

The people of Canada have spoken. The Liberals, after a brilliantly run campaign, have been awarded a majority government, just four years after being relegated to the third place party. So, what changes with respect to existing government programs that support business growth are we likely to see, and what new programming directions are possible?

The Liberals, in their Real Change Plan highlighted creating clean jobs and investment. They indicated that their strategy will be to generate more clean technology investments, and to “work with the provinces and territories in order to make Canada the world’s most competitive tax jurisdiction for investment in research, development and manufacturing of clean technology.” They also intended to invest in public transit infrastructure.

Let’s examine three out of the four Liberal areas of focus, namely, jobs, innovation, and clean technology, in order to prepare you for what might become available to you in the first Liberal majority budget. Why should you prepare you ask, why not just wait to see what the budget will say? In our experience, most government funding projects are first come, first serve, and, when the money runs out, that’s it. To paraphrase from a Toronto electronics retailer, “If you miss it, you miss it”.

Job Growth

To quote from the Liberal Platform, “we will help Canadians get the training they need to find and keep good jobs”. As we have often seen in the past, do not be surprised to see this government repackage some existing programs when introducing their first budget. These programs are already accounted for in budget funding, and with a shiny new look, enable the Liberals to demonstrate that they are meeting their campaign promises. Further, as they have only proposed a modest deficit, and they are promising reduced taxes for many, it is easier to redeploy programs than to spend new monies.

In this author’s opinion, based on the above, it’s a safe bet to assume that the Canada-provincial training grants already in place, will be modified to prioritize infrastructure and green programs. Look for them to be renamed to more closely align with the Labour Market Development Agreements as stated in the Liberal Platform. These were, and this author predicts will remain excellent programs for companies who want to improve the skill levels of their workforce, and we urge you to once again review our column from the May, 2015 edition, which is devoted to this subsidy. As the Red Queen so eloquently stated in Lewis Carroll’s *Through the Looking-Glass*, “if you want to get somewhere else, you must run twice as fast as that!” As translated to the business environment, if you don’t improve your company’s skill levels, you will be in jeopardy of being overtaken by a company that does.



Increasing the manufacturing base / Green Economy

Transforming the manufacturing sector and supporting innovation through research and development with an emphasis on “green infrastructure” and with a commitment to making Canada the world’s most competitive R&D jurisdiction, means that there will be increased funding for many in the Graphic Arts Magazine readership. The Liberals have promised “nearly \$6 billion over the next 4 years and \$20 billion over 10 years in green infrastructure. We believe the IRAP program will be used to manage and distribute this funding. In our March, 2014 column we talked in depth about IRAP and how to approach the National Research Council with your innovation ideas. Make sure that you have your innovative ideas well documented so that you are first in line when the new government makes the funds available. While \$6 billion over four years sounds like enough money to go around, this author has never seen a government program that hasn’t run out of money before its mandate expired. The early, well prepared bird gets the worm, and the late to the party bird usually gets nothing. There are never leftovers when it comes to government funding.

Those companies that take advantage of these stimuli to enhance the skill level and overall quality of their workforce, bringing on new talent and new areas of capability, or innovating and expanding their products and services will be the big winners in this new federal environment.

Elliot Schiller is a Director at Toronto’s Teeger Schiller Inc., a company that specializes in obtaining government funding. His clients receive over \$5 Million annually to support their ongoing business innovation. E-mail eschiller@teegerschiller.com, visit www.FundingHelp.ca or phone 1-888-816-0222 Ext. 102.



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David Teeger

Director

David Teeger C.A., C.A. (S.A.) graduated as a Chartered Accountant in South Africa, and upon arrival in Canada he obtained his Canadian C.A. designation and joined Richter & Associates, a management consulting firm, where he concentrated his practice on various business sectors including household goods, fashion, automotive parts, public associations, and retail chains. He performed many roles in his 15 years at Richter, including managing the professional services organization in North America and all business operations throughout Europe.

David's professional capabilities include computer audits, feasibility studies, system analyses and assistance in the selection, negotiation and implementation of computerized solutions.

As a founding partner of Teeger Schiller Inc., he has focused his practice on consulting to management. His team of professionals has helped businesses select and successfully install a variety of ERP business solutions and add-on systems including business intelligence solutions to give new life to existing computer systems. David's clients not only rely on him to successfully manage the implementation of their new systems, but to manage the change that occurs in their organizations as a result of the use of these new tools.



Elliot Schiller

Director

Elliot Schiller, Ph.D., C.M.C. began his career as a Chemical Engineer working for Grumman Aircraft, in Long Island, New York. He obtained his Ph.D. at the University of Pittsburgh with funding from the U.S. Atomic Energy Commission, and, after being awarded a Presidential Fellowship, he went on to perform research and development activities at Brookhaven National Laboratory.

Since coming to Canada, he has primarily assisted consumer products and retail organizations in a variety of strategic management initiatives, traveling around the globe on behalf of his clients. In 1987, Elliot joined Richter & Associates, and it is here that he first met David Teeger.

As a founding partner of Teeger Schiller Inc., he has focused the SR&ED / Grant Division on obtaining grants and tax incentives for over 100 companies in the small to medium sized business sector. His team has provided services to the discrete / processing manufacturing, material development, textiles, apparel, automotive and computer sciences sectors. Annually, Teeger Schiller Inc. secures more than \$5 million in government funding to assist its clients in having their business initiatives supported by government funding.



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