

ACOA | Support to SMEs

Presentation June 23, 2016

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Atlantic Canada
Opportunities
Agency

Agence de
promotion économique
du Canada atlantique

Canada



ACOA's Priorities for SMEs

Innovation & Commercialization:

**Develop new ideas & products,
streamline operations & acquire
new leading-edge technologies.**

Productivity & Growth:

**Provide access to opportunities to
secure the financing need to grow,
innovate & become more productive.**

International Business Development:

**Businesses have the tools, access &
support required to succeed in
global markets.**


ACOA's Business Support Programs

- **Business Development Program (BDP):**
Provides access to capital in the form of interest-free, unsecured repayable contributions.
- **Atlantic Innovation Fund (AIF):**
Encourages partnerships among private sector firms, universities, colleges & other research institutions to develop & commercialize new or improved products & services.





Business Development Program

- **Provides Up to \$500,000 in Assistance for:**
 - **Capital costs (50%) - equipment, expansions & leasehold improvements.**
 - **Soft costs (75%) - new marketing activities, productivity & quality assurance programs, small R&D.**
 - **Terms - interest free, unsecured, repayable over 10 years (maximum).**
 - **Projects must demonstrate incrementality & net economic benefit to the Atlantic Region.**
 - **Ineligible business sectors - retail/wholesale, real estate, government services, and services of a personal or social nature.**
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Business Development Program

- **Application Process is Continuous, Available Online or in Print:**

Applications evaluated on commercial viability & economic benefit.

Full business plan required.

ACOA's Account Managers available to assist SMEs to develop their projects & applications.



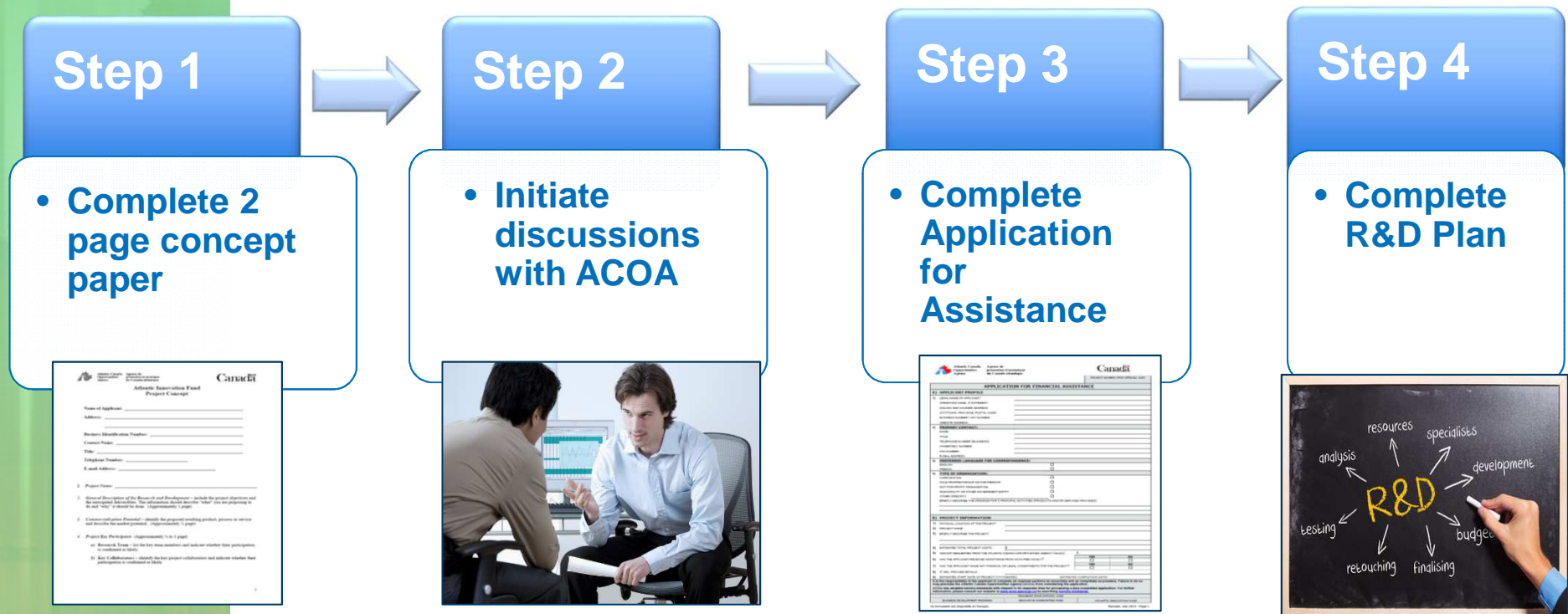
Atlantic Innovation Fund

- **Encourages partnerships to develop & commercialize new or improved products & services.**
- **Grows strategic sectors.**
- **Develops & brings new products & services to global markets.**



Simplified & Continuous Application Process

Simplified & Continuous Application Process





AIF Assessment Criteria



Technical Soundness

- Technically sound project
- Supports new or improved technologies

Management & Financial

- Management is sound
- Adequate financing to complete project
- Leverages funding

Commercialization

- Commercially sound project
- Private sector participation

Economic Benefit

- Significant economic benefits for Atlantic Canada
- Be incremental
- Impact on strategic sectors/technologies
- Fills a gap in the Atlantic system of innovation
- Improves innovation capacity of the private sector
- Is pan-Atlantic in scope
- Builds critical mass through networks/cooperation
- Attracts new firms, institutions and researchers
- Fosters national and international affiliations



Canada Business Network



Some of the resources that Canada Business can help identify:

- **Access to Databases – for listing of competitors/suppliers/potential clients**
- **Market Research – demographic expenditures**
- **Permits and Licensing**
- **Funding programs**

<http://www.canadabusiness.ca/eng/>



Contact Information:

www.acoa-apec.gc.ca:

- **Program details**
- **Project concept templates**
- **Application form**

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