etsi BC Economic Trust of the Southern Interior

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.

Quick Survey

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

Our mandate is to *strengthen and diversify the economy* of the Southern Interior by providing communities with funding, resources and knowledge

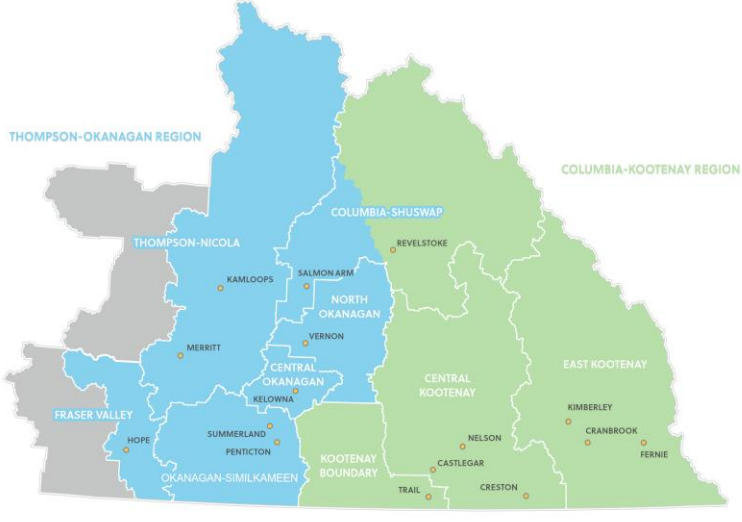
etsi BC
Economic Trust of the Southern Interior

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

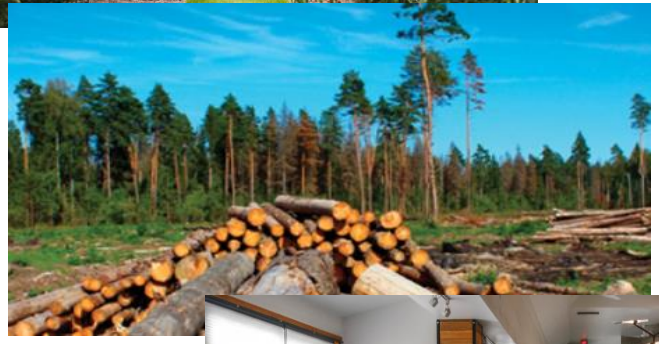


** 7 full RDs plus part of the TNRD and FVRD*

Strategic Pillars

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 $50,000 per intake in any one community

**These limitations apply to all funding streams*

Objectives – Ec Dev 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?

- 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

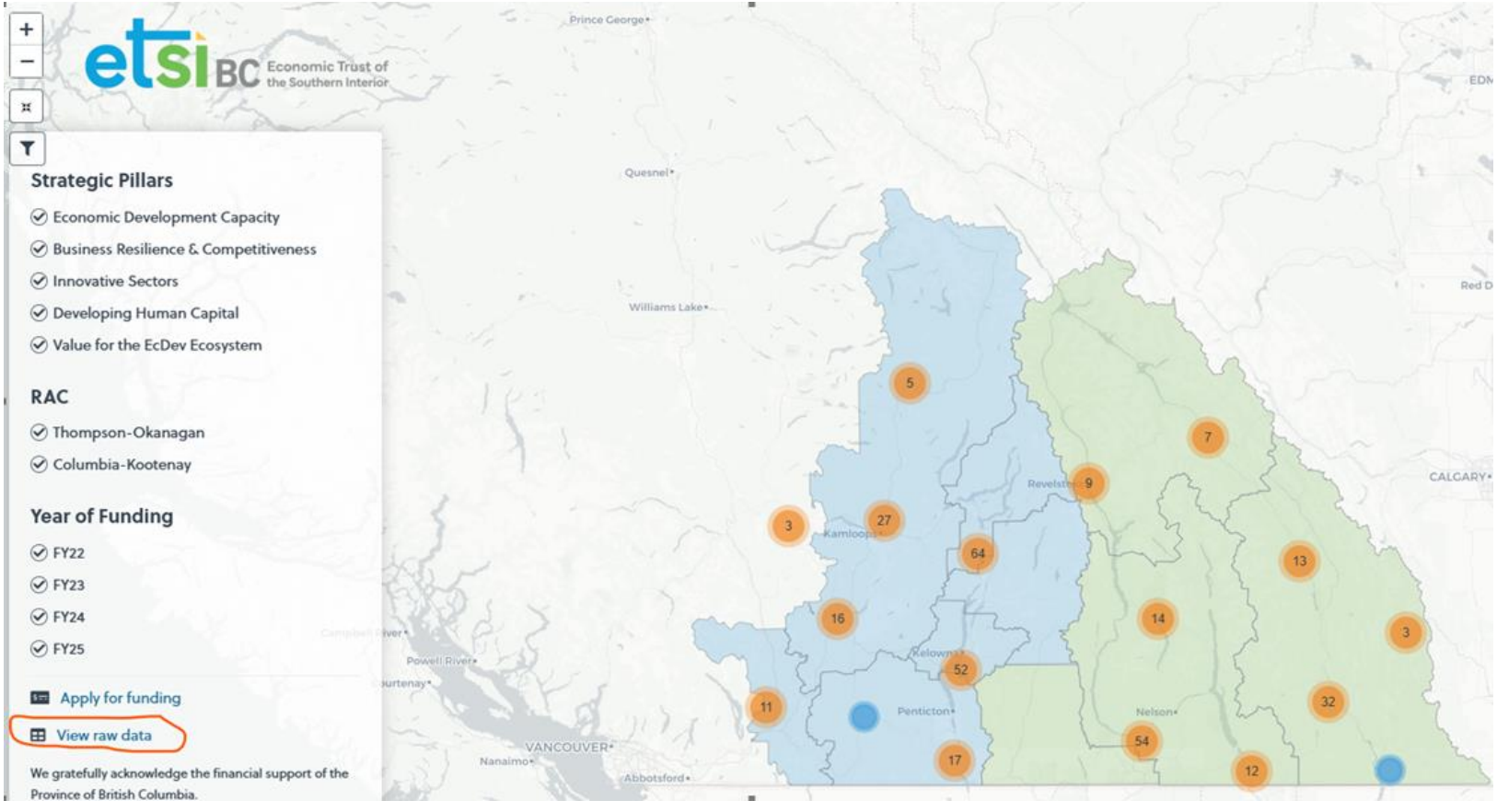
Project Type: Large Scale/Regional

- 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

Project Type: Collaborative

- 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 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



Funded Projects - Raw Data

RAC Region	Organization Name	Project Name	Year Funded	Funding Approved	Total Project Value	Strategic Pillar	Community
Columbia-Kootenay	CF Boundary Area	Grand Forks Sector Development Project	FY23	$15,000	$23,000	Economic Development Capacity	Grand Forks
Columbia-Kootenay	CF Central Kootenay	Slocan Valley Economic Development Strategic Plan Update	FY23	$15,000	$20,000	Economic Development Capacity	Nelson
Columbia-Kootenay	CF Greater Trail	Beyond the River Campaign	FY23	$9,500	$35,900	Economic Development Capacity	Trail
Thompson-Okanagan	CF Sun Country	RBCR Program - From Pillar 1	FY23	$18,750	$18,750	Economic Development Capacity	Merritt
Thompson-Okanagan	Chase, Village of	Business Area Improvement Plan	FY23	$15,000	$17,000	Economic Development Capacity	Chase
Thompson-Okanagan	Chawathil First Nation	Economic Opportunity Analysis	FY23	$15,000	$24,500	Economic Development Capacity	Hope
Thompson-Okanagan	City of Armstrong	Coordinated Downtown Revitalization Plan	FY23	$40,000	$109,500	Economic Development Capacity	Armstrong
Columbia-Kootenay	City of Revelstoke	Business Retention, Innovation and Transition Tool (BRITT)	FY23	$30,000	$155,854	Economic Development Capacity	Revelstoke
Columbia-Kootenay	Columbia Valley Chamber Of Commerce	Columbia Valley Events Growth, Preparedness, & Strategy	FY23	$15,000	$46,200	Economic Development Capacity	Invermere
Columbia-Kootenay	Columbia Valley Community Foundation	Vital Signs 2022	FY23	$5,000	$22,500	Economic Development Capacity	Invermere
Columbia-Kootenay	Columbia Valley Housing Society	Workforce Housing Project Manager	FY23	$30,000	$95,000	Economic Development Capacity	Invermere
Columbia-Kootenay	Cranbrook, City of	Canadian Rockies International Airport Regional Employment Lands	FY23	$25,000	$50,000	Economic Development Capacity	Cranbrook
Thompson-Okanagan	District of Clearwater	Clearwater Economic Development through BRRE and Telling Our Story	FY23	$15,000	$20,915	Economic Development Capacity	Clearwater
Thompson-Okanagan	District of Clearwater	Clearwater Wayfinding & Signage	FY23	$10,000	$25,877	Economic Development Capacity	Clearwater

Objectives IAKS

- 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

Who Can Apply?

- Economic Development organizations (Indigenous and non-Indigenous)
- Non-profit business support organizations
- Industry Associations
- Co-operative Groups
- Business Accelerators

Funding Terms

- Maximum grant $50,000
- 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

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 and possible update March 17th)
- 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*

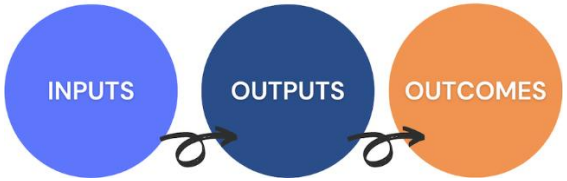
- Have a clear project rationale (limit 300 words)
  - What is the opportunity or challenge?
  - What is the methodology and expected result?
- Don’t regurgitate ETSI-BC’s priorities
- Avoid over usage of AI tools.

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?

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)

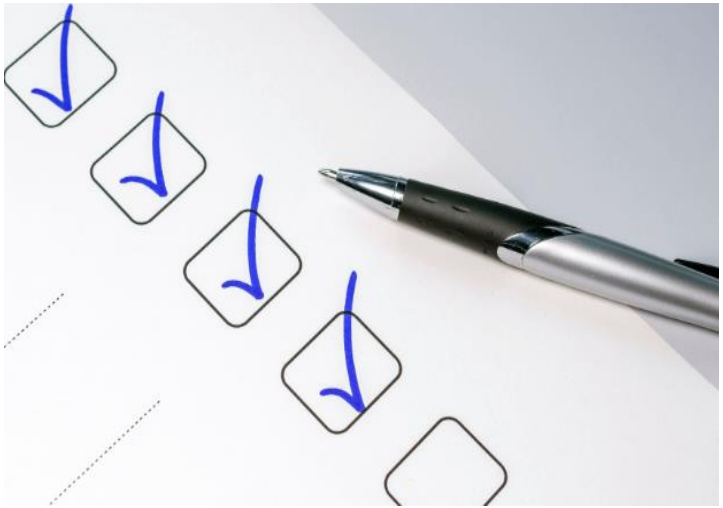


Application Tip 5 – *Workplan*

- 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

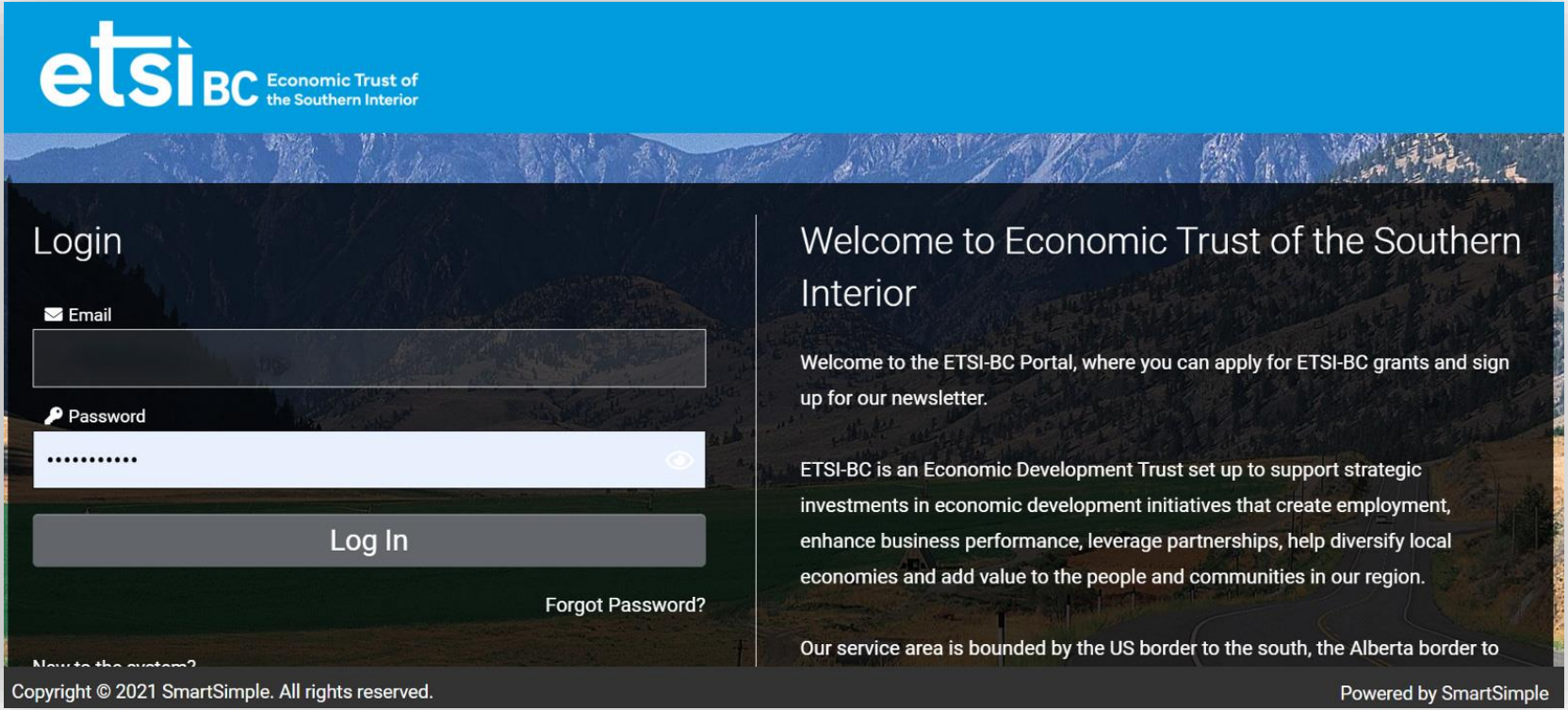
Application Tip 6 – *Supporting Information*

- 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



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

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 23rd – 27th	Contribution Agreements provided First installment disbursed upon signing

Current Intake available funds

Confirmed available funding $625,000 (check back March 17, 2025)

- Potential of additional funds
- May result in increased funding levels for Project types

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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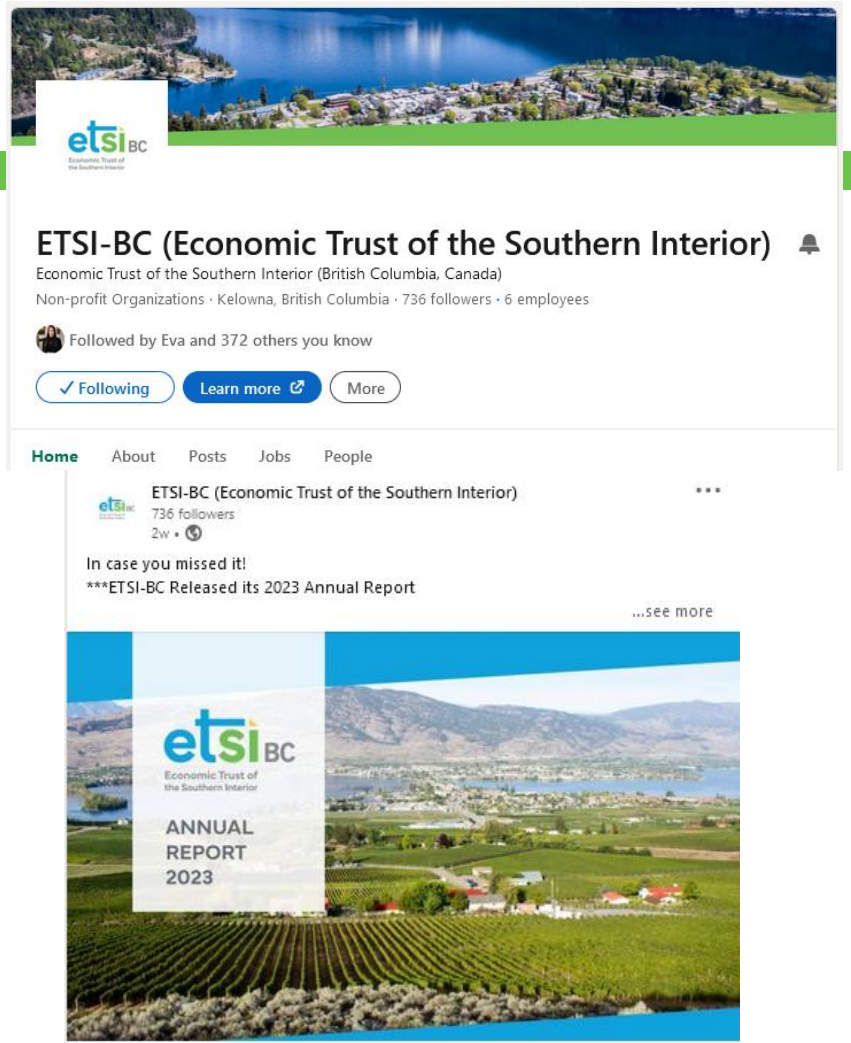

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We look forward to working with you!

The ETSI-BC Team