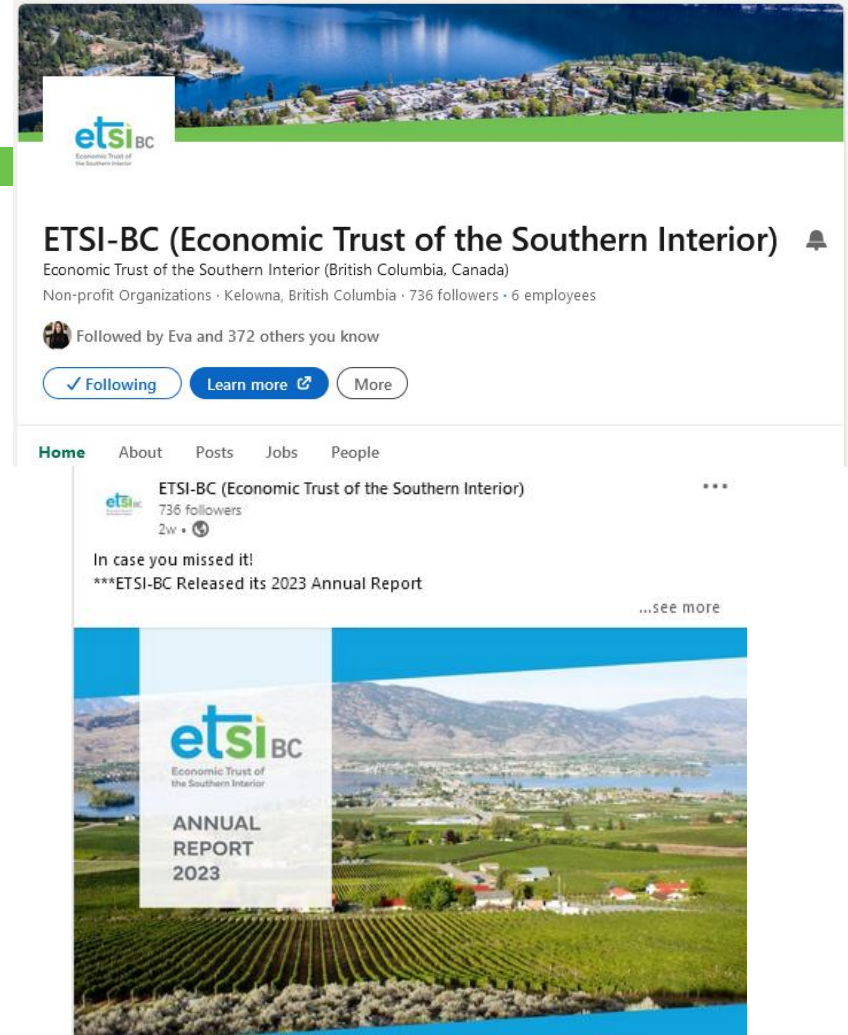
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www.etsi-bc.ca





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We look forward to working with you

The ETSI-BC Team

