



Industry  
Canada

Industrie  
Canada

LKC  
HD  
2346  
.C22  
052  
2001/02

IC

---

# *Opening Doors. Building Futures.*

---

*2001-2002*



Canada

FedNor 

**At FedNor, we invest in the  
North's most precious resource...  
its people!**

Supporting the development of self-sustaining communities through trade,  
innovation, investment, connectedness and partnerships.

**For more information:**

**1-877-333-6673  
fednor.ic.gc.ca**



Industry  
Canada Industrie  
Canada



Canada

# Table of Contents

Message from the Minister of Industry .....	4
Message from the Secretary of State .....	5
About FedNor .....	6
Program Priorities	
<b>Connectedness</b> .....	7
<b>Innovation</b> .....	8
<b>Investment</b> .....	9
<b>Trade</b> .....	10
<b>Community Partnerships</b> .....	11
Community Futures Development Corporations (CFDCs) .....	12
The FedNor Team .....	15
How to Reach Us .....	16



# Message from the Minister of Industry



As we move forward in the new millennium, the people of Northern Ontario, like all Canadians, are challenged to capture the opportunities of an increasingly globalized and knowledge-based world economy. With the leadership of FedNor, the Government of Canada is working with individuals, organizations and communities in Northern Ontario to meet this challenge.

FedNor works to ensure that its key priorities – innovation, connectedness, trade, community partnerships and investment – are delivered in a way that is accessible and meaningful to Northern Ontarians. FedNor programs are tailored to tackle the challenges and capitalize on the many assets that are particular to the North. So, whether it's extending the reach of the information highway to a remote community, supporting the commercialization of innovative technologies, linking entrepreneurs to international buyers or facilitating community-led economic development strategies, FedNor is there to help.

As Minister responsible for the Industry Portfolio, I want to emphasize that FedNor is working with a number of federal partners to promote the economic development of Northern Ontario. FedNor's efforts are complemented by a wealth of resources and expertise that Portfolio partners bring to this part of the country - partners such as the National Research Council, the Business Development Bank of Canada, and Industry Canada through initiatives such as Aboriginal Business Canada.

My colleagues and I are committed to helping the communities of Northern Ontario realize a new period of economic growth and diversification in the early years of the new millennium. I encourage you to work with FedNor to enhance opportunities across the North and to help demonstrate to the world that Northern Ontario is a place to invest and do business.

A handwritten signature in dark ink, appearing to read "Brian Tobin". The signature is fluid and cursive, written over a light-colored background.

*The Honourable Brian Tobin  
Minister of Industry*

# Message from the Secretary of State

As Secretary of State for Rural Development and FedNor, I have a wonderful opportunity to meet and work with many dynamic and dedicated people throughout Northern Ontario. I am continually impressed by the innovative solutions that Northerners come up with for solving their unique challenges.

At FedNor, we share Northerners' concerns for the ongoing development of resource-based communities. We recognize the importance of supporting small and medium-size businesses and local entrepreneurs. We realize that in order to compete and thrive, we must promote economic growth, diversification, job creation and sustainable, self-reliant communities. Many of our FedNor programs and services have been developed in this spirit of ongoing collaboration, communication and cooperation.

The challenge FedNor faces in Northern Ontario is to help northern communities build capacity to compete more effectively in attracting needed investment capital and employment opportunities particularly for northern youth and the North's Aboriginal population.

To meet this challenge, FedNor has developed economic development programs in the areas of innovation, connectedness, trade, investment and community partnerships to build stronger northern communities. These programs have been established to specifically address key issues facing the people who choose to live and work in Northern Ontario. As we build on our past successes and tackle the challenges which lie ahead, FedNor will continue to invest in the North's most precious resource — its people!



A stylized, handwritten signature in black ink, appearing to read 'Andy Mitchell'.

*The Honourable Andy Mitchell  
Secretary of State  
(Rural Development) (FedNor)*

# About FedNor

## FedNor's Mission

*"To promote economic growth, diversification, job creation and sustainable, self-reliant communities in Northern Ontario by working with community partners and other organizations to improve small business access to capital, information and markets."*

*The Federal Government, through FedNor, has the following programs available to people living and working in Northern Ontario.*



Throughout its short history, FedNor has mirrored the dedication and determination of Northerners to succeed and thrive in the North.

Launched in 1987, the Federal Economic Development Initiative for Northern Ontario has experienced steady growth in the development of new programs, new partners and enhanced funding for communities across the North.

Today, FedNor invests more than \$45 million a year directly into programs and services which bring economic benefit to northern communities. An additional \$18 million is flowed through the provincial network of 23 Community Futures Development Corporations, strategically located throughout Northern Ontario.

On a daily basis, FedNor communicates with a diverse client base, including stakeholders and community representatives from the tourism, transportation, telecommunications and resource-based industry sectors, to small business, health, research and educational institutions, as well as business associations and professional groups. FedNor is also committed to helping traditionally under-represented populations (i.e., Aboriginals, Francophones, women and youth) participate more fully in economic development.

As for the future, FedNor will continue to play a strong leadership role in partnership with community and business leaders to facilitate Northern Ontario's transition to a knowledge-based economy and to create a "commerce-friendly" climate where business can thrive.

Together, we'll open doors and build strong futures for a prosperous Northern Ontario!

# Connectedness

FedNor is committed to working with Northern communities to develop and enhance the telecommunications infrastructure and networks throughout the North in an effort to increase opportunities for local business, build high speed data linkages to rural areas and to facilitate community economic development. By improving access to information technology, particularly the Internet, FedNor will help northern businesses compete on both a local and global scale. FedNor supports a wide-range of activities related to connectedness, including:

- telecommunication infrastructure;
- telecommunication networks;
- information and telecommunication applications technology;
- e-commerce;

and other initiatives that encourage small and medium-size enterprises, entrepreneurship development or economic growth through connectedness.

## Eligible Applicants:

Organizations located in Northern Ontario including the census divisions of Parry Sound, Muskoka and Nipissing. Applicants who can demonstrate a clear significant benefit to Northern Ontario's economy, but are located outside FedNor boundaries may be considered for assistance on an exceptional basis.

Eligible recipients include non-profit organizations, municipalities, First Nations and community economic development corporations.

For more information on FedNor's **Connectedness** initiatives, please call toll-free:

**1-877-333-6673 or log on to [fednor.ic.gc.ca](http://fednor.ic.gc.ca).**



# Innovation



**FedNor** is committed to increasing the overall competitive position of the North and to accelerate its movement to a knowledge-based economy. By promoting interaction between science and industry, FedNor will help northern companies bring new products and services to market as quickly as possible. FedNor is providing additional support available for early stage research and development and pre-commercial product development.

FedNor supports a wide range of innovation-related activities, including:

- prototype development;
- applied research and development;
- pre-commercial product development;
- pre-operational marketing studies;

and other initiatives that encourage small and medium-size business, entrepreneurship development or economic growth through innovation.

#### **Eligible Applicants:**

Organizations located in Northern Ontario including the census divisions of Parry Sound, Muskoka and Nipissing. Applicants who can demonstrate a clear significant benefit to Northern Ontario's economy, but are located outside FedNor boundaries may be considered for assistance on an exceptional basis.

Eligible recipients include non-profit organizations, commercial operations, municipalities, First Nations and community economic development corporations.

For more information on FedNor's **Innovation** initiatives, please call toll-free:

**1-877-333-6673 or log on to [fednor.ic.gc.ca](http://fednor.ic.gc.ca).**



# Investment

**FedNor** is committed to enhancing economic growth and encouraging entrepreneurship in northern communities through a number of investment initiatives. By working through a wide range of community partners and financial institutions (i.e., Community Futures Development Corporations (CFDCs), credit unions, chartered banks, etc.) engaged in providing financial assistance to business, FedNor is improving access to capital for small and medium-size enterprises in the North. The CFDCs and financial institutions noted above support a wide range of investment-related activities, including:

- repayable loans, loan guarantees or equity positions for local private businesses;
- establishment of community-based investment funds;
- financing for business start-ups and/or expansion;
- loan loss reserves;
- business planning;

and other initiatives that encourage small and medium-size enterprises, entrepreneurship development or economic growth through investment.

## Eligible Applicants:

Organizations located in Northern Ontario including the census divisions of Parry Sound, Muskoka and Nipissing. Applicants who can demonstrate a clear significant benefit to Northern Ontario's economy, but are located outside FedNor boundaries may be considered for assistance on an exceptional basis.

Eligible recipients include non-profit organizations, municipalities, First Nations and community economic development corporations.

For more information on FedNor's **Investment** initiatives, please call toll-free:

**1-877-333-6673 or log on to [fednor.ic.gc.ca](http://fednor.ic.gc.ca).**



# Trade



FedNor is committed to enhancing the competitiveness of small and medium-size businesses in the North by helping them develop and expand their export and trading activities. By working with Northern Ontario firms to increase the region's international and interprovincial share, FedNor is helping Northern Ontario develop sustainable, self-reliant communities.

FedNor supports a wide range of trade-related activities, including:

- export and trade-related skills development;
- expansion of exports and domestic markets;
- establishment and maintenance of development networks;

and other initiatives that encourage trade-related small and medium-size businesses, entrepreneurship development or economic development activities through trade.

#### **Eligible Applicants:**

Organizations located in Northern Ontario including the census divisions of Parry Sound, Muskoka and Nipissing. Applicants who can demonstrate a clear significant benefit to Northern Ontario's economy, but are located outside FedNor boundaries may be considered for assistance on an exceptional basis.

Eligible recipients include non-profit organizations, municipalities, First Nations and community economic development corporations.

For more information on FedNor's **Trade** initiatives, please call toll-free:

**1-877-333-6673 or log on to [fednor.ic.gc.ca](http://fednor.ic.gc.ca).**

# Community Partnerships

FedNor is committed to supporting community-based economic development efforts that create employment and stimulate growth in the North through partnerships with community groups and not-for-profit organizations. FedNor supports a wide-range of activities related to partnerships, including:

- job creation, economic development and diversification, and enhanced business competitiveness;
- strategic community economic infrastructure;
- work experience for Northern youth in the areas of business/economic development;
- development of tourist destination facilities;
- broad-based regional co-operative tourism marketing initiatives;

and other initiatives that encourage small and medium-size enterprises, entrepreneurship development or economic growth through community partnerships.

## Eligible Applicants:

Organizations located in Northern Ontario including the census divisions of Parry Sound, Muskoka and Nipissing. Applicants who can demonstrate a clear significant benefit to Northern Ontario's economy, but are located outside FedNor boundaries may be considered for assistance on an exceptional basis.

Eligible recipients include non-profit organizations, municipalities, First Nations and community economic development corporations.

For more information on FedNor's **Community Partnership** initiatives, please call toll-free:

**1-877-333-6673 or log on to [fednor.ic.gc.ca](http://fednor.ic.gc.ca).**



# *Community Futures Development Corporations (CFDCs)*

One of FedNor's key priorities is to provide northern business people and entrepreneurs with the tools they need to thrive in today's marketplace, both at home and around the world. The network of Community Futures Development Corporations, strategically located in rural communities throughout Ontario, helps FedNor and Industry Canada fulfill its mission by providing:

## **Community Economic Planning and Development**

Working closely with private and public sector partners in their home communities, CFDC staff assess local problems, and look at new ideas and opportunities that could strengthen their economies.

## **Investment in Local Business**

Locally-managed investment funds assist new and existing small businesses with start-up, expansion or stabilization plans that help maintain or create jobs. Although administrative funding is provided by FedNor, the operations of the CFDCs are governed by a local board of directors and all financing decisions are made at the community level.

## **Business Development and Counselling Services**

CFDC staff provide business advice, counselling and referrals, help with business plans, export support, entrepreneurial training and other related services. In addition, most CFDCs provide public access to the Internet for use by local business as well as access to the Canada/Ontario Business Service Centre (COBSC).

The federal government, through FedNor and the Community Futures Program, is helping to build sustainable self-reliant communities, increase competitiveness and accelerate the development of knowledge-based small and medium-size enterprises in Northern Ontario.

# *Community Futures Development Corporations (Northern Ontario)*

## **By Region:**

### **Atikokan**

Atikokan Economic Development Corporation  
(888) 334-2332  
e-mail: aedc@nwon.com

### **Blind River/Thessalon/Elliot Lake and North Shore of Lake Huron**

Community Development Centre for East Algoma  
East Algoma : (888) 227-3569  
Thessalon: (705) 842-3605  
e-mail: cdcbr@adss.on.ca

### **Dryden/Sioux Lookout**

Patricia Area Community Endeavours Inc.  
(807) 221-3243  
e-mail: pace@dryden.net

### **Hearst/Constance Lake/Mattice/Hornepayne/Val Côté**

Nord-Aski Regional Economic Development Corporation  
(800) 495-7750  
e-mail: nord\_aski@hcnc.on.ca

### **James Bay/Hudson Bay Coast**

Wakenagun Community Futures Development Corporation  
(800) 989-4850  
e-mail: info@wakenagun.ca

### **Kapuskasing/Cochrane/**

### **Iroquois Falls & Area**

North Claybelt Community and Business Development Corporation  
(888) 289-4233  
e-mail: nccbd@ntl.sympatico.ca

### **Kenora**

Lake of the Woods Business Incentive Corporation  
(807) 467-4640  
e-mail: cobsc@lowbic.on.ca

### **Kirkland Lake & Area**

Kirkland & District Community Business Corporation  
(800) 297-7347  
e-mail: kdcbc@ntl.sympatico.ca

### **Manitoulin/Espanola Area**

Lacloche Manitoulin Business Assistance Corporation (LAMBAC)  
(800) 461-5131  
e-mail: lambac@onlink.net

### **Manitoulin/North Shore First Nations**

Waubetek Business Development Corporation  
(800) 665-2248  
e-mail: waubetek@waubetek.com

### **Muskoka**

Muskoka Business Development Corporation  
(800) 414-6570  
e-mail: general@mbdc.on.ca

### **Nakina/Geraldton/Longlac/Beardmore**

Greenstone Economic Development Corporation  
(807) 854-2273  
e-mail: gstone@astrocom-on.com

### **North Bay/Mattawa & Area**

Nipissing East Community Opportunities (NECO)  
(888) 476-8822  
e-mail: neco@vianet.on.ca

# *Community Futures Development Corporations (Northern Ontario)*

## **Parry Sound and Area**

Parry Sound Area Community Business  
& Development Centre Inc.  
(888) 746-4455  
e-mail: cbdc@zeuter.com

## **Rainy River District**

Rainy River Future Development  
Corporation  
(800) 465-8502  
e-mail: rrfdc@fort-frances.lakeheadu.ca

## **Red Lake/Ear Falls**

Chukuni Communities Development  
Corporation  
(807) 727-3275  
e-mail: chukuni@sunsetcountry.com

## **Sault Ste. Marie and Area**

Community Development Corporation  
of Sault Ste. Marie & Area  
(705) 942-9000  
e-mail: cdc@on.aibn.com

## **Sudbury**

Nickel Basin Federal Development  
Corporation  
(705) 673-9802  
e-mail:  
julie.gauthier@city.greatersudbury.on.ca

## **Sudbury East/West Nipissing**

Economic Partners - Sudbury East/  
West Nipissing Inc.  
(800) 263-5359  
e-mail: info@economicpartners.com

## **Terrace Bay/Schreiber/Red Rock/ Marathon/Nipigon/Dorion/Manitouwadge**

Superior North Community  
Development Corporation  
(807) 825-4505  
e-mail: northcdc@cancom.net

## **Thunder Bay**

Thunder Bay Ventures  
(807) 768-6650  
e-mail: tbventur@tbventures.on.ca

## **Timmins & District**

The Venture Centre  
(800) 966-9461  
e-mail: richard@venturecentre.on.ca

## **Tri-Towns/Earlton/Temagami/Elk Lake/ Belle Vallee**

South Temiskaming Community Business  
Development Corporation  
(705) 672-5161/672-3021  
e-mail: ciac@nt.net

## **Wawa/Chapleau/White River/ Dubreuilville**

Superior East Community Development  
Corporation  
(800) 387-5776  
e-mail: sccdc@onlink.net

*For information regarding Community Futures  
Development Corporations located in rural  
southern Ontario, please call toll-free:*

**1-800-567-2345 or log on to  
fednor.ic.gc.ca.**

## *The FedNor Team*

Northern Ontario residents are known for their warmth, their focus and their spirit. They know the value of developing and creating strong teams. They take pride in their ability to work with the resources at hand and to seek out the added investment, information and services they need to be successful.

At FedNor, we understand this entrepreneurial drive. Our team is made up of people who work on your behalf to ensure Northern Ontario thrives in the 21st century. These are people who, like you, choose to live, work and raise their families in the North.

Through ongoing consultation with our community partners and stakeholders, we have developed a wide range of programs and services to help northern communities reach their goals of economic development, diversification and growth.

The FedNor team looks forward to working with their neighbours across the North to develop and enhance these opportunities.

# How to Reach Us

Visit the FedNor office nearest you for assistance in preparing and submitting proposals, or for information about a specific program or service.

## **Sudbury**

19 Lisgar Street, Suite 307 P3E 3L4

## **Sault Ste. Marie**

70 Foster Drive, Suite 600 P6A 6V4

## **Thunder Bay**

244 Lincoln Street, Mezzanine P7B 5L2

## **Timmins**

38 Pine Street North, Unit 134 P4N 6K6

## **North Bay**

107 Shirreff Avenue, Suite 202 P1B 7K8

## **Parry Sound**

74 James Street P2A 1T8

## **Kenora**

925 Seventh Street North P9N 2R4

Toll free:  
**1-877-333-6673**

Web Site:  
**fednor.ic.gc.ca.**

