

# Green Funding for Manufacturers

Elliot Schiller

The newly available SMART Green Program is provided through a partnership of the Canadian Manufacturers & Exporters (CME) with the Government of Ontario. Its objective is to provide funding to assist small- and medium-sized manufacturers (SME's) to reduce greenhouse gas (GHG) and improve energy efficiency.

The SMART Green Program provides assistance in the form of non-repayable grants of 50 per cent of eligible costs up to \$200,000 per facility, or \$500,000 per multi-facility companies. The Program hopes to improve the competitiveness of the Ontario manufacturing supply. The purpose of this Program is to support investments in technology and process improvements by manufacturers, which result in GHG emissions intensity reductions and/or avoidance. This is to be done through upgrades to process/production equipment, efficiency of energy delivery, and lead to productivity improvements, which in turn lead to lower GHG emissions on per-production-unit basis. More specifically, the program is to fund situations where you have the opportunity to make improvements to new process and/or production equipment installations and reduced associated costs.

"We are pleased to partner with Canadian Manufacturers & Exporters on the SMART Green program. It's a great way to promote energy efficiency and to help Ontario businesses take advantage of the latest clean technology to stay competitive in a greener global economy." said Brad Duguid, Minister of Economic Development and Growth, Government of Ontario.

## Program Overview

The SMART Green Program is open to small- and medium-sized manufacturers throughout Ontario and provides assistance in the form of non-repayable grants of 50% of eligible costs up to \$200,000. The program will improve the competitiveness of the Ontario manufacturing supply chain by not only delivering value to the SME-eligible manufacturers, but also by contributing to Ontario's 2020 targets for GHG emissions reduction.

"We are proud of the significant progress manufacturers have already made on improving energy efficiency and reducing green house gas emissions," said Ian Howcroft, CME Vice President, Ontario. "The \$25 million SMART Green Program provides an opportunity to continue to invest in measures that will improve the environment, mitigate costs associated with carbon and improve competitiveness. It is a great example of a partnership with government that we can build on."

## Eligibility

- Manufacturers must be located in Ontario with a minimum of 10 full time employees.
- The Program targets small and medium-sized



manufacturers with annual greenhouse gas emissions under 25,000 tonnes per year.

- Manufacturers who are participating in or have opted in to Ontario's Cap & Trade Program are not eligible to apply for SMART funding.
- Applicant companies must be financially stable incorporated businesses with at least 3 years of operating history in Ontario. (Note: companies unable to demonstrate this may still be eligible to participate in the Program if they can otherwise demonstrate long-term financial health).
- Applicants must demonstrate financial need for the funding, i.e., without a SMART Program grant, the project would fail to meet a desired hurdle rate/payback timeframe.
- Companies must be engaged in manufacturing as their primary activity.
- Funding is available for new projects only.

## Funding Process

Project funding will support two application types. First, a technical assessment for applicants who have not identified a project or do not have a baseline GHG emission report (via 3rd party) for a specified project; and second, a project funding application for capital investments.

Applicants can receive 50% of eligible consulting costs to a maximum of \$10,000 for a technical walk-through and/or a detailed technical assessment (which includes a baseline assessment and estimated GHG reductions or savings). Applicants can receive 50% of eligible costs to a maximum of \$200,000 for a qualified capital project. The maximum funding per facility for a combined assessment/baseline and capital project is \$200,000.

Companies with more than one facility may apply for funding for a maximum of 5 facilities. The maximum funding allowance for multi-facility companies will be capped at \$500,000, with the maximum funding allowance per facility being capped at \$200,000 for a project including assessment.

## Timing

\$25 Million has been allocated for the Program with funding awarded on a first come first served basis. 50% funding of a project can change a bad return on investment calculation to a viable project, so, think about what you need to do, and apply soon.

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## David Teeger

### Director

David Teeger C.A., C.A. (S.A.) graduated as a Chartered Accountant in South Africa, and upon arrival in Canada he obtained his Canadian C.A. designation and joined Richter & Associates, a management consulting firm, where he concentrated his practice on various business sectors including household goods, fashion, automotive parts, public associations, and retail chains. He performed many roles in his 15 years at Richter, including managing the professional services organization in North America and all business operations throughout Europe.

David's professional capabilities include computer audits, feasibility studies, system analyses and assistance in the selection, negotiation and implementation of computerized solutions.

As a founding partner of Teeger Schiller Inc., he has focused his practice on consulting to management. His team of professionals has helped businesses select and successfully install a variety of ERP business solutions and add-on systems including business intelligence solutions to give new life to existing computer systems. David's clients not only rely on him to successfully manage the implementation of their new systems, but to manage the change that occurs in their organizations as a result of the use of these new tools.



## Elliot Schiller

### Director

Elliot Schiller, Ph.D., C.M.C. began his career as a Chemical Engineer working for Grumman Aircraft, in Long Island, New York. He obtained his Ph.D. at the University of Pittsburgh with funding from the U.S. Atomic Energy Commission, and, after being awarded a Presidential Fellowship, he went on to perform research and development activities at Brookhaven National Laboratory.

Since coming to Canada, he has primarily assisted consumer products and retail organizations in a variety of strategic management initiatives, traveling around the globe on behalf of his clients. In 1987, Elliot joined Richter & Associates, and it is here that he first met David Teeger.

As a founding partner of Teeger Schiller Inc., he has focused the SR&ED / Grant Division on obtaining grants and tax incentives for over 100 companies in the small to medium sized business sector. His team has provided services to the discrete / processing manufacturing, material development, textiles, apparel, automotive and computer sciences sectors. Annually, Teeger Schiller Inc. secures more than \$5 million in government funding to assist its clients in having their business initiatives supported by government funding.



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