

NRC IRAP and Other Government Funding Programs

NVBC Start-up Seminar Series - April 2022

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Agenda

- 1) **Government programs - primer**
- 2) **NRC IRAP – Industrial Research Assistance Program**
- 3) **Other programs**
- 4) **Questions**

Funding Myths

Myth: I have a brilliant idea, how can I get a grant to fund it?



Truth: The government does not provide “seed funding”. You need to use savings or find investors first.



Funding Myths

Myth: Grants are easy to get



Truth: Many grants are competitive –
and all involve paperwork and
matching funds



Funding Myths

Myth: To qualify for government grants I have to be a high tech startup.



Truth: The government provides many types of funding available to a broad range of companies.



Funding Myths

Myth: All Government funding is in the form of grants – “free money”



Truth: There are different types of funding – grants, loans, refunds, matching, repayable, and more.



Table Stakes for Funding

Is your company incorporated in Canada?

Innovation – are you creating a new product, technology, service, or entering a new market?

Are you or an employee full time on this project? Do you have a team?
Are you hiring in Canada?

Do you have a business plan or lean business canvas? (if not, NVBC can help!)

What is the “founders’ equity”? Required for matching funds!

What are your specific near term needs? What will you do with the funding?



NRC IRAP

NRC IRAP

INDUSTRIAL RESEARCH ASSISTANCE PROGRAM

Application Period: Open Intake

Build relationship with your ITA

(Highly) Competitive!



*NRC Industrial Research
Assistance Program*



NRC IRAP engagement model



ADVISORY SERVICES

- Business and technical advice
- Linkages and referrals



- R&D project funding
- Youth employment hiring grant
- International collaboration projects
- Cybersecurity consulting services
- Intellectual Property strategic planning
- Pilot Testing
- NRC IRAP funded services
 - Go to market, AI research, sales acceleration, investor readiness, 4D Labs, consulting, and more

What does NRC IRAP look for?

*IRAP supports
Canadian firms that
grow through
innovation to create
jobs in Canada*

Basic eligibility:

- › for profit, incorporated in Canada, <500 FTE
- › innovate through technology

Assessment of the business:

- › business opportunity
- › management & financial capabilities
- › addressable market
- › competition
- › plan to commercialize results

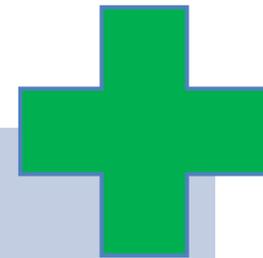
Assessment of the project:

- › project plan and challenges
- › R&D team's capacity to achieve success
- › potential impact on the firm and Canada

Useful checklist... but different for each firm, industry, and technology!



- Just an idea
- Lack of innovation (no likely IP)
- Limited commitment
- Marginal niche
- No customer discovery
- No business plan
- Single founder
- Lifestyle business
- No matching cash
- Unincorporated



- Prototype built
- New tech, process, biz model
- Full time working on the venture
- Sizeable market
- Early customer validation
- Solid Business Plan
- Dedicated team in House
- Growth; employment creation
- Revenue or investors/your money
- Canadian corporation

OTHER PROGRAMS

Innovation Canada

- Search hundreds of Government programs
 - <https://innovation.ised-isde.canada.ca>
- Talk to an Innovation Advisor
 - Amy Gopal
 - Innovation Advisor
 - amy.gopal@ised-isde.gc.ca
 - 778-834-4896



Youth Hiring Grants

ESDC Youth Employment

Numerous Delivery Partners

Range: Typically \$5,000-\$20,000 wage subsidy (usually 50%-75% match)

Application Period: Varies throughout year

Age range : 15-30 years old



Student Hiring Grants

Co-op/Internship Hiring Grants

Typical Range: \$2,000-\$10,000

Application Period: seasonal

Duration – 16 weeks

Examples:

- <https://www.wil-ait.digital/en/>
- <https://ventureforcanada.ca/employers/interns>
- Canada Summer Jobs Program
- InnovateBC Innovator Skills Initiative
- <https://technationcanada.ca/en/future-workforce-development/career-ready-program/>



Global Affairs Canada

TRADE COMMISSIONER SERVICE

Provides connections into foreign markets



CANEXPORT SME

Type: reimbursement of expenses to develop new export market

50% of expenses up to \$50K



Mitacs

MITACS Accelerate Program

Type: 50%-75% Matching Grant - \$7,500-\$10K

Application Period: Open

Mitacs helps you find students to work on research projects with your internal teams



PacifiCan

Business Scale-up and Productivity Program Jobs and Growth Fund (JGF)

Assist firms with growth funding

Interest free loan of up to 50% of eligible project costs



Innovative Solutions Canada (ISC)

ISC – Challenge



Government
of Canada

20 Government departments post challenge areas that they are seeking solutions for.

Proof of concept - up to \$150k for 6 months)

Phase 2 prototype development - up to \$1 million for up to 2 years

ISC – Testing Stream

Up to \$500K for the Government to purchase and test your product



Thank you! Questions?

Search hundreds of Government programs

<http://innovation.canada.ca>

Or talk to an Innovation Advisor for personalized advise

- Amy Gopal
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