



GrantMatch

Government Funding Strategists

Client Discovery
Package

Presented By
Michele Trempe





Michele Trempe,
Senior Director of
Business Development

Michele Trempe

Michele is a high-energy, passionate team player with a wealth of experience. She previously worked in Sales Tax Recovery and has over 20 years of business experience in sales and leadership.

She holds an Honours Business Administration Diploma from Southern Alberta Institute of Technology, and a Bachelor of Arts degree in Psychology from York University.

Government Grants & Incentives for Canadian Municipalities

PART 1 GrantMatch Introduction

PART 2 Proactive Funding Strategy

PART 3 The GrantMatch Platform

PART 4 Client Success

PART 5 Success Fee Model

Government Funding Strategists

GrantMatch is the industry leader in securing government funding for Municipalities across Canada.

- 25+ Years of Experience
- \$1+ Billion in Tax, Grants & Incentives Recovered
- Powered by BigData, Machine Learning, and AI
- Delivered by real people!





Funding Experts. Friendly Faces.

Our **Mission** is to resolve global challenges by connecting clients to funding.

Our **Goal** is to educate, advise, and assist forward thinking organizations in reaching their funding potential and prospering as a result.

Our **Innovation** simplifies the grant process for clients. The GrantMatch™ platform drives the Software-enabled Service provided.

Proactive Funding Strategy

We understand the complexities of municipal grants.

Numerous programs are offered at fluctuating intake intervals to help fund community projects, infrastructure, and programming.

We cut through the confusion, uncovering specific financial resources so communities can focus on growth and taking their operations to the next level.



A Proven Process

Municipalities look to GrantMatch to ensure that they are utilizing all of the funding program support available in their space.



RESEARCH

GrantMatch inputs core municipal data into our proprietary software to generate a curated list of available funding programs.



IDENTIFY

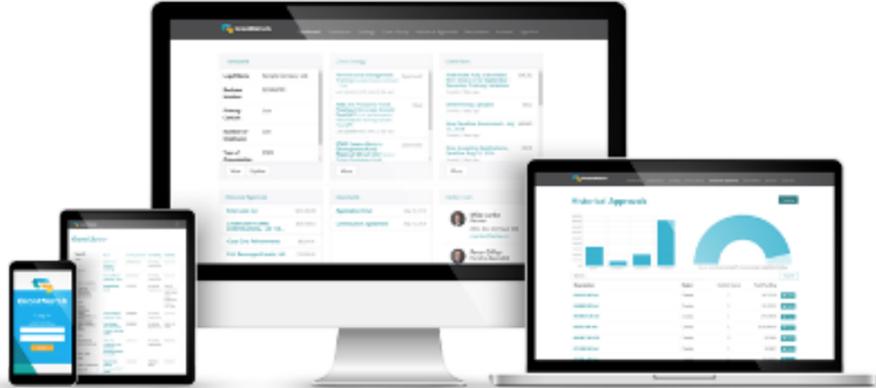
GrantMatch utilizes municipal expenditure documents to develop an all-encompassing grant strategy.



SECURE

GrantMatch will execute the application(s) on behalf of the community, who reviews all materials prior to submission.

The GrantMatch™ Platform

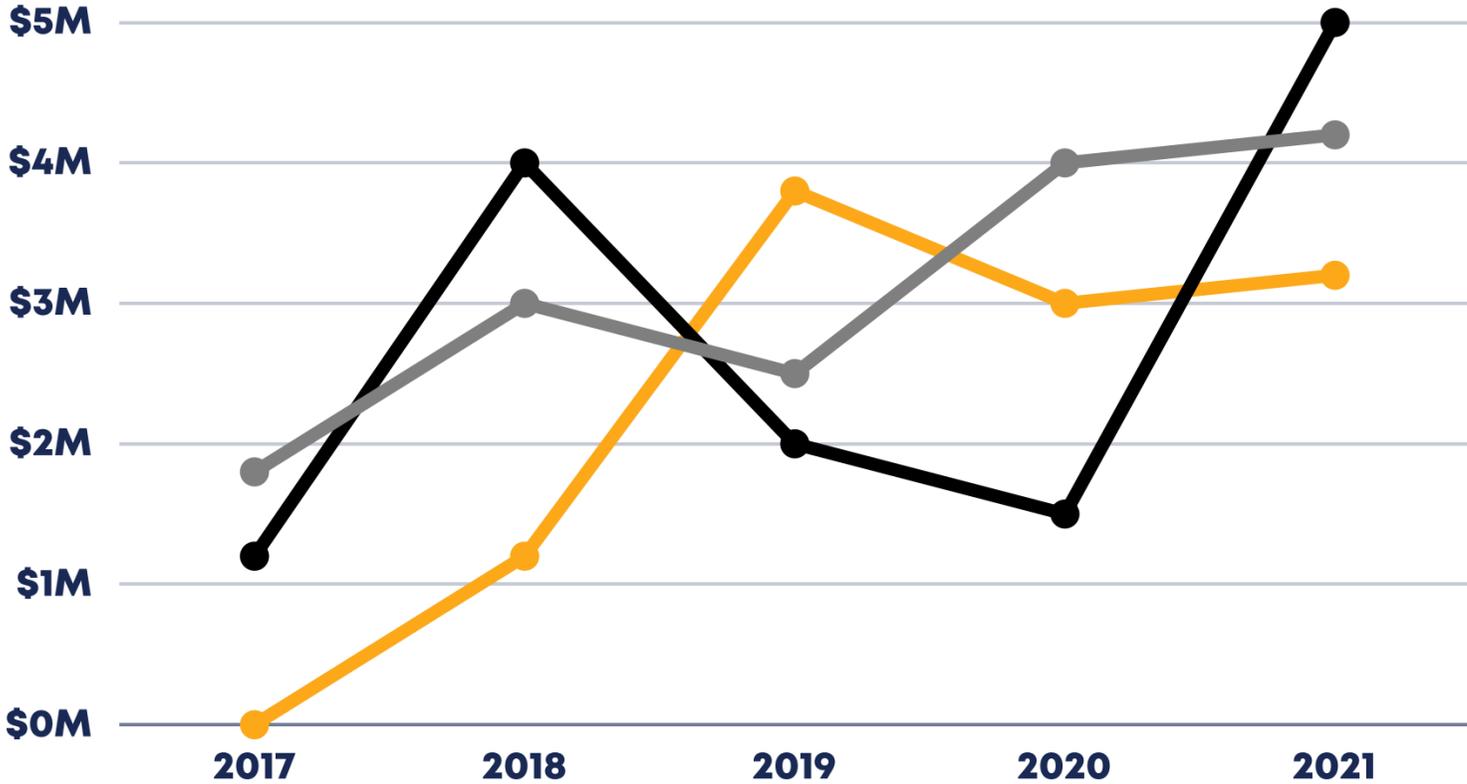


380k

Companies & Organizations

\$3.3t

In Government Funding



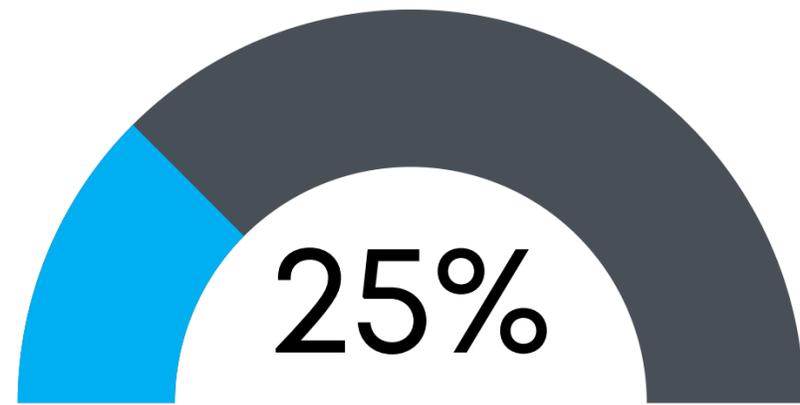
1.14m

Historical Grant Approval Records

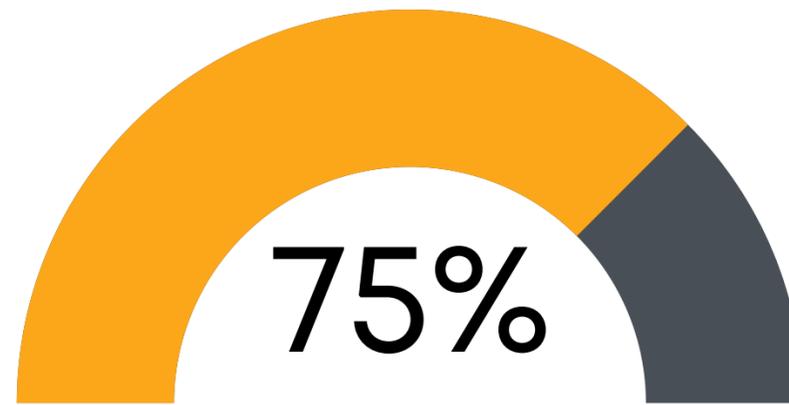
4600+

Funding Programs

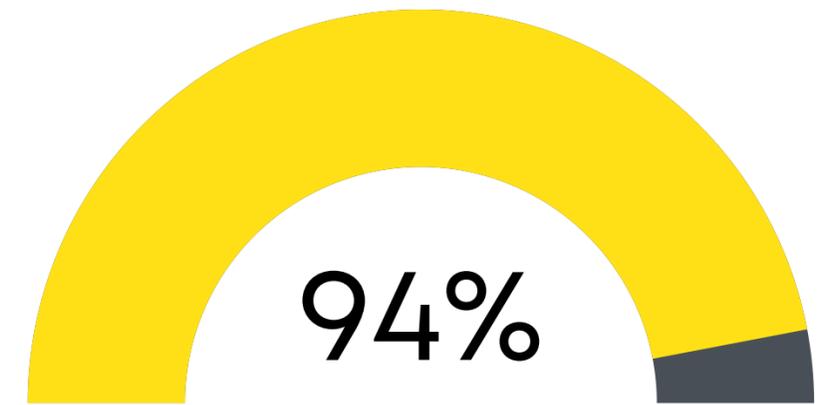
GrantMatch Offers Municipalities the Greatest Probability of Funding Success



Industry Average
Application Success
Rate



Triple Your Probability
With Our Sprint Funding
Approach



Our Strategic Funding
Approach Achieves the
Highest Success Rate



Success Story

City of Kawartha Lakes

For nearly a decade, the GrantMatch team has served the City of Kawartha Lakes as their government funding strategists, leading to many funding approvals.

GrantMatch assisted in eliminating the friction the city had experienced in the process of identifying, qualifying for, and securing municipal grant funding to support community-building initiatives.



Proactive Funding Strategy - the 'Our Kawartha Lakes' plan integrates economic, environmental, and social factors.



\$5,000,000

- Funding Approval: a \$5,000,000 loan secured through the **Green Municipal Fund** for the carbon neutral affordable housing project



\$750,000

- Funding Approval: \$750,000 from the **Low Carbon Innovation Fund** for the carbon-neutral affordable housing project



\$245,000

- Funding Approval: \$245,500 secured through the **Rural Economic Development Fund** for community downtown revitalization project

A Sample of GrantMatch Municipal Clients



Municipal Funding Themes for 2021



ENVIRONMENTAL

Harness government programming to make your community greener.



INFRASTRUCTURE

Improve your community's infrastructure and attract funding to support your projects.



RURAL COMMUNITIES

Uncover specific funding programming designed to support small communities with big goals.



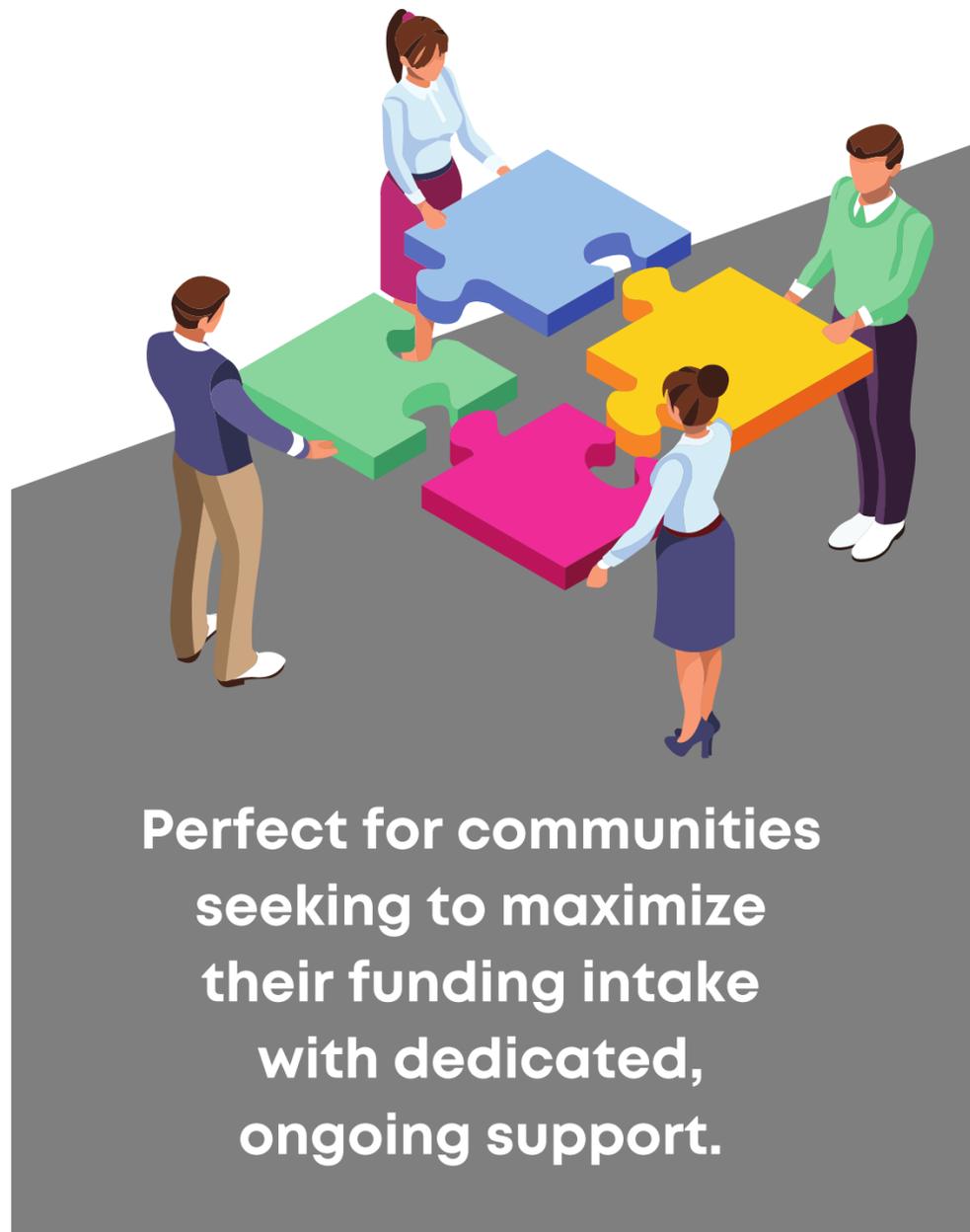
COMMUNITY & CULTURE

Locate funding for community-building initiatives such as cultural spaces, Indigenous programming, or heritage projects.



RECREATION

Secure funding to upgrade facilities and offer programming to support healthy and active communities.



Premium Service Offering

Performance Contingency

For municipalities seeking low risk, advanced strategic management support.

- Complex projects are estimated in advance and service is provided on an ongoing basis, as part of a proactive funding strategy
- Success Fee Structure - GrantMatch fees are a percentage of funding secured:
 - **10%** on the first **\$1M** in funding approved
 - **5%** beyond **\$1M**



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Contact

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