



# BC TECH

## 4-POINT PLAN FOR GROWTH

BC has the potential to become one of the top technology ecosystems globally. BC Tech Association's 4-Point Plan outlines 20 key actions across four pillars that will accelerate the future growth of BC's tech sector, yielding more successful tech companies, create more high-paying jobs, and boosting BC's global competitiveness and economic prosperity.

### TOP PRIORITY ASKS:

# #1

Invest an incremental \$200MM in post-secondary to expand graduation of tech programs

# #2

Support the home team and adopt procurement programs to become customers of BC tech companies

# #3

Streamline tax credit programs like SBCED and the wage tax credit to increase liquidity

# #4

Improve the immigration system to attract the best talent from around the world

### TALENT: INVEST IN DEVELOPING AND ATTRACTING WORLD-CLASS TALENT

Canada needs to create a more conducive environment to encourage, develop, and attract the best talent. To win the war on talent, all sectors in our economy and most in government and improving the education system to nurture a strong pipeline of tech talent from the province.

1. Invest an incremental \$200MM in post-secondary to expand graduation of tech programs
2. Enhance the curriculum and experiential learning in post-secondary
3. Invest in STEM programs to teach technology in the curriculum
4. Improve the immigration system for highly skilled and experiential talent

### MARKETS: EXPAND ACCESS TO PROCUREMENT AND GLOBAL MARKETS

Small companies typically lack the scale and capability to successfully access markets and customers abroad. Encouraging growing BC tech companies require a deliberate focus by government to leverage home base advantages, demonstrate support for customers, and support expanded access to new markets.

1. Expand the Build in Canada Innovation Program to B2B
2. Introduce a pilot program for Set Asides in government procurement
3. Improve access to existing government procurement programs
4. Invest in market development programs that expand export activity

### SCALE UP: ENCOURAGE COMPANIES TO GROW AND ACHIEVE GLOBAL COMPETITIVENESS

Successful ecosystems have significantly larger cohorts of medium and large scale companies. To compete globally and scale up B2B tech companies, we must employ a strategy that encourages the growth of small companies to become medium and large scale companies by improving and supporting the competitive tax structure.

1. Streamline the multitude of tax programs to encourage companies to grow and invest in jobs
2. Consolidate provincial programs into a single R&D Labour Tax Credit
3. Establish a B2B Technology Commercialization Tax Credit
4. Simplify and extend the Federal SBIR program

### CAPITAL: EXPAND ACCESS TO GLOBAL CAPITAL TO GROW COMPANIES

Access to capital is critical in fueling the growth of tech companies. To address the funding challenge of all stages of growth, we need a long term view that builds on existing initiatives and positions BC to attract global capital in greater numbers.

1. Invest in building strong programs to attract global capital
2. Enhance and support the wage tax credit program
3. Continue to support existing venture capital programs
4. Expand debt and lending options