



2021

Tourism Advisory Panel (TAP)
Request for Funding
(Tourism Event)

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1.0 What you Need to Know Before You Apply

Before filling out the application:

Read the entire Application Guide before completing the Application Form.

Program Overview

The Tourism Advisory Panel is an application based, cost sharing program designed to provide funding to projects and events that encourage the development of new tourism products, support tourism investment and encourage more visitors to Gananoque.

Important Definitions

A *tourist/visitor* is an individual (including an Ontario resident) who travels 40 kilometers or more (one-way) to visit/experience a tourism product.

Program Objectives

The Tourism Advisory Panel grant funding aims to support projects that will increase tourist visitation and visitor spending in Gananoque by:

1. Developing innovative tourism products, events, and experiences
2. Increasing private sector tourism investment
3. Supporting workforce development, including employment opportunities in the tourism sector and building the capacity of the tourism workforce
4. Supporting tourism sector associations' effort to advance the competitiveness and growth of the tourism industry.

Program Priorities

Each application will be evaluated according to how well it demonstrates alignment with the TAP grant funding objectives and priorities. The evaluation criteria are listed in this Guide under the section "Evaluation Process and Assessment Criteria."

Applicants are expected to demonstrate the following:

- Strong organizational and leadership capacity, including a track record of tracking project metrics and experience in managing previous projects

- A solid tourism-based rationale for the proposed project, including tourism industry analysis, research, future trends and linkages to regional and/or provincial tourism plans
- Tourism/hospitality, business and community partnerships that support the project either through cash or in-kind contributions. Partners that support the project but do not contribute to cash or in-kind contributions are required to submit a Letter of Support
- Innovative product development projects, new events and creative solutions to address the reduction in global travel as a result of the Covid-19 pandemic.

2.0 Eligibility Requirements

Applications which do not meet the following eligibility requirements will not be considered.

Eligible Applicant Organizations

- Indigenous Organizations
- Tourism organizations
- Not-for-Profit Organizations (with a clearly defined tourism focus)
- For-Profit Tourism Organizations
- Events

In addition, to be eligible for the TAP grant funding, the project and applicants must meet all the following eligibility requirements:

- Events must take place in Gananoque
- Have an applicant organization which is a legal entity, incorporated in Canada
- Applicant is not in default of terms and conditions of any current or previous grant or loan agreement with the Town of Gananoque
- Applications must be submitted 4 months prior to project start
- Information provided in the application is true, correct and complete.

If successful, the applicant organization will enter into an agreement with the Town of Gananoque. The applicant must be the organization that will incur and pay the project expenses and report back via the appropriate report to the Tourism Advisory Panel (representing the Town of Gananoque) on usage of the funds.

Eligible Expenses

Eligible program expenses include, but are not limited to:

- Contract staff to support the delivery of the project
- Festival and event costs related to programming and operations
- Marketing costs including advertising, promotion, branding, websites and apps
- Speaker fees

Ineligible Expenses

Ineligible expenses for the Tourism Advisory Panel Grant funding include, but are not limited to:

- Operating costs for organizations including administration, permanent staff salaries and on-going maintenance costs.
- Legal, audit or interest fees
- Insurance, buyouts, restructuring costs
- Costs related to alcohol or cannabis

Number of Applications Allowed

- Maximum of two applications per lead organization (within same fiscal year)

3.0 Funding Criteria

The Tourism Advisory Panel cannot guarantee funding to all applicants, nor ensure that the total amount requested by successful applicants will be granted.

The decision to fund all or part of an applicant’s request will depend on its fit with the program objectives and assessment criteria, as well as the overall demand for program funds.

Formula

- There is no maximum number of partners a project can have, but at least 10% of total cash expenses must come from the lead applicant organization.
- The program has no predetermined limit on the funding amount requested. However, you must provide solid rationale to support the funding amount you are requesting.

4.0 Assessment Criteria

Assessment Criteria	Scoring Weight
1. Organizational capacity	15%
2. Project description	10%
3. Alignment to program objectives	20%
4. Project includes a clearly articulated Covid-19 plan to address and increase tourist visitation	15%
5. Confirmed partnerships and support from stakeholders	15%
6. Project performance measures	15%
7. Budget	10%

5.0 How to Apply?

The Tourism Advisory Panel Grant Applications can be downloaded from www.gananoque.ca and are fillable online.

Submission Checklist: Mandatory Documents

For an application to be considered complete and eligible for assessment, all mandatory documents listed below must be attached to your application.

1. Tourism Advisory Panel Grant application completed in full.
2. Proof of insurance of at least 2 million commercial general liability coverage naming the Town of Gananoque as additional insured.

3. Optional: **'Letters of support'** from organizations and partners that support the project but are not making cash or in-kind contributions.

Application Submission and Deadline

Applications must be submitted **at least four (4) months** prior to the project start date. The Recording Secretary will contact you within two (2) weeks of submission to confirm completeness of if your application requires clarification and/or additional documentation. Once your application has been confirmed as complete and presented to the Tourism Advisory Panel, a decision from Council will be provided as soon as possible.

It is the applicant's responsibility to ensure that your application has been successfully submitted. If you do not receive confirmation or your grant submission within 72 hours, please contact the Recording Secretary jbaril@gananoque.ca or 613-382-8044.

All funding decisions, recommended by the Tourism Advisory Panel, are made by the Council of the Town of Gananoque and are final.

Once a decision has been rendered on an application, the applicant will be notified of the funding decision.

Questions or support?

Tuesday – Saturday 8:30am – 4:30pm

- Telephone: 613-382-8044 or 1-844-382-8044
- Email: jbaril@gananoque.ca



Tourism Advisory Panel – Request for Funding APPLICATION (Tourism Event)

Organization	
Contact Name	
Title	
Address	
Phone #	
Email	
Event Website	
Event Information	
Event Name	
Event Dates	
Event Organizer Name	
Event Organizer Phone #	
Event Organizer Email	
Brief description of event	
Who is your target market/audience	

Estimated # of people your event will attract to Gananoque (from 40+km away)	
How and where will the event be advertised/marketed?	
Has this event been hosted before? If yes, when and where?	

Additional items to be attached to the application:

- List of Board of Directors or Event Organizing Committee including emails and phone numbers
- Full Schedule of Events
- Detailed Event Budget/Financial Plan to include at a minimum the following. Include cash and in-kind contributions. See attached sample.
 - o Income
 - Registration
 - Sponsorship
 - Sales
 - Fundraising
 - Grants
 - o Expenses
 - Product Development
 - Infrastructure
 - Marketing and Advertising

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Canadian Gateway to the 1000 Islands

You agree that the information provide in this application is accurate. This is an application for funding and does not guarantee funding approval. Should the TAP and Council approve funding to your event, a funding agreement outlining the details of the funding and any associated recognition will be signed by both the Town of Gananoque and the organization receiving the funding.

Date: _____ Title: _____

Name: _____ Signature: _____

Completed application (with all requested attachments) to be submitted to:

Jennifer Baril
Tourism Advisory Panel, Recording Secretary
JBaril@gananoque.ca
613-382-8044

APPENDIX 1

SAMPLE EVENT BUDGET

Host/Organization Name	Name of Event	Event Date			Granted Funding Amount	Confirmed
Jane Doe's Service Club	Canada Day in Joel Stone Park	2021-06-01			\$20,000	Y/N
Revenue						Confirmed
Name	Description Item	Income (\$)		HST (13%)	Total	Y/N
Concession Stand Sales	Sale of hot dogs & drinks	\$ 10,000.00			\$ 10,000.00	
Activity Brochure	Ad space sold to local businesses	\$ 5,000.00			\$ 5,000.00	
TOTAL REVENUE		\$ 15,000.00			\$ 15,000.00	
Product Development						Confirmed
Name	Description of Item	Cost (\$)	In-Kind	HST (13%)	Total	Y/N
Facebook	Facebook Paid Ads	\$ 500.00		\$ 65.00	\$ 565.00	
MyFM - Invoice #	Radio Ad Spot	\$ 1,500.00		\$ 195.00	\$ 1,695.00	
John Smith Designs	Activity Brochure Designed & Printed	\$ 1,000.00		\$ 130.00	\$ 1,130.00	
Subtotal Product Development		\$ 3,000.00		\$ 390.00	\$ 3,390.00	
Expenses						Confirmed
Name/Invoice#	Description of Item	Cost (\$)	In-Kind	HST (13%)	Total	Y/N
Invoice# 20210205000	Fireworks	\$ 10,000.00		\$1,300	\$1,300	
Food Stand	Hot dogs, hot dog buns, canned soda	\$ 4,000.00		\$ 520.00	\$ 4,520.00	
Dollarama	Craft supplies	\$ 700.00		\$ 91.00	\$ 791.00	
Subtotal Expenses		\$ 14,700.00		\$1,911	\$6,611	
TOTAL EXPENSES		\$ 17,700.00		\$2,301	\$10,001	
NET TOTAL (REVENUE - EXPENSES)					\$ 4,999.00	
In Kind Requests/Community Grants						Confirmed
Name	Description of Service (Hours @15 per hour)	Total Value (\$)				Y/N
Town of Gananoque Fire	6 Firefighters to set off fireworks (1hr)	\$ 72.00				
Town of Gananoque Works						
Volunteers (Set up, tear down, etc.)	5 Volunteers to set up & run canteen (6hr)	\$ 360.00				
Public space rental	Granting of Joel Stone Park for the day	\$ 2,500.00				
Sound System						
Parking Spaces						
Dockage						
TOTAL IN KIND VALUE		\$ 2,932.00				