

Indigenous Services Canada

Community Opportunity Readiness Program

BC Region



Indigenous Services
Canada

Services aux
Autochtones Canada

Canada

Outline of presentation

1. Overview of Community Opportunity Readiness Program
2. Business Support / Economic Opportunities
3. 2021-22 BC Region Intake Process
 - Screening process
 - Application and supporting documents
 - Project review and assessment
4. Program contacts
5. Q&A

Overview

The Community Opportunity Readiness Program (CORP) provides project-based funding to support First Nations and Inuit communities in their pursuit of and participation in economic opportunities.

CORP support opportunities with the potential of generating incremental community economic benefits (e.g., employment; business revenues; leasing revenues)

Eligible activities and funding limits

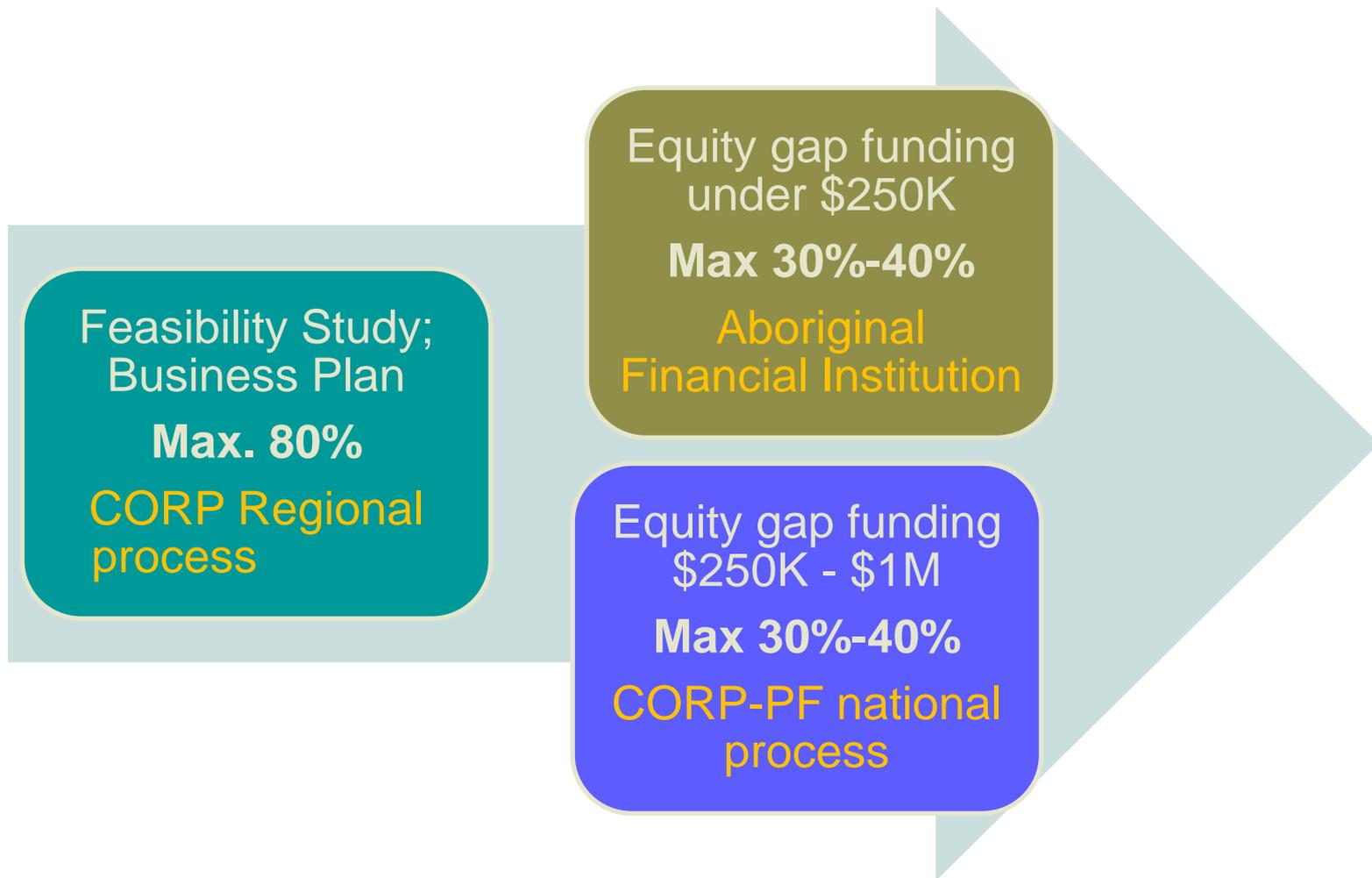
CORP Regional Process (funding up to \$250K)

- Community-owned businesses: Feasibility studies; business plans and other related planning documents leading to establishment, acquisition or expansion of community-owned businesses
- Community economic infrastructure: Planning and design for community economic infrastructure that supports multiple business opportunities; often multiple years.

CORP PF National Process (funding greater than \$250K)

- Equity gap support for the establishment, acquisition or expansion of community-owned businesses
- Capital costs for economic infrastructure: Site servicing; site development e.g, roads, sewer and water connection, marina, signage, etc

Support for community-owned business



CORP support for business development

Example: A community wants to establish a community-owned business.

1. Business concept is supported by members in a community planning document (e.g., economic development plan, comprehensive community plan).
2. Community applies to CORP for business planning, e.g., hire a consultant to complete feasibility and/or business plans. Business Plan should demonstrate viability of the business to proceed to next stage.
3. Equity funding support (maximum 40%) for business start up:
 - Apply to Aboriginal Financial Institutions for funding up to \$250,000.
 - Apply to ISC CORP National process for equity funding greater than \$250,000 up to \$1M..
 - Financing must include commercial loan of at least 40% of eligible costs
 - Applicant cash contribution of at least 20% of eligible costs

Community Economic Infrastructure

Planning Stage (Year 1):

e.g., Highest and Best Use study ;
Environmental,
archeological,
geotechnical site
assessment.

CORP Region
Max. 80%

Design Stage (Years 2-3 or more):

e.g., Engineering,
design, Class A cost
estimates, servicing
agreements

CORP Region
Max 80%

Construction Stage:

e.g., Site servicing,
site development
construction costs

CORP National
Max. 66.67%

Project must identify business opportunities and anchor tenant to advance to next stage.

CORP support for site development

Example: Community wants to develop a parcel of land for commercial use.

1. Opportunity is supported by members in a community planning document (e.g., land use plan).
2. Community applies to CORP Region for analysis/assessment of opportunity with long-term economic benefits e.g.
 - Site assessment (environmental, archeological, geotechnical) on reserve or fee simple
 - Highest and Best Use Study
 - Identification of potential anchor tenant, potential leasing opportunities
 - Conceptual Site Planning; cost estimates
 - Community meetings
3. Community applies to CORP Region for design costs, e.g.,
 - Permits
 - Engineering design
 - Detailed cost estimates (Class A)
 - Servicing Agreements with municipality
4. Community applies to CORP National for site servicing construction costs
 - Meet all program shovel-ready criteria (anchor tenant, permits, servicing agreements, etc)

CORP Region 2021-22 intake process overview

1. Call for proposals (now underway)



2. Project screening (contact ISC as soon as possible, up to March 15)



3. Application: Submit application by March 15 with all attachments



4. ISC project review and ranking



5. Project approvals

CORP Region 2021-22 intake process

- Call for proposals is now underway (call was sent out January 20 2021).
 1. Project screening as early as possible; make an appointment to speak with your ISC Economic Development Officer.
 2. Application due March 15, 2021.
 3. ISC application review from receipt of application. If Nations submit an application earlier than the March 15th deadline you should receive comments and feedback earlier.
 4. CORP Regional review and selection process;
 - Considerations include: ISC project funding in the last 3 years; First Nation employment; first Nation/ partner/ and commercial financing; project land status.
 - ISC Economic Development Officer will communicate the status of the review and ranking.
 5. Funding approvals; from the end of March to May.

Project Screening: now underway

Contact ISC to discuss proposal

General Discussion:

1. Project eligibility; will this opportunity make money? We have a rough 5:1 ratio that we use to determine if this is eligible.
2. Applicant eligibility (First Nation, Tribal Council, Indigenous Government with a Master Funding Agreement through ISC)
3. Reporting: Economic Development reporting (including past CORP funding) and audits up to date.
4. Project identified as priority in Community Economic Development Plan, Land Use Plan, Comprehensive Community Plan.
5. Land Status (if applicable); is the land controlled by the Nation. Either on reserve or off reserve (and owned by the Nation).

Note: only one submission per Recipient

2. Submit Full Application by March 15

Information to include:

- Project description and objectives:
 - What is the opportunity?
 - must be identified in a Community Plan; (e.g., Economic Development Plan, Land Use Plan, Comprehensive Community Plan) – please attach a copy of the relevant plan.
 - What are the activities for which you are seeking funding support? include a work plan
- Who will undertake the work? Describe experience and credentials
- Include a breakdown of all costs, including a minimum of three quotes for professional services or confirmation of a previously completed tendering process.
- Band Council Resolution (or equivalent) to confirm minimum 10% cash contribution (ISC maximum contribution is 80%): talk to your EDO about the timing of submitting the BCR

ISC review and ranking

- Ranking criteria include:
 - New project: no CORP funding in past 3 years
 - Continuation of a project: previously funded by CORP and project is progressing with potential for economic benefits
 - Remote and isolated communities
 - Income assistance dependency rate
 - FN or partner equity contribution (note that ISC's contribution is maximum 80% and Applicant's contribution is minimum 10% cash contribution)
- Assessment criteria include:
 - Proposed activities support economic opportunity
 - Work plan is achievable
 - Costs are reasonable
 - Management capacity of applicant; qualifications of proposed professional services

Approval and Reporting

- Upon approval, amendment to Master Agreement
 - Program Statement of Work to outline approved activities, deliverables
 - Cash flow linked to project milestones (ISC monthly funding cycle)
 - Interim reporting and deliverables: as outlined in Statement of Work
 - Final report and deliverables: May 31, as outlined in Master Agreement
 - Year-End Audit Review:
 - Show all expenditures
 - If total cost is lower than expected ensure it doesn't result in ISC overpayment (e.g., maximum approved % funding)

Lobbying at the Federal Level

Canada's Lobbying Act recognize that

- Free and open access to government is important
- Lobbying is a legitimate activity
- Knowing who is engaged in lobbying is desirable
- Registration should not impede access to government

Example of a consultant lobbyist

- Paid by a client to communicate with a federal public office holder about the awarding of contributions or arranging a meeting between a public officer holder and any other person.
- Lobbying does not include requests for information.

Consultant lobbyists must register for each client and abide by the Lobbyist's Code of Conduct.

For more information: lobbycanada.gc.ca

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For more information, or for assistance to develop or submit an application, please contact your regional Economic Development Programs Officer listed above or send an email to aadnc.bcecdev.aandc@canada.ca .

Questions?