From CEOs of leading innovation economy enterprises

Date: March 25, 2020

To: Hon. Doug Ford, Premier of Ontario Hon. Rod Phillips, Minister of Finance Hon. Victor Fedeli, Minister of Economic Development, Job Creation and Trade

Dear Premier Ford and Ministers Phillips and Fedeli,

Ontario is a technology powerhouse. With strong support from governments, our tech and innovation sectors have stepped up to the plate and emerged as important sources of well-paying jobs, economic growth and our provincial GDP.

Tech employment has grown rapidly across Ontario. Toronto is the fastest-growing tech market overall, surpassing Washington, Seattle and San Francisco combined – with a total of 241,000 tech industry jobs in the GTA alone. Waterloo and Hamilton tech employment has grown 40% over the past five years. Ottawa has the second-highest concentration of tech talent in North America, with 9.9% of its workforce employed in this sector – just behind San Francisco.

And these are good jobs. Across the industry, tech wages in Ontario averaged 78,070 in 2018 - 51% higher than the average private-sector wage.

This didn't just happen. The growth of Ontario's tech sector is a success story shared by successive governments stretching back to the creation of MaRS and Communitech under the Harris government and continuing to the present day.

Now, all this hard work and economic impact is threatened by the COVID-19 pandemic. The Ontario government has already responded with swift action and the deployment of some critical resources. But more is needed.

Without further intervention, many promising new ventures that are tackling everything from climate change to cancer treatments and vaccines may be forced to close their doors over the next 12 to 18 months. The pinch is already happening: Supply chains are being disrupted and consumer spending is slowing, creating economic risk for our province.

Ontario's tech leaders believe the ecosystem needs our provincial government to continue to show leadership by taking immediate and longer-term measures to weather this storm, and drive innovation, economic growth and job creation through the recovery.

These measures include:

- Supporting the immediate cash-flow needs of companies to reduce expenditures, preserve cash and maintain top talent and jobs;
- Increasing and rapidly deploying additional funding through established programs and investment vehicles;
- Providing greater flexibility for companies with an existing funding relationship and track record, to enable the tech ecosystem to continue innovating.

Ontario's tech sector was created with the help of the provincial government, but maintaining momentum requires this government to sustain its support during this time of crisis. That's why innovation hubs and tech groups are sending this letter to the province, urging support for these companies in the coming months. We are calling for swift, targeted measures that will help companies improve cash flow and keep tens of thousands of Ontarians employed.

Focused, collaborative action will help high-growth, innovative tech companies to emerge from this crisis in position to grow Ontario's economy and create jobs.

Signed, (see signatory list below)

PROPOSED ASSISTANCE MEASURES FOR ONTARIO'S INNOVATION ECONOMY

There are a number of ways the Ontario government can continue to strengthen the tech sector through the COVID-19 pandemic and beyond. These include:

Supporting the immediate cash-flow needs of companies to reduce expenditures, preserve cash and maintain top talent and jobs:

- Offering generous payroll subsidies at least 70 percent of wages similar to subsidies already offered in England and Denmark
- Deferring payroll taxes, and deferring remittance of corporate and payroll taxes together with no-interest, deferred payment loan vehicles for businesses
- Allowing the deferral of WSIB premiums
- Increasing procurement of goods and services from Ontario ventures, and requiring recipients of stimulus funding to prioritize the adoption of made-in Ontario innovations
- Implementing measures for rent abatement and interest-free credit availability including the creation of a no-interest, deferred payment loan vehicle for businesses

Increasing and rapidly deploying additional funding through established programs and investment vehicles:

- Rapidly deploying additional funding to current recipients that can demonstrate proven track records for delivery, enabling them to immediately address cash-flow challenges
- Building our strong pipeline of high-growth firms by continuing to invest in promising startups through the MaRS IAF, and providing additional support to later-stage firms

Providing greater flexibility for companies with an existing funding relationship and track record, enabling the tech ecosystem to continue to innovate:

- Creating more flexible funding terms, conditions and schedules for companies that currently benefit from government funding, and the network of Regional Innovation Centres that support them, enabling companies to address key challenges and adapt to rapidly changing market conditions
- Retaining the Ontario Innovation Tax Credit (OITC) and the Ontario Research and Development Tax Credit (ORDTC), and working with the federal government to accelerate reimbursement through SR&ED, OITC and ORDTC

More broadly, we believe the government of Ontario is ideally positioned to further influence important federal measures as outlined in this document:

https://www.marsdd.com/media-centre/letter-tech-leaders-appeal-for-greater-supportduring-covid-19/

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YvonneLauRetainifyFounderBrendanCrowleyMicromensio Inc.CEOSachiKomarasamyIntellizenceFounder & CEOKarenWongTakuLabs Ltd.Co-Founder & CEOAmanCheemaNanoPips LtdFounderRajivPrakashShouut Technologies Inc.PresidentSuzanneSimpsonHuman Resource Systems Group Ltd.Founder and CEOAshkanRahimi KianI-EMS GROUP LTDCEONathanMahMero Technologies Inc.Co-founderSarahHartkornPrimped Beauty Technologies Inc.Co-founderSridharKotariVassuTechPresidentRobertDelineInnovation Initiatives Ontario NorthExecutive DirectorCoreyEllisGrowcerCEOMichaelWeiderSHOEBOX LTDCEORazaJafri3DCityScapesCEODevashishPaulBluWave-aiCEOGaryBrownriggQuickSilkFounder & CEOMirhassanDaryabeigyEdgecom EnergyDirectorSebastianHadjiantoniouIncuversCEOAmirGhodsSMATS Traffic SolutionsCEOBreeHollowayNurtured Life Go Inc.CEOGabrielRubio MaldonadoWelbi Technologies IncHead of Operations & ProductAnneGengeAlexio CorporationCEOSandra ASpillerTrakker Services Canada, IncCEOSandra ASpiller<			Stripe Studios Inc.	
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SachiKomarasamyIntellizenceFounder & CEOKarenWongTakuLabs Ltd.Co-Founder & CEOAmanCheemaNanoPips LtdFounderRajivPrakashShouut Technologies Inc.PresidentSuzanneSimpsonHuman Resource Systems Group Ltd.Founder and CEOAshkanRahimi KianI-EMS GROUP LTDCEONathanMahMero TechnologiesCEO/Co-FounderSarahHartkornPrimped Beauty Technologies Inc.Co-founderSirdharKotariVassuTechPresidentRobertDelineInnovation Initiatives Ontario NorthExecutive DirectorCoreyEllisGrowcerCEOMichaelWeiderSHOEBOX LTDCEORazaJafri3DCityScapesCEODevashishPaulBluWave-aiCEOGarryBrownriggQuickSilkFounder & CEOMirhassanDaryabeigyEdgecom EnergyDirectorSebastianHadjiantoniouIncuversCEOAmirGhodsSMATS Traffic SolutionsCEOBreeHollowayNurtured Life Go Inc.CEOGarielRubio MaldonadoWeibi Technologies IncHead of Operations & ProductAnneGengeAlexic CorporationCEOSandra ASpillerTrakker Services Canada, IncCEOSandra ASpillerTrakker Services Canada, IncCEOSantarMayewMomentum Shift IncPresident		Crowley		
KarenWongTakuLabs Ltd.Co-Founder & CEOAmanCheemaNanoPips LtdFounderRajivPrakashShouut Technologies Inc.PresidentSuzanneSimpsonHuman Resource Systems Group Ltd.Founder and CEOAshkanRahimi KianI-EMS GROUP LTDCEONathanMahMero TechnologiesCEO/Co-FounderSarahHartkornPrimped Beauty Technologies Inc.Co-founderSridharKotariVassuTechPresidentRobertDelineInnovation Initiatives Ontario NorthExecutive DirectorCoreyEllisGrowcerCEOMichaelWeiderSHOEBOX LTDCEORazaJafri3DCityScapesCEODevashishPaulBluWave-aiCEOGarryBrownriggQuickSilkFounder & CEOMirhassanDaryabeigyEdgecom EnergyDirectorSebastianHadjiantoniouIncuversCEOBreeHollowayNurtured Life Go Inc.CEOGarbielRubio MaldonadoWelbi Technologies IncHead of Operations & ProductAnneGengeAlexio CorporationCEOSatorielRubio MaldonadoWelbi Technologies Inc.CEOSandra ASpillerTrakker Services Canada, IncCEOSandra ASpillerTrakker Services Canada, IncCEOSandra ASpillerTrakker Services Canada, IncCEOSouttWrightClick ArmorCEO				
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RajivPrakashShouut Technologies Inc.PresidentSuzanneSimpsonHuman Resource Systems Group Ltd.Founder and CEOAshkanRahimi KianI-EMS GROUP LTDCEONathanMahMero TechnologiesCEO/Co-FounderSarahHartkormPrimped Beauty Technologies Inc.Co-founderSridharKotariVassuTechPresidentRobertDelineInnovation Initiatives Ontario NorthExecutive DirectorCoreyEllisGrowcerCEOMichaelWeiderSHOEBOX LTDCEORazaJafri3DCityScapesCEODevashishPaulBluWave-aiCEOGarryBrownriggQuickSilkFounder & CEOMirhassanDaryabeigyEdgecom EnergyDirectorSebastianHadjiantoniouIncuversCEOBreeHollowayNurtured Life Go Inc.CEOGarhelRubio MaldonadoWelbi Technologies Inc.CEOAnneGengeAlexio CorporationCEOSaradSmarts Traffic SclutionsCEOSurationalHadjiantoniouIncuversGabrielRubio MaldonadoWelbi Technologies Inc.AnneGengeAlexio CorporationCEOJasonMayhewMomentum Shift IncPresidentScottWrightClick ArmorCEO				
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Scott Wright Click Armor CEO				
William Thompson RVezy CEO		-		
	William	Thompson	RVezy	CEO

Ben	Lacroix	StadiYUM	CEO
Pierre	Azar	Smartransitmedia Inc.	CEO
			Chief Commercial Officer & Co-Founder
Tim	Sherstyuk	GBatteries	
Keren	Moynihan	Boss Insights	CEO/Cofounder
Luke	Moynihan	Boss Insights	CTO/Cofounder CEO
M.	Amir-Ahmadi	Advanced Process Automation Technologies Inc.	
Jonathan	Wong	CybernetIQ	Director, Operations
Sherif	Koussa	Software Secured Cautus	CEO
Elizabeth	Audette-Bourdeau	Welbi Technologies Inc.	CEO
Obaid	Ahmed	Botmock Inc.	Founder, CEO
Mahshid	Yassaei	Evenset inc	Co-founder and CTO
James	Basnett	Answer Intelligence	Founder
Fahim	Sheikh	GrowthVectors Inc.	CEO
Julia	Slanina	Treehouse Digital Health Inc.	CEO
Anferny	Chen	Dataraction Inc.	CEO
Mostafa	Mahmoud	Tartan Al	Board Director
Tenille	Houston	SmartCone Technologies, Inc	COO
Karén	Karapetyan	Customized Technologies - 3DAvatar.ca	Founder
Laura	Mindorff	Wicket	Co-founder + COO
Daniel	La Russa	Realize Medical Inc	Operations Lead
Peter	Misek	Framework Venture Partners	Partner
Stephen	Genge	Alexio Corp	CISO
Cat	Kelly	Win-Win Homesharing	CEO and Co-founder
Peter	Kallai	SmartCone Technologies Inc.	CFO
Mark	Morissette	Foxquilt Insurance Services Inc.	CEO
Matthew	Herbert	Cannscript	Founder
Jessica	Plummer	LED Electric Inc.	CEO, Designer, Co-founder
Chris	Grimes	Fundmore.ai	CEO
Karen	Monet	Opticalm Visual Stress Clinic	CEO
Moktar	Yusuf	Relomigo	CEO
Mohammad	Amir Bahrami	Edgecom Energy Inc.	Senior Financial Manager.
Jeff	Chesebrough	Innovate Niagara	CEO
YC	Lee	Concept 2 Clinic Inc.	Managing Director
Albert	Lee	MIS Electronics	Director of Engineering
John	Findlay	Launchfire Interactive Inc.	CEO
Joseph	Thornley	76engage	CEO
Nathan	Nagy	Experify	Co-founder, UX Researcher & Designer
Prasad	Seelam	Visishta InfoTech Inc	CEO and Founder
Mark	Skapinker	Brightspark Ventures	Managing Partner
Yanky	Li	OpenHouse.Al	President
Kelly	Gregoire	TryCycle Data Systems Inc.	Vice President, Operations
Vivek	Burhanpurkar	Cyberworks Robotics Inc	CEO
David	Carter	Innovation Factory	Executive Director
Armin	Faraji	Node App	Founder
Scott	Runté	Launch Lab	CEO & EIR
Farshid	Mirrahimi	Circuit Energy Inc.	President
Shann	McGrail	Haltech	Executive Director
		Trusscore Inc.	CEO
Dave	Caputo		CEO
Christina	Fox	TechAlliance of Southwestern Ontario	
Lois	Norris	SSIMWAVE Inc.	COO / CFO
Shantal	Feltham	Stiris Research Inc.	President & CEO
Kendall	Williams	Northwestern Ontario Innovation Centreq	Executive Director
Michael	Johnson	Multiview Financial Software	CEO
Konrad	Konnerth	KONNEXIO	President
Alun	Davies	iol systems inc.	President
Majd	Karam	Needful	CEO
Marco	Osso	Tulip.io	VP, Human Resources
Michael	Tremblay	Invest Ottawa & Bayview Yards	President & CEO
Stuart	Siegel	HockeyTech	Chairman/CEO
J.Paul	Haynes	eSentire Inc.	President & COO
Ali	Asaria	Tulip	CEO

Ted	Maulucci	SmartONE Solutions	President
Ray	Williamson	Zero Energy Water	President
Ryan	Denomme	Nicoya Lifesciences Inc	CEO
Matt	Flood	Sortable	VP Finance
Tony	Salomone	Tulip	Cheif Technology Officer
Tom	Kane	Virtek Vision International ULC	Vice President and General Manager
Kurtis	McBride	Miovision Technologies	CEO
Sarah	Prevette	Future Design School	Founder & CEO
Anna	Foat	Tech Alliance	Board Member
Gordon	Hart	Selectpath Benefits & Financial / Benefits Direct	CEO
Liam	Swords	http://plumrealty.ca	Founder
Carol	Leaman	Axonify Inc.	CEO
Prem	Gururajan	Tangam Systems	CEO
David	Ciccarelli	Voices.com	CEO
Jay	Shah	Formerly Velocity Incubator, Cofounder of BufferBox, Com	Self
Carol	Cao	Fotonz Inc.	President
Gary	Vonderau	Savvy Sale	Co-Founder & CTO
Catherine	Graham	commonsku	CEO
Tawnya	Convoy	Faire	Office Manager
Dan	Gordon	Colleaga	Board Chair
Jacob	Glick	North Inc.	General Counsel
Martin	Basiri	ApplyBoard	CEO
Mehdi	Rezaei Boroun	Edgecom Energy inc	Partner
Joseph	Fung	Kiite	CEO
Serge	Kiema	Dunia Payment	CEO
Peter	Monsberger	IGNIS Innovation Inc.	CEO
Wayne	Blampled	Cognit	President
Ryan	Emms	Consys Group Inc.	Director of Business Development
Mona	Lam-Deslippe	MLD Solutions Inc.	CEO and Founder
Bab	Barkhodaei	SKYPREP INC	CEO
Robert	Koch	AHead Simulations Inc	President
Andrew	McClenaghan	Digital Echidna	President
Nick	Hollinger	Visitor Queue	CEO
Trevor	Boicey	Ecovena	President
Tyler	Bryden	Speak Al Inc.	Owner
William	Westgate	Insightful Prosperity Inc.	Сео
Brian	Maxfield	ODEA Inc	President
Andrew	Millar	Relogix	CEO
James	Campbell	TechAlliance	EIR
Brian	Foster	RH Accelerator	Co-Founder
Fadi	Patros		President
Melissa	McInerney	tbk Creative	CEO
Lynn	Davis	Alegria 3 Inc	President
Kim	Atkinson	Ontario SEO	Owner
Tarique	Al-Ansari	Paystone.com	CEO
Michael	Foley	SavvySale	Co-Founder
Ashraf	Ghadban	Mandil Ventures	Principle
Adrian	Ferreira	Rize Health	CEO and Co-Founder
David	Billson	rTraction Canada, Inc.	CEO
Nahuel	Bulian	Rize Health	СТО
Glendalynn	Dixon	Glendalynn Dixon Professional Services	Owner
Marc	Morin	Auvik Networks Inc	CEO
Mike P.	Banovsky	TechAlliance of Southwestern Ontario	EIR
Isabelle	Trouquet Carata	ADEXFLOW INTERNATIONAL SOFTWARE INC	Vice President
Wendy	Threader	Therapeutic Monitoring Systems	General Manager
Cheryl	Netterfield	POMMe-Health	CEO
Bruce	Carruthers	Cord3 Innovation Inc	Chief Strategy Officer (CSO)
Michael	Litt	Vidyard	CEO
Jennifer	Smith	Cineplex Digital Media	SVP Technology & Operations
Dennis	Mazajlo	Race Roster	Manager, Partnerships
Alex	Weiner	WRELM Data	Partner
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Deciden	Data	Sten Al	Co Foundau
	Raic	Stan Al	Co-Founder
Andrew	Liston	SongWish	CEO
Matt	Grossi	Orca Intelligence Inc.	CEO
	Usmani	Tasteport	Founder & CEO
	Khomutov	GBatteries Energy Canada Inc.	CEO
Ella	Mar	P2Peak Technologies	CEO
	Moharram	Moharram Ventures Inc.	Founder & President
	Misch	Green Dot Group / ChargerQuest	CEO
	Haase	Motif Labs Ltd	Founder, CEO
David	Kroetsch	FLIR Unmanned Systems (formerly Aeryon)	VP UAS Technology
Richard	Cunningham	Markham Board of Trade	President and CEO
Sam	Andary	s2h D2R-Collect	CEO
Amy	Hastings	TextNow, Inc., Snapsort Inc. (d.b.a. Sortable), Crucial Inter	
Rakesh	Tiku	inField Solutions	President & CEO
Niraj	Bhargava	NuEnergy.ai	CEO
John	Gosson	Blumind.ai	Founder & CTO
Alain	Goubau	FarmLead Resources Ltd	COO & CFO
David	Strucke	Media Sonar	CEO
Lindsay	Schneider	Arcane	CEO
Christopher	Reid	Sortable	CEO & Founder
Courtney	Hance	The Branding Firm Inc.	Owner & President
Taylor	Ablitt	Diply	CEO
Madan	Kanala	SnowM Inc.	CEO
Tony	Chahine	Myant	CEO
Michel	Codere	Pure Goals	CEO
Gary	Manning	Diply	CO-FOUNDER
Debbie	Gamble	Interac Corp.	Chief Innovation Officer
Maulin	Gandhi	Tangam Systems	President
Surya	Koritala	Subscribeit Inc.	CEO
Mara	Uzun	Sideffekt	CEO
Michael	Worry	Nuvation Energy	CEO
Pat	Crosscombe		Founder & CEO
Janet	Bannister	Real Ventures	Managing Partner
	MacLeod	Postmedia	Chief Executive Officer
Bruce	Anderson	Dejero Labs Inc.	CEO
Liz	Watson-Palermo	Virtek Vision International	Director, Human Resources
Michael	Doughty	Manulife Canada	President and Chief Executive Officer
Paul	Hogendoorn	FreePoint Technologies	Founder and Chairman
Brad	Beattie	start.ca	CFO
Mitch	Dawson		President
	Sage	sagecomm	Co-Founder & Senior Strategist
John	MacBeth	TryCycle Data Systems	Founder & CEO
Lauren	Lake	Bridgit	COO & Co-Founder
Emily	Nielsen Schurer	Nielsen IT Consulting Inc	President CEO
Jenn		upSpace	
Pierce	Ujjainwalla	Knak	Founder & CEO
Ryan	Kelly	Ascend	Founder
Lucio	Barreto	Stronghold Services Corporation	CEO
Pam	Banks	RIC Centre	Executive Director
Jason	Flick	You.i TV	CEO/Co-Founder
Michael	Delorenzi	Northern Commerce Inc	President