



“Grants & Rebates – Government Incentives Simplified”

Seminar Summary Report

Brampton, Ontario, January 17th, 2012: A two-hour breakfast seminar addressed the interlinked topics of *Tax Incentives*, *Rebate Incentives*, and *Financial Grant Programs* available to Canadian companies through various government ministries, federal and provincial.

Sold out well in advance, the tightly focussed info-session was designed to inform and update member companies' management personnel involved in capital investment planning and decision-making in such key areas as employee training, plant expansion and R & D projects. Diverse examples of financial support available through grants, funding and tax incentive programs were reviewed and described in appropriately condensed detail.

Introduced by Board Chairman David Andrews, executive director of Paper Packaging Canada, then welcomed by Paper Packaging Canada President, Rob Latter (Vice President, Packaging, Kruger Inc.), the featured seminar guest speakers were: Ian Howcroft, vice president of the Canadian Manufacturers & Exporters Association (CME); and David Reynolds, president of INAC Services. Also participating in the session was Peter Scholze, former vice president of procurement for Nestlé, Canada and Russia, now an advising consultant to INAC clients.

Each presenter outlined his company's special areas of expertise and professional capability in understanding, planning and preparing funding submissions able to meet the often complex and rigorous review procedures and approval criteria applied by various government departments.



David Andrews introduces CME guest speaker Ian Howcroft (left) to Rob Latter

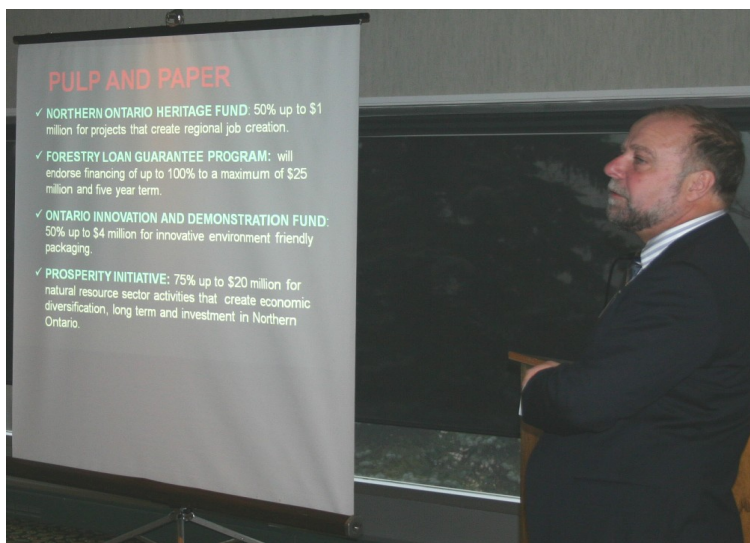
CME Presentation Highlights: Beginning with an overview of Manufacturing in Canada today, Ian Howcroft's crisp, concise presentation covered examples of high-level issues being addressed by the Canadian Manufacturers & Exporters Association (CME). He profiled the scope and significance of CME's members: the manufacturers, exporters and their supply chains that account for 75 percent of this country's production and fully 90 percent of exports. He then addressed the five critical areas of significance where the CME's focus is "to support our members with solutions."

Howcroft's ringing message debunked the politically popular position that 'governments create jobs'. Rather, "Ideas and innovations create growth opportunities. That's what creates jobs."

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Describing Canada's economy as “reaching a watershed period,” he noted that the current mildly optimistic Economic Outlook through 2012 is difficult to predict with confidence due to potential “downside impacts” from international sources.

Howcroft then presented a comprehensive cross-section of government programs that can be accessed by qualified manufacturers. His thoroughly detailed example titled “*SMART Prosperity Now*” proved particularly interesting to the all-Ontario audience. Bottom line message: CME services and expertise can guide project planners to potentially viable support programs at virtually all levels of government.



Guest speaker David Reynolds, president of INAC Services

INAC Presentation Highlights: Guest speaker David Reynolds, president of INAC Services opened with the pertinent first-person story of a printing business forced into bankruptcy because no-one involved knew of existing relevant government funding programs that could have saved his thriving but undercapitalized firm. In the wake of that crushing failure, David resolved to learn all he could about sourcing available grants and rebates and government incentive programs in support of business ventures. As a result, *this* company, INAC Services, was created.

With its seasoned team of client advisors including seminar participant Peter Scholze, INAC works “at the grass roots level” of making applications for funding. Scholze explained the process: “We manage the decision criteria defining the financial strategy before applying for a grant. Then we do at least 80 percent of the detailed submission preparation work. The client's job is to accurately organize all the required information. Our job is to eliminate errors or roadblocks to funding approval.”

To reinforce the message of funding availability for those who know “how and where to look,” David Reynolds covered an extensive, diverse, often eye-opening, list of financial support sources. From the Ontario Chamber of Commerce and the Ontario Exporters Fund, to university research grants, to relatively obscure special interests and enterprises like ‘environmental benefits from organic substitutions for copper’, even funding for breeding mosquito fish! His point was well made to the appreciative audience: “The funding often exists if you know where to look. And we do.”

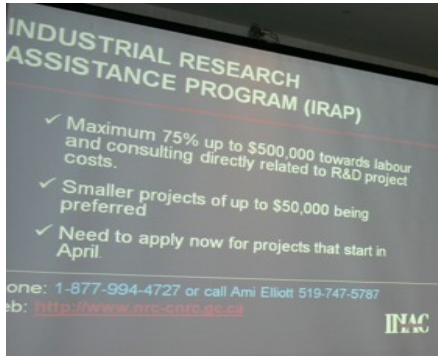
The Bottom Line Summary: David Andrews wrapped up the seminar with this message: “When expanding, hiring, or adding productivity capabilities, it's advisable to inquire about financial support programs before putting your plans into action.”

Powerpoint™ copies of the CME and INAC presentations which detail various funding programs are available to Paper Packaging Canada's members on request.



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Brampton, Ontario, January 17th, 2012



Rob Latter welcomes guest speakers:



Dave Reynolds, INAC Ian Howcroft, CME



Peter Scholze, INAC



Phil Watson, Atlantic



Dan Faber, Moore John Franciosa, PTI



Paulina Dwornik, Atlantic



Nicole Gaboury, Tenncorr



Bob Cherrett, RockTenn



Andrew Dutkiewicz, Tenncorr