



Economic Development Fund

Annual Report



April 1, 2022 through March 31, 2023

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Message from Premier Pillai

The Economic Development Fund was designed to encourage Yukon's entrepreneurs to think outside the box, and look at new ways to expand their operations and innovate. This contributes to the overall economic growth of their business and the Yukon.

Since its inception in March of 2021, this program has supported over 100 projects that build up local businesses and increase the variety of goods and services available locally.

Highlighted projects include supporting Cold Acre Food Systems Inc. for their market expansion project aimed to address food security in the north. This is among several other initiatives that enhance the Yukon's overall vitality across economic sectors. It is fantastic to see these projects come to life and to witness Yukoners thriving and reaching new heights of success.

This year the fund awarded a total of \$2,263,118 to 52 projects. This impressive number demonstrates the significance of this program and the innovative spirit of Yukon entrepreneurs. I want to recognize and commend all those applicants who brought their ideas forward as they continue to carry out new project ideas to build their respective operations.

Ranj Pillai
Premier and Minister of Economic Development
Government of Yukon



General program information

The Economic Development Fund supports projects and initiatives that provide long-term, sustainable economic benefits to Yukon communities. Projects that:

- » Support business innovation, sustainability and planning by identifying, pursuing and facilitating the development of business, industry, projects and economic infrastructure while maximizing secondary benefits, attracting investment and balancing socioeconomic interests;
- » Encourage diversification of the economy by providing support that opens up new markets or significantly expands existing markets, and in particular, export markets; and;
- » Increase business competitiveness by supporting innovation through capital investment and the facilitation of organizational capacity development.

Eligibility

Eligible applicants include:

- » Businesses which meet three of the following conditions:
 - Has an office with a physical address in Yukon;
 - Is subject to the *Yukon Income Tax Act*;
 - Is registered under the *Business Corporations Act* and the *Partnership and Business Name Act*, where applicable; or
 - Has a valid municipal business license, where applicable.
- » Yukon First Nation governments;
- » Yukon First Nation development entities (whether structured as a corporation, partnership, joint venture or a trust);
- » Yukon municipal governments; and
- » Community societies or associations that:
 - Are registered under the *Yukon Societies Act* and are in good standing;
 - Are based in one or more Yukon communities; and
 - Can demonstrate clear interest in seeking to improve Yukon's economic development.
- » Not-for-profit corporations incorporated under the *Canada Not-for-profit Corporations Act*.

Funding levels and intakes

The Economic Development Fund is divided into three tiers:

- » Tier 1: Applications of \$30,000 or less;
- » Tier 2: Applications of \$30,001 to \$100,000; and
- » Tier 3: Applications of \$100,001 to \$500,000 or more.

Deadlines:

- » Tier 1: Rolling intake; applications accepted year-round
- » Tier 2: April 15 and September 15
- » Tier 3: January 15

Eligible projects and activities

Eligible projects and activities fall into three categories:

Business Innovation, Sustainability and Planning, eligible projects or activities include:

- » Activities that support strategic business and industry development;
- » Research to identify and address barriers to industry and sector development;
- » Building sustainability measures into business practices and operations;
- » Facilitating strategic economic infrastructure for public access;
- » Regional economic planning;
- » Projects or activities in the preliminary stage may be eligible for support for:
 - research to identify emerging opportunities;
 - concept development and scope of a project;
 - preliminary feasibility;
 - business plans, sustainability and feasibility studies;
 - development plans;
 - economic impact analyses; or
 - business scanning to determine/analyze potential secondary benefit.
- » Projects or activities in the implementation stage may be eligible for:
 - implementation support; or
 - post-project analysis and support.

Market Support and Diversification, eligible projects or activities include:

- » Participation in trade and investment missions, business conventions, marketing events and exchanges;
- » Organization and promotion of conferences, trade fairs, and other networking or marketing events;
- » Preparation for incoming trade missions and familiarization tours;
- » Branding, web enhancements and e-commerce;
- » Marketing plans and promotional materials; or
- » Investment attraction.

Capacity and Capital Development, eligible projects or activities include:

- » Construction costs related to the establishment or expansion of an entity in order to grow its market or increase the footprint and/or output;
- » Leasehold improvements where a minimum five-year lease agreement is in place;
- » Equipment purchase or lease where the equipment supports:
 - the development or distribution of goods or services for a market in Yukon that is not already supplied with those goods or services by an established eligible business;
 - the export of goods or services from Yukon; or
 - replacing imports with goods or services from Yukon.
- » Product development to improve competitiveness and meet market demand;
- » Internship and mentoring opportunities;
- » Activities related to business or organizational capacity development such as:
 - needs assessments and training plans;
 - corporate organizational capacity training for corporate business enterprises and economic development organizations.
- » Business-related professional development workshops and other learning forums on business topics.



Photo credit: Hinterland Flour Mill

Economic Development Fund testimonials

The following four stories depict some of the projects that the Economic Development Fund supported during the 2022–2023 fiscal year.

Sarah's Harvest: Passive Solar Greenhouse

Sarah's Harvest received support from the Economic Development Fund to purchase a Luminosa Greenhouse complete with foundations. This purchase will extend their growing season and revenue-generating season by two months, diversify their farm operations and introduce new income streams. Fifty-five per cent of the business' clientele is made up of local businesses, who will also benefit from an increase in supply of products. This project supports Yukon's food sovereignty and works to mitigate food insecurity in the territory.



Photo credit: Ray Marnoch

“

We are very grateful for EDF's generous support of our passive solar greenhouse project. This investment will allow us to lengthen our growing season and increase our production of seedlings, as well as the variety and quantity of fresh produce for our community. Our new greenhouse will store and retain excess heat from the sun, thus reducing our need for supplemental heat (using biomass) and therefore reduce our carbon footprint. This project supports our commitment to producing high quality food using practices that build living soil and minimize our use of resources. We're excited to greatly increase our contribution to Yukon's food sovereignty, made possible with the development of this new greenhouse.

Sarah Ouellette – Sarah's Harvest

”

ColdAcre Food Systems Inc.: Market Expansion

ColdAcre is expanding its local farming operation to produce 340 kgs of fresh produce weekly, year-round. The company includes and distributes 16 add-on products from other local producers along with its own products, which it delivers through a subscription program. By promoting and combining these 'add-on' products with its Winter Harvest, ColdAcre distributes to approximately 160 regular weekly customers.

Photo credit: ColdAcre Food Systems

“ We are grateful for the support of the Government of Yukon and the Department of Economic Development in providing us with this funding opportunity. The project has been successful in achieving its goals of market diversification for our manufactured units, as well as local market penetration for the WinterHarvest and add-on product subscription sales. Subscription and local food sales have more than doubled, and with over a million dollars in unit sales, and 6.5 million in potential sales, ColdAcre is well positioned to continue making a positive impact on the health and well-being of our northern communities.



”

Natasha White, ColdAcre Food Systems Farm Sales and Marketing Manager



Yukon Motorcycle Park Inc.: Motorcycle Park Facility

Yukon Motorcycle Park Inc. received support through the Economic Development Fund to build a 25-site wall tent camping facility to appeal to motorcycle traffic moving through the Yukon.

Though there is a high number of motorcyclists who travel to the Yukon annually, the vast majority of them pass through quickly on their way to Alaska. This project ultimately works to increase tourist traffic and promote longer stays in the territory. This project includes an equipment-drying facility, a do-it-yourself repair shed, and a communal fire-pit.

Kaska Dena Designs: International Fashion Show – Paris Fashion Week

Natasha Peters of Kaska Dena Designs (KDD) received support to participate in the International Indigenous Fashion Show – Paris Fashion Week from September 30th to October 1st in Paris, France. Paris Fashion Week required KDD to complete several outfits for the fashion show. This project provided the opportunity to extend business into a global market, develop industry contacts and networks, gain exposure, and more.



Photo credit: Kaska Dena Designs



“

I really appreciate the EDF program supporting my business, as it helped grow my audience around Canada and parts of Europe.

”

Natasha Peters

Economic Development Fund approvals 2022–2023

Community	Organization	Project title	Amount approved
Burwash Landing	Kluane Community Development Limited Partnership	Building Economic Resilience	\$50,000
Dawson	Husky Bus Transportation & Tours Inc. dba The Klondike Experience	Create a Land-based Tourism Outdoor, Experiential Facility	\$91,625
	Yukon Spaces Inc.	Yukon Spa - Building for Wellness	\$100,000
Haines Junction	Outpost Research Station Corp.	Commons Building Upgrade and Staff Cabin	\$44,186
	Champagne and Aishihik First Nations	Travel to Indigenomics Conference	\$2,987
	Champagne and Aishihik First Nations	Travel to Cando Conference	\$2,104
Old Crow	The Lucky Ones	The Lucky Ones Summer Tour - Slow Dance, Square Dance, Barn Dance	\$14,878
Whitehorse	Shot in the Dark Productions	Not About Me Marketing	\$17,036
	Yukon Sauna	Yukon Sauna Marketing Plan	\$328
	Sarah's Harvest	Passive Solar Greenhouse	\$30,000
	Kaska Dena Designs	Photo Shoot & Fashion Show	\$3,367

Community	Organization	Project title	Amount approved
	38494 Yukon Inc. o/a Titan Gaming & Collectibles	Brand, Website Development and Marketing & Communications Strategy and Materials	\$13,699
	Midnight Light Media Inc.	Banff World Media Festival - Marketplace 2022	\$5,757
	Make IT Inc.	London Services Market Assessment	\$27,664
	NatureTot Inc.	NatureTot Project - Two Market Entry & Soft Launch	\$23,480
	Drone North	Drone North - 2022 Business Scale Up	\$28,122
	Appendo Learning Systems Inc.	Collision Conference	\$9,310
	Rockpile Remedies	Rockpile Remedies Website	\$4,725
	Solvest Inc.	Air Source Heat Pump Business Plan and Capacity Building	\$20,236
	Phylo Technologies Inc.	Corporate Branding and Web Development	\$6,250
	MusicYukon	Represent Yukon at Breakout West	\$2,408
	Yukon Film Society	Leasehold Improvements to Yukon Theatre	\$30,000
	42751 Yukon Inc. OA Yukon Expedition Sleds	Design and Fitment of YES facility	\$244,320
	Icefield Tools Corporation	Precision Calibration System and Production Redundancy	\$180,000
	ColdAcre Food Systems Inc.	Market Expansion	\$112,889
	Neighbourly North Property Management Inc.	Neighbourly North App	\$180,000
	Yukon Motorcycle Park Inc.	Completion of Motorcycle Park Infrastructure	\$61,000

Community	Organization	Project title	Amount approved
	IRP - Storytelling Institute Feasibility study	IRP - Indigenous Storytelling Institute	\$30,562
	Replic8 Technologies Inc.	Live operational feasibility testing, procedure development, and trouble shooting on initial lab unit	\$40,117
	Unorthodox Retail Inc.	Business Scale-up and Market Expansion	\$39,875
	Proskida Inc.	Brand and Product Positioning, Website Redesign and Marketing	\$62,500
	Soukoroff Enterprises	Service Capacity Expansion	\$68,500
	Outpost 31	Yukon XR (Extended Reality) Technologies Development and Deployment Initiative	\$26,750
	Yukon Alpine HeliSkiing Ltd.	YAH Marketing Mountains	\$43,100
	LaVallee & Sons	Heavy Equipment Expansion	\$100,000
	44390 Yukon Inc DBA Hinterland Flour Mill	Mill Expansion	\$98,337
	Yukon Seed and Restoration Inc. (YSR)	Yukon Seed & Restoration Business Diversification and Sustainability Planning	\$55,454
	Kaska Dena Designs	International Indigenous Fashion Show - Paris Fashion Week	\$9,339
	Klondike Travel FCI and Yukon Tours	Business & Marketing Planning for Sustained Success Post COVID-19	\$12,750
	Sands Construction Inc.	Aerobarrier	\$30,000
Yukon Wide	Bill's Woodcutting Ltd.	Rebuild Mobile Forestry Equipment	\$29,950

Community	Organization	Project title	Amount approved
	Northern Drone Services	Thermal Drone Upgrade	\$8,355
	Yukon Chamber of Commerce	Host the Young Presidents' Organization - Alberta Chapter Conference	\$96,000
	Yukon Women in Mining Association	YukonWIM's Yukon Mining Days	\$20,625
	Yukon Chamber of Commerce	YCC Modernization Initiative	\$63,050
	RGA Engineering Ltd.	Phased Array Ultrasonic Testing	\$47,170
	Chilkoot Brewing Co. Ltd. O/A Yukon Brewing	Whiskey Live Paris 2022	\$15,100
	Yukon First Nation Chamber of Commerce	Business and Implementation Plans	\$29,385
	Vanessa Aegirdottir	Skagway Store Leasehold Improvements	\$10,393
	Paris Pick Music	Paris Pick Headlining Showcase Summer Tour 2022	\$13,558
	TIA Yukon	To attend IMPACT Conference in Victoria	\$4,719
	Yukon First Nation Chamber of Commerce	Consul General Luncheon	\$1,250

All approved projects are reflected in the table above, whether or not the project proceeds. Recipients have the ability to decline or return funding.

Funding statistics

The following section provides a detailed breakdown of how the Economic Development Fund money was spent over the 2022–2023 fiscal year.

Number of applications received compared to applications approved

For the period April 1, 2022 to March 31, 2023, the Economic Development Fund program received 106 applications. As outlined in the chart below, 18 applications were withdrawn before processing, which left 88 to be assessed. Of these 88 applications, 52 were approved and 36 were denied. This represents an approval rate of 59 percent.

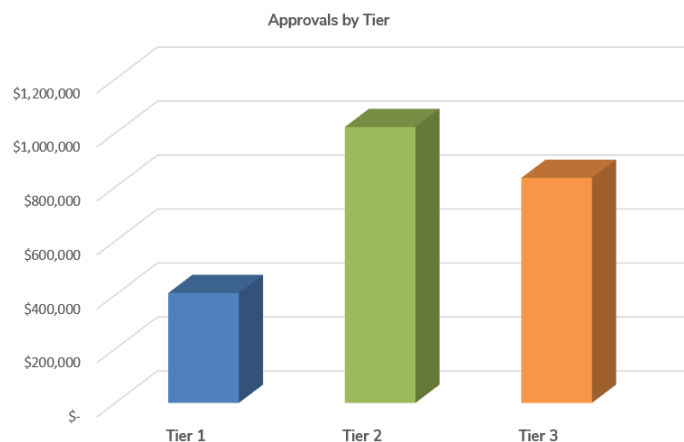
Figure 1: Application approval rates by tier

Tier	Number of applications received			Number of applications approved			
	Total received	Withdrawn	Total processed	Fully funded	Partially funded	Total funded	Approval rate
Tier 1	59	15	44	15	14	29	66%
Tier 2	36	2	34	5	12	17	50%
Tier 3	11	1	10	0	6	6	60%
Total	106	18	88	20	32	52	59%

Distribution of dollars by tier

The Economic Development Fund approved \$2,263,118 for projects in the fiscal year April 1, 2022 to March 31, 2023. Some of these projects are multi-year initiatives. The largest portion of this funding went to Tier 2 projects followed by Tier 3 and Tier 1.

Figure 2: Distribution of dollars per tier



Approvals by tier	Number of approved projects	Amount approved
Tier 1	29	\$407,058
Tier 2	17	\$1,022,226
Tier 3	6	\$833,834
Total	52	\$2,263,188

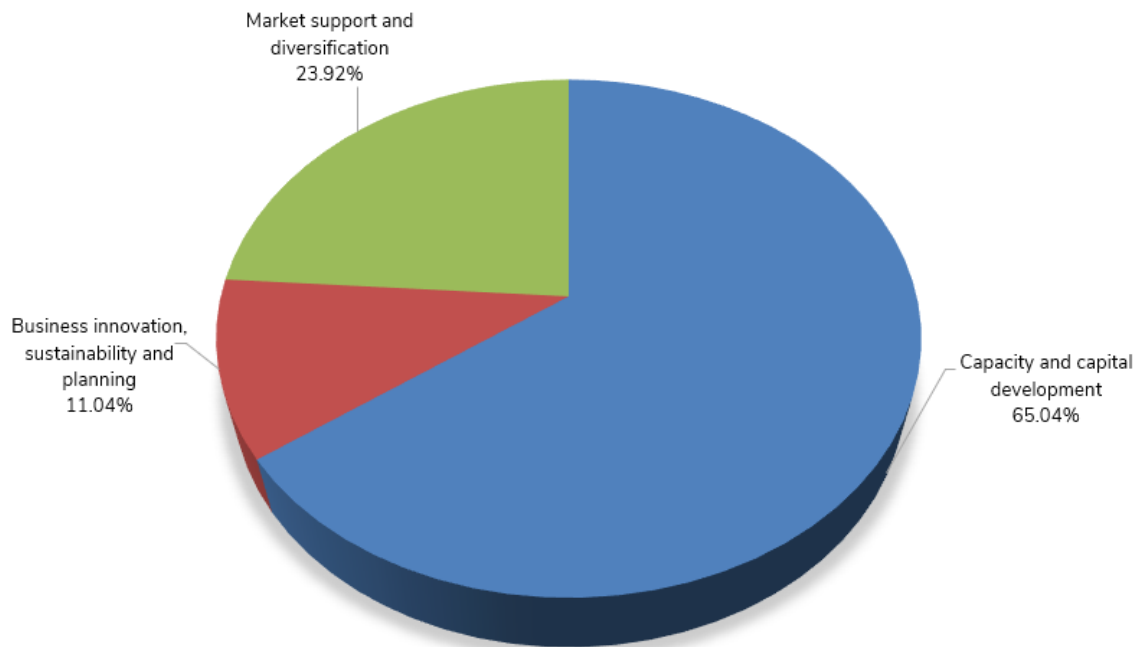
Distribution of dollars by project category

All projects are assigned to specific categories. The information below reflects the number of projects approved in each category for the 2022–2023 fiscal year, and the distributional breakdown of dollars.

Figure 3: Amount approved by tier

Category	Number of projects	Amount approved	Percentage of funding approved by category
Capacity and capital development	21	\$1,471,993	65%
Business innovation, sustainability and planning	9	\$249,840	11%
Market support and diversification	22	\$541,285	24%
Total	52	\$2,263,118	100.0%

Figure 4: Distribution of approved dollars by project category



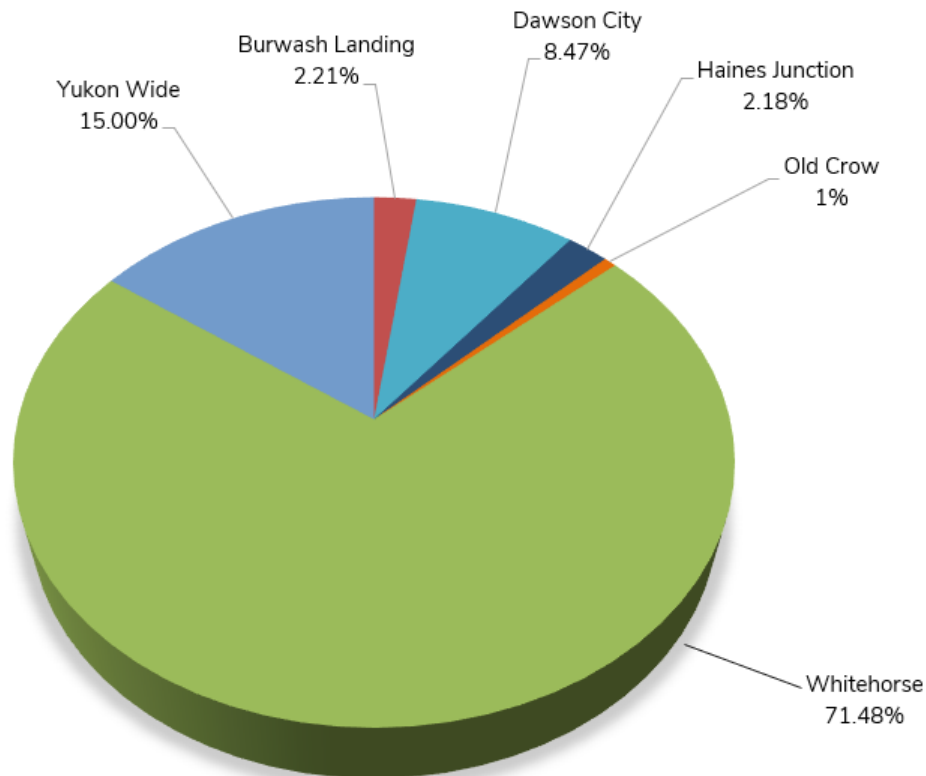
Distribution of dollars by community

For the 2022–2023 fiscal year, the communities receiving the most dollars were Whitehorse at just under 72 per cent, Yukon Wide at 15 per cent and Dawson City at just over 8 per cent. When comparing, Whitehorse received 72 per cent and rural Yukon received 28 per cent of funding.

Figure 5: Distribution of dollars by community

Community	Total amount for all tiers
Burwash Landing	\$50,000
Dawson City	\$191,625
Haines Junction	\$49,277
Old Crow	\$14,878
Whitehorse	\$1,617,783
Yukon Wide	\$339,555
Total	\$2,263,118

Figure 6 : Distribution of dollars by community



Distribution of dollars by community per tier

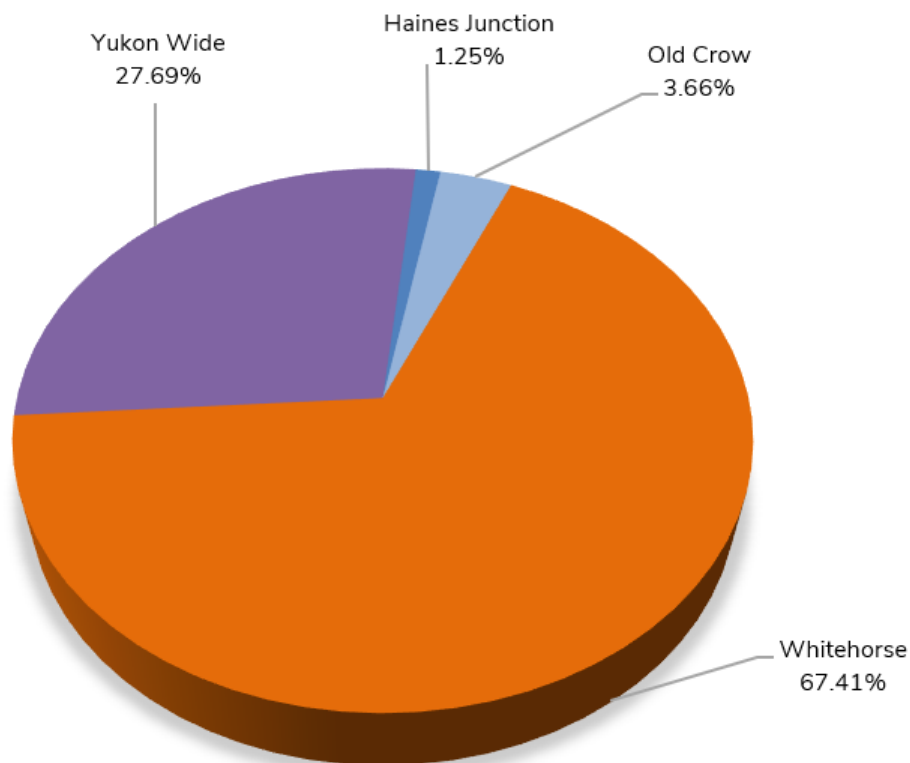
Tier 1 dollars approved by community (funding requests up to \$30,000)

In Tier 1, the communities receiving the most dollars were Whitehorse at over 67 per cent, followed by Yukon-wide at just under 28 per cent and Old Crow at over 3.5 per cent.

Figure 7: Distribution of dollars by community for Tier 1

Community	Tier 1
Haines Junction	\$5,091
Old Crow	\$14,878
Whitehorse	\$274,379
Yukon Wide	\$112,710
Total	\$407,058

Figure 8: Distribution of dollars by community for Tier 1



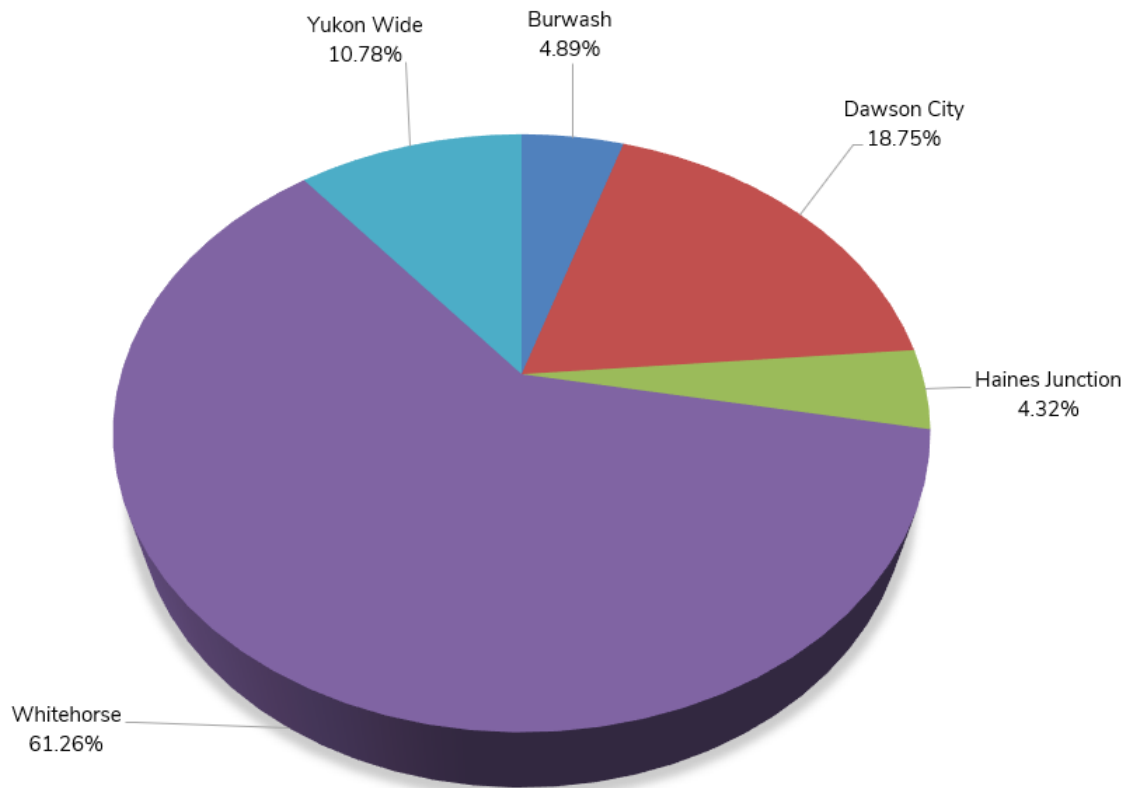
Tier 2 dollars approved by community (funding requests from \$30,001 to \$100,000)

In Tier 2, the highest percentage of funding went to Whitehorse at over 61 per cent followed by Dawson City which received just under 19 per cent and Yukon-wide receiving nearly 11 per cent.

Figure 9: Funding by community for Tier 2 projects

Community	Tier 2
Burwash	\$50,000
Dawson City	\$191,625
Haines Junction	\$44,186
Whitehorse	\$626,195
Yukon Wide	\$110,220
Total	\$1,022,226

Figure 10: Distribution of dollars by community for Tier 2



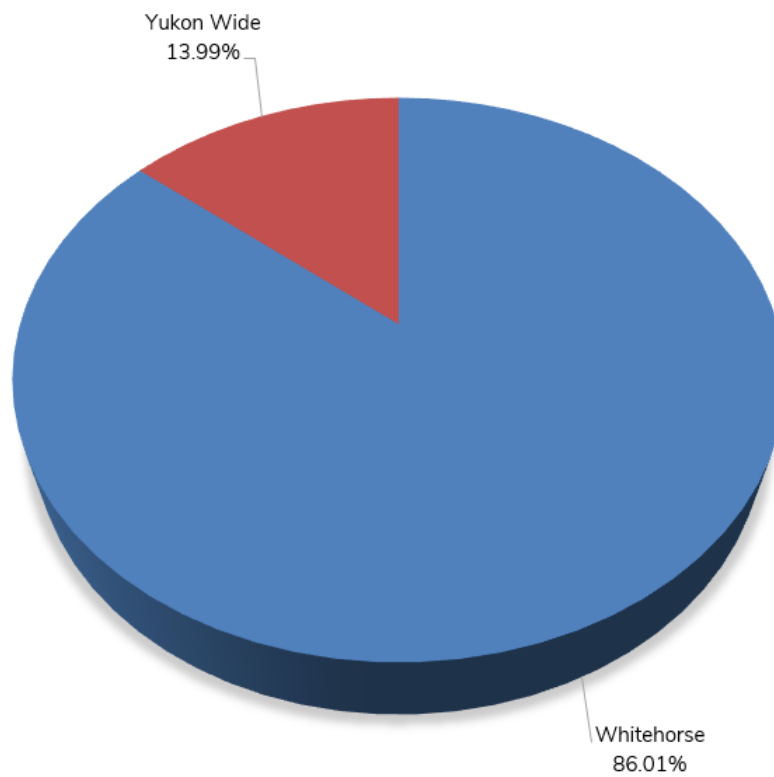
Tier 3 dollars approved by community (funding requests over \$75,000)

In Tier 3, just under 86 per cent of the funding was awarded to Whitehorse and just under 14 per cent for Yukon Wide.

Figure 11: Distribution of dollars by community for Tier 3

Community	Tier 1
Whitehorse	\$717,209
Yukon Wide	\$116,625
Total	\$833,834

Figure 12: Funding by community for Tier 3 projects






Yukon