

Financial help for the manufacturing sector in Ontario Elliot Schiller

It started April 1, 2014 as part of the Government of Canada's 2013 Economic Action Plan introduced in December of that same year. The Advanced Manufacturing Fund (AMF) is a \$200 million fund targeting the southern Ontario manufacturing sector and is being delivered by the Federal Economic Development Agency for Southern Ontario (FedDev Ontario). Specifically, the AMF is targeted to promote continued growth of Ontario's advanced manufacturing sector by supporting efforts to develop cutting-edge technologies and large-scale activities that will improve processes and increase productivity. Its aim is to establish clusters or global supply chains in collaboration with the private sector, as well as research and post-secondary institutions.

In introducing the new fund, Minister Gary Goodyear, Federal Minister of State for FedDev Ontario explained it this way: "Through the Advanced Manufacturing Fund, our government is looking ahead to the new and innovative products or production methods that will push Ontario to the forefront of high-tech manufacturing. With this investment, we are helping manufacturers in the province to build momentum and push to be more competitive on the global stage."

Repayable funding is available for manufacturing companies that are either undertaking manufacturing activities or conducting research and development in Ontario. Fifty percent support to the total project cost must be provided by industry, or in the case of collaboration with post-secondary and/or research institutions, from other sources. It's expected that the AMF-supported investment will create new and innovative products or production methods, with market entry or commercialization within five years. Technologies developed and/or adopted under AMF must be new, or applied in a unique and innovative manner.

ACTIVITIES THAT ARE ELIGIBLE FOR FUNDING

- Activities related to prototyping, demonstration projects, advanced product testing, and applied research leading to a practical application.
- Work undertaken to achieve technological advancement through the creation/improvement of existing materials, devices, products or processes and/or.....
- The adoption or adaptation of highly innovative products, technologies (e.g., machinery and equipment), and processes that support product or process innovation.

Eligible activities led by not-for-profit organizations, in addition to the above, include industry-relevant, scientifically-advanced research in cutting-edge technologies with the potential to support commercial applications and a long-term competitive advantage for manufacturing in Ontario.

ELIGIBLE COSTS

Eligible costs can include labour, expertise, capital and non-capital expenses. As stated in the AMF Guidelines: "All costs must be reasonable, necessary and directly related to eligible activities. Any costs determined as not reasonable, and/or necessary and/or not directly related to the eligible project activities will be ineligible. Also, any costs incurred prior to the eligibility date as defined by FedDev Ontario and any costs incurred after December 31, 2018 will not be supported."

FEDERAL GOVERNMENT GOALS FOR AMF

As stated at the fund launch, AMF will promote continued growth of Ontario's advanced manufacturing sector by supporting large-scale, transformative manufacturing activities that will increase productivity, lead to greater economic output, create cutting-edge companies driven by innovation, establish clusters or supply chains, and foster collaboration between the private sector, research institutions and post-secondary institutions. Advanced manufacturing includes the development and/or adoption of cutting-edge technologies that demonstrate a commitment to product, process and technological innovation.

While the fund will be targeting projects between \$10 million and \$20 million for up to one-half of total eligible project costs, projects seeking less than \$10 million or more than \$20 million may also be considered. If you have a project in mind, but need a boost in funds, your application must provide evidence of industry support from non-government sources for at least 50% of the project costs – and it must clearly demonstrate how the project responds to innovation, market relevance and spillover economic benefits. As always, the better organized your proposal, the more likely you will be granted the funds.

Applications can be submitted during two intake periods. Intake 2014 will be accepting applications until October 1, 2014. Intake 2015 will start on January 1, 2015 and end on October 1, 2015. Like all governmental funding programs, there is a budget. Once it's used up, that's it! So as the old adage says....."the early bird gets the worm."

To learn more about this program, you can consult <http://www.nrc-cnrc.gc.ca/eng/irap/index.html> and of course you can always contact the author by email at eschiller@teegerschiller.com or phone at 1-888-816-0222 Ext. 102.

Elliot Schiller is a Director at Toronto's Teeger Schiller Inc., a company that specializes in obtaining government funding. His clients receive over \$5 million annually to support their ongoing business innovation. E-mail eschiller@teegerschiller.com or visit www.FundingHelp.ca.



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David Teeger

Director

David Teeger C.A., C.A. (S.A.) graduated as a Chartered Accountant in South Africa, and upon arrival in Canada he obtained his Canadian C.A. designation and joined Richter & Associates, a management consulting firm, where he concentrated his practice on various business sectors including household goods, fashion, automotive parts, public associations, and retail chains. He performed many roles in his 15 years at Richter, including managing the professional services organization in North America and all business operations throughout Europe.

David's professional capabilities include computer audits, feasibility studies, system analyses and assistance in the selection, negotiation and implementation of computerized solutions.

As a founding partner of Teeger Schiller Inc., he has focused his practice on consulting to management. His team of professionals has helped businesses select and successfully install a variety of ERP business solutions and add-on systems including business intelligence solutions to give new life to existing computer systems. David's clients not only rely on him to successfully manage the implementation of their new systems, but to manage the change that occurs in their organizations as a result of the use of these new tools.



Elliot Schiller

Director

Elliot Schiller, Ph.D., C.M.C. began his career as a Chemical Engineer working for Grumman Aircraft, in Long Island, New York. He obtained his Ph.D. at the University of Pittsburgh with funding from the U.S. Atomic Energy Commission, and, after being awarded a Presidential Fellowship, he went on to perform research and development activities at Brookhaven National Laboratory.

Since coming to Canada, he has primarily assisted consumer products and retail organizations in a variety of strategic management initiatives, traveling around the globe on behalf of his clients. In 1987, Elliot joined Richter & Associates, and it is here that he first met David Teeger.

As a founding partner of Teeger Schiller Inc., he has focused the SR&ED / Grant Division on obtaining grants and tax incentives for over 100 companies in the small to medium sized business sector. His team has provided services to the discrete / processing manufacturing, material development, textiles, apparel, automotive and computer sciences sectors. Annually, Teeger Schiller Inc. secures more than \$5 million in government funding to assist its clients in having their business initiatives supported by government funding.



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