

LOOKING TO GROW YOUR BUSINESS? THAT'S WHY WE'RE HERE.

**PROGRAMS AND SERVICES
FOR NOVA SCOTIA BUSINESSES**



LOOKING TO BE NOVA SCOTIA, CANADA'S NEXT BUSINESS SUCCESS STORY?

From starting up and raising capital, to incubation and acceleration, to export development and investment attraction, Invest Nova Scotia helps businesses connect to the right programs, services, and solutions.

As the business development agency for Nova Scotia, Canada, we support companies of all sizes—new and new to our province—as we champion the innovation, productivity, and ideas that help business thrive.

Not sure where to start? We have a dedicated team to help you navigate the options. Here's a snapshot of the business advantages, programs and services, incentives, online tools, and training and workshops available for business.





START UP IN NOVA SCOTIA

We help early stage start-ups commercialize deep technologies and succeed in the global marketplace. This includes access to venture capital, incubation facilities, expert advice, and other acceleration programs and services.

investnovascotia.ca/start-up

INCUBATION

Our incubation facilities offer emerging technology companies an environment to grow stronger, faster. More than just space and infrastructure, it's on-site support, flexible leasing, and credibility. The three facilities are The Labs, The Bays and Start-Up Yard at COVE.

VENTURE CAPITAL

Looking for access to capital to grow and raise additional dollars from private investors? Our investment team provides tailored guidance to portfolio companies. We leverage our funds with other investors to attract new capital and expertise to the region.

INVEST NOVA SCOTIA ACCELERATE

Invest Nova Scotia Accelerate prepares you to raise equity investment by providing the funding and experts you need to reach key technical and business milestones.

EARLY STAGE COMMERCIALIZATION FUND (ESCF)

Looking for funding to help move your post-secondary research to market? ESCF provides support for projects demonstrating readiness to advance a technology that has achieved proof-of-concept stage, with a large market opportunity identified and a possibility of attracting industry partners and/or investment.

GREENSHOOTS

GreenShoots supports technical and business milestones for start-ups in agriculture, agri-food, bioeconomy, and clean technology. Receive up to \$40,000 in funding and business guidance. Delivered in partnership with the Nova Scotia Innovation Hub and Bioenterprise Canada.

ASCENDBIO

In the industrial biotech and agri-tech sectors and looking to scale-up your technologies and business operations? AscendBio is a unique combination of the Verschuren Centre's scientific expertise and infrastructure and Invest Nova Scotia's sector expertise, business support, and networks.





EXPORT FROM NOVA SCOTIA

With extensive industry and market expertise, we are passionate about helping Nova Scotia companies discover new exporting opportunities.

investnovascotia.ca/export

EXPORT DEVELOPMENT PROGRAM (EDP)

Looking to increase your sales outside of Nova Scotia? EDP helps companies travel to tradeshows and conferences, hire consultants to address challenges or barriers to selling products or services outside of Nova Scotia, and adopt digital tools to digitize operations.

INNOVATION REBATE PROGRAM (IRP)

Could your company use financial incentives to increase competitiveness? The IRP supports companies as they innovate, drive productivity, increase production capacity, and adopt cleaner and more sustainable approaches to growth.

PRODUCTIVITY AND INNOVATION VOUCHER PROGRAM (PIVP)

Looking for assistance to make your business more productive and innovative? PIVP helps businesses seek out expertise within post-secondary institutions to improve productivity, develop a new product, service, or process, and create growth.

MARKET ENTRY DEVELOPMENT PROGRAM (MEDP)

MEDP helps Atlantic Canada exporting companies expand their presence and grow sales in new industry sectors and countries. MEDP assesses opportunities and develops company-specific approaches based on the expertise and connections of in-market trade consultants.

SCALE-UP HUB ATLANTA

Are you an ICT company building an international presence and looking to grow your export sales capacity in the Atlanta market? Scale-up Hub Atlanta offers guided entry into the Atlanta marketplace and the dedicated services of an in-market business development professional.

SCALE-UP HUB CAMBRIDGE

Are you an ICT company building an international presence and looking to grow your export sales in New England? Scale-up Hub Cambridge leverages cultural ties to this key market and helps companies headquartered in Atlantic Canada scale through access to the Boston region.





TRADE MISSIONS

Ready to explore new markets? Join us for one of the many trade missions we organize and participate in virtually and around the globe. Find new buyers, customers, and partners, or attract investment and capital.

TRADE ACCELERATOR PROGRAM (TAP)

Ready to learn how to scale-up your business? This four-day program held over six weeks teaches companies how to scale-up through access to a range of resources, tools, and training. Companies establish contacts and access expertise from industry experts in a range of fields.

THE LAUNCH EXPORT ATLANTIC INCUBATOR

Looking for practical information and training on how to grow through export? With export information sessions, one-on-one coaching, and an educational trade mission, this virtual program supports your business as you expand your sales outside of Nova Scotia.

SUPPLIER DIVERSITY PROCUREMENT PROGRAMS

Looking to grow your diverse export business? Our team provides guidance on Diverse Business Enterprise and export certification, trade missions to new markets, access to government programs and services, and export education and training.

SCOTIANS GLOBAL ADVISORS PROGRAM

Seeking advice from a global business leader? The Scotians Global Advisors Program connects Nova Scotia businesses with an international network of key influencers and industry experts who are ready to share their knowledge, experience, and connections.

TRADE MARKET INTELLIGENCE SERVICE (TMI)

Could your business use customized research on business opportunities in specific sectors and markets? With a research team of sector specialists who have access to leading proprietary databases, TMI helps companies access intelligence to help identify opportunities specific to their products, services, and markets of interest.

DIGITAL MARKETING ASSET DEVELOPMENT PROGRAM (DMADP)

Looking for assets to help build your online marketing presence? Through financial and project-management assistance, DMADP supports companies with the development of marketing assets to help them succeed in an increasingly competitive digital sales reality.

ONLINE TOOLS TRAINING AND WORKSHOPS

No matter where you are in your business journey, our workshops and courses give you the skills and expertise to help your business succeed.

FUNDING SEARCH TOOL

Not sure what programs and services are out there? We have an online tool for that. The Funding Search Tool helps find both federal and provincial support programs and services through an online database.





LOCATE IN NOVA SCOTIA

We work with global companies to expand and locate in Nova Scotia. We help clients connect to industry, academic institutions, and government partners while navigating the right programs, services, and resources. Companies choose Nova Scotia to access the most competitive operating costs in North America, hire talented staff from a skilled workforce, leverage a host of government incentives, and tap into the highest student intensity populations in Canada.

investnovascotia.ca/locate

THE NOVA SCOTIA BUSINESS ADVANTAGE

Nova Scotia is a place to build a loyal, innovative workforce to support the development and delivery of products and services to your customers and global operations. Our capital city, Halifax, has become one of the fastest growing cities in Canada, and the second-fastest growing start-up ecosystem outside of Toronto.

The province attracts companies from around the globe, including Cognizant, Avanade, Samsung, IBM, Salesforce, CGI, NTT, Lockheed Martin, Thales, Tesla, and many others. By locating here, you are part of one of North America's most vibrant, emerging innovation ecosystems that offers an unbeatable ocean-lifestyle and quality of life that is affordable and well-connected to all parts of North America and Europe.

In just one day we can connect you to everyone you need to meet to choose Nova Scotia as the next location for your business. We secure meetings with senior leaders, government, and the business community while tailoring a visit that perfectly suits your business needs.





PROGRAMS AND INCENTIVES

PAYROLL REBATE

This program is a performance-based, financial incentive offered to qualified companies expanding or locating in Nova Scotia. The Payroll Rebate offers a return on a company's eligible gross payroll, helping to save on eligible payroll expenses.

TALENT

The province offers skills-development funding through Graduate to Opportunity and Innovate to Opportunity, which provide an incentive to hire recent master's and PhD grads for jobs focused on research and innovation that will help businesses begin, prepare for, or expand exports.

INNOVATION

25% of qualified capital investment expenditures are eligible for a rebate.

R&D

Up to 50% of qualified expenditures made in Nova Scotia are eligible as a tax credit.

GROW YOUR BUSINESS IN NOVA SCOTIA, CANADA

Whether starting or expanding a business, Invest Nova Scotia is here to help at every stage of business growth. Stay up to date on all upcoming programs and services, workshops, and educational opportunities.

**Subscribe to our quarterly newsletter,
The Insider, today.**

investnovascotia.ca/signup

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