

Getting ready for a new federal government

Elliot Schiller

By now, it appears that the 42nd Parliament will likely look dramatically different from the 41st Parliament. Unless the pollsters are all wrong or there is a significant shift in voter opinion, all signs point to a minority government. How will this coalition government affect the funding help that will be available to you after the election?

As we reviewed in the September column, all three parties in their stated policy/platform documents continue to be committed to supporting businesses with funds for job growth, and, all three parties continue to be committed to innovation funding. From the perspective of the NDP Policy, the innovation funding is for clean technologies (“green”) innovations, from the Liberal Real Change Plan, it’s also about green, and, with a desire to increase current innovation funding to once again return Canada to the world’s most competitive R&D jurisdiction. The Conservatives remain committed to innovation funding, but without the stated emphasis on clean technologies. Minority governments are all about compromise. While a majority government will move forward with its platform, minority governments need the consent of their partner party to propose and enact any legislative changes. Further, the parties tend to shy away from attempting to implement new legislation that is either controversial or that requires each party to dramatically steer off the course of their own stated policy goals.

Therefore, it remains a safe bet that regardless of who forms the 42nd Parliament, job initiatives will be high on the priority list, and probably not overly controversial to implement.

What this means to you is that if you are evaluating business expansion opportunities for either new markets, new products or new processes, you need to factor in the staffing requirements and likely potential government assistance as

part of your return on investment analysis.

With respect to innovating your products and processes, again, clean/ green are the buzz words, especially in an NDP/ Liberal coalition government. However, in this author’s opinion, considering that the electorate seems divided almost equally, three ways, I do not believe that significant changes to the innovation funding laws can be accomplished, certainly not early on. Nevertheless, policy directives to government agencies can still, and I suspect will, encourage green innovation funding support.

Look at your manufacturing processes. Are you as green as you could be? Are you reusing the by-products of your current manufacturing processes, such as recapturing the heat waste and utilizing it as part of the heating up energy required for the next process? Could you “up” your manufacturing output from 1 to 2 to 4 to 8 or even more? Could you transition from environmentally unfriendly

raw materials to Friendly ones (i.e. from oil to water based inks, from new paper to recycled paper, etc.)?

If there are ways that You could become greener, while at the same time becoming More productive, what would it cost, and what would your return on investment (ROI) be, assuming government funding help?

Think about how you could take advantage Of funding help to Launch your business to the next level. Ask your managers what they could use to be more productive. Ask them what new or spin-off products they think could be developed in your shop. Ask them if their staff could be more productive with better training, or more helping hands, or entirely new skill sets.

Because of the controversy over a carbon tax, it is doubtful that a coalition government would move in that direction. Nevertheless, funding help policy changes for reducing your energy footprint is possible. Here is another area that you should be ready to act on. While funding help might be widespread and available to everyone, it just as likely might be for a limited time, or for limited funds, in which case, in our experience, it’s first come first served.

Next month, following the forming of the new government, we will attempt to more accurately predict what changes you can anticipate from the 42nd Parliament. Nevertheless, regardless of who is elected in October, it’s a new ballgame. Be ready with your ideas for improving your business. Government funding help always has a total dollar cap, and when the money is spent, there often is no more available. Don’t procrastinate!

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

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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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