

Economic Development

Canada

Program

Business and Regional Growth



**Canada Economic
Development**
for Quebec Regions

**Développement
économique Canada**
pour les régions du Québec

The object of the Economic Development Agency of Canada for the Regions of Quebec is to support Quebec's regions and communities so as to enable them to increase their development capability, dynamism and prosperity on a lasting basis. Quebec's regions face some substantial development challenges. In this context, they must continue their diversification efforts, just as enterprises have to continue enhancing their productivity and their innovation capability. The Agency intends to work more closely still with the economic stakeholders in communities to draw up solutions helping them successfully meet main challenges facing their regions.

Designed by the Agency, the **Business and Regional Growth** program reinforces the conditions conducive to the sustainable development of regions and SMEs. This program is in effect from April 1, 2007 to March 31, 2012 and it is aimed at:

- helping enterprises improve their performance, become more competitive and engage in more innovation to facilitate their sustainable development

- supporting the transfer of technology and research outputs to enterprises
- creating the right conditions to attract foreign investment and international organizations.

The Agency advocates an approach aimed at the attainment of tangible and measurable results. The **Business and Regional Growth** program has two main components: **SME Competitiveness** and **Sectoral and Regional Growth**.

COMPONENT 1 SME COMPETITIVENESS

Fostering the competitiveness of SMEs by increasing their capacity to innovate, adopt leading-edge technologies and develop markets.

Eligible projects lead to optimization of enterprises' performance and are aimed at the following outcomes:

- enterprises increase their productivity through the adoption of technologies and new processes or the acquisition of new equipment
- enterprises have greater capacity and market development opportunities to increase their sales outside Quebec
- enterprises innovate, increase their R&D activity and development of new products and processes, and commercialize them
- innovative enterprises are established



- enterprises are more competitive as a result of the services delivered by support organizations (for instance, in innovation, market development and value chain management).

COMPONENT 2 SECTORAL AND REGIONAL GROWTH

Fostering sectoral and regional growth by developing and consolidating recognized competitiveness poles in Quebec and Canada and by attracting foreign investment and international organizations.

Eligible projects are aimed at the following outcomes:

- enterprises and other organizations in the same sector or region are networked and they implement a shared development plan
- through their participation in networks or clusters, enterprises are integrated with sectoral or regional supply chains and improve their performance
- applied research conducted with enterprises is intensified, and its outcomes are transferred to them
- technology services and transfers meet enterprises' needs
- plans are drawn up and implemented to enhance locational factors, in conjunction with partners from Quebec and Canada, with a view to attracting direct foreign investment and international organizations.



TARGET CLIENTELE

- small- and medium-sized enterprises
- SME groups and associations
- non-profit organizations dedicated to business support and economic development
- organizations or institutions dedicated to the promotion and dissemination of knowledge and know-how, including universities and teaching institutions.

ANALYSIS CRITERIA

To be eligible, a project must further the priorities of the business office receiving the application and is subject to the availability of Agency budgets.

Projects are analysed and funding levels established based on a range of criteria, including:

- the project's contribution to attaining the program's goals and desired outcomes
- conformity with Agency priorities
- incentive nature of the assistance and demonstrated financial need for implementation of the project taking other, existing funding sources into account
- demonstrable evidence that the project meets a recognized need and significantly contributes to a region's economic development
- promoter's management capability
- viability of the enterprise or organization



- level of risk involved
- impact on competition
- availability of Agency funds.

APPLICATION REQUIREMENTS

Promoters must submit a written application that includes, for example:

- description of the objectives targeted by the project and demonstration that it helps achieve the desired outcomes of the program
- profile of the enterprise or organization and of its administrators

APPLICATION REQUIREMENTS (continued)

- business plan and financial statements
- information regarding any federal, provincial or municipal assistance received or anticipated for the project
- information on any commitments made with respect to the project
- results of the last project carried out with Agency assistance, where applicable.

FINANCIAL ASSISTANCE

Financial assistance awarded under this program is provided in the form of contributions and grants and must comply with the provisions of the Treasury Board's *Policy on Transfer Payments*.



ELIGIBLE COSTS

Eligible costs include all expenses directly related to the project and deemed reasonable and necessary for its execution.

Agency priorities, policy and guidelines are taken into account in the analysis of costs. For further information, interested individuals may consult the Agency's Web site or get in touch with a regional business office advisor.

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