

REPORT OF THE MANAGER OF ECONOMIC DEVELOPMENT

OBJECTIVE

To provide Council information regarding the Grant Match Program.

RECOMMENDATION

That the report of the Manager of Economic Development be received

And That Council enter into an agreement with Grant Match to provide grant sourcing and application services

BACKGROUND

Staff are constantly on the lookout for grant opportunities to fund projects within the Municipality. With a large number of grants available in different amounts and for a wide variety of programs, it is often difficult for staff to be aware of all available funding. Further, due to a limited number of human resources, it is difficult for staff to apply to all open grants leading to missed opportunities for the municipality.

ANALYSIS

Grant Match reached out to the municipality to offer their services earlier in the year. This service provider locates and applies for grants on the City's behalf on a fee for service based model charging based on successful funding. As part of their service, they will review the City's projects and provide grant opportunities that align with the municipality's needs. Should a grant be available that fits an identified project, it will be presented for review. Should the municipality choose to apply themselves, there is no fee charged. In the event that staff are unable to complete the application, Grant Match will apply on the City's behalf. This discretionary option to use their services (for a potential fee) or apply in-house is very important and leaves the city in a good position of control and autonomy.

Ultimately, this service provides considerable value to the Municipality and potentially may lead to a large financial benefit.

FINANCIAL IMPACT

There is no cost for the presentation of available grants. Should the service be used, the following will be applicable:

- i) 10% on the first \$1,000,000 of Government Funding approved; and
- ii) 5% on the remaining Government Funding approved, greater than \$1 million

SUMMARY

Staff recommend that Council enter into an agreement with Grant Match for grant sourcing and application services.

