NORD

Northern Ontario Road to Defence

DELEGATIONS

NORD DELEGATION INFORMATION PACKAGE

2027

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NORTH BAY ONTARIO · CANADA

ONEDC
Ontario's North Economic Development Consortium
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Federal Economic Development Agency for Northern Ontario
Agence fédérale de développement économique pour le Nord de l'Ontario

Canada

Program Overview

As part of the Northern Ontario Road to Defence (NORD) Pilot Program, qualified Northern Ontario businesses and organizations have the opportunity to participate in select defence related events.

This pilot program is designed for those that are prepared to enter or expand within the defence sector and that already possess the necessary certifications, qualifications, and operational readiness to pursue defence-related opportunities.

Participation is determined through a competitive application process with all submissions reviewed by a regional program Steering Committee. Spots are limited and applications are screened on a first come, first served basis.

Business Delegation Program

The Business Delegation Program provides selected businesses and organizations with the opportunity to participate in one or more curated defence-focused tradeshows and delegation initiatives.

The program operates on a pay-to-play model, offering a comprehensive suite of business supports designed to reduce barriers to entry and maximize return on investment.

Program Supports Include:

- Access to major defence industry tradeshows and conferences
- Subsidized entrance and participation fees
- Tradeshow booth space (where applicable)
- Curated networking and matchmaking opportunities
- Third-party consulting support to coordinate targeted B2B meetings
- Assistance with securing relevant industry memberships

2027 Delegation & Tradeshow Opportunities

1. CANSEC 2027

CANSEC is one of the Canada's largest defence and security tradeshows, held annually in Ottawa. In 2027, the event will take place from June 2–3 held at the EY Centre.

Between 5-10 businesses/organizations will be selected to participate. Selected applicants will:

- Participate as part of the Northern Ontario delegation
- Receive an annual CADSI membership, with a portion of the cost covered (one-time support)
- Receive third-party consulting support to schedule pre-qualified B2B meetings aligned with company capabilities and growth objectives (one-time support)
- Gain access to tradeshow floor as well as formal and informal networking events with suppliers, customers, and industry partners

This opportunity is intended for companies seeking meaningful entry or expansion within the Canadian defence marketplace.

2. Best Defence 2027

Best Defence is a defence-focused tradeshow and conference held annually in London, Ontario. In 2027, the event will be moved to the Toronto Convention Centre. More details to follow.

Up to 15 businesses/organizations will be selected to participate. Selected applicants will receive:

- Booth space within the Northern Ontario pavilion
- Up to two (2) event passes per company
- Third-party consulting support to coordinate targeted B2B meetings aligned with company offerings and growth plans (one-time support)

This subsidized opportunity provides a strong platform for visibility, relationship-building, and engagement with defence sector. stakeholders.

Selection Criteria

The Regional Program Steering Committee retains full and sole discretion to determine which participants are selected to attend one or both events under the pilot program on an annual basis.

As this is a competitive program, priority will be given to companies that:

- Currently serve, or have previously served, the defence sector
- Possess relevant certifications and qualifications
- Demonstrate sustained interest in entering or expanding within the defence market
- Contribute to regional representation across Northern Ontario

Applicants must meet the following criteria:

- Be a business or organization located in Northern Ontario
- Be legally registered and operating in Canada
- Have been in operation for a minimum of two (2) years
- Employ more than one (1) employee
- Be eligible for CADSI membership (for CANSEC applicants)

Cost-Sharing Model

The Business Delegation Program operates on a cost-shared, pay-to-play basis.

- Participation fee: $250 per event ($500 to attend both)
- CANSEC participants: Pay a portion of CADSI membership cost

Note: All other costs including but not limited to travel, accommodations, meals, and incidental expenses are the responsibility of the participant and are not covered by the program.

This pilot program is funded in part by FedNor, The City of North Bay, and the Ontario North Economic Development Corporation (ONEDC).

Apply Here: investinnorthbay.ca/NORD