

We help businesses grow!

## TARIFFS UPDATE

2 Tariffs, what we know

3 - 6 Tariffs Resources

7 Upcoming events



**We are looking for your ideas?  
What topics would you like to see  
in our Small Business Newsletter?**

**Send your ideas to**

**info@chukuni.com**

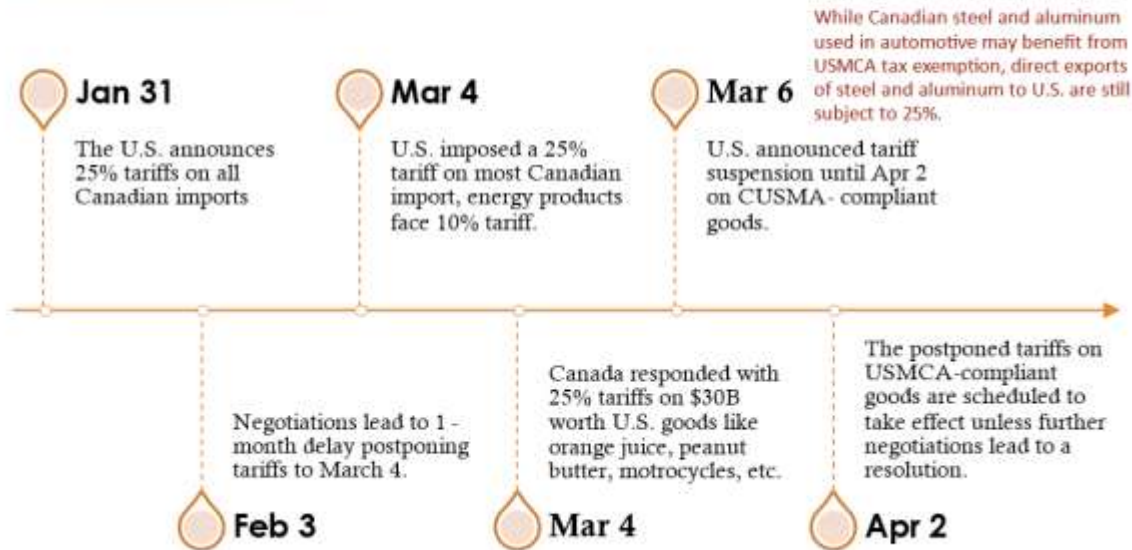


**CHUKUNI**  
Communities Development Corporation

# FedNor Tariffs Update



## Tariffs: What do We Know Today



## Northern Ontario Context



Combined, the **Goods-Producing Industries** accounted for **one-third (34%)** of Northern Ontario's **GDP in 2022**, with Mining, Construction, and Manufacturing being the top three goods-producing sectors.



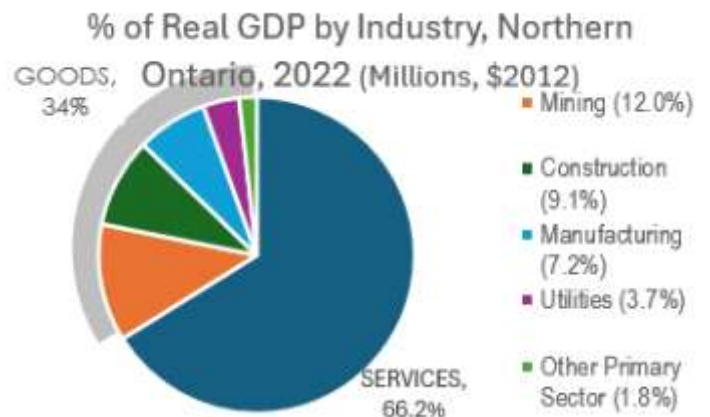
With a large geography and low population density, almost half of residents live in **small and dispersed communities**. A total of **38 communities are dependent on a single industry** to sustain their local economy (28 First Nations).



Mining and Forestry, along with related supply sectors, drive the region's economy. **Metal and non-metallic minerals, industrial machinery, equipment** and parts, and **forestry products** and building materials are **three of Ontario's top exports**, with significant production and activity in the North.



Businesses in Northern Ontario already face challenges from **higher costs of doing business** due to distance and transportation, and potential tariffs could further **impact their competitiveness**.



<b>Total GDP (2022)</b>	<b>\$32.49 billion</b>
<b>Population (2021)</b>	856,193 or 6% of ON population
<b>Indigenous (2021)</b>	140,310, 17% of NO population, or 35% of ON Indigenous population
<b>Number of Communities</b>	150 municipalities 80% with less than 2,000 residents; 31 Official Language minority communities; 105 First Nation communities; 31 remote communities
<b>Largest Cities (2021)</b>	Greater Sudbury CMA (170,605) Thunder Bay CMA (123,258) Sault Ste. Marie CA (76,159) North Bay CA (71,736) Timmins CA (41,145)

# Compendium of Resources For Businesses Facing U.S. Tariff Threats

FedNor has created this compendium of resources in Northern Ontario facing challenges from the U.S. tariffs. It includes funding opportunities, strategic support, and essential tools to help businesses.

Please note: If you have received a printed copy, the links for the resources listed on pages 3-6 may be found at: <http://www.chukuni.com/small-business-newsletter> in the file for April 2025.

## Funding Programs

1.	<b><u>Regional Economic Growth through Innovation (REGI)</u></b>	Funding by Regional Development Agencies (RDAs) to start and grow businesses and create the conditions for the development of strong, dynamic and inclusive regional innovation ecosystems across the country.
2.	<b><u>Northern Ontario Development Program (NODP) by FedNor</u></b>	Supports economic growth, job creation, and business development in Northern Ontario. It funds projects that enhance innovation, community development, and business expansion to strengthen the region's economy.
3.	<b><u>CanExport SMEs and other funding programs by Trade Commissioner Service</u></b>	Grants covering up to 50% of eligible export marketing project costs, to a maximum of \$50,000 per application.
4.	<b><u>BDC Small business loan</u></b>	Apply online for up to \$100,000
5.	<b><u>Apprenticeship Incentive Grant (AIG)</u></b>	A taxable cash grant of \$1,000 per year or level, for a lifetime maximum amount of \$2,000 per person. A prescribed trade includes the trades currently listed under the <u>Red Seal Program</u> .
6.	<b><u>Guarantees from EDC</u></b>	Fuel your international growth with a working capital guarantee from EDC. Explore options.
7.	<b><u>Trade Credit Insurance by EDC</u></b>	Protect against supply chain disruptions and the risk of non-payment of goods shipped to the U.S. Get protected against losses in the event of non-payment from your buyer.
8.	<b><u>Farm Credit Canada</u></b>	FCC is a dedicated lender for the agriculture and agri-food sectors and provides a range of financial products and services to support Canadian farmers and business related to farming.

## Support Services

1.	<a href="#"><u>Canada Tariff Finder</u></a>	A free online tool to get tariff information for specific products and countries where Canada has a Free Trade Agreement (FTA). The tool also allows you to compare tariffs between different products or countries to identify your best options.
2.	<a href="#"><u>Canadian Commercial Corporation (CCC)</u></a>	Supports Canadian businesses to pursue sales to foreign governments at all levels and provides a government-to-government contracting mechanism that de-risks the transaction for both you and your buyer.
3.	<a href="#"><u>Global Bid Opportunity Finder (GBOF)</u></a>	GBOF by CCC is where you can search for commercial opportunities with foreign governments which are available to Canadian businesses.
4.	<a href="#"><u>Made in Canada Guide</u></a>	A repository of products and services made in Canada for consumers to support local businesses.
5.	<a href="#"><u>Business Benefits Finder</u></a>	Find programs and services to help your business grow.
6.	<a href="#"><u>ESDC's Work-Sharing Program</u></a>	Helps avoid layoffs when businesses experience a temporary decrease in normal business activity that is beyond the control of the employer.

## Educational Resources and Tools

1.	<a href="#"><u>Trade Commissioner Service's Export Guide and Statistics</u></a>	A comprehensive repository of step-by-step guide to exporting, developing export plan, growing digital presence, leveraging Canada's Free Trade Agreements and latest trade data.
2.	<a href="#"><u>BDC's Support page</u></a>	For Canadian importers and exporters.
3.	<a href="#"><u>PwC's Tariffs and Trade Policy Resource Centre</u></a>	Offers a comprehensive resource center that provides insights into the implications of U.S. tariffs on Canadian industries. They estimate that a 25% tariff on Canadian products could result in approximately \$73 billion annually in tariffs. The center offers guidance on navigating new global tariffs and developing strategies to mitigate their impact.



4.	<a href="#"><u>Canada-U.S Trade Tracker</u></a>	By the Canadian Chamber of Commerce, it's a new tool designed to illustrate the ties between our two economies.
5.	<a href="#"><u>Trade Impact Navigator</u></a>	By MNP, take a Tariff exposure risk assessment that will help you take action.
6.	<a href="#"><u>U.S. Market Intelligence by EDC</u></a>	Find information to navigate export to the U.S. Learn about protecting your business against volatile currencies, expansion through M&A, and <a href="#"><u>manage risk through market diversification.</u></a>
7.	<a href="#"><u>Export Help Hub by EDC</u></a>	EDC experts provide tailored answers to exporting questions. Need to create a free account on MyEDC.
8.	<a href="#"><u>Canadian Custom Tariffs</u></a>	Get tariff classifications for goods you want to import into Canada. The Canadian Customs Tariff shows the preferential tariffs for products coming from countries with which Canada has a free trade agreement.

## Industry Specific

<b>Manufacturing &amp; Retail</b>		
<b>1.</b>	<a href="#"><u>Canadian Manufacturers and Exporters</u></a>	Ontario region specific resources
<b>2.</b>	<a href="#"><u>Ontario Made</u></a>	Created and managed by Canadian Manufacturers & Exporters, Ontario Made brings together manufacturers and makers, retailers, and consumers to celebrate and promote the many world-class products that are made right here.
<b>3.</b>	<a href="#"><u>Excellence in Manufacturing Consortium (EMC) Opportunity Alerts Program (Member only)</u></a>	Enables businesses to expand their supply chain and connect with qualified B2B suppliers across Canada. Through this program, businesses can post opportunities to identify local and national suppliers, bid on RFPs to secure new contracts, and access regional resources to foster strategic partnerships.
		<p>Contact:  Nathalia Maia,  Training Services and Programs Manager:  <a href="mailto:Nathalia.Maia@cme-mec.ca">Nathalia.Maia@cme-mec.ca</a></p> <p><a href="#"><u>Northern Ontario Consortium</u></a>  Contact:  Ross Cooper,  Manufacturing Consortium Manager:  705-528-7207  <a href="mailto:rcooper@emccanada.org">rcooper@emccanada.org</a></p>

<b>Agriculture and Agri-Food</b>	
<b>1.</b>	<p><u><a href="#">International trade of agri-food products</a></u></p> <p>Trade services for Canadian exporters, market information, business opportunities, trade shows, in-market expertise, Canada Brand.</p>
<b>Mining</b>	
<b>1.</b>	<p><u><a href="#">Mine Connect</a></u></p> <p>Ontario's Mining Supply &amp; Services Association to explore a comprehensive directory of suppliers. Make most of industry-leading events, trade shows, and networking opportunities designed to foster collaboration and innovation within the mining sector.</p>

### International Trade resources by ISED

<b>1.</b>	<p><u><a href="#">Tariffs and Trade: What to Know</a></u></p> <p>ISED has tools for calculating, explaining and identifying tariffs, as well as guidance towards diversification guidance services such as TCS that could be relevant for many of your companies and recipients.</p>
<b>2.</b>	<p><u><a href="#">Trade Commissioner Service</a></u></p> <p>TCS Page provides details on how Canadian exporters to the US can receive <u><a href="#">assistance in the current situation.</a></u></p> <p><u><a href="#">Guide that offers guidance on how to do business in the US.</a></u></p>
<b>3.</b>	<p><u><a href="#">Export Development Canada</a></u></p> <p>EDC is planning webinars on both the <u><a href="#">global economic outlook</a></u> and <u><a href="#">diversification</a></u> that are open to the public.</p> <p><u><a href="#">Made in Canada: Understanding Certificates of Origin</a></u> by EDC.</p>



# UPCOMING EVENTS

**NOW  
TIL  
JUNE 25**

Red Lake Regional Heritage Centre  
**RED LAKE BANNER PROJECT**

**5 & 6  
MAY**

GLC hosts 100 YEARS OF HISTORY  
Tech and Dress Rehearsals

**7 & 8  
MAY**

GLC hosts 100 YEARS OF HISTORY  
Performances at 12 pm & 6 pm  
**TICKETS ON SALE MID-APRIL!**

**25  
JULY**

Red Lake Regional Heritage Centre  
**ART EXHIBIT**

**26  
JULY**

**FAMILY PIG ROAST**  
Hosted by the Gyros Association



Federal Economic Development  
Agency for Northern Ontario

Agence fédérale de développement  
économique pour le Nord de l'Ontario

Canada 

## SMALL BUSINESS NEWSLETTER

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