



Canada's Innovation Corridor Business Council



April 3rd, 2020

Rt. Hon. Justin Trudeau, P.C., M.P.
Prime Minister of Canada
80 Wellington Street
Ottawa, ON K1A 0A2
(Via Email: pm@pm.gc.ca)

Hon. William Morneau, P.C., M.P.
Minister of Finance
90 Elgin Street
Ottawa, ON K1A 0A6
(Via Email: bill.morneau@canada.ca)

Dear Prime Minister and Minister,

The Innovation Corridor Business Council represents businesses of all size and sectors in an economic zone that contributes nearly a quarter of Canada's GDP. On behalf of the business community and workers, we want to thank you for your willingness to listen to the needs of the business community and your timely responsiveness in these unprecedented times.

We advocated for the recently announced increase in wage subsidy to ensure that employers can retain their workforce wherever possible and give them a better chance at maintaining and restarting their operations once the strict physical distancing measures can be safely lifted. However, the speed and details of implementation of this policy is leaving many businesses feeling anxious and overlooked.

The government's choice to use the CRA to disperse the subsidy, which can take up to six weeks or more, leaves businesses that need this cash flow support most, little choice but to lay off employees or even permanently shut their doors. We are urging the federal government to revise the delivery mechanism for this program in a way that prioritizes speed.

And for those businesses that require flexibility in applying the 30 percent revenue drop criteria, we urge you to create exemptions to support them. Those include startups, businesses that see seasonal variations in their revenues, those that collect their payments at much later intervals, and those whose revenues have been impacted because of lost business in the coming months, to name a few.

We are committed to working with you and our communities to support the health and recovery of our workers and businesses. In the past decade, our economic zone added more than 810,000 net new jobs and has been the engine of national economic growth and competitiveness. We need our businesses to stay viable long enough to also be the engine of the economic recovery that will be so important for our communities and the country as a whole.

We will continue to work with and seek solutions from our members. As you continue to evaluate and respond to the rapidly changing situation and provide Canadians with steadfast and measured leadership through this crisis, please do not hesitate to call on us to assist.

Yours sincerely,



Ian McLean, President & CEO
Greater Kitchener-Waterloo Chamber of Commerce
Co-Chair, Canada's Innovation Corridor Business Council



Jan De Silva, President & CEO
Toronto Region Board of Trade
Co-Chair, Canada's Innovation Corridor Business Council

cc. *Members of the Canada's Innovation Corridor Business Council:*

- Todd Letts, President and CEO, Brampton Board of Trade
- Carla Nell, President and CEO, Burlington Chamber of Commerce
- Greg Gurocher, President and CEO, Cambridge Chamber of Commerce
- Shakiba Shayani, President and CEO, Guelph Chamber of Commerce
- Kathleen Dills, President and CEO, Halton Hills Chamber of Commerce
- Keanin Loomis, President and CEO, Hamilton Chamber of Commerce
- David Wojcik, President and CEO, Mississauga Board of Trade
- Richard Cunningham, President and CEO, Markham Chamber of Commerce
- Scott McCammon, President and CEO, Milton Chamber of Commerce
- Tracy Walter, President and CEO, Newmarket Chamber of Commerce
- Drew Redden, President and CEO, Oakville Chamber of Commerce
- Brian Shifman, President and CEO, Vaughan Chamber of Commerce