



PRINCE EDWARD/LENNOX & ADDINGTON  
COMMUNITY FUTURES  
DEVELOPMENT CORPORATION

**EODP**

**Eastern Ontario Development Program  
2014-2019**

# PELA CFDC Overview

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## ❑ Access to Capital

- ❑ Lending of up to \$250K to new and existing businesses located in PE/LA counties

## ❑ Business Advisory

- ❑ Experienced staff provide business planning support, advice and insight

## ❑ Community Economic Development

- ❑ Leadership in the delivery of innovative projects that that support job creation.

## ❑ Strategic Planning

- ❑ Working with community stakeholders to access & solve local economic challenges.

# Grants

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- ❑ Eastern Ontario Development Program - EODP
- ❑ Non-repayable funding
- ❑ Up to 50% of eligible costs for approved projects
- ❑ 6 funding categories
- ❑ Registered businesses and Not-for-profits can apply
  - ❑ Focus is on private sector businesses

# EODP Outcomes 2014-2015

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Funding Stream	Number of Projects	Dollar Value of Projects	Dollars Leveraged	# of Jobs Created	# of Jobs Maintained
Product & Market Development	17	263,357	1,195,907	18	293
Adoption of Technology	10	54,252	76,131	6	28
Skills Development	7	40,254	41,012	n/a	26
Investment Attraction	3	40,000	75,000	2	12
Business Support Infrastructure	4	52,135	194,336	11	5
<b>TOTAL</b>	<b>41</b>	<b>450,000</b>	<b>1,582,386</b>	<b>37</b>	<b>364</b>

# EODP Success Story

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Willis Manufacturing is a growing precision metal fabricator and custom metal manufacturer providing services such as welding, machining, fabrication, CNC punching, and water jet cutting.

EODP investment in technology to help the company meet the needs of a rapidly-growing customer base. With their enhanced capabilities, they have been able to take on more and larger contracts and to hire additional workers.



## **Willis Manufacturing**

Odessa, Lennox & Addington County

# EODP Success Story

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Essential Relaxation manufactures all natural bath and body care products including lip balms, shampoos and a skincare line. Their products are sold primarily at craft shows and across Ontario and through their ecommerce platform.

EODP support for a label printer and software allowed Essential Relaxation to label products more efficiently with a more professional appearance facilitating an increased level of production and entering wholesale markets.



## Essential Relaxation

Wellington, Prince Edward County

# What can be funded?

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- ❑ Project approval based on **OUTCOMES**
- ❑ Specific purchases or groups of expenses.
- ❑ Not awarded in general lump-sum amounts
  
- ❑ **NOT Eligible:**
  - ❑ Purchase of a vehicle
  - ❑ Purchase, rental or lease of property
  - ❑ Web development (with the exception of e-commerce)
  - ❑ Basic operational costs

# Product & Market Development

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- ❑ Projects that lead to the development of new products, or the sale of new or existing products in new markets
  - ❑ product design, prototyping
  - ❑ proof of concept, R&D
  - ❑ recipe testing
  
- ❑ **NOT for basic marketing**



# Adoption of Technology

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- ❑ The purchase of tech capital equipment
  - ❑ Specialized equipment, machinery, software
- ❑ Can also include training and support costs required for successful implementation of the technology

# Skills Development

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- ❑ Courses, training, workshops
- ❑ Specialized client- or sector-specific training, or more general entrepreneurial skills development
- ❑ Third party delivery
- ❑ Can include related expenses such as travel, accommodations, required materials, etc.

# Employment Creation

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- ❑ Up to 50% of gross hourly wages up to a maximum of \$15,000 for employers creating a **new** position for a skilled young person
  - ❑ Recent graduate, 18-29
  - ❑ Priority will be given to private sector positions that will lead to **permanent, full-time jobs**.
  - ❑ Positions NOT supported include: positions considered part of regular operations; those that displace existing employees; and those that do not comply with labour union agreements

# Investment Attraction

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- ❑ Support for business startup or expansion or the attraction of out-of-region businesses
- ❑ **Job creation** is the most important criteria

# Business Support Infrastructure

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- ❑ Projects delivered by local organizations such as the BIA, Municipalities and business organizations that will improve the business environment and will produce measurable outcomes in terms of jobs, productivity or economic diversification (Chamber of Commerce)
- ❑ Partnerships encouraged
- ❑ Not applicable to the average businesses

# How it works

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- ❑ **EODP will not support more than 50% of eligible project costs**
  - ❑ cash, not in-kind
- ❑ **Any costs incurred prior to the date of application will not be covered**
- ❑ Funding is not advanced.
  - ❑ Approved expenses must be incurred and paid in full by the applicant and then submitted for 50% reimbursement
    - ❑ Funds can be claimed as they are incurred, or all at once

# Application Process

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- ❑ Open Intake with periodic deadlines
- ❑ Contact the Coordinator
- ❑ Drafts and revised versions
- ❑ Application requirements:
  - ❑ Who are you?
  - ❑ What is the funding for?
  - ❑ What will it do for your business? – **OUTCOMES**
  - ❑ How much will it cost?
  - ❑ When will you spend the money?

# Approval Process

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- ❑ Committee meets on a quarterly basis.
- ❑ Demand is always high
- ❑ **Application does not guarantee funding**
  - ❑ Not all eligible projects will receive funds.
  - ❑ Approvals based on outcomes; not first-come, first- served.



# Thank You!

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Katie Gould-Creasy, EODP Coordinator  
kg@pelacfdc.ca

Craig Desjardins, Executive Director  
cd@pelacfdc.ca

Picton: 613-476-7901  
Napanee: 613-354-0162



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