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Opening Doors. Building Futures.

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**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



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Message from the Minister of Industry



Canada must move forward to build its competitiveness in the global marketplace and we, as Canadians, must all make innovation a priority. By doing this, Canada can secure its position as a leader in the globalized, knowledge-based economy, helping regions like Northern Ontario benefit from increased opportunities.

As part of these efforts to become a leader in innovation, the Government of Canada has developed *Canada's Innovation Strategy*, a plan that will take us into the next decade.

The idea behind this direction is simple. With the global economy being driven by discovery and change, it is clear that the greatest rewards for Canadians — better jobs and a better quality of life — will come from becoming leaders in all facets of innovation. With the leadership of the Government of Canada, through organizations such as FedNor, and with all our partners across this great country, we will make Canada a better place to live.

But what is innovation and how will *Canada's Innovation Strategy* affect the people of Northern Ontario?

Innovation is about turning ideas and knowledge into new products, new services, and new ways of doing things. It's not just about high technology and research labs. It's about changing and improving the way Canadians live, work and learn. It's about creating opportunity for our children.

For many years, Northern Ontario's economy has been largely dependent on its natural resources. Many Northern communities have successfully diversified over the years, but natural resources will continue to play a key part in the region's growth for years to come. Recognizing the importance of change, many companies working in the natural resources sectors have become innovators. Now, others are following suit.

By collectively looking at Northern Ontario's assets from different angles, and by tackling challenges in innovative ways, I am confident we will create new and exciting opportunities for Northern Ontarians and for all Canadians.

A handwritten signature in dark ink that reads "Allan Rock".

Allan Rock
Minister of Industry

Message from the Secretary of State

As Secretary of State for Rural Development and the Federal Economic Development Initiative for Northern Ontario (FedNor), I have many opportunities to meet and work with 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.

Recently, the Government of Canada unveiled *Canada's Innovation Strategy*, an approach aimed at making the Canadian economy more globally competitive. What does this mean for Northern Ontario and its many tourism and resource-based communities? The answer is simple: it means they too can become more competitive and prosperous.

Canada's Innovation Strategy is directed towards a single integrated economy — an economy that includes traditional sectors as well as new information and technology-oriented industries. Now is the time to focus on excellence in all sectors and regions of the country, including Northern Ontario. It is time to look at what we do well in the North and ask ourselves: "How can we do more of this, and do it better? How can we multiply our successes into the future?" Finding new ways of doing things — that's innovation.

FedNor's goal is to help Northern Ontario's communities compete more effectively in attracting needed investment capital and employment opportunities, particularly for youth and Aboriginal populations.

To that end, FedNor has developed economic development programs in the areas of innovation, connectedness, trade, investment and community partnerships — programs that address key issues facing the people who choose to live and work in Northern Ontario.

As we build on our past successes and address the challenges that 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'.

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.

FedNor



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.



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.

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.



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.

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.



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.

For more information about services and programs offered in your area, contact the CFDC office nearest you or visit the Ontario CFDC Web site at www.ontcfdc.com

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, Suite 112 P4N 6K6

North Bay

107 Shirreff Avenue, Suite 202 P1B 7K8

Parry Sound

74 James Street P2A 1T8

Kenora

100 Park Street, Suite 107 P9N 3W9

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