

Jobs and the Economy

Emploi et Économie

**Annual Report
2015-2016**

**Rapport annuel
2015-2016**



**MINISTER
OF GROWTH, ENTERPRISE AND TRADE**

Legislative Building
Winnipeg, Manitoba CANADA
R3C 0V8

Her Honour the Honourable Janice C. Filmon, C.M., O.M.
Lieutenant Governor of Manitoba
Room 235 Legislative Building
Winnipeg MB R3C 0V8

May it please Your Honour:

As the Minister of the new department of Growth, Enterprise and Trade, I have the privilege of presenting for the information of Your Honour the Annual Report of the Department of Jobs and the Economy for the fiscal year ending March 31, 2016.

Respectfully submitted,

Cliff Cullen
Minister





MINISTRE
DE LA CROISSANCE, DE L'ENTREPRISE ET DU COMMERCE

Bureau 358
Palais législatif
Winnipeg (Manitoba) R3C 0V8
CANADA

Son Honneur l'honorable Janice C. Filmon, C.M., O.M.
Lieutenante-gouverneure du Manitoba
Palais législatif, bureau 235
Winnipeg (Manitoba) R3C 0V8

Votre Honneur,

À titre de ministre du nouveau ministère de la Croissance, de l'Entreprise et du Commerce, j'ai l'honneur de vous présenter le rapport annuel du ministère de l'Emploi et de l'Économie pour l'exercice terminé le 31 mars 2016.

Le tout respectueusement soumis,

Le ministre,

Cliff Cullen





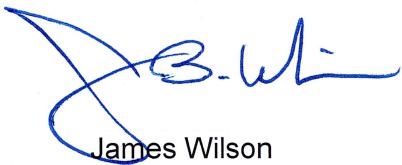
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The Honourable Cliff Cullen
Minister of Growth, Enterprise and Trade
Room 358, Legislative Building
Winnipeg, Manitoba R3C 0V8

Minister:

As the Deputy Ministers of the new department of Growth, Enterprise and Trade, we are pleased to present for your approval the 2015/16 Annual Report for the Department of Jobs and the Economy for the fiscal year ending March 31, 2016.

Respectfully submitted,



James Wilson

Deputy Minister of
Growth, Enterprise and Trade



Fredrick D. (Rick) Mantey

Deputy Minister of
Intergovernmental Affairs and
International Relations





Sous-ministres de la Croissance, de l'Entreprise et du Commerce
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M. Cliff Cullen
Ministre de la Croissance, de l'Entreprise et du Commerce
Palais législatif, bureau 358
Winnipeg, Manitoba R3C 0V8

Monsieur le Ministre,

À titre de sous-ministres du nouveau ministère de la Croissance, de l'Entreprise et du Commerce, nous avons l'honneur de vous présenter le rapport annuel 2015-2016 du ministère de l'Emploi et de l'Économie pour l'exercice terminé le 31 mars 2016.

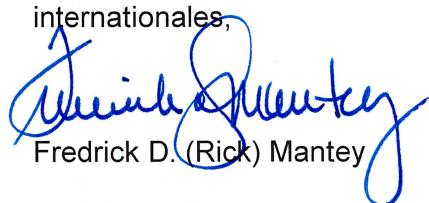
Le tout respectueusement soumis,

Le sous-ministre de la Croissance, de l'Entreprise et du Commerce,



James Wilson

Le sous-ministre des Affaires intergouvernementales et des Relations internationales,



Fredrick D. (Rick) Mantey



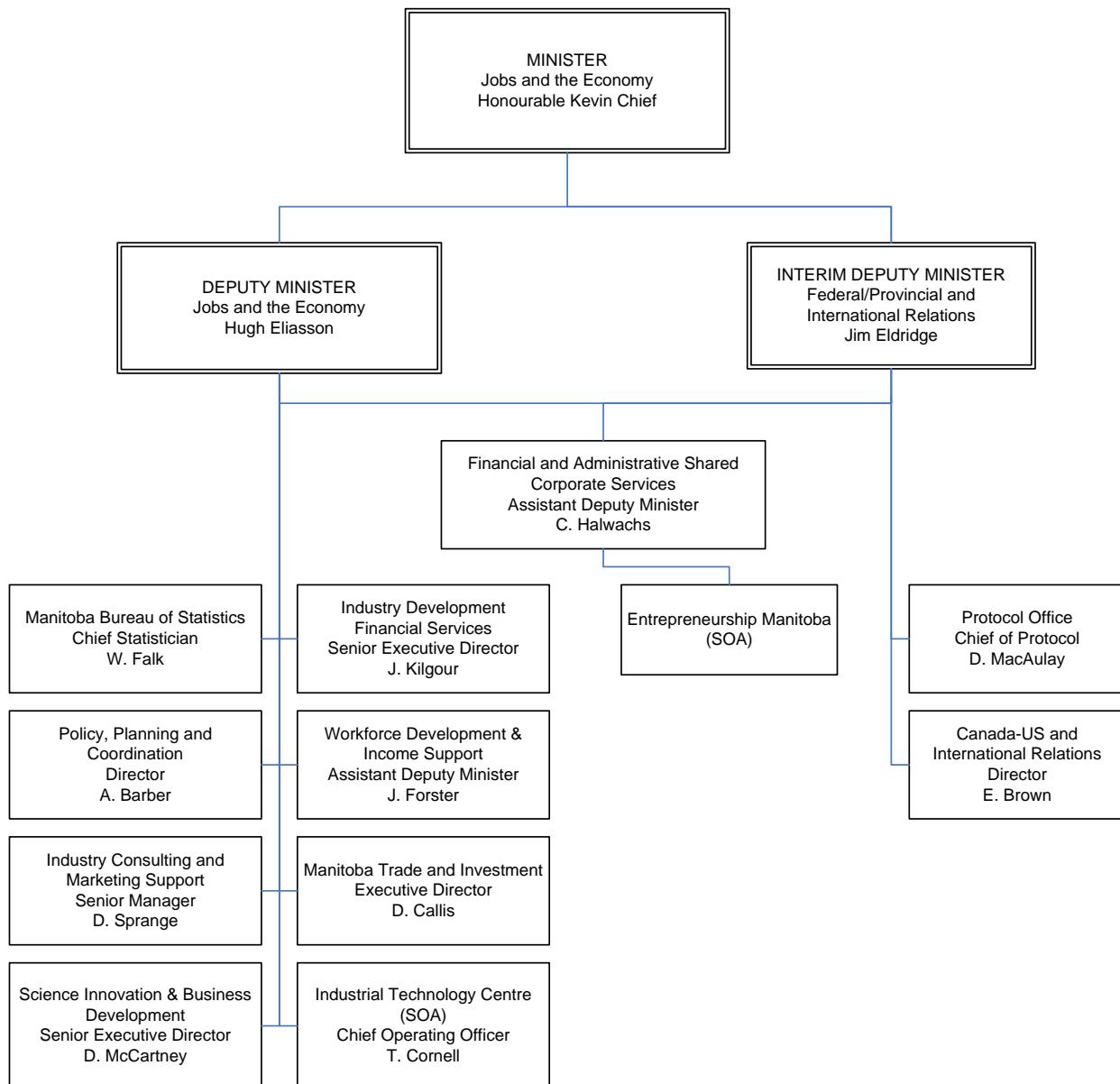
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**JOBs AND THE ECONOMY
ORGANIZATION CHART**
As at March 31, 2016



NOT REFLECTED ON THIS CHART:
THE MANITOBA DEVELOPMENT CORPORATION

PREFACE

REPORT STRUCTURE

The Annual Report is organized in accordance with the department's appropriation structure and the Main Estimates of Expenditure for the Province. The Report includes financial performance and variance information at the main and sub-appropriation levels and information relating to the department's objectives and results at the sub-appropriation level. The Report also includes information about associated agencies, business assistance, revenue and expenditures, a five-year comparison of expenditures and a staffing analysis.

STATUTORY RESPONSIBILITIES

The Advisory Council on Workforce Development Act	A 6.5
The Apprenticeship and Certification Act	A 110
The Apprenticeship Employment Opportunities Act (Public Works Contracts).....	A110.5
The Manitoba Assistance Act.....	A150
The Business Names Registration Act	B 110
The Certified Occupations Act	C 48
The Convention Centre Corporation Act (S.M. 1988-89, c. 39).....	-
The Corporations Act [except Part XXIV]	C 225
The Crocus Investment Fund Act (except section 11).....	C 308
The Design Institute Act.....	D 40
The Manitoba Development Corporation Act.....	D 60
The Education Administration Act (clause 3(1)(h), as it relates to training).....	E 10
The Electronic Commerce and Information Act	E 55
The Manitoba Evidence Act [Parts II and III]	E 150
The Franchises Act.....	F 156
The Income Tax Act [section 10.5]	I 10
The Innovation Funding Act	I 37
The Labour Mobility Act	L 5
The Labour-Sponsored Venture Capital Corporations Act (Part 2, and sections 16 to 18 as they relate to Part 2)	L 12
The Labour Administration Act (as it relates to certain training programs)	L 20
The Partnership Act	L 30
The Personal Information Protection and Identity Theft Prevention Act	P 33.7
The Religious Societies' Lands Act	R 70
The Research Manitoba Act.....	R 118
*The Social Services Administration Act (as it relates to employment and income support).....	S165
The Statistics Act	S 205
and	
The Rent Aid Regulation, M.R. 148/2006, made under The Housing and Renewal Corporation Act	
*Under the Social Services Administration Act, responsibility for	
• Income Supplement for Persons Eligible for Old Age Security Benefits, (55 PLUS) Regulation, M.R. 65/90	
• Income Supplement for Persons Not Eligible for Old Age Security Benefits, (55 PLUS) Regulation, M.R. 64/90	
• Manitoba Child Benefit Regulation, M.R. 85/2008	
• Vocational Rehabilitation of Disabled Persons Regulation, M.R. 1/90	

As per Schedule "M" referred to in Order-In-Council No 388/2013
Amended per Order-In-Council No. 142/2014
Amended per Order-In-Council No. 458/2014
Amended per Order-In-Council No. 502/2015
Amended per Order-In-Council No. 552/2015

SUSTAINABLE DEVELOPMENT

The department is committed to the Principles and Guidelines set out in The Sustainable Development Act and works to have them incorporated into departmental activities, programs and business practices. Sustainable development initiatives undertaken within the operation of the department's programs are: minimizing waste through the efficient use of office supplies and recycling; increased utilization of the internet to communicate and disseminate information to our internal and external clients; delivery of a variety of workshops, seminars, business counselling sessions and research assistance suitable for use by businesses involved with the production/delivery of environmental products and services; and participation on various sustainable development committees and working groups such as the Code of Practice; Financial Management and Sustainability Reporting teams.

The Principles and Guidelines of Sustainable Development are:

1. Integration of Environmental and Economic Decisions
2. Stewardship
3. Shared Responsibility and Understanding
4. Prevention
5. Conservation and Enhancement
6. Global Responsibility
7. Efficient uses of Resources
8. Public Participation
9. Access to Information
10. Integrated Decision Making and Planning
11. Waste Minimization and Substitution
12. Research and Innovation.

The Sustainable Development Procurement Goals:

1. Education, Training and Awareness
2. Pollution Prevention and Human Health Protection
3. Reduction of Fossil Fuel Emissions
4. Resource Conservation
5. Community Economic Development

ORGANIZATION

The department's 2015/16 organization structure is illustrated in the Organization Chart, page i. The Vision, Mission, Critical Priorities, roles, responsibilities and staffing are outlined in the following information.

VISION

The Department of Manitoba Jobs and the Economy is committed to improving quality of life through furthering the economic, labour market and social inclusion of all Manitobans and growing an innovative economy that benefits all Manitobans by advancing the Province as a thriving place to live, learn, work and invest.

MISSION STATEMENT

Manitoba Jobs and the Economy provides programs and services by:

- Fostering trade, innovation, investment and entrepreneurship in partnership with stakeholders to maximize opportunities for prosperity for all Manitobans;
- Supporting the development of a skilled and sustainable workforce;
- Supporting training and employment opportunities to allow citizens to achieve fuller participation in society and greater self sufficiency and independence;
- Providing financial and other supports to citizens who need help meeting their basic needs so that they may achieve fuller participation in society; and
- Continuously transforming service delivery in government to provide better and more accessible services to citizens.

The department is organized in four divisions:

THE ADMINISTRATION AND FINANCE DIVISION provides central financial, administrative and computer support services to the Departments of Jobs and the Economy, Labour and Immigration and Mineral Resources; provides analytical, advisory and coordination support services to the department and related agencies in the areas of trade, economic development issues and departmental planning; monitors and reports on the activities and policies of the federal government; provides statistical and labour force information to the department and other agencies of government.

THE BUSINESS SERVICES DIVISION provides or facilitates businesses' access to capital; promotes investment; coordinates and delivers a range of services for the enhancement and growth of Manitoba's entrepreneurial and small business community and promotes economic development. Supports the co-ordinated development and growth of knowledge-based industries and leading-edge research activities in Manitoba.

WORKFORCE DEVELOPMENT AND INCOME SUPPORT DIVISION provides labour market programming for Manitobans, as well as financial supports to low income eligible individuals. The Division designs and implements a broad range of programs and services by working with individuals, employers and communities to connect Manitobans to independence and sustainable employment. Programs and services are delivered through Employment Manitoba, Apprenticeship Manitoba, Industry Workforce Development, and Employment, Income and Rental Assistance Programs.

INTERNATIONAL RELATIONS AND TRADE DIVISION supports businesses and organizations in marketing Manitoba to become export capable while supporting and promoting investment opportunities domestically and abroad. The division also supports Manitoba's relationships with international governments, their representatives and diplomats and advances Manitoba's interests internationally, including involvement in international development.

ADMINISTRATION AND FINANCE

MINISTER'S SALARY AND EXECUTIVE SUPPORT

The Administration and Finance Division comprises the Executive Support Offices, Financial and Administrative Services, Policy, Planning and Coordination, and Manitoba Bureau of Statistics.

EXECUTIVE SUPPORT

Executive Support includes the Offices of the Minister and Deputy Minister. The Minister provides leadership and direction to ensure the goals and objectives of the department are accomplished. The Office of the Deputy Minister provides the Minister with advice and information regarding issues and matters of concern to the department. Executive Support is responsible for providing the department with policy direction and the overall planning and co-ordination of departmental activities.

10-1(a) Minister's Salary

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under)	Expl. No.
Minister's Salary	37	1.00	37	-
Total Expenditures	37	1.00	37	-

10-1(b) Executive Support

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	814	10.00	785	29
Total Other Expenditures	71		73	(2)
Total Expenditures	885	10.00	858	27

FINANCIAL AND ADMINISTRATIVE SERVICES

Financial and Administrative Services is comprised of two primary components; Finance and Administration and Computer Services. The branch provides shared Financial and Administrative and Computer Services to the departments of Jobs and the Economy, Mineral Resources and Labour and Immigration.

OBJECTIVES

The objectives of Financial and Administrative Services are as follows: to provide leadership, program direction and operational coordination to support department activities; to provide high quality, timely and customer responsive administration, financial management, and information technology; develop and administer appropriate administrative and financial standards, policies and procedures; and to develop and maintain appropriate reporting systems to provide timely and accurate decision-making information to senior management in the departments and in central agencies through a centralized support service.

ACTIVITIES/RESULTS

Finance and Administration supports the mission and goals of the Department by:

- Processing payments and receipts;
- Providing computer business application development and support services;
- Administering and coordinating the Department's parking and pool vehicle programs;
- Providing for physical accommodations;
- Providing advisory and specialized accounting and financial management services to departmental personnel and related entities;
- Coordinating the departmental administration of the *Freedom of Information and Protection of Privacy Act* and *The Public Sector Disclosure (Whistleblower) Protections Act*;
- Managing the department's records management program and
- Providing timely, accurate and relevant information to departmental and central agency decision-makers including budgetary, cash flow and year end reporting.

Computer Services provides the department with information technology coordination and support services including: Strategy Planning, IT Planning, Value Management, IT Governance, Project Portfolio and Business Analysis, Alignment of Business & Technology Services, Business Process Improvement, Innovation and Change Management; user education and assistance (outside the standard suite); and implementation of government wide initiatives, and adherence to guidelines and standards.

10-1(c) Financial and Administrative Services

Expenditures by Sub-Appropriation	Actual 2015/16	Estimate 2015/16	Variance Over (Under)	Expl. No.
	\$	FTE	\$	
Total Salaries & Employee Benefits	2,313	31.00	2,192	121
Total Other Expenditures	294		284	10
Less: Recoverable from Mineral Resources	(150)		(150)	-
Total Expenditures	2,457	31.00	2,326	131

POLICY, PLANNING AND COORDINATION

OBJECTIVES

Policy, Planning and Coordination provides analytical, advisory and research support services to the Minister, Cabinet and other provincial departments and agencies. This includes undertaking analysis of trade, labour market and economic policy issues, providing critical information and working closely with other partners to promote economic development in Manitoba. The Branch's Labour Market Information Unit provides labour market analysis to support program and policy development in government departments involved in education, training and immigration, as well as coordinates, develops and disseminates labour market information directly to the public to support service delivery within the Department.

ACTIVITIES/RESULTS

The Branch manages the ongoing implementation of the current Agreement on Internal Trade in Manitoba. Efforts in this area include: supporting the Minister's participation as a member of the Ministerial Committee on Internal Trade; serving as Manitoba's Internal Trade Representative; coordinating the government-wide participation in the Agreement; direct responsibility for negotiations pursuant to the Agreement on Internal Trade, including the ongoing implementation and monitoring of the Labour Mobility Chapter and monitoring and participating in disputes arising under the Dispute Resolution Chapter.

In August 2014 the Council of the Federation directed Ministers Responsible for Internal Trade to engage in negotiations to modernize the Agreement on Internal Trade. The Branch is supporting these negotiations, functioning as Chief Negotiator on behalf of Manitoba. These negotiations are expected to be completed in 2016.

As lead provincial agent for international trade policy, the Branch develops provincial policy for implementation of international trade agreements such as the North American Free Trade Agreement (NAFTA) and the World Trade Organization (WTO). The Branch also works to ensure that Manitoba's priorities and concerns are reflected in new trade negotiations through consultations with key stakeholders. In 2015/2016, the Branch served as Manitoba's Chief Negotiator in international trade negotiations in which Canada has engaged, particularly the Trans Pacific Partnership and WTO plurilateral negotiations in the areas of information technology goods, environmental goods and trade in services. The Branch continues to consult and provide updates on the status of the Canada European Union Comprehensive Economic and Trade Agreement with government, industry and civil society stakeholders.

The Branch provides support for ministerial meetings and conferences, including meetings of Ministers and Deputy Ministers responsible for International Trade, Industry and Labour Markets. The Branch also provides support to the Premier including briefings on trade, labour market and competitiveness issues for the Western Premiers' Conference, Western Governors' Meetings, the Annual Meetings of the Council of the Federation, and First Ministers' Meetings.

Activities of the Labour Market Information Unit include: production of electronic and printed career and labour market information products, including the Manitoba Occupational Forecasts 2014 to 2020 report; active participation in the Forum of Labour Market Minister's Working Groups on Labour Market Information and Labour Mobility; internal labour market analysis and briefings; and, increasing the access to labour market information through partnerships, websites, presentations to job seekers, students, regulators, sector organizations, employment practitioners, employment counsellors and career symposia.

The Branch provides policy advice and support to economic development initiatives including provincial

small business policy service improvements, as well as support to Entrepreneurship Manitoba as a Special Operating Agency in the Department.

Planning support is provided to the Department of Jobs and the Economy including: coordination and production of the department's annual plan, leading the development of a departmental human resource and renewal plan, as well as provision of ministerial advisory and speaking notes on trade, labour market and economic policy issues.

The Branch represents the Government of Manitoba on the Provincial-Territorial Advisory Committee and the Trade Advisory Committee of the Standards Council of Canada. This function involves interdepartmental coordination to represent Manitoba's views on standards-related issues before the Council.

10-1(d) Policy, Planning and Coordination

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	\$	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	749	10.00	839	(90)	
Total Other Expenditures	185		183	2	
Total Expenditures	934	10.00	1,022	(88)	

MANITOBA BUREAU OF STATISTICS

OBJECTIVES

The primary role of the Manitoba Bureau of Statistics (MBS) is to serve the informational requirements of the Manitoba Government, its departments and crown agencies. Specific objectives are:

- to actively participate in and coordinate the development of the Manitoba statistical system in terms of information needs, collection, dissemination, analysis and presentation;
- to adapt the Manitoba statistical system to address changing policy and program requirements and emerging issues.

In order to further its objective, MBS functions as the designated focal point for interface between the Province and Statistics Canada.

As the provincial central statistical agency, MBS has the following characteristics:

*Impartiality *Selective Specialization *Surveys *Coordination *Legislative Mandate

ACTIVITIES/RESULTS

The MBS strategic thrust is the provision of comprehensive information services to the Manitoba government, its agencies, the business community, and the general public. This strategy is carried out through four major areas of activity:

responding to requests for MBS developed information; and liaison/coordination with Statistics Canada, provincial user departments/crown agencies, and with other provincial statistical agencies;
providing common information services in order to avoid duplication of effort and costs in the areas of information collection, analysis and dissemination; and provision of relevant information to senior and executive levels of government;
undertaking information development, surveys (consulting, design, implementation, analysis), statistical consulting, economic and tax revenue impact assessments, information processing, web-based information dissemination systems, and adequacy of surveys;
Administrating the Bureau of Statistics and The Statistics Act (Chapter S205).

MBS is a service-driven agency. Selected activities and achievements are as follows:

Economic Accounts – MBS has redeveloped its economic accounts framework for the Manitoba economy, based on the new national and international economic accounting standards. MBS' annual accounts measured the overall performance of the provincial economy, with additional detail about principal industries and sectors. Information from the Economic Accounts is used throughout the public and private sectors in Manitoba, including the Manitoba Budget. In March 2016, MBS was finalizing the release of the 2015 projected *Manitoba Economic Performance* report. The report covered the years 2010 through to 2015.

Manitoba Population Estimates – Continued in-depth liaison with Statistics Canada and other provincial and territorial statistical agencies regarding the determination of the appropriate statistical methodology to be used to determine provincial and territorial population estimates. These population estimates are of critical importance as they are used to determine Manitoba transfer payments.

MBS still strongly disputes Statistics Canada's estimates of Manitoba's population, from July 1, 2011 through to April 1, 2014. Due to methodological issues inherent in the new Manitoba estimates, Statistics Canada had rejected MBS' position, even though they cannot explain why the Manitoba estimates are so statistically unusual. Due to methodological issues inherent in the new 2011 Census

based Manitoba estimates, MBS estimated the population underestimate was in excess of 16,000 persons. MBS continues to work to reduce the probability that the 2016 Census based estimates will have challenges.

2016 Census – MBS developed and implemented a comprehensive public communication program to stress the importance to Manitobans of completing their 2016 Census forms. For every person ultimately missed in the 2016 Census, Manitoba loses \$46,000 in federal transfer payments over the next five years. This money, as well as information from the Census, is used to make important decisions about our community roads, hospitals, schools and social services.

Economic and Tax Revenue Impact Assessments – MBS' developed Manitoba economic and tax revenue impact assessments to help inform government decision making on infrastructure and other building projects and to estimate provincial employment impacts and net cost to government of selected government programs/initiatives. The MBS Economic and Tax Revenue Impact Assessment Models were often engaged for projects requested by departments, crown agencies and the private sector to determine the total provincial impacts to GDP, employment and tax revenue resulting from a wide range of projects or activities in the province.

Manitoba Policy Impact Simulation Model (MAPISM) – MBS redeveloped the two MAPISM models into one integrated model. The new model has undergone operational testing and data verification. A Base Case or Business as Usual Scenario has been developed, as well as a simulation of the economic impact of population growth. A two-year economic forecast will be included with the release of the forthcoming 2015 Manitoba Economic Performance report.

Statistical Information Product Subscriptions – Departmental subscriptions to the full MBS subscription 7 (3 Manitoba government and 4 business). In addition, the Legislative Library received three complete sets of MBS information products free of charge.

Reports on Key Economic Indicators and Trends – These reports encompass indicators such as: the Labour Force, Consumer Price Index, Population, Foreign Trade, Retail Trade, Manufacturing Shipments and Capital Investment. Relevant information, presented in both table and chart formats, is distributed on the day of release to selected Ministers and senior government officials. In addition, the “*Quarterly Economic Summary*”, highlighting recent provincial economic developments, continues to be produced.

MBS replaced its annual *Manitoba Year-In-Review* publication with *The Review*. *The Review* has an expanded content (e.g. Social Statistics) that reviews the year(s) past and the years ahead, plus a number of analytical reports. *The Review 2015*, delayed due to the provincial election, will be released in June 2016.

Statistical, Economic and Computer Consulting – Statistical, economic, computer and survey consulting services were provided to departments and crown agencies on both a “public good” basis and a cost-recovery basis (larger consulting projects).

Contract Surveys and Information Development – MBS designed and implemented surveys/information development projects for individual departments and crown agencies on a cost-recovery basis..

Information Dissemination System - MBS has continued to enhance its desktop accessible information systems (e.g. InfoNet, Infoline, Trade). MBS InfoNet is now “freely” available to all staff in Manitoba departments. MBS continues to develop and expand the *MBS StatsBase* information system to enable more rapid response to client requests involving time-series related economic or demographic information.

Interdepartmental Liaison – MBS assisted individual provincial departments and crown agencies with their statistical activities and problems with the objective of avoiding duplication of effort and costs.

Federal-Provincial Liaison - Represented Manitoba's views on statistical matters to Statistics Canada including possible new methodologies to determine Manitoba's population. As part of the national statistical system, MBS represents Manitoba on the Consultative Council on Statistical Policy as well as a number of other subject matter statistical committees.

Information Requests – MBS responded to inquiries for information from MBS developed databases (e.g. Economic Accounts, Investment Statistics, Trade Statistics, Business Register, Vital Statistics, Postal Code Translator File). As well, MBS responded to requests for non-MBS developed data. These information requests ranged from those requiring a single quick response to those that required the development of custom computer-generated reports.

10-1(e) Manitoba Bureau of Statistics

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	\$	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	753	13.00	993	(240)	1
Total Other Expenditures	463		317	146	2
Less: Recoverable from Other Appropriations	(36)		(60)	24	
Total Expenditures	1,180	13.00	1,250	(70)	

1. *Under-expended due to delay in filling vacancies.*
2. *Over-expended due to costs related to the Census and IT infrastructure upgrades.*

BUSINESS SERVICES

INDUSTRY DEVELOPMENT – FINANCIAL SERVICES

The objective of the Financial Services Branch is to facilitate the creation, growth and expansion of businesses in Manitoba in support of the government's economic development strategies. In providing this support the Branch performs the following functions:

- administer several of the programs that provide financing assistance to businesses;
- provide expertise on business case development and business financing to other departments and cross-departmental project teams;
- administer the affairs of the Manitoba Development Corporation and the Manitoba Opportunities Fund; and
- provide accounting, financial management and administrative services to other units in the government.

ACTIVITIES/RESULTS

PROGRAMS UNDER ADMINISTRATION

Manitoba Industrial Opportunities Program (the MIOP Program) provides financial support to assist businesses expanding their operations in Manitoba. The financing is in the form of repayable, secured loans with repayment terms that can be somewhat flexible for businesses that undertake significant investment in fixed assets and/or create new jobs. The loans are usually in excess of \$500,000. From March 31, 2000 to March 31, 2016 the MIOP Program has approved loans totaling \$276 million for 53 business expansion projects, program financing has levered \$916 million worth of private sector investment and approximately 11,297 jobs. In 2015/16, the Branch had \$11.5 million of new loans approved, which levered \$70 million of new private sector investments. As at March 31, 2016, the program has 17 active loans to 13 companies totaling \$81.0 million under management, with 2,342.25 Manitoba full time equivalent jobs required and 2,413.25 Manitoba full time equivalent jobs were maintained.

Commercialization Support For Business Program (the CSB Program) provides financial support to assist Manitoba entrepreneurs and small to medium sized enterprises that are seeking to start-up, expand or modernize their business through innovation and commercialization. The CSB Program provides up to 50% cost-shared grant assistance, up to \$250,000, to support the process of conceiving, developing and commercializing products and processes and expanding into new markets. In 2015/16 the Branch confirmed cost-sharing assistance for 142 new business development projects totaling \$5.7 million.

Small Business Venture Capital Tax Credit provides a mechanism to improve the access to equity capital for small businesses within Manitoba. Investors supplying cash equity to small businesses are entitled to apply a 45% Provincial tax credit against their Manitoba taxes payable. During 2015, 24 companies were approved to issue equity of which 18, in aggregate, raised \$10.4 million from 135 Manitoba investors.

Innovation Growth Side Car Fund – provides equity financing by co-investing between \$200,000 and \$500,000 with one or more arms-length investors in an early-stage Manitoba venture. The Fund makes its investment under the same terms and conditions as other investors. This is a three year pilot program approved for \$4.5 million, and since the beginning of the program in early 2015 there have been \$500,000 investments placed in each of two Manitoba companies.

Third-Party Investment Funds Program (the Investment Program) provides investment capital to venture capital limited partnerships that are managed by the private sector, who in turn invest this capital in small to medium sized businesses. As at March 31, 2016 there are two funds remaining, Manitoba Science and Technology Fund (a science and technology equity fund) and CentreStone Ventures Limited Partnership (a life sciences equity fund) which are in full divestiture mode and are no longer making new investments.

Labour-Sponsored Investment Funds Program (the LSIF Program) provides Manitoba investors with a 15% Provincial tax credit plus access to a 15% Federal tax credit (which was extended in the 2016 federal budget) on annual purchases up to \$12,000 in qualifying Funds. Financial Service's role is to administer the registration, and de-registration, of corporations wishing to qualify to be a Labour-Sponsored Investment Fund.

SPECIAL PROJECTS

Capital Markets Initiative The Branch is a leader in collaborative, multi-party efforts to strengthen the depth and breadth of the province's capital markets infrastructure. The leadership role arises from the Branch's expertise and contacts in the finance industry and mandate for facilitating business investment.

OTHER RESPONSIBILITIES

Manitoba Development Corporation (MDC) is the Province's agent for administering repayable financial assistance, investments and programs related to the Provincial Nominee Program for Business and Manitoba Trade and Investment. The Branch administers MDC's portfolio of loans and investments. As at March 31, 2016, MDC had a net value of \$182.8 million in financial assets under management.

Manitoba Opportunities Fund (MOF) is the Province's agent for holding and investing the Provincial allocation of immigrant's investments made through the Federal Department of Immigration, Refugees and Citizenship Canada's Immigrant Investor Program. As at March 31, 2016, MOF had a net value of \$172.6 million in financial assets under management.

10-2(a)-1 Industry Development - Financial Services

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,027	12.00	1,053	(26)
Total Other Expenditures	147		213	(66)
Program Delivery:				
- Business Financial Support	2,034		11,197	(9,163) 1
- Less: Interest Recovery	(3,326)		(8,810)	5,484 1
Total Expenditures	(118)	12.00	3,653	(3,771)

1. Lower than projected loan portfolio.

10-2(a)-2 Industry Development – Commercialization Support for Business

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under)	Expl. No.
Commercialization Support for Business	5,710	5,175	535	1
Total Expenditures	5,710	5,175	535	

1. *Timing of disbursements.*

INDUSTRY CONSULTING AND MARKETING SUPPORT

OBJECTIVES

Industry Consulting and Marketing Support works with Manitoba companies and industry associations to support industry development and business growth in Manitoba. Project development activities within the branch are wide-ranging and include projects that respond to company-specific opportunities, projects for industry-wide strategic development and projects stemming from government initiatives and identified priority sectors. The Branch also analyses economic and industry trends and events to understand and anticipate their potential impact on Manitoba companies.

ACTIVITIES/RESULTS

Industry Consulting Group

The Group undertakes economic development activities in partnership with other government departments, municipal economic development agencies and the federal government, to support expansion by Manitoba companies and attraction of investment by non-Manitoba firms. The Branch also works to support technology development/adoption by Manitoba companies for improved productivity and competitiveness.

Highlights of 2015/16

Industry Consulting Group continued to work with Manitoba's industrial sectors to improve competitiveness through the adoption of new technologies and to encourage expansion through the identification of new opportunities. In 2015 there was a 1.5% decline in Manitoba's manufacturing shipments, due primarily to decreases in food processing, fabricated metal products and machinery. These declines were offset by a gain of 19.2% in transportation equipment (aerospace and ground transportation). Manitoba's manufacturing employed labour force increased by 1.3%, with an overall growth of 8.7% since 2011. Assisting the sectors throughout this period have been a number of initiatives begun several years ago, which the branch has participated in or supported, and which were aimed at developing new capabilities and improving productivity within Manitoba. Industry Consulting continues to monitor Manitoba's industrial sectors for their ability to cope within the current economic climate.

The Composites Innovation Centre Manitoba Inc. (CIC), incorporated in 2003, is a not-for-profit corporation with the goal of stimulating economic growth by facilitating innovative technology and product development involving advanced lightweight, high-strength composite materials. The organization provides technology-solutions for companies producing or repairing composite products with a focus on aerospace, bio-composites, ground transportation and civil infrastructure. To achieve its development mandate, the CIC uses key core technical capabilities and knowledge gained from a large national/international network of research and commercialization organizations. The organization also supports education and training initiatives aimed at ensuring the availability of people with critical skills for industry.

Several of the CIC's strategic activities were identified for the Economic Development Initiative (EDI) funding of \$2,730,000 (April 1, 2014 to March 31, 2016). The CIC developed and delivered composites training curriculum, participated in 77 projects with industry partners, engaged in collaborative activities with 31 members and developed 16 new advanced composite capabilities that were successfully transferred to industry. Through support of the implementation of new technologies and innovative industrial practices, the CIC will continue to advance the competitiveness and productivity of the composites cluster in Manitoba.

Industry Consulting Group provides staff and infrastructure support to the Vehicle Technology Centre (VTC), a non-profit organization whose mission is to foster the competitiveness of Manitoba's heavy vehicle manufacturing sector by promoting technology development and adoption in the sector. The VTC's *OEM-Supplier Development Program* (OSDP) encourages original equipment manufacturers (OEMs) to partner with their suppliers in the development of new technologies embodied in improved products and processes. This program has assisted local manufacturers to remain competitive in the North American market through a wide range of projects.

Under the 2014-2016 funding agreement, the OSDP supported 12 projects involving 9 OEM leads and 25 supplier partners. EDI support of \$1 million levered an additional \$4.2 million of industry funds, resulting in company projects totaling \$5.2 million. A small portion of OSDP funding was used to undertake targeted collaborations with other organizations to promote and disseminate technologies to manufacturers.

Industry Consulting continues to work with the Canadian Manufacturers and Exporters – Manitoba Division (CME) and its stakeholders in the manufacturing industry in the implementation of the CME's Manufacturing Centre for Sustainable Innovation initiative. Through four program streams, CME supports the increased competitiveness and growth of manufacturers by providing leadership and delivering specialized training to manufacturers and exporters in Manitoba. Under the 2014-2016 EDI funding agreement of \$1,107,000 (April 1, 2014 to March 31, 2016), CME provided programming in the areas of Lean Implementation and Productivity Improvement, Technology and Innovation Adaption, Trade and Business Development and Human Resource Support for Industry.

A core element of the Branch's work continues to be its individual project development activities with its project managers often taking a lead role in coordinating the activities and actions of other government departments and agencies to work with business to create new jobs and investment in Manitoba. In this regard, the group also works closely with economic development colleagues at Western Economic Diversification Canada, the City of Winnipeg and other Manitoba municipalities, Economic Development Winnipeg, Yes! Winnipeg, Manitoba Hydro, Thompson Unlimited, Economic Development Brandon, Parkland Agricultural Resource Co-Op Ltd., Community Futures organizations and others.

Marketing Support Group

The Branch provides marketing-related support activities to the Department of Jobs and the Economy. These activities include:

- Coordination of marketing activities
- Development and production of consistent and competitive marketing materials
- Development of market intelligence and other information
- Investment promotion support services

Marketing Support produces print and digital promotional products used to promote Manitoba as a trade partner and an investment location, and these are used by the department as collateral marketing materials to support trade missions, trade visits and by non-governmental organizations pursuing trade and investment related promotions. Information on Manitoba capabilities for potential clients in overseas markets is also developed. Promotional products are produced in multiple languages, as required.

Marketing Support manages and maintains portions of the departmental website (www.gov.mb.ca/jec) and the Manitoba Investment Portal (www.investinmanitoba.ca).

10-2(b) Industry Consulting and Marketing Support

Expenditures by Sub-Appropriation	Actual 2015/16 \$	FTE	Estimate 2015/16 \$	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	762	8.00	734	28	
Total Other Expenditures	165		224	(59)	
Total Expenditures	927	8.00	958	(31)	

ENTREPRENEURSHIP MANITOBA

Effective April 1, 2013, Small Business Development, Competitive Initiatives, Companies Office and Business Settlement Office were transferred to the new Special Operating Agency, Entrepreneurship. Entrepreneurship Manitoba tables its own Annual Report under separate cover with the Manitoba Legislature.

SCIENCE, INNOVATION AND BUSINESS DEVELOPMENT

OBJECTIVES

Science, Innovation and Business Development (SIBD) aims to create high-value jobs and economic success for Manitoba through strong support of local innovation. This is achieved by:

- building and strengthening the research and innovation capacity within the province;
- building community capacity for sustained economic development in the knowledge-based economy;
- building the capacity for new company formation, attraction and growth; and
- coordinating the implementation of public policy initiatives in the areas of research, innovation, and investment attraction.

SIBD works to achieve these goals by:

- making investments, developing policies, and creating linkages that support research and knowledge-based industries in Manitoba; and
- working strategically to enhance collaboration and coordination among stakeholders across Manitoba's innovation community.

PROGRAM AREAS

Research and Innovation Policy

SIBD's Research and Innovation Policy Branch is responsible for the development, analysis and communication of policies related to research, innovation, science and technology. The Branch also provides a key coordinating function across government for research, innovation, science and technology initiatives. SIBD's Research and Policy team also manages the Province's funding to Research Manitoba, and works to support opportunities for the commercialization of new discoveries that will enhance economic growth and job creation by local industries.

Business Development

The Business Development Branch of SIBD works with three of Manitoba's most important knowledge-based industries, namely: life sciences, information and communications technologies (ICT), and interactive digital media (IDM). The Business Development Branch assists these knowledge-based industries in a number of key ways:

- supporting and engaging in priority industry development projects in each sector;
- working directly with life science, ICT and IDM companies to assist in their business development needs; and
- working to coordinate relevant activities across these industries and with Manitoba's research and knowledge commercialization communities.

ACTIVITIES/RESULTS

RESEARCH AND INNOVATION POLICY

Research Manitoba

Research Manitoba was established in 2014 by bringing together the Manitoba Health Research Council (MHRC), the Manitoba Research and Innovation Fund (MRIF), the Health Research Initiative (HRI), and the Manitoba Centres of Excellence Fund (MCEF). The mandate of Research Manitoba is to "promote and support, and coordinate the funding of, research in the health, natural and social sciences, engineering and the humanities in Manitoba."

With an annual budget of just over \$17 million, the mandated activities of Research Manitoba include the following:

- Develop, coordinate and implement a provincial research strategy and major funding programs;
- Take both an advisory and co-ordination role for activities across research disciplines;
- Encourage Manitoba's research community to create partnerships that will better leverage funding from national and international programs and industry;
- Focus on existing strengths and emerging opportunities and ensure research funding is awarded in strategic areas that align with provincial priorities;
- Invest in activities that will generate knowledge with the potential to be commercialized; and
- Support pre-commercialization activities at Manitoba's applied research organizations.

The following are highlights of Research Manitoba's activities and accomplishments in 2015/16:

- Surveyed stakeholders and received over 340 responses which informed development of the Manitoba Research Strategy;
- Identified and developed new programs which support the new strategy, including Graduate Scholarships for the natural and social sciences, engineering and humanities disciplines;
- Implemented a combined Health Research Operating Grant category with two sub-categories/allocations rolled out in the 2015 competition cycle: New Investigator Operating Grants and Mid-Career Operating Grants;
- Revised the eligibility restrictions of the Health Research Studentship due to significant stakeholder feedback that the new restrictions, put in place in 2015, were detrimental to a portion of students in the health research field;
- In partnership with The Alzheimer Society of Manitoba, awarded Dr. Ben Albensi the MB Dementia Research Chair to increase the profile and productivity of dementia research in Manitoba;
- Developed impact narratives to identify and highlight health and broad socio-economic impacts that manifest sometime after the original research has been completed. In 2015, an impact narrative on kidney transplant research was completed;
- Research Manitoba took over leadership of National Alliance of Provincial Health Research Organizations' (NAPHRO) Impacts Harmonization Project. Harmonized impact data will provide the necessary foundation to start a collective impact discussion and enhance the collective ability to inform decisions and policies;
- Published special reports in six issues of the Winnipeg Regional Health Authority's publication "WAVE" magazine;
- Involved in several funding announcements including the Collaborative Research Team/Cluster Development Program's first clusters, the announcement of the Dementia Chair and MITACS; and
- Through the Research Connections program, sponsored 18 events that support research conferences, workshops, research days and like events.

The Research Manitoba Board of Directors is charged with managing the affairs and business of the new organization and consists of at least nine but not more than 17 directors. In 2015/16, Research Manitoba achieved its full complement of 17 board members. The following individuals were members of the Research Manitoba Board of Directors in 2015/16:

Dr. Brian Postl, Professor and Dean, College of Medicine, Faculty of Health Sciences, University of Manitoba (Chair)

Dr. Digvir Jayas, Vice-President, Research and International, University of Manitoba (Vice-Chair)

Dr. Sylvie Albert, Dean, Faculty of Business and Economics at the University of Winnipeg

Mr. Don Boitson, General Manager, Magellan Aerospace

Mr. Bob Brennan, Former President and CEO, Manitoba Hydro

Dr. Jino Distasio, Associate Vice-President, Research and Innovation; Director, Institute of Urban Studies, University of Winnipeg

Dr. Gervan Fearon, President, Brandon University

Mr. Rick Jensen, Director of Communications, Community and Government Relations, Boeing Canada Operations Ltd (Boeing Winnipeg).

Mr. Chris Johnson, Founder, Ramp Up Manitoba; CEO, Permission Click

Dr. John Langstaff

Dr. Shauna Mackinnon, Assistant Professor, Urban and Inner City Studies, University of Winnipeg

Dr. Susan McClement, Associate Professor, Faculty of Nursing, University of Manitoba, Manitoba Palliative Care Research Unit, CancerCare Manitoba

Dr. Peter Nickerson, Associate Dean (Research), Faculty of Medicine, University of Manitoba

Ms Cathy Nieroda, Client Executive, Solvera Solutions

Dr. Laura Saward, Vice President (Research & Development), Emergent Biosolutions

Dr. Barbara L.Triggs-Raine, Professor, Biochemistry and Medical Genetics, Faculty of Medicine, University of Manitoba

Ms Arlene Wilgosh, President and CEO, Winnipeg Regional Health Authority

Ex Officio, Non-Voting:

Mr. Hugh Eliasson, Deputy Minister, Jobs and the Economy, Province of Manitoba
Ms Karen Herd, Deputy Minister, Manitoba Health, Province of Manitoba

Additional information is available in the Research Manitoba Annual Report.

BUSINESS DEVELOPMENT

Information and Communications Technologies (ICT) and Interactive Digital Media (IDM)

Business Development activities for the ICT and Interactive Digital Media sectors for 2015/16 were focused in the following areas:

1. Creating an Environment Fostering ICT and IDM Business Development;
2. Increasing ICT and IDM Research and Technology Commercialization; and
3. Raising the Profile of Manitoba's ICT and IDM Sectors Locally and Internationally

1. Creating an Environment Fostering ICT and IDM Business Development

In 2015/16, SIBD worked closely with the Information and Communication Technologies Association of Manitoba (ICTAM) and New Media Manitoba (NMM), in order to promote and grow local ICT/Interactive Digital Media industries and companies.

Information and Communication Technologies Association of Manitoba (ICTAM)

Manitoba is home to a thriving ICT sector that serves the world. With more than 1,815 companies, the sector employs approximately 18,275 professionals and contributes more than \$1.31 billion annually to the provincial GDP. ICT professionals are employed across all sectors and, as such, have a positive impact on productivity and innovation across all Manitoba industries.

ICTAM is an industry-focused association whose goal is to accelerate the growth, prosperity and sustainability of the ICT industry through relevant programming, advocacy and collaboration. As a not-for-profit, membership based association; ICTAM's constituency is broadly based, encompassing vendors, consumers, government, education, chambers of commerce and sector councils. As information and communication technologies are enabling every facet and type of business, ICTAM assists member companies in achieving greater success through human capital development programs, networking events, conferences, cost-saving benefits and promotional marketing opportunities. SIBD provided \$73,750 in 2015/16 to support numerous projects geared to building the pipeline of tech talent for ICT and other firms, increasing business opportunities for the ICT industry and local companies in key international markets and increasing Manitoba's voice on the local, national and international stage relative to ICT policy and opportunities.

New Media Manitoba (NMM)

Manitoba's interactive digital media (IDM) industry is made up of approximately 200 local firms and employs roughly 2,300 local professionals. Manitoba's IDM sector contributes more to local employment and GDP, on a per dollar basis, than many of the province's most important traditional sectors. According to a 2011 study conducted by Nordicity and the Manitoba Bureau of Statistics, 73 cents of every \$1 spent by Manitoba's IDM industry supports employment in local high-skill jobs; and 94 cents of every \$1 is spent in Manitoba contributing to provincial GDP.

New Media Manitoba (NMM) is a non-profit association that was formed to assist the IDM industry increase economic growth through the adoption and sharing of new technologies and improved business processes. Through the implementation of NMM business development and training initiatives, the industry has continued to develop a highly skilled workforce that has increased the awareness and exposure of Manitoba IDM companies locally nationally and internationally. Ongoing NMM programming has ensured that IDM companies have the ability to implement effective business strategies and become leaders in innovative product design.

In 2015/16, SIBD provided NMM with \$73,750 for the implementation of several initiatives aimed at:

- increasing the local IDM sector's capacity to attract private investment;
- connecting more local companies to leading national and international investors;
- enhancing the profile of Manitoba's IDM industry and local company expertise in local, national and international markets;
- enhancing the competitive advantage of Manitoba's IDM firms by continuing to increase the sector's expertise and profile in convergent markets (e.g. digital health innovations, integration of interactive and linear entertainment, i.e. film & video);
- increasing connections across knowledge-based industries in Manitoba; and
- improving local companies' abilities to export their products and attract new clients and investors from key markets outside Manitoba.

Financial Assistance Programs Supporting Commercialization

Commercialization Support for Business (CSB) Program

In concert with the Financial Services Branch of Manitoba Jobs and the Economy, SIBD continued to work with technology-based companies in support of commercialization and business development activities. In 2015/16, 47 ICT/IDM companies received support totalling \$1.6 million through the Commercialization Support for Business Program (CSB).

Manitoba Interactive Digital Media Tax Credit (MIDMTC)

The MIDMTC program was introduced in 2008/09 to stimulate high-skill job creation and investment in Manitoba's interactive digital media (IDM) industry. Qualifying companies can claim a fully refundable, 40% corporate income tax credit on eligible costs incurred to develop an eligible IDM product in Manitoba. MIDMTC tax credits are claimed as part of a qualifying company's annual income tax return (T2) and processed through the notice of assessment issued by the Canada Revenue Agency (CRA). Six other Canadian provinces also have IDM tax credits or labour rebates that are very similar to the MIDMTC.

To date, the MIDMTC program has supported approximately 120 projects; and in 2015/16, 34 companies were undertaking projects approved for MIDMTC support. The MIDMTC program has been very successful in helping local companies grow their businesses, hire new staff, and attract new sources of investment to Manitoba. In 2015/16, government early-renewed the MIDMTC program to the end of 2019.

TechFutures Program

TechFutures (TF) was launched in December of 2014 in partnership with Futurpreneur Canada, Innovate Manitoba and Startup Winnipeg. The TechFutures program is targeted to young entrepreneurs between the ages of 18 and 34, who are either pursuing or considering the commercialization of a technology-driven business idea. The Program is competitive in nature, and awards up to 20 grants annually, across two intakes (spring and fall) to applicants who demonstrate the greatest potential for commercialization based upon the market potential of their business idea, the degree of innovation and relevant skills and/or experience of the applicant.

Short term outputs to date for the program are as follows:

- 69 applications have been made to the program (including six from Ramp-up Weekends);
- 30 grants have been awarded to entrepreneurs, totalling \$90,000 since December 2014;
- The program has funded 24 entrepreneurs to receive startup training from Innovate Manitoba to assist them in moving their business ideas forward. The remaining six companies completed the required training; and
- Feedback on the program from the community has been extremely positive.

2. Increasing ICT and Digital Media Research and Technology Commercialization

Technology Business Incubation and Commercialization

SIBD continues to be actively involved in supporting efforts to assist Manitoba's new and existing companies to commercialize their innovations. In 2015/16 the Department entered into its second year of three-year contribution agreements with the following four technology business incubation and commercialization organizations that provide key services to Manitoba's entrepreneurs and business leaders.

Incubators

The Eureka Project is a technology incubator focused primarily in the areas of ICT, life sciences, ag tech and food sciences, and clean tech. Located at the University of Manitoba's Smartpark, the Eureka Project provides space, management expertise and resources for the successful development of high tech start-up companies in Manitoba. The program also provides entrepreneurs with hands-on support and/or services in areas such as: business strategy, financial services, corporate finance, sales, marketing, channel management, executive resourcing and more. SIBD continues to work with the program in an advisory capacity and contributed \$300,000 in 2015/16 under the Commercialization Support for Business Program to support the continued operation of the incubator.

The Manitoba Technology Accelerator (MTA) is a private sector, not-for-profit business accelerator located in Winnipeg's Exchange District. The program provides a host of resources and people to help early-stage science and technology companies enter the market, secure investment and/or pursue their acquisition strategy. MTA assists its clients in the areas of facilities and infrastructure, mentoring, coaching and participation, finance and investment. SIBD continues to work closely with MTA and contributed \$300,000 in 2015/16 under the Commercialization Support for Business Program to support the continued operation of its program.

This year Eureka and MTA served 51 startup technology companies and had four graduates. In 2015/16, incubating companies and graduates of these two programs had the following results:

- generated \$26.5 million in revenues;
- employed 469 people with a total annual payroll of \$13.6M; and
- raised \$115.8 million in private and public financing.

Innovate Manitoba

Innovate Manitoba is a not-for-profit organization whose goal is to accelerate innovation in the province by supporting Manitoba's innovation heroes – entrepreneurs, startups, researchers, and industry – in navigating the many challenges and barriers to success they face at each stage of their business growth. In 2015/16, Innovate Manitoba served 133 clients. The organization held training and events throughout the year which attracted 529 participants. In 2015/16, the Department contributed \$300,000 under the Commercialization Support for Business Program in support of Innovate Manitoba and its programming.

Startup Winnipeg

Startup Winnipeg (SUW) is a non-profit organization dedicated to providing a community of support for entrepreneurs, inventors, existing businesses, artists, and innovators, as well as hands-on access to prototyping equipment and knowledge. The organization is driven and primarily operated by volunteers and has a mission to help entrepreneurs, inventors and makers launch their ideas, grow businesses, and support the entrepreneurial and business communities. This is accomplished via three operating divisions; AssentWorks Fabrication Lab or 'Makerspace', Ramp Up Manitoba CoWork Space and Innovation Alley. In 2015/16 SUW increased its membership to 150; a 4% increase from the previous year. Throughout the year, members developed more than 1,600 prototypes and provided more than 2,500 demonstrations of their technologies. In addition, 1,509 people participated in SUW learning and networking events; 487 of which were students. In 2015/16, the Department provided \$100,000 to support the ongoing activities of Startup Winnipeg.

TRTech

TRTech (formerly TRLabs) was established in 1986 as a not-for-profit consortium of industry, government and universities to support growth in the information and communications technology (ICT) sector. In 2015/16 TRTech labs operated in Edmonton, Calgary and Winnipeg. The primary focus of TRTech is solving ICT related challenges by bringing academics and students from Canada's universities together with their industry members to collaborate on projects. TRTech's engagement is in all aspects of the innovation process, from developing and testing pre-commercial technology to providing highly tailored training of highly qualified personnel (HQP). In 2015/16 the Government of Manitoba provided funding of \$580,000 to TRTech as part of the final year of a five-year, \$2.6 million funding agreement.

TRTech's Winnipeg lab has a well-established reputation for excellence in cybersecurity research and innovation. SIBD continued to work actively with TRTech in 2015/16 to explore ways of increasing the number of applied research and commercialization projects undertaken with local Manitoba companies. During 2015/16, TRTech's Winnipeg affiliate attracted \$551,000 from industry members and non-members in support of their activities. In addition to membership revenues, members also contributed in-kind support by way of assigning staff to work on joint projects, and on some occasions supply hardware and software for projects. In terms of technology output activities, TRTech performed six opportunity assessments, three technology assessments, three prototypes, and supported two commercialized products for release in Canadian and international markets in 2015/16.

3. Raising the Profile of Manitoba's ICT and Interactive Digital Media Sectors locally and internationally

Western Canada ICT Trade Alliance (ICT West)

In 2015/16, the Information and Communication Technologies Association of Manitoba (ICTAM) was successful in launching and leading a new initiative called the Western Canada ICT Trade Alliance (ICT West). This three-year, pan-western project is intended to support a coordinated approach to western small and medium-sized enterprise (SME) attendance at three international trade shows per year; i.e. Dublin Web Summit, Consumer Electronics Show in Las Vegas, and Mobile World Congress in Barcelona, Spain. ICT West is supported federally by Western Economic Diversification and provincially, by all four western provinces to increase marketing and promotion of the sector.

Game Developers Conference 2016

The Game Developers Conference (GDC) is the world's largest professionals-only gaming industry event and a key business development opportunity each year for Manitoba's interactive digital media (IDM) sector. Held in San Francisco, the event attracts roughly 20,000 global attendees and is the primary forum where IDM entrepreneurs, investors, and other industry development stakeholders gather to do business and exchange ideas.

Manitoba's GDC 2016 delegation was comprised of 15 participants including four private companies. As part of Manitoba's attendance at GDC 2016, companies participated in almost 200 high-level business-to-business (B2B) matching meetings. The Manitoba delegates indicated that their participation in GDC 2016 may generate up to \$14 million of new revenue and new investment into the local IDM sector.

Life Sciences

SIBD works with key stakeholders in Manitoba's life sciences sector on initiatives in the medical device and diagnostic, pharmaceutical, biologic, nutraceutical, industrial biotech, and agricultural biotech sectors. Activities in 2015/16 were primarily focused on three priorities:

1. creating an environment fostering life science industry and business development activities;
2. increasing life science research and technology commercialization; and
3. raising the profile of Manitoba's life science sector locally and internationally.

1. Creating an Environment Fostering Life Science Industry and Business Development

In 2015/16, SIBD worked closely with the Life Science Association of Manitoba (LSAM) to promote and grow local life science industry and companies.

Life Science Association of Manitoba (LSAM)

LSAM represents Manitoba's growing life science sector. The Association's objectives are to coordinate activities to address member needs and to inform members of changes in the global biotech industry. The current LSAM mandate focuses on four strategic goals, namely to:

1. Stimulate economic growth in Manitoba's life science industry.
2. Create local, national and international awareness through effective promotions and compelling events.
3. Develop the industry's skill base and knowledge capacity.
4. Develop strategic partnerships and expand private investment and government support.

SIBD provided \$73,750 in 2015/16 to support numerous strategic sector development projects. These included:

- The coordination of a series of industry development events in conjunction with National Biotechnology Week 2015, including sector tours for over 180 Manitoba students from both urban and rural schools. Nine schools in the province participated in 2015.
- The organization of two community events:
 - The LSAM Awards Gala, which brought together the business community to celebrate the sector's accomplishments. Three science graduate students presented their projects, showcasing the high calibre research conducted in Manitoba.
 - Planning for the Real World Evidence Forum which focused on generating dialogue around the Province's opportunity to be a leader in real world effectiveness studies.
- The development of two meeting programs for multi-national life science companies focused on licensing and partnership opportunities in Manitoba. The programs included one-to-one meetings

with local businesses and representatives from Manitoba's key research institutions and accelerators.

- Participation in the 2015 Health Innovation Conference. Stakeholders from across healthcare gather at the bi-annual event to explore and celebrate innovation in healthcare. The Association organized a break out session in the formal conference program and coordinated industry participation in the exhibition to highlight how the local technology sector contributes to increased efficiency and better patient outcomes.
- Facilitating local participation in the 2015 Agri Innovation Forum. The event draws investors and technology scouts from across the agriculture biotechnology community. In total, four local early stage life science companies presented at the event.

Financial Assistance Programs Supporting Commercialization

Commercialization Support for Business (CSB) Program

In conjunction with the Financial Services branch of Manitoba Jobs and the Economy, SIBD worked with technology-based companies to provide support for commercialization and business development. In 2015/16, the Commercialization Support for Business Program (CSB) supported 16 Life Science applications totalling \$779,732.

2. Increasing Life Science Research and Technology Commercialization

Manitoba Agri-Health Research Network (MAHRN)

Manitoba is home to nationally and internationally recognized centres that are involved in the study and application of agricultural and food products for improved health and nutrition. Since 2007 MAHRN has been the portal to these centres, which include the Canadian Centre for Agri-food Research in Health and Medicine, the Richardson Centre for Functional Foods and Nutraceuticals, and the Food Development Centre. MAHRN also acts as the front door for industry to the research and development of functional foods and nutraceuticals in the Province. In 2015/16, SIBD provided MAHRN with \$73,750 in support of further developing key industry and research linkages with partners in the European Union, Chile, Australia and the Mid-West Corridor.

3. Raising the Profile of Manitoba's Life Science Sector locally and internationally

2015 International Biotechnology Convention and Exhibition

Each year, the Biotechnology Industry Organization (BIO) hosts the world's premier biotechnology conference, bringing together scientists, entrepreneurs and innovators from around the world. Held in Philadelphia, PA, BIO 2015 brought together over 15,000 industry leaders from 69 countries to discuss and share the latest developments and most pressing issues facing the biotech industry.

Approximately 33 Manitoba delegates attended BIO 2015 and showcased the province's life science industry capabilities at a number of key events—including a joint Manitoba–Saskatchewan business partnering reception and the Manitoba BIO Breakfast. Manitoba's presence at the 2015 International BIO Convention enhanced the profile of our local life sciences sector both nationally and internationally.

Research Investment Tours

Over the past year, SIBD and the Life Sciences Association of Manitoba have been actively engaged in bringing industry to Manitoba—with the intent of attracting research and development investment to the province. In 2015/16, SIBD hosted a number of delegations of business executives from across Canada in search of investment opportunities. The discussions that took place have resulted in new opportunities for Manitoba's local life science companies and research institutions.

10-2(c) Science, Innovation and Business Development

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	\$	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,331	18.00	1,350	(19)	
Total Other Expenditures	271		388	(117)	
Total Manitoba Research and Innovation Fund	17,073		17,116	(43)	
Less: Recoverable from Urban Development Initiatives	(750)		(750)	-	
Total Expenditures	17,925	18.00	18,104	(179)	

INTERACTIVE DIGITAL MEDIA TAX CREDIT

The MIDMTC Program was introduced in 2008/09 to stimulate investment and job creation in Manitoba's interactive digital media industry. The MIDMTC Program is a fully refundable, 40% corporate income tax credit for companies that develop eligible interactive digital media products within the province.

In Budget 2013, the MIDMTC was enhanced in accordance with industry recommendations and renewed to December 2016. The enhancements to the program have been designed to better assist local companies in developing innovative and new technologies and products, attract investment, grow new and existing businesses, and create opportunities to retain and attract top talent in high-skill occupations across the Province. Awareness and access to the MIDMTC Program continues to increase.

10-2(d) Interactive Digital Media Tax Credit

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 \$	Variance Over (Under)	Expl. No.
Total Expenditures	1,905	1,000	905	1

1. *The over-expenditure is due to increased program uptake.*

INDUSTRIAL TECHNOLOGY CENTRE

The Industrial Technology Centre (ITC) is a special operating agency of the Department of Jobs and the Economy. The Department supports ITC's contribution to economic development activities in Manitoba via an Economic Development Contribution Agreement (a performance contract). ITC provides a wide range of technical services in support of technology based economic development in Manitoba. ITC tables its annual report under separate cover with the Manitoba Legislature.

10-2(e) Industrial Technology Centre

Expenditures by Sub-Appropriation	Actual 2015/16	Estimate 2015/16	Variance Over (Under)	Expl. No.
Total Expenditures	730	730	-	

ECONOMIC DEVELOPMENT INITIATIVES

To continue to build on previous successes, the Department of Jobs and the Economy delivered sole provincial funding agreements supporting economic development initiatives focusing on those initiatives that improve competitiveness and productivity, increase trade capacity, and support the development of a skilled workforce.

Through organizations such as the Composite Innovation Centre, Vehicle Technology Centre, World Trade Centre Winnipeg and Canadian Manufacturers and Exporters, Economic Development Initiatives (EDI) funding continued to strengthen Manitoba's economy through innovation, building on existing advantages, creating new employment opportunities, promoting Manitoban companies and enhancing provincial economic growth.

10-2(g) Economic Development Initiatives

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under)	Expl. No.
Total Other Expenditures	4,561	3,622	939	1
Total Expenditures	4,561	3,622	939	

1. 2015/16 authorization includes \$4,091 allocation from Enabling Vote. Allocation from Enabling Vote not required due to transfers from other appropriations.

RECOVERABLE FROM OTHER APPROPRIATIONS

Recovery of funding from the Department of Manitoba Agriculture, Food and Rural Development who participating in the delivery of the Commercialization Support for Business Program.

10-2(h) Recoverable from Other Appropriations

Expenditures by Sub-Appropriation	Actual 2015/16	Estimate 2015/16	Variance Over (Under)	Expl. No.
	\$	FTE	\$	
Recoverable from other appropriations	(1,082)		(1,182)	100
Total Expenditures	(1,082)		(1,182)	100

Workforce Development and Income Support

DIVISIONAL ADMINISTRATION

OBJECTIVES

The Workforce Development and Income Support Division's goal is to connect Manitobans to independence and sustainable employment through linkages with labour market programming. To develop Manitoba's workforce, assist employers who need skilled workers, and to provide basic financial assistance to those who need it most, the Division links Employment and Income Assistance (EIA), vocational rehabilitation/market^{ABILITIES}, and labour market programs.

ACTIVITIES/RESULTS

The Division is responsible for a broad strategy aimed at building a stronger workforce aligned with labour market needs. This strategy builds on partnerships with employers, industry, education, and community stakeholders to assist Manitobans, including EIA recipients, persons with disabilities and others who are economically disadvantaged, transition to the labour market or maintain or advance their employment.

The Division has lead responsibility for labour market programming in the provincial government. Integrated workforce development programming and services are provided through Industry, Training and Employment Services and Apprenticeship Manitoba. The Division also supports the Minister's Advisory Council on Workforce Development. Over the past year, working with a multitude of partners and stakeholders, career development and training opportunities were provided for approximately 61,000 unemployed and employed individuals in response to employer needs and economic goals. In addition, there were over 11,000 active apprentices in 55 designated trades.

The Division continued to support EIA recipients with Health Services, Income Assistance for Persons with Disabilities, market^{ABILITIES}, Building Independence, and Job Connection programs, as well as the Manitoba Child Benefit, 55 PLUS and the new Rent Assist benefit. The average monthly caseload is approximately 36,850.

Divisional Administration oversees strategic and operational planning, coordination of centralized policy, research and program development, evaluation, and support systems across the Division. This includes legislation regarding apprenticeship and EIA, the negotiation and maintenance of four Canada/Manitoba labour market agreements, and consultation with labour market stakeholders regarding workforce trends, initiatives, policies and strategies.

10-3(a) Divisional Administration

Expenditures by Sub-Appropriation	Actual 2015/16	Estimate 2015/16	Variance Over (Under)	Expl. No.
	\$	FTE	\$	
Total Salaries & Employee Benefits	643	8.00	651	(8)
Total Other Expenditures	183		222	(39)
Total Expenditures	826	8.00	873	(47)

APPRENTICESHIP MANITOBA

OBJECTIVES

Apprenticeship Manitoba is responsible for the administration of *The Apprenticeship and Certification Act*, *The Apprenticeship Opportunities Act (Public Works Contracts)*, the *Apprenticeship and Certification - General Regulation*, the *Apprenticeship and Trades Qualifications Fees Regulation*, the *Appeals Procedure Regulation*, the *Military Trades Recognition Regulation*, *The Certified Occupations Act* and apprenticeship programs for over 55 trades and their regulations under the Act. Apprenticeship Manitoba coordinates the training and qualifications system that delivers accredited, structured, workplace-based skills and technical training to apprentices leading to journeyperson certification. It also facilitates certification through trade qualification for experienced tradespeople who seek formal certification in their trade.

Apprenticeship Manitoba promotes trades and occupations training and certification to industry standards; co-ordinates information and planning for the designation of new trades and occupations; develops competency standards and curricula in co-operation with Manitoba industry and other provincial/territorial apprenticeship systems; processes requests for the accreditation of training programs to designated trade standards; assists under-represented groups to access apprenticeship training; counsels on trades careers and certification matters; and performs other essential support services to facilitate apprenticeship training and certification. Operations and services are combined to ensure integrated service delivery to the trades and occupations.

Apprenticeship Manitoba participates in the Interprovincial Standards "Red Seal" Program, which establishes common standards in over 50 skilled trades across Canada. Forty-one of Manitoba's designated trades participate in this Program. Certificates of Qualification, with a Red Seal endorsement affixed, are issued when a candidate attains a mark of 70% or higher on Red Seal examinations. The Red Seal endorsement is recognized by all Canadian jurisdictions.

The Certified Occupations Act came into effect on November 5, 2015 and establishes a legislative framework for competency-based training in occupations that are otherwise not regulated.

ACTIVITIES/RESULTS

The Apprenticeship and Certification Board

The Apprenticeship and Certification Board (Board) is established by *The Apprenticeship and Certification Act*. Members, appointed by the Minister, represent industry and the public interest in the apprenticeship and certification system. The Board appoints Provincial Advisory Committees, and receives and reviews recommendations from them respecting trade regulations, training standards, examinations and certification standards.

The Board consulted with stakeholders in its decision-making process and in setting the following priorities for 2015/16: connecting in-school technical training and on-the-job training through logbooks and learning plans; engagement with employers and other stakeholders to expand the apprenticeship and certification system; youth involvement and engagement; review of practical training; review of accredited programs; and review of regulations and updating of program standards.

Apprenticeship Manitoba supports the Board and Provincial Advisory Committees and their initiatives and priorities by providing technical, administrative and financial support, research, analysis for discussion items, as well as implementing decisions made by the Board. The Minister, on recommendation of the Board, approves all new and amended trade regulations under *The Apprenticeship and Certification Act*. During 2015/16, updated regulatory provisions were introduced for the trades of Boilermaker, Carpenter,

Crane and Hoisting Equipment Operator, Crane and Hoisting Power Generation Transmission, Gasfitter, Insulator (Heat & Frost), Powerline Technician, Refrigeration and Air Conditioning Mechanic, Sprinkler System Installer and Welder.

The Executive Director of Apprenticeship Manitoba is the Secretary to the Apprenticeship and Certification Board, and is the main point of contact for inter-provincial and pan-Canadian apprenticeship initiatives, and represents Manitoba at the Canadian Council of Directors of Apprenticeship.

Apprenticeship Services

Apprenticeship Manitoba receives applications for apprenticeship, registers apprenticeship agreements between apprentices and employers, monitors practical skills training at the job site, and arranges for apprenticeship technical training delivery, examinations and certifications. It also assesses the qualifications of uncertified skilled workers in the trades, and approves them for the purpose of challenging Trades Qualifications Examinations.

A total of 2,471 apprentices were newly registered during the 2015/16 fiscal year. As of March 31, 2016 there were 11,307 active apprentices registered in the apprenticeship system. This represents an increase of 3% over 2014/15. In 2015/16, Certificates of Qualification were awarded to 1,167 people at the completion of their apprenticeship training and 185 experienced trades practitioners were certified through the Trades Qualifications process. A total of 365 Trades Qualifications examinations were administered to experienced trades practitioners in 2015/16.

The New Employer Hiring Grant was introduced in 2014/15 to encourage employers to engage in apprenticeship for the first time. To qualify for the grant, employers are required to complete an Apprenticeship Agreement and Application. In 2015/16, there were 202 new employers who self-identified and were eligible for the grant.

The High School Apprenticeship Program provides opportunities for students in grades 10 to 12 and who are at least 16 years old to become registered apprentices and earn both practical experience credit for apprenticeship and academic credit. This is a school-to-work transition model that links education to employment. It provides an access route to continued apprenticeship training in many trades. As at March 31, 2016 a total of 1,350 student apprentices were enrolled in the program with 565 new registrations over the past year. A financial incentive is available for students who complete their program and transition into full time post-secondary apprenticeship training. This encourages youth to pursue careers in the skilled trades with early entry into the trades and the option of practical, paid and on-the-job training.

Apprenticeship Manitoba continued its efforts to respond to the training needs of Indigenous and northern communities. In 2015/16, there were 1,072 self-declared active apprentices of Aboriginal ancestry registered, with 290 new registrations in Manitoba over the past year. This represents an increase in new registrations of 20% over 2014/15. Indigenous apprentices comprise over 9% of the total number of apprentices in Manitoba. Community-Delivered Training programs were delivered in the trades of Industrial Mechanic and Mobile Crane Operator in Swan River and other rural locations across Manitoba.

In partnership with the Northern Manitoba Sector Council, the Northern Construction Trades Training Program was launched in 2014/15 to provide pathways for 32 Indigenous participants with limited opportunities to become apprentices in three trades: Industrial Electrician, Industrial Mechanic (Millwright) and Steamfitter/Pipefitter. This project allows participants to complete their training all the way to their Red Seal and prepare for well-paying jobs with northern industries, Manitoba Hydro and other construction employers. As of March 31, 2016, there were 29 apprentices in the program completing Level 2 training (91% retention rate).

In 2013/14, Apprenticeship Manitoba developed the Gateway to Apprenticeship and Certification Initiative (Gateway Initiative) to provide under-represented participants in the workforce with the opportunity to gain exposure, confidence and skills necessary to be successful in the trades. Under this initiative, the

Aboriginal Carpentry Construction Training Program was launched in 2015/16 to provide 20 Indigenous participants the opportunity to gain Level 1 credit in Carpentry. The program includes essential skills training, technical training, tutoring and work experience. It is based on partnership with Industry, Training and Employment Services, the City of Winnipeg and Indigenous and training organizations.

Building for Tomorrow Youth Camps was launched as a pilot in July 2014 in partnership with industry and training organizations introducing a variety of high demand trades to Indigenous persons, young women, new Canadians, and persons with disabilities. In 2015, seven service providers delivered eight camps to over 180 grades seven to 11 students. New camps will be offered again in summer 2016.

The North End Trades Discovery Initiative launched in January 2016 to provide a continuum of opportunities for grades five to 12 students in the North End of Winnipeg to learn about skilled trades career and training options. Through this program, culturally appropriate programming will be delivered to youth in the 2016/17 school year to engage them in social enterprise activities that help build their community while they gain first hand experience in a variety of skilled trades.

In 2015/16, there were 1,272 female apprentices, representing an increase of 104 (9%) in the total number of female apprentices over 2014/15. Women constituted 11% of all active apprentices in 2015/16 (the same proportion as in 2014/15). The Vocational Education Bursary was established in 2015/16 to provide funding for tuition and supplies for ten female journeypersons to achieve their Vocational Educational Diploma at Red River College. Priority was given to women in non-traditional trades. The Bursary addresses recommendations from the October 2014 *Building Bridges: Increasing Women in the Trades* forum – a gathering of apprentices, journeypersons, employers and government representatives who discussed strategies to increase women in the trades.

In 2015/16, the total regulated fee revenue generated approximately \$455,085. Out of this total, \$160,095 fees were collected for renewals of Hairstylist, Esthetician and Electrologist authorizations to practice and \$294,990 in fees was derived from Trades Qualifications examinations and re-examinations.

Policy and Program Standards

Apprenticeship Manitoba develops, revises and secures industry approval for apprenticeship and occupational training standards, apprenticeship level tests, examinations and provincial occupational analyses. It oversees Manitoba's contributions to interprovincial examinations for the skilled trades, Interprovincial Program Guides and the National Occupational Analyses or Provincial Occupational Analysis series. In 2015/16, Manitoba participated in a total of 10 Item Bank Development Workshops, eight Translation Workshops, one Interprovincial Program Guide Workshop, and five Red Seal Occupational Standards Workshops.

Manitoba has also been actively involved in work to harmonize apprenticeship training and certification requirements, including participation on an interprovincial taskforce to oversee the development of the project and a research project to identify existing variations between provincial/territorial requirements. There are a total of 10 Red Seal trades identified nationally for Harmonization by September 2016, six of which are designated trades in Manitoba. Through this work, there have been over 40 webinars and industry working groups to consult with provincial and national industry representatives on the proposed changes to apprenticeship training and certification requirements. This work will support apprentices who wish to pursue their in-school or on-the-job training in another jurisdiction.

Coordinating the participation of Provincial Advisory Committees, program development involves defining the scope of a trade, reviewing/developing the occupational analysis for the trade, developing technical training standards and developing and validating unit tests, placement tests, provincial certification examinations and practical certification examinations. The Board reviews and approves each Committee's program development efforts.

To assist with the development of trade regulations and technical training standards, Apprenticeship Manitoba has started to explore ways to promote Committee membership amongst industry members.

These Committees provide the Board with recommendations for regulatory and technical training development, as well as advice on other issues at the discretion of the Board.

Apprenticeship Manitoba accredits 52 different training providers of trades-related programs of study where credits can be applied to the technical training of a post-secondary apprenticeship program. Apprenticeship Manitoba processes requests for the accreditation of training programs from public schools, community colleges, unions and associations and accredits those programs that meet designated trade program standards. It also makes course content comparisons for the recognition of trades training programs delivered by non-accredited providers and by other jurisdictions.

Apprenticeship Manitoba is responsible for apprenticeship legislation and regulation research and analysis, and for general policy research and development. Research reports conducted include the *Apprenticeship and Certification Board Report on Accredited Pre-Employment Programs* and the *Practical Exam Review*. In 2015/16, eight industry-wide consultations were completed for designated trades including the Beauty Trades (Esthetician, Electrologist and Hairstylist), Aircraft Maintenance Journeyperson, Boilermaker, Cabinetmaker, Carpenter, Plumber, Powerline Technician, and Welder.

The Certified Occupations Act was proclaimed in November 2015. Under the Act, the Certified Occupations Board is mandated to work with industry to develop certified occupations in Manitoba, along with the training standards associated with each certified occupation. Apprenticeship Manitoba provides administrative support to the Board and will work with the Board to develop certified occupations. It is anticipated that the Board will hold its first meeting and begin the designation process for Commercial Truck Driver during 2016/17.

Community Relations

Manitoba celebrated the annual Apprenticeship Recognition Week during the first week of November 2015. The annual Apprenticeship Awards of Distinction gala formally recognizes outstanding contributions that employers, industry training leaders, Board and Provincial Advisory Committee members make to the success of the apprenticeship training system. The awards were held on November 5, 2015 with 264 persons in attendance. The annual Apprenticeship Highest Achievement Awards recognized high achievers in the apprenticeship system for the 2015/16 academic year on May 12, 2016. The 46 top new journeypersons and their employers were publicly recognized.

10-3(b) Apprenticeship

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	4,096	57.00	4,181	(85)
Total Other Expenditures	1,005		1,475	(470)
Total Training Support	19,287		18,810	477
Recoverable from Canada – Manitoba Labour Market Development Agreement	(2,237)		(2,237)	-
Total Expenditures	22,151	57.00	22,229	(78)

INDUSTRY, TRAINING AND EMPLOYMENT SERVICES

OBJECTIVES

The Training and Employment Services (formerly Employment Manitoba) mandate is to assist Manitobans in finding, preparing for, and retaining employment, including support for skills development to meet labour market needs.

ACTIVITIES/RESULTS

Training and Employment Services develops, coordinates, and maintains a range of employment services through direct delivery and through partnerships with community-based organizations and employers. Services are integrated with all areas of the Workforce Development and Income Support Division to ensure Manitobans have access to training and employment opportunities.

Direct Delivery Services:

Direct Employment Services

Staff in 14 Manitoba Jobs and Skills Development Centres located throughout Manitoba are responsible for co-ordinating, developing, and maintaining a range of employment services, including support for skills training, to prepare Manitobans for employment. Staff work with employers and community organizations to facilitate employment opportunities. Activities available to individuals in these Centres include employability and prior learning assessment, employment counselling and support for and referrals to: job readiness training; job placement; work placement with wage assistance; skills training; pre-employment skills training; and literacy upgrading.

Skills Development

This program provides eligible participants with the opportunity to obtain skills training in occupational areas experiencing skill shortages to obtain and maintain employment or advance in the labour market.

Partnership Services:

Community Partnerships

This program provides funding to Manitoba employers, non-profit community-based organizations, local governments, and training partners to deliver customized training responses that align with the needs of individuals, communities and employers.

Employment Partnerships

This program provides funding to Manitoba employers, non-profit community-based organizations, local governments, and training partners to design, develop and support skills training projects, including job-specific and workplace-based training, and develop and deliver employability skills training and/or work experience placements that prepare individuals for employment.

Labour Market Partnerships

This program assists communities, sector associations, unions, and employers to address labour market development, labour force development and workforce adjustment issues, assisting unemployed and job-threatened individuals to gain and/or keep sustainable employment.

Self Employment

This program assists eligible individuals to create jobs for themselves by starting a business. The Self Employment program is administered by local sponsors who will: evaluate the individual's business idea and suitability; provide coaching in business plan development and implementation; offer advice and support; and direct the participant to other supports as needed.

Wage Subsidies

This program provides a wage subsidy to employers to assist in the cost of on-the-job training for eligible individuals. The wage subsidy provides the unemployed person with a means to market and demonstrate his or her skills and abilities in a new work environment.

Job Referral Service

This program implements and oversees a job referral service that matches qualified job seekers with employment opportunities created by the construction of major Hydro construction projects in Northern Manitoba and the Manitoba Floodway Expansion.

Training and Employment Services Results by Programs, 2015/16

PROGRAM	Clients Served* (New Services)	
	Projected	Actual
DIRECT SERVICES:		
Direct Employment Services	2,000	1,592
Skills Development	-	1,502
	-	121
PARTNERSHIP SERVICES:		
Community Partnerships Projects	500	1,005
Employment Partnerships	-	674
Wage Subsidy	-	330
Job Referral Service (JRS) Registrations	3,900	8
		10,179

Source: ICM and SPRS Reporting Snapshot July 5, 2015. Note: Totals do not add as clients can participate in more than one program. As a result clients can be double counted between programs but not within the overall totals. All figures represent the number of distinct individuals within that category.

10-3(C) Industry, Training and Employment Services

Expenditures by Sub-Appropriation	Actual	Estimate	Variance Over (Under)	Expl. No.
	2015/16	2015/16		
Total Salaries & Employee Benefits	6,319	98.00	6,822	(503)
Total Other Expenditures	906		787	119
Total Training Support	17,455		16,872	583
Total Youth Job Strategy	-		2,500	(2,500) 1
Total Expenditures	24,680	98.00	26,981	(2,301)

1. No activity under this initiative.

CANADA - MANITOBA LABOUR MARKET DEVELOPMENT AGREEMENT

OBJECTIVES

Under the Canada-Manitoba Labour Market Development Agreement (LMDA), the Workforce Development and Income Support Division develops, coordinates and maintains a range of employment services through direct delivery and through partnerships with community-based organizations and employers. Under the LMDA, programs are directed to: persons who are legally entitled to work in Canada and who are currently receiving Employment Insurance (EI), or who have had an EI claim within the past three years, or a maternity or parental claim within the past five years; all unemployed and under-employed Canadians including Employment and Income Assistance recipients, and individuals threatened with job loss; organizations that create employment or assist the unemployed to find, prepare for and maintain employment; and employers/businesses.

ACTIVITIES/RESULTS

The following services are available to all Manitobans who are unemployed or under-employed:

Service Needs Determination/Employment Counseling and Career Development

Service Needs Determination is used to assess an individual's requirement and readiness for employment and/or training services and programs and temporary income support, and refers individuals to other appropriate services. Employment Counseling and Career Development activities include in-depth assessment of employment barriers, skills and strengths including prior learning, and the development of a mutually agreed upon employment plan. These programs are provided at 13 Manitoba Jobs and Skills Development Centres located in various regions of the Province.

Labour Exchange (Job Bank)

Provides available job and training opportunities to link unemployed individuals with work opportunities while assisting employers in recruiting qualified employees. Information is taken continuously, updated daily and is available in electronic and written formats.

Labour Market Information

Labour market information is gathered, analyzed, produced and disseminated regarding local, provincial and national labour market trends and conditions in both printed and electronic formats. This helps unemployed individuals with their job search; workers with their career development activities; and employers, students, governments and various training providers with decision-making.

The following programs are only available to Insured Participants as defined under the Employment Insurance (EI) Act:

Employment Partnerships

Provides funding to enable communities, sector associations and employers to address labour force development needs while assisting unemployed and "job threatened" individuals to gain sustainable employment.

Skills Development

Provides eligible individuals with the opportunity to obtain skills training/apprenticeship training and/or upgrading to facilitate sustainable employment.

Self Employment

Assists eligible individuals to create jobs for themselves by starting a business. The Self Employment program is administered by local sponsors who evaluate the individual's business idea and suitability; provide coaching in business plan development and implementation; offer advice and support; and direct the participant to other supports as needed.

Wage Subsidies

Provides a wage subsidy to employers to assist in the cost of on-the-job training for eligible individuals. The wage subsidy provides the unemployed person the opportunity to demonstrate his or her skills and abilities in a new work environment.

The following programs are delivered in partnership with organizations:**Employment Assistance Services**

Assists unemployed individuals to prepare for, secure, and retain employment. Funding is provided to community-based organizations to deliver a combination of the following services: employment plan development; case management; assessment and employment counseling; self-service labour market information; job search assistance; job finding clubs; job referral and placement; diagnostic and testing services; and brokered access to other measures.

Labour Market Partnerships

Assists communities, sector associations, unions, and employers to address labour market development, labour force development, and workforce adjustment issues, assisting unemployed and job-threatened individuals to gain and/or maintain sustainable employment.

Research and Innovation

Provides financial support to organizations to research, design and implement projects that identify innovative and/or effective ways to help individuals prepare for, find, return to, or maintain sustainable employment and/or strengthen and promote province-wide or regional labour force development.

Canada-Manitoba Labour Market Development Agreement Results by Programs, 2015/16

PROGRAM	Clients Served (New Services)	
	Projected	Actual
Service Needs Determination / Employment Counselling	27,500	21,057
Employment Partnerships	150	129
Skills Development	6,000	5,559
-Apprenticeship	-	3,703
-other skills development	-	1,877
Self Employment	100	152
Wage Subsidies	75	94
Employment Assistance Services	14,500	14,689
Labour Market Partnerships	N/A	N/A
Research and Innovation	N/A	N/A
Research and Innovation – Canada Job Grant Program*	6,550	2,045
Labour Exchange – Job Bank Orders**	20,000	16,364
Labour Market Information	N/A	N/A

Source: ICM and SPRS Reporting Snapshot May 5, 2016. Note: Totals do not add as clients can participate in more than one program. As a result clients can be double counted between programs but not within the overall totals. All figures represent the number of distinct individuals within that category. N/A: Clients are not directly served by these programs.

* As of April 1, 2014, Research and Innovation includes the Canada Job Grant Program in accordance with sections 26 and 16 of the Canada-Manitoba Job Fund Agreement, which allows for eligible costs related to the Canada Job Grant Program to be sourced from funds provided under the Canada-Manitoba Labour Market Development Agreement – Research and Innovation Measure.

** Job Orders advertised in Manitoba from April 1, 2015 to March 31, 2016.

LMDA Results Measures, Targets and Actuals, 2015/16		
Employment Insurance (EI)	Targets 15/16	Actual 15/16
NUMBER OF EI ACTIVE CLIENTS SERVED	10,500	9,879
NUMBER OF RETURNS TO WORK (EI Insured)	8,000	6,960
UNPAID BENEFITS TO THE EI ACCOUNT	\$45 Million	\$44.47 Million

Source: Period 12 Summary LMDA Data. Period 12: April 1, 2015 to March 31, 2016. Final results (P14) not available.

10-3(d) Canada-Manitoba Labour Market Development Agreement

Expenditures by Sub-Appropriation	Actual 2015/16	Estimate 2015/16	Variance Over (Under)	Expl. No.
	\$	FTE	\$	
Total Salaries & Employee Benefits	6,773	114.80	7,746	(973) 1
Total Other Expenditures	536		564	(28)
Total Training Support	42,714		42,714	-
Total Expenditures	50,023	114.80	51,024	(1,001)

1. *Under-expended due to delay in filling vacancies.*

INDUSTRY AND LABOUR FORCE INVESTMENT FUND

OBJECTIVES

The Industry and Labour Force Investment Fund was created to ensure that Manitoba remains competitive in attracting, retaining and expanding business in the province by investing in workforce training. Administered by Industry, Training and Employment Services, the Fund provides support to industry and provincial Sector Councils to assist businesses to meet operational goals by training and developing their employees to achieve high performance and productivity targets.

ACTIVITIES/RESULTS

The Fund contributes to maintaining Manitoba's competitive position relative to other jurisdictions in creating new jobs, securing existing jobs and expanding investment by companies in the province. In the past year, the Fund was utilized in the Industry Expansion Program to assist in the creation of over 1,223 new jobs and training of 1,957 existing employees in six companies in the aerospace, manufacturing, information technology and transportation sectors, all of which expanded or re-tooled operations in the province.

The Fund contributed to the implementation of human resource development plans of 16 provincial Sector Councils and industry associations representing strategic economic development areas in Manitoba. The combined total participation in training for 2015/16 was 11,947, awareness activity participation was 35,534 and engagement activity participation was 9,961.

The Fund also provided value-added, customized human resource services and training development funds for two small companies and supported six employees under the Workforce Development Program.

10-3(e) Industry and Labour Force Investment Fund

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under) \$	Expl. No.
Total Expenditures	3,220	2,600	620	1
Total Expenditures	3,220	-	2,600	620

1. Increased program uptake.

CANADA - MANITOBA JOB FUND AGREEMENT

OBJECTIVES

Workforce Development and Income Support assists Manitobans to prepare for, find and retain employment, including support for skills development and enhancement services to meet Manitoba employers' needs.

The goal of Canada-Manitoba Job Fund is to increase the participation of Manitobans in the labour force and help them develop the skills necessary to find and keep meaningful and long term employment. The objectives of the Fund are to:

- Provide access to training programs for unemployed, under-employed, and employed individuals that will enhance the labour market participation of all Manitobans, particularly low skilled workers and under-represented groups;
- Encourage greater employer involvement in training to ensure that skills are aligned to job opportunities and evolving labour market demands;
- Make it as easy as possible for all residents of Manitoba to get the help they need to develop the skills necessary to find and maintain employment; and
- Demonstrate to the public that public investments are achieving the best possible results through increased labour market participation of eligible beneficiaries.

ACTIVITIES/RESULTS

Under the Canada-Manitoba Job Fund Agreement, employment and labour market services fall under three streams of programming: Employment Services and Supports, Employer Sponsored Training, and Canada-Manitoba Job Grant.¹ Programs are directed to:

- Unemployed individuals seeking training to obtain a job, including those who are Employment Insurance (EI) clients and those not eligible for EI;
- Under-employed and employed individuals seeking training for a better job;
- Employed individuals who are low skilled such as those who do not have a high school diploma or recognized certification or who have low levels of literacy and essential skills;
- Employers, businesses, industry associations, and communities/sectors.

The Division develops, coordinates, and maintains a range of employment and labour market services through direct delivery to individuals and through partnerships with employers and communities.

Direct Delivery:

Direct Employment Services

Provides Manitobans with needs, skills, and interest assessments, access to information and referrals to employment and/or training opportunities, employment counseling and career development, and job search supports.

Skills Development

Provides eligible participants with the opportunity to obtain skills training/apprenticeship training and/or upgrading to facilitate sustainable employment.

Partnerships:

Employment Partnerships

Partners with Manitoba employers, non-profit community based organizations, local governments, and training partners to design, develop and support skills training projects, including job-specific and workplace based training, and develop and deliver employability skills training and/or work experience placements that prepare individuals for employment.

Labour Market Partnerships

¹ Under the Canada-Manitoba Job Fund Agreement, the Employer Sponsored Training Stream is not required until 2017/18.

Funds communities, sector associations, unions, and employers to address labour market development, labour force development, and workforce adjustment issues to assist individuals to gain, keep, and/or advance in sustainable employment.

Self Employment

Assists eligible individuals to create jobs for themselves by starting a business. The Self Employment program is administered by local sponsors who evaluate the individual's business idea and suitability; provide coaching in business plan development and implementation; offer advice and support; and direct the participant to other supports as needed.

Wage Subsidy

Provides a subsidy to Manitoba employers to assist in the cost of on-the-job training for eligible individuals. The wage subsidy provides the unemployed person with a means to market and demonstrate his or her skills and abilities in a new work environment.

Canada-Manitoba Job Grant (CMJG)

Provides employers with up to \$10,000 per individual to pay third party trainers to deliver training to potential new workers, newly hired employees and/or existing workers. Employers contribute at least one-third of the eligible training costs.

Canada-Manitoba Job Fund Agreement Results by Programs, 2015/16

PROGRAM	Clients Served (New Services)	
	Projected	Actual
DIRECT SERVICES:		
Direct Employment Services	2,000	1,960
Skills Development	-	1,034
PARTNERSHIP SERVICES:	4,000	3,388
Employment Partnerships	-	811
Labour Market Partnerships	-	2,550
Self Employment	-	57
Wage Subsidy	-	35
Canada-Manitoba Job Grant*	6,650	2,045

Source: ICM and SPRS Reporting Snapshot May 5, 2016. Note: Totals do not add as clients can participate in more than one program. As a result clients can be double counted between programs but not within the overall totals. All figures represent the number of distinct individuals within that category.

10-3(f) Canada-Manitoba Job Fund Agreement

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	\$	Variance Over (Under)	Expl. No.
Total Salaries and Employee Benefits	887	8.00	893	(6)	
Total Other Expenditures	534		542	(8)	
Total Training Support	16,502		16,502	-	
Total Expenditures	17,923	8.00	17,937	(14)	

EMPLOYMENT AND INCOME ASSISTANCE PROGRAMS

OBJECTIVES

- To provide effective leadership, direction, fiscal management and support to ensure the delivery of income assistance programs, Building Independence projects, income supplement, vocational rehabilitation and supported employment programs in accordance with relevant legislation and government policy.
- To develop initiatives that help Employment and Income Assistance (EIA) participants regain their financial independence from income assistance by making the transition to work.
- To develop initiatives that assist EIA participants in pursuing training and employment opportunities.
- To develop vocational rehabilitation support services for persons with disabilities.

The Branch consists of the following areas:

- ***Policy and Program Development*** – Responsible for the development, maintenance and interpretation of legislation for EIA programs. The unit is also responsible for policy and program development; new initiatives; and public communications, such as program brochures, fact sheets and the EIA policy manual.
- ***Employment and Training Services*** – Responsible for the development, maintenance and interpretation of legislation, regulation, and policies and initiatives as they pertain to employment and training supports for EIA recipients, including initiatives under the Building Independence strategy. Provides program and policy direction and funding for vocational rehabilitation services under the marketAbilities Program for adults with a physical, intellectual, psychiatric or learning disability; and for Supported Employment programming.
- ***Quality Assurance and Program Support*** – Responsible for program standards and quality assurance; negotiation of contracts with associations providing health and other services to EIA participants; recoveries and collections, and information technology supports.
- Integrated within the Branch are three program specialists with specialized program knowledge responsible for providing leadership and guidance on the interpretation of EIA and marketAbilities policies, and the resolution of complex issues.

Responsibilities

- The major objectives of the Employment and Income Assistance (EIA) program are:
 - to assist Manitobans in regaining their financial independence by helping them to make the transition from income assistance to work; and
 - to provide income assistance to Manitobans in need.
- Financial assistance is provided to persons in need who are eligible for assistance under *The Manitoba Assistance Act* (the Act), including single parents, aged persons, single persons, couples without children, two-parent families, persons with disabilities, persons requiring the protection of a crisis intervention facility, and children whose parents are unable to support them. Eligibility may also be granted under special case consideration at the discretion of the Minister.
- Eligibility for assistance is also determined by a needs test, in which the amount of a household's financial resources is compared to the total costs of its basic necessities as defined in the Act and Regulations. Certain assets and income are not included in the calculation of financial resources.
- EIA provides employability assessments, support in the development and implementation of a plan to achieve well-being or personal stability and readiness to participate in an employment or training plan, work incentives and other supports to assist Manitobans in entering, re-entering or remaining in the labour force.

- EIA provided assistance to an average monthly caseload of 38,424 in 2015/16, an increase of 4.3 per cent from the previous year. During 2015/16, 10.0 per cent of the income assistance caseload made use of the work incentive provisions of the program.
- EIA Programs provides Rent Assist benefits to EIA participants as well as low income Manitobans renting in the private market. Rent Assist expenditures for EIA participants are now reflected in total EIA expenditures.

ACTIVITIES/HIGHLIGHTS IN 2015/16

During 2015/16 the Department advanced a strategy to assist Employment and Income Assistance (EIA) participants to connect to labour market opportunities, helping build their independence, reduce poverty and helping to alleviate the labour market shortage in Manitoba.

The Canada-Manitoba Labour Market Agreement for Persons with Disabilities, a cost-sharing arrangement between the Government of Canada and the province for programs that enhance the economic participation of adults with disabilities is effective April 1, 2014 to March 31, 2018. Canada contributes 50 per cent of the expenditures that Manitoba incurs in providing eligible programs and services, up to a maximum of \$8.965 million annually. The agreement aims to directly link job training to employer needs, and includes enhanced accountability and reporting requirements.

In 2015/16, the marketAbilities Program provided vocational services for 3,727 people with disabilities with 1,120 receiving funded vocational supports and services to assist them in accessing education and training opportunities to improve employment outcomes.

Policy development and program design activities continued associated with Rent Assist, the portable shelter benefit introduced in July 2014 that enhanced the former RentAid program with expanded eligibility and benefit increases. EIA recipients, and low-income Manitobans not receiving EIA, who are renting in the private market are eligible for Rent Assist. In December 2015, maximum Rent Assist benefits increased to 75 per cent of Median Market Rent, as determined by the Canadian Mortgage and Housing Corporation.

Regulatory amendments were implemented to support the extension of the *Rewarding Work Health Plan* to the General Assistance caseload on EIA. The plan now provides prescription, dental and optical coverage for up to two years to all EIA households that transition from the program to employment to help them remain independent of income assistance. In addition, a regulatory amendment was implemented to allow for the exemption of the first \$200.00 received by a participant as an incentive to attend training.

Employment and Income Assistance¹

Average Monthly Number of Cases and Participants by Category (as at March 31)

Category	2013/14		2014/15		2015/16	
	Cases	Participants	Cases	Participants	Cases	Participants
Children	29	40	26	34	26	35
Single Parents	7,899	24,678	7,813	24,358	7,813	24,381
Aged	121	171	135	181	139	183
Crisis Facility Cases	58	115	54	105	50	108
General Assistance	7,336	12,132	8,390	13,369	9,821	15,192
Special Cases	0	0	0	0	0	0
Disabled	20,168	24,783	20,435	25,031	20,575	25,159
Total	35,611	61,919	36,853	63,078	38,424	65,058

¹ EIA continues to implement a strategy targeted at increasing self-sufficiency by providing low-income Manitobans with increased opportunities to learn, earn and save. As a result of these initiatives many people are involved in money management programs, education or training, volunteer activity and employment. The program also has supportive policies for people with disabilities, such as physical, mental or intellectual disabilities. The program is actively working with Industry, Training and Employment Services and community organizations that are assisting people to get ready for work.

Employment and Income Assistance Expenditures by Category (\$000) (as at March 31)

Category	2013/14	2014/15	2015/16
Children	\$ 234	\$113	\$122
Single Parents	\$93,556	\$95,182	\$101,309
Aged	\$1,114	\$1,321	\$1,426
Crisis Facility Cases	\$397	\$585	\$390
General Assistance	\$53,609	\$67,635	\$82,599
Special Cases	\$1,440	\$1,365	\$1,198
Other	(3,346)	\$1,314	\$891
Disabled	\$168,276	\$187,446	\$195,064
Total	\$315,280	\$354,961	\$382,999

Employment and Income Assistance Employment Income (as at March 31)

Average Monthly Number of Participants Reporting Employment Income	2013/14	2014/15 ¹	2015/16
Single Parents	782	792	669
General Assistance	720	717	782
Persons with Disabilities	2,406	2,362	2360
Total	3,908	3,871	3,811

¹ The monthly averages were calculated using the available data over an 11 month period.

Employment and Income Assistance

Percentage of Cases in Work Incentive Program (as at March 31)

Category	2013/14	2014/15 ¹	2015/16
Single Parents	9.9%	10.1%	8.6%
General Assistance	9.8%	8.5%	8.0%
Persons with Disabilities	11.9%	11.6%	11.5%
Total Caseload	11.0%	10.5%	10.0%

¹ The 2014/15 percentages were calculated using the available data over an 11 month period.

INCOME ASSISTANCE PROGRAMS FOR PERSONS WITH DISABILITIES

The Income Assistance for Persons with Disabilities benefit provides additional financial assistance for adults with disabilities enrolled under Employment and Income Assistance, except for those individuals residing in hospitals, in recognition of the additional costs associated with living in the community with a disability. In 2015/16, the benefit was extended to those living in institutions, including Manitoba Developmental Centre, St. Amant Centre, Selkirk Mental Health Centre, and Eden Mental Health Centre. The benefit is \$105.00 per month.

Income Assistance for Persons with Disabilities Caseload (as at March 31)

	2013/14	2014/15	2015/16
Average Monthly Caseload	19,601	19,898	20,314

Income Assistance for Persons with Disabilities Expenditures (\$000) (as at March 31)

	2013/14	2014/15	2015/16
Total	\$25,161	\$25,520	\$26,020

HEALTH SERVICES

The Health Services program includes the *Rewarding Work* Health Plan, and provides essential drug, dental and optical services and support to EIA participants and children in care. Supplies and services are generally provided in accordance with approved fee schedules negotiated with professional health organizations. These agreements specify the types of goods and services provided, eligibility criteria, level of payment and related billing procedures.

Health Services provided benefits to an average monthly caseload of 40,959 in 2015/16. Of these 11,225 cases, (27.4 per cent) were children in care.

Caseload and Expenditures	2013/14	2014/15	2015/16
Average Monthly Number of Cases	39,058	39,521	40,959
Average Monthly Number of Participants	59,172	58,840	60,411
Dental	\$ 7,332	\$ 8,597	\$ 8,497
Drugs	\$58,468	\$57,672	\$65,333
Optical	\$ 708	\$ 787	\$ 755
Total Expenditures (\$000)	\$66,508	\$67,056	\$74,585

Employment and Income Assistance

Average Monthly Number of Cases Receiving *Rewarding Work* Health Plan Benefits (as at March 31)

Category	2013/14	2014/15	2015/16²
Single Parents	769	798	732
General Assistance ¹	N/A	N/A	29
Persons with Disabilities	471	442	398
Total	1,240	1,240	1,240

¹ Effective January 1, 2016, the *Rewarding Work* Health Plan was extended to General Assistance participants closing to EIA due to employment.

² The monthly average for General Assistance was calculated using the available data from the February and March 2016 benefit months.

INCOME SUPPLEMENT PROGRAMS

The Branch administers three Income Supplement Programs for low-income Manitobans who are not in receipt of income assistance. 55 PLUS - A Manitoba Income Supplement provides quarterly supplements to low-income persons 55 years of age and over. The Manitoba Child Benefit provides monthly supplements to low-income families with children. Rent Assist provides financial help with shelter-related costs for low-income Manitobans who are residing in the private rental market.

55 PLUS – A Manitoba Income Supplement

The 55 PLUS program has two components. The Senior Component is for persons who are eligible to receive certain levels of benefits under the federal Old Age Security programs. The Junior Component is for low-income persons 55 years of age and over who are not eligible for federal Old Age Security benefits. Eligibility for the Senior Component is determined from a person's application for the federal Guaranteed Income Supplement. An annual application is necessary for the Junior Component.

During 2015/16, the majority (approximately 64 per cent) of 55 PLUS benefits were provided to participants who were single.

55 PLUS – A Manitoba Income Supplement Caseload and Expenditures (as at March 31)

Average Quarterly Number of Participants	2013/14	2014/15	2015/16
Senior Component			
Single ¹	5,189	5,068	4,969
Married ²	2,336	2,256	2,215
Total	7,525	7,324	7,184
Junior Component			
Single ¹	871	8523	817
Married ²	1,053	9923	1,017
Total	1,924	1,844	1,834
Program Total	9,449	9,168	9,018
Total Expenditures (\$000)			
Senior Component	\$3,892	\$3,743	\$3,669
Junior Component	\$1,316	\$1,244	\$1,261
Total	\$5,208	\$4,987	\$4,930

¹ Single participants include those who have never been married, as well as those who are no longer married (i.e., widowed, divorced, or separated).

² For married participants, in some cases both members of a couple receive 55 PLUS and in other cases only one spouse is a participant.

³ The previously published number included estimates for the January to March 2015 quarter. Those have been amended with the actuals.

Manitoba Child Benefit

The Manitoba Child Benefit provides monthly benefits to low-income Manitoba families to assist them with the cost of raising their children. A new application is required each year.

During 2015/16, benefits were provided to an average of 2,637 families per month, representing an estimated 6,179 children. Of these families, approximately 24 per cent were headed by single parents.

Manitoba Child Benefit Caseload and Expenditures (as at March 31)

Average Monthly Number of Cases	2013/14	2014/15	2015/16
Single-Parent Family	652	654	642
Two-Parent Family	1,884	1,928	1,995
Total	2,536	2,582	2,637
Average Monthly Number of Children	6,235	6,286	6,179
Total Expenditures (\$000)	\$2,895	\$2,671	\$2,527

Rent Assist

Rent Assist assists low-income Manitobans to meet shelter-related costs in the private rental market. The following information is relevant to Rent Assist recipients who are not receiving Employment and Income Assistance (EIA). Rent Assist also provides shelter assistance to persons receiving EIA who live in eligible accommodations. Rent Assist benefits are included as part of the EIA households' total monthly income assistance.

Rent Assist Recipients

Fiscal Year	Average No. of Recipients Per Month	No. of Active Recipients at Year End	Total No. of Recipients
2013/14	2,062	2,287	3,233
2014/15 ¹	2,843	3,497	4,490
2015/16	3,906	4,750	6,276

¹ Non-EIA Rent Assist caseload stats for 2014/15 are based on eleven months of data due to September being processed differently.

Rent Assist Expenditures

Fiscal Year	Average Monthly Benefits Paid (Senior)	Average Monthly Benefits Paid (Family)	Average Monthly Benefits Paid (Disability)	Average Monthly Benefits Paid (General)	Expenditures Total \$000
2013/14	148	181	183	NA	\$4,320
2014/15	173	216	212	213	\$7,041
2015/16	181	296	243	229	\$13,089

BUILDING INDEPENDENCE PROGRAMS

Building Independence supports partnerships that promote job opportunities for EIA participants. It also supports projects that enhance the skills and employability, and access to employment for specific target groups.

Building Independence initiatives are designed to:

- reduce barriers to employment by providing tools, such as child care and voice mail services;
- provide job readiness assessments;
- provide links to training and employment;
- provide advocacy; and
- support Manitobans in identifying and meeting financial goals through matched savings programs.

Manitoba Works

The Department's Pathway to Sustainable Employment incorporates EIA, Essential Skills Manitoba and Training and Employment Services in supporting employment and training services for EIA recipients. Manitoba Works represents a spectrum of wage supported programs including: wage subsidies for EIA participants; wage subsidies administered by Training and Employment Services for Manitobans not in receipt of income assistance; and demonstration project internships for EIA recipients.

Funding for the expanded Manitoba Works is not limited to the Building Independence funding in EIA Programs; rather it includes other funding available through federal labour market agreements administered by Training and Employment Services.

The Community Home Services Program

Community Home Services Program serves two purposes: the provision of paid work experience and training opportunities for EIA participants to enhance their ability to compete in the labour market and facilitate a transition to employment, and the delivery of no-cost housekeeping and yard maintenance services to low income seniors and citizens living in the community with a disability who require this support to remain in their homes.

Northern Community Employment Initiative

The Building Independence Northern Community Employment Initiative (formerly called Northern Affairs Project) is a partnership with the department of Aboriginal and Northern Affairs to create employment. Northern Community Councils administer short-term employment projects and hire participants for skill development in a paid work experience. In 2015/16, 12 EIA participants were hired as part of this initiative of which, 11 participated in the program.

The Job Centre

The Job Centre provides job leads and support as well as temporary emergency assistance in Winnipeg to persons in financial need who are hoping to avoid applying for income assistance. It may also provide job search support to individuals who are pending engagement with a Career Development Consultant or who have completed supported skills development. The Job Centre may also be accessed by individuals seeking to re-establish eligibility in demonstrating their compliance with work expectations.

Connect 2

The Connect 2 Voice Mail Project involves a partnership with government, business and community-based agencies to provide a free voice mail service to low-income individuals, in order to facilitate contact with employers and service providers.

Individual Development Accounts (IDAs)

IDAs are part of the Manitoba Saves! initiative administered by Supporting Employment and Economic Development (SEED) Winnipeg Inc. that supports low-income Manitobans to save for the future. These initiatives include financial literacy and two types of matched savings programs, Saving Circle (with lower savings goals) and the regular IDA program. Manitoba Saves! also provides funding for SEED Winnipeg to provide Access To Benefits programming to assist families file tax returns, obtain required identification for all family members, as well as set up bank accounts and Registered Education Savings Plans (RESPs) to access Canada Learning Bonds and grants.

In 2015/16, SEED Winnipeg and partner community groups throughout the province recruited and provided support and services to 11 EIA participants and 55 non-EIA participants in the regular IDA. As well, 244 EIA participants and 155 non-EIA participants were recruited and active in Saving Circle programs.

Community Unemployed Help Centre (CUHC)

CUHC is a non-profit organization primarily dedicated to providing information, advice and representation to unemployed workers in Manitoba experiencing Employment Insurance problems, as well as Employment and Income Assistance (EIA) Advocacy Services. In 2015/16, CUHC assisted 1,438 clients, including 113 on Employment Insurance appeals. They also provided support to 429 EIA participants, including 16 who had appealed decisions and 93 who had decisions resolved by mediation before going to appeal.

marketAbilities PROGRAM

The marketAbilities Program assists eligible adults with a disability to pursue and secure gainful employment by providing a spectrum of vocational training, education and support services. Individual vocational training plans are submitted to the marketAbilities Program by vocational rehabilitation counsellors who work out of the Community Service Delivery division or grant funded agencies. Based on these plans, funds are approved to assist individuals in accessing vocational training services.

The objectives of the marketAbilities Program are:

- To provide vocational rehabilitation services to adults with a disability, to enhance their independence and ability to contribute socially and economically through employment in the competitive labour force.
- To assist adults with an intellectual, physical, psychiatric or learning disability to prepare for, obtain and maintain employment through the provision of assessment, training, education and support services.

SUPPORTED EMPLOYMENT PROGRAM

Supported employment programming provides people with disabilities the supports required to participate in paid employment. In 2015/16, 1,144 people with disabilities received services from fifteen supported employment agencies. The objectives of the Supported Employment Program are:

- To enable workers with disabilities to pursue employment opportunities and to physically and socially integrate into competitive employment settings.
- To enable workers with disabilities to receive supports necessary to maintain employment.

marketAbilities Program: Total Active Caseload by Disability (as at March 31)

Disability	2013/14	2014/15	2015/16
Physical Disability	650	667	701
Psychiatric Disability	953	930	930
Intellectual Disability	653	656	638
Learning Disability	414	378	313
Sight Disability	312	325	276
Hearing Disability	188	160	154
Total	3,170	3,116	3,012

marketAbilities Program: Total Active Caseload by Region/Program/Agency (as at March 31)

Region/Program/Agency	2013/14	2014/15	2015/16
Winnipeg	1,005	1,035	1,011
Westman	256	218	196
Eastman	191	145	156
Central	110	94	45
Interlake	52	42	26
Parkland	46	46	43
Northern	33	22	19
Grant Funded Agencies	1,094	1,090	1,091
Self Directed	27	21	18
Reaching Equality Employment Services	50	54	23
Mental Health	306	349	384
Total	3,170	3,116	3,012

marketAbilities Program: Individuals Funded by Disability

Disability	2013/14	2014/15	2015/16
Physical Disability	263	227	216
Psychiatric Disability	479	452	437
Intellectual Disability	230	220	209
Learning Disability	181	167	135
Sight Disability	54	52	44
Hearing Disability	81	82	79
Total	1,288	1,200	1,120

marketAbilities Program: Services Purchased by Type

Disability	2013/14	2014/15	2015/16
Education – University	178	159	159
Education – Community College	182	173	158
Education – Special Colleges	51	43	54
Education – School	53	35	43
Education – Out of Province	6	6	6
Work Assessment/Training			
Vocational – Employment and Training Centre	1,072	1,113	965
Vocational – Training-in-Industry	45	38	27
Vocational – School-to-Work	52	49	46
Transportation	1,434	1,375	1,256
Special Services	2,089	2,018	1,849
Other	4	6	3
Total¹	5,166	5,015	4,566

¹ Individuals usually access more than one service. As a result, the total number of services provided is greater than the total number of individuals funded by disability.

10-3(g) Employment Income, and Rental Assistance

Expenditures by Sub-Appropriation	Actual 2015/16 \$000	FTE	Estimate 2015/16 \$000	Variance Over/(Under)	Expl. No.
Salaries and Employee Benefits	3,167	36.00	2,823	344	
Other Expenditures	4,353		2,911	1,442	1
Employment Income, and Rental Assistance	396,089		386,606	9,483	2
Health Services	74,585		66,523	8,062	3
Income Assistance for Persons with Disabilities	26,020		25,186	834	
marketAbilities	8,788		9,329	(541)	
55 PLUS	4,930		4,932	(2)	
Building Independence	3,028		3,870	(842)	4
Manitoba Child Benefit	2,527		4,154	(1,627)	5
Total Expenditures	523,847	36.00	506,334	17,153	

1. Primarily reflects Information Technology costs related to the IBM SAMIN Mainframe.

2. Increase in caseload.

3. Increase in caseload and costs for prescription drugs.

4. Decrease in eligible program costs recovered under the Canada-Manitoba Job Fund Agreement.

5. Lower than anticipated program participation.

EMPLOYMENT, INCOME AND RENTAL ASSISTANCE SERVICE DELIVERY

OBJECTIVES

- To assist and support under-represented and marginalized individuals with their employment transition and retention goals.
- To assist service providers and employers with the opportunities and challenges of attracting and retaining this target group.

ACTIVITIES/HIGHLIGHTS IN 2015/16

Specialized multi-dimensional supports are provided to support and respond to the employment transition and retention needs of participants of labour market programming, especially those on Employment and Income Assistance,

Job Connections staff provided intensive supports to address the needs of Manitobans in departmental employment and training interventions, who have encountered a crisis or barrier that jeopardizes their success in preparing for, attaining and retaining employment.

10-3(h) Employment, Income and Rental Assistance Service Delivery

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	\$	Variance Over (Under)	Expl. No.
Total Salaries & Employee Benefits	1,139	20.00	1,547	(408)	1
Total Other Expenditures	35		56	(21)	
Total Expenditures	1,174	20.00	1,603	(429)	

1. *Under-expended due to delay in filling vacancies.*

RECOVERABLE FROM OTHER APPROPRIATIONS

Recovery of funding from program areas participating in the delivery of labour market programming implemented under the Agreement.

10-3(i) Recoverable from Other Appropriations

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	\$	Variance Over (Under)	Expl. No.
Recoverable from other appropriations	(10,257)		(10,257)	-	
Total Expenditures	(10,257)		(10,257)	-	

INTERNATIONAL RELATIONS AND TRADE

INTERNATIONAL RELATIONS

The Canada-US and International Relations (CUSIR) Branch provides strategic policy advice and support for the international activities of the Premier, the Minister of Jobs and the Economy, and other representatives of the Government of Manitoba. The Branch also helps coordinate the Government's involvement in international development projects and supports access by Manitoba firms to international development work.

Principal Activities in 2015/16

In 2015/16, the main activities of Canada-US and International Relations continued to be:

- Providing a coordinating function with respect to Manitoba's international activities and promoting a strategic approach to Manitoba's international relations;
- Building strategic relationships with international government officials, Canadian High Commissions, Embassies, and other diplomatic posts abroad, and those involved with international relations within Canada; and
- Providing strategic and operational advice to the government in support of its international interests including negotiation and advice on international agreements.

Highlights in 2015/16

The Branch provided support and coordination for the Premier's mission to France for the 2015 UN Climate Change Conference, and for the participation of Members of the Legislative Assembly and senior Manitoba officials at events in the US. The Branch also provided support for the Premier's and Ministers' meetings with incoming diplomats and the Manitoba consular corps and ongoing assistance and coordination for departments involved in international relations.

The Branch supported US advocacy with various Governors and Members of Congress, Ambassadors, and senior representatives from the US Administration and the Canadian Government. This included advice and support on a number of key policy initiatives such as the repeal of US Country of Origin Labeling for pork and beef, trans-boundary water issues, Canada-US work on border issues and regulatory cooperation, and protecting market access for Canadian energy resources under emergent US climate and energy regulations.

The Branch developed and maintained relationships with officials in the US and abroad, both on a bilateral basis with national and subnational partners, and through organizations such as the National Governors' Association, the Western Governors' Association, the Midwestern Governors' Association, the Midwestern Legislative Conference, the International Legislators' Forum, the Southeastern United States-Canadian Provinces Alliance, and the North American Strategy for Competitiveness (NASCO).

The Branch also supported Manitoba's participation in international development projects and international aid, notably through the successful conclusion of a multi-year partnership project with the Philippines Department of the Interior and Local Government and through ongoing facilitation of contact between the Philippines Local Government Academy and academic institutes in Manitoba. The Branch also facilitated discussions with South African government officials from North West and Western Cape provinces regarding potential future partnership opportunities. The Branch continues to support Manitoba companies' access to international development work by participating in the World Bank's Private Sector Liaison Officer Network and acting as the point of contact between the Manitoba Government, Manitoba businesses and the World Bank.

Throughout the fiscal year of 2015-16, the Protocol Office facilitated numerous diplomatic visits which included representatives from New Zealand, Norway, Sweden, Iceland, Germany, Mexico, Israel, Poland,

Indonesia, Slovenia, Turkey, Great Britain, Japan, Philippines, Vietnam, France, Columbia, China, Korea, the Netherlands and Ukraine. The office also organized and coordinated an annual reception for the Premier and Cabinet to meet with members of the provincial consular corps.

The office assisted in the organization of a ceremony regarding a major shuffle in Cabinet responsibilities, all ceremonial aspects related to the Speech from the Throne, a 'thank you' celebration for the outgoing Lieutenant Governor of Manitoba, and also played an active role in the installation ceremony and accompanying celebrations for a new Lieutenant Governor of Manitoba.

In keeping with the Office's mandate, it coordinated all activities related to the Order of Manitoba (Manitoba's highest honour) and additional ceremonies concerning The Order of the Buffalo Hunt.

Other activities included the launch of a new coin, a commemorative garden on the grounds of the Legislative Building and a 'gobo' on the tower of the Legislative Building all to celebrate the longevity of the reign of Her Majesty Queen Elizabeth II. Celebratory lighting of the Legislative Building was also initiated to recognize the centennial of women's suffrage which was also complemented with a substantial 'banner initiative' and a commemorative pin.

The Protocol Office provided key provincial support in the organizational aspects for funerals to honour former Manitoba Premier Howard Pawley and former Lt. Governor John Harvard.

The office maintained responsibility for the office of the Special Envoy for Military Affairs and its related functions, notably by assisting with the creation of the Hall of Honour located in the Legislative Building, the first ever Manitoba celebration of Merchant Navy Day, a special commemorative candlelight service at Brookside Cemetery and the launch of a multi-year initiative to name geographic features after all Manitoba battle casualties from World War 1.

The Protocol Office also played strong support roles with respect to the Women's FIFA World Cup, the 2015 Grey Cup and the launch of the province's first-ever Terry Fox Day.

10-4(a) International Relations

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under) \$	Expl. No.
Total Salaries & Employee Benefits	988	11.00	967	21
Total Other Expenditures	521		421	100
Total Expenditures	1,509	11.00	1,388	121

MANITOBA TRADE AND INVESTMENT

Manitoba Trade and Investment is the lead provincial agency for international business development; working with Manitoba firms to become export ready, to enter new markets outside of Manitoba and diversify in existing markets. Manitoba Trade and Investment is also responsible for promoting Manitoba as a destination for inward investment.

Manitoba Trade and Investment supports Manitoba businesses to become export-capable and to diversify into domestic and international markets by delivering targeted programs and services. It also promotes the Province as a destination for investment to increase foreign direct investment and employment. Trade activities undertaken and supported include trade shows, incoming/outgoing business missions and match-making events, in addition to providing enhanced market intelligence and coordinating in-market support for Manitoba's business community.

Services provided by Manitoba Trade and Investment include:

Export Counselling – Manitoba Trade and Investment staff engage in consultations with Manitoba companies interested in developing their exports. Export counselling focuses on the companies' markets of interest, market entry strategies and the companies' export capacity.

In-market Experience – Manitoba Trade and Investment staff and foreign representatives have over 490 years of combined international business experience and many of Manitoba Trade and Investment's staff have lived / worked in the markets for which they are responsible. This experience enables them to provide first-hand knowledge of business practices, cultural considerations and consumer preferences and expectations.

Market Intelligence – Manitoba Trade and Investment staff combine their first hand knowledge with ongoing research and involvement with the markets to provide Manitoba companies with insight into their markets. Manitoba Trade and Investment staff help Manitoba companies better understand the markets that they are pursuing.

Missions and Tradeshows – outbound missions include companies from multiple sectors targeting opportunities in another province or a foreign country and include a combination of joint networking opportunities and business-to-business meetings; incoming missions normally include a small number of companies from one market or one sector from a geographic region, that have one-on-one meetings with Manitoba companies who are potential partners / suppliers; tradeshows are sector specific marketing events in external markets where Manitoba companies promote their products / services. Missions and tradeshows are integral components of Manitoba Trade and Investment's delivery on its mandate. Each market is different and requires a unique approach – tradeshows work in some markets whereas missions are a better approach for another.

Foreign Trade Representatives – Manitoba Trade and Investment has augmented the expertise and experience of its staff with Foreign Trade Representatives in five markets (Brazil, China, Europe, India and Mexico). Manitoba Trade and Investment's Foreign Trade Representatives support Manitoba companies' market entry with in-country assistance. Manitoba Trade and Investment continues to evaluate new markets as possible locations for new representatives.

Financial programs – Manitoba Trade and Investment plays an active role in the delivery of the Commercialization Support for Business (CSB) Program. Stream 3 (Market Development) of the CSB Program supports qualified Manitoba small- to medium-sized enterprises with financial assistance to attend export oriented tradeshows and develop export focused marketing materials.

Languages – Manitoba Trade and Investment and its Foreign Trade Representatives can provide services in 17 languages; language capabilities include: English, French, Spanish, Mandarin, German,

Portuguese, Hebrew, Russian, Hindi, Gujarati, Ukrainian, Dutch, Telugu, Malayalam, Bengali, Punjabi, and Japanese.

Promote Manitoba – Manitoba Trade and Investment staff promote the full range of Manitoba's capabilities internationally, including tourism, education, immigration, investment and trade.

Highlights in 2015/16

Manitoba Trade and Investment continues to promote the importance of exporting in order to assist Manitoba companies to sustain and grow their businesses. With both geographic and sector foci, Manitoba Trade and Investment is able to provide opportunity identification and market intelligence to companies identified as export interested/ready or active in export markets. In 2015/16, Manitoba Trade and Investment worked with over 434 Manitoba companies and organizations to explore and enter new markets and to expand within existing markets by providing consulting services, assistance to participate in trade shows, organized trade missions and trade show participation.

In fiscal year 2015/16 Manitoba Trade and Investment partnered with 31 business organizations and western provincial partners on export development initiatives. These partnerships enhanced the ability of Manitoba companies to successfully export. Manitoba Trade and Investment and its public/private sector partners, coordinate the delivery of trade services and programs to ensure they are effectively servicing the business communities in Winnipeg and rural Manitoba. Outreach activities outline the importance of exporting as well as facilitate access to the information/support needed to become export-ready or to enter and diversify markets. In addition, companies with an interest and the capability to consider exporting are identified and a process of company-specific consulting and export counseling is initiated.

On November 24, 2015, Manitoba Trade and Investment expanded its presence by opening an office in the Westman Region, located in Brandon, Manitoba. The new office provides a local access point for Westman companies to connect with the export related services available through Manitoba Trade and Investment.

Manitoba Trade and Investment organizes and executes trade missions – both inbound and outbound. In fiscal year 2015/16, Manitoba Trade and Investment organized 46 outbound trade missions to 14 markets and 28 inbound missions from 10 different markets. The largest mission included over 115 delegates participating in a Canada Pavilion organized by Manitoba Trade and Investment at Agritechnica, the largest show of its kind, in Germany. Manitoba companies reported sales booked at the show totalling over \$30 million.

Manitoba's domestic exports to international markets in 2015 totaled \$13.7 billion. Manitoba's total domestic exports increased by \$290.3 million, or 2.2%, from 2014 to 2015. In 2015, the United States was Manitoba's top export destination. The next five largest export destinations for Manitoba products in 2015 were China, Japan, Mexico, Hong Kong and Germany.

Agribusiness

The agriculture and food sectors are key contributors to Manitoba's economy representing \$5.1 billion in provincial exports or 37.5% of Manitoba's total foreign exports in 2015. The Agribusiness branch delivers comprehensive export and market-development services to Manitoba agri-food exporters. The branch also promotes Manitoba's trade development interests as a participant on the Federal-Provincial Market Development Council, the Federal-Provincial International Market Engagement Teams, the North American Agricultural Marketing Officials and other organizations.

Highlights for 2015/16 included the following activities:

Manitoba Trade and Investment undertook agri-food promotion activities in the following countries: Canada, China, Germany, India, France, Mexico and the United States of America.

Manitoba Trade and Investment organized and hosted incoming buyer missions and events with delegations from Brazil, Canada, Colombia, China, India, Japan and Mexico.

Highlights of agribusiness missions can be found under the relevant geographic location.

Asia

Manitoba's domestic exports to Asia totalled \$2.4 billion in 2015. This is an increase of 0.02% compared to 2014 exports. Leading exports were unwrought nickel, canola/colza seeds, pork (fresh/chilled/frozen), wheat and soya beans. China was Manitoba's largest export market within Asia, followed by Japan, Hong Kong, Indonesia and Taiwan.

Manitoba's imports from Asia totalled \$1.8 billion in 2015. This is an increase of 8.1% compared to 2014 imports. Leading imports were telephone equipment, magnetic/optical readers, motor vehicle parts, electric integrated circuits and hand tools. China was the top ranking source of Manitoba imports within Asia, followed by Japan, Taiwan, India and South Korea.

Highlights for 2015/16 included the following activities:

April 2015 – Manitoba Trade and Investment partnered with the Indo-Canada Chamber of Commerce (I-CCC) to host a business networking reception on April 29, 2015 focused on opportunities in India featuring the Honourable Maxime Bernier, Federal Minister of State (Small Business and Tourism and Agriculture), Mr. Akhilesh Mishra Consul General of India in Toronto and Mr. Dharma P. Jain, National President, Indo-Canada Chamber of Commerce.

April/May 2015 – Manitoba Trade and Investment hosted an incoming mission from India, focused on sourcing a high quality canola, flax, peas, beans, lentils, mustard, barley and sunflower.

May 2015 – Manitoba Trade and Investment participated in SIAL China 2015. SIAL China is the leading event for the Chinese food market.

May 2015 – Manitoba Trade and Investment partnered with the Life Sciences Association of Manitoba (LSAM) on a mission to China including: life sciences/medical instruments exhibitions in Shanghai and Hong Kong.

June 2015 – Manitoba Trade and Investment participated in the Agriculture and Agri-Food Canada (AAFC) Minister Gerry Ritz mission of industry and government representatives to Beijing, Chongqing and Shanghai.

August 2015 – Manitoba Trade and Investment, in partnership with the Canadian Trade Office in Bangalore, led a delegation of Manitoba companies to Bangalore, India to participate in a multi-province mission centered on AgriTech India. AgriTech India is the largest event for the food industry and its associated technologies in South India.

August 2015 – The Wellness Institute at Seven Oaks General Hospital, with assistance from Manitoba Trade and Investment, partnered to open China's first Medical Fitness Facility in Rizhao City, Shandong Province, China on August 6, 2015.

September 2015 – Manitoba Trade and Investment hosted an incoming delegation from Anhui, China. The delegation visited Manitoba to meet with Manitoba companies and government officials with regard to: livestock/poultry manure resource utilization, animal disease control, Duroc pig breeding stock and the Memorandum of Understanding between the Province of Manitoba and the Province of Anhui.

October 2015 – Manitoba Trade and Investment hosted an incoming delegation from India. The eight member delegation was led by Mr. Arun Jha, Secretary (Deputy Minister level), Ministry of Tribal Affairs, Government of India. Delegates included seven officials from the federal (Union) government, India's largest state of Maharashtra and representatives of the United Nations.

November 2015 – Manitoba Trade and Investment and participating Manitoba companies attended the Food and Hotel China (FHC) 2015 show in Beijing, China.

December 2015 – Manitoba Trade and Investment participated in Municipalika 2015 (Sustainable Habitat & Smart Cities) in Jaipur, India. The international conference and exhibition highlighted pertinent issues around the challenges facing modern cities including opportunities, sharing best and leading practices and evolving technological and managerial solutions.

European Union

Manitoba's domestic exports to the European Union totalled \$606.2 million in 2015. This is an increase of 27.7% compared to 2014 exports. Leading exports were copper ores/concentrates, unwrought nickel, medicaments, wheat and canola/colza seeds. Germany was Manitoba's largest export market within the European Union, followed by the United Kingdom, Belgium, France and Italy.

Manitoba's imports from the European Union totalled \$1.2 billion in 2015. This is an increase of 8.7% compared to 2014 imports. Leading imports were turbo-jets/propellers/gas turbines, harvesting/threshing machinery, transport trucks, tractors and machinery parts. Germany was the top ranking source for Manitoba imports within the European Union, followed by France, Italy, the United Kingdom and the Netherlands.

Highlights for 2015/16 included the following activities:

September 2015 – Manitoba Trade and Investment in partnership with Manitoba Music led a delegation of Manitoba companies and artist-entrepreneurs to the Reeperbahn Festival in Hamburg, Germany.

October 2015 – Manitoba Trade and Investment in partnership with the World Trade Centre Winnipeg participated in Culturallia in Mons, Belgium. Culturallia is an international business forum for creative and cultural industries and information, communication and technology (ICT).

October 2015 – Manitoba Trade and Investment participated with Manitoba companies in Anuga 2015 in Cologne, Germany. Anuga is the world's largest food and beverage trade event.

November 2015 – Manitoba Trade and Investment in partnership with Information and Communication Technologies Association of Manitoba (ICTAM) led a delegation of Manitoba companies to participate in the Web Summit 2015 in Dublin, Ireland. The Web Summit has become one of the worlds most influential and international technology events.

November 2015 – Manitoba Trade and Investment led a business mission to Agritechnica 2015 in Hannover, Germany. Agritechnica is the world's largest trade fair for agricultural machinery and equipment. Manitoba's attendance at the 2015 event included over 115 delegates participating in a Canada Pavilion organized by Manitoba Trade and Investment at Agritechnica. Manitoba companies reported sales booked at the show totalling over \$30 million.

December 2015 – Manitoba Trade and Investment in partnership with the Manitoba Agri-Health Research Network (MAHRN) participated in the Canadian Pavilion at the Food Ingredients Europe show in Paris, France.

February 2016 – Manitoba Trade and Investment with its partners participated in a business mission to the GSMA Mobile World Congress (MWC) in Barcelona, Spain.

Latin America

Manitoba's domestic exports to Latin America totalled \$311.7 million in 2015. This is a decrease of 17.6% compared to 2014 exports. Leading exports were wheat, film/plates/sheets/foil/strip of plastics, paperboard, harvesting/threshing machinery and pork (fresh/chilled/frozen). Peru was Manitoba's largest export market within Latin America, followed by Colombia, Venezuela, Ecuador and Chile.

Manitoba's imports from Latin America totalled \$130.9 million in 2015. This is a decrease of 3.3% compared to 2014 imports. Leading imports were cut flowers, bananas, acyclic alcohols, dates/figs/pineapple/avocado/guavas/mangoes and grape wines. Chile was the top ranking source of Manitoba imports within Latin America, followed by Colombia, Brazil, Guatemala and Costa Rica.

Highlights for 2015/16 included the following activities:

June 2015 – Manitoba Trade and Investment hosted an incoming delegation from Brazil. The delegation was accompanied by the Trade Commissioner from the Consulate General of Canada in Sao Paulo, Brazil, Mr. Marcio Francesquine.

July 2015 – Manitoba Trade and Investment in partnership with Yes! Winnipeg hosted an incoming delegation from Brazil.

October 2015 – Manitoba Trade and Investment led a business mission of Manitoba companies to CONEXPO Latin America in Santiago, Chile. This was the inaugural CONEXPO Latin America event which included the latest construction equipment, products, services and technologies for the construction industry.

North America

Canada

Highlights for 2015/16 included the following activities:

April 2015 – Manitoba Trade and Investment attended the Canadian Health Food Association (CHFA) Expo West in Vancouver, British Columbia. The conference and trade show is the largest for the natural health and organics industry in Canada.

April/May 2015 – Manitoba Trade and Investment attended SIAL Canada in Toronto, Ontario. SIAL Canada is an international food and beverage tradeshow that targets the North American market.

June 2015 – Manitoba Trade and Investment participated in the International Business Centre (IBC) at the Canadian Farm Progress Show (CFPS) in Regina, Saskatchewan. CFPS is a key western Canadian dryland farming technology showcase and the IBC's global profile receives considerable promotion by its federal/western provincial partners (Manitoba Trade and Investment was a founding partner in 1988).

June 2015 – Manitoba Trade and Investment in partnership with Canadian Manufacturers & Exporters hosted a “China Day” business seminar on June 24, 2015 for Manitoba companies active and/or interested in China.

November 2015 – Manitoba Trade and Investment participated in M for Montreal, an international music event in Montreal, Quebec.

November 2015 – Manitoba Trade and Investment and participating Manitoba companies attended SecureTech 2015 in Ottawa, Ontario. SecureTech 2015 is Canada’s leading public safety, emergency management, and security showcase.

November 2015 – Manitoba Trade and Investment partnered with The Canadian Manufacturers and Exporters (CME) Association on the 2015 CME Trade Summit, for new and active exporters in Manitoba.

December 2015 – Manitoba hosted the Agricultural Manufacturers of Canada (AMC) annual meeting and trade expo. The annual meeting provided a forum to discuss pertinent issues facing Manitoba’s new/emerging and experienced exporters of manufactured goods.

January 2016 – Manitoba Trade and Investment, in conjunction with our Brandon office, and in partnership with the Brandon Chamber of Commerce hosted a seminar, “China: Opportunities for Exporters” on January 13, 2016 in Brandon, Manitoba. Participants learned about opportunities in China from Manitoba Trade and Investment’s Foreign Trade Representative in China, Mr. Richard Walker.

January 2016 – Manitoba Trade and Investment, in conjunction with our Brandon office, organized the Agri-Marketing Centre at Manitoba Ag Days in Brandon, Manitoba. Manitoba Ag Days has grown to become Canada’s largest, most diverse indoor agriculturally-focused trade show.

March 2016 – Manitoba Trade and Investment in partnership with the Manitoba Environmental Industries Association (MEIA) led a Manitoba business delegation to Globe 2016 in Vancouver, British Columbia. Globe is North America’s largest international environmental business forum.

Mexico

Manitoba’s domestic exports to Mexico totalled \$340.1 million in 2015. This is a decrease of 1.0% compared to 2014 exports. Leading exports were canola/colza seeds, pork (fresh/chilled/frozen), wheat, frozen vegetables and malt.

Manitoba’s imports from Mexico totalled \$985.1 million in 2015. This is an increase of 42.1% compared to 2014 imports. Leading imports were telephone equipment, railway vans/wagon cars, iron/steel tubes/pipes, tractors and wheeled toys.

Highlights for 2015/16 included the following activities:

August 2015 – Manitoba Trade and Investment participated in a series of meetings and a one-day event to promote investment in Manitoba (CentrePort Canada Inc.) in Mexico City, Mexico.

November 2015 – Manitoba Trade and Investment attended the annual Canada-Mexico Partnership meetings in Mexico City, Mexico.

November 2015 – Manitoba Trade and Investment and participating Manitoba companies attended Expo Agro Alimentaria 2015 in Irapuato, Mexico. Expo Agro Alimentaria is a trade show for manufacturers of agricultural, livestock, grain handling and feed industry equipment and metal silos for grains & ingredient storage.

December 2015 – Manitoba Trade and Investment in partnership with CentrePort Canada Inc. hosted an incoming delegation of Mexican politicians and senior level officials from Mexican companies to Manitoba. The delegation visited Manitoba to explore the opportunity of establishing a distribution centre for Mexican food products at CentrePort Canada Inc.

United States of America

Manitoba's domestic exports to the United States totalled \$9.5 billion in 2015. This is an increase of 4.8% compared to 2014 exports. Leading exports were medicaments, crude petroleum oils, aircraft parts, canola/colza/mustard oils and electrical energy. Minnesota was Manitoba's largest export destination state, followed by Tennessee, Illinois, North Dakota and Texas.

Manitoba's imports from the United States totalled \$16.3 billion in 2015. This is a decrease of 0.2% compared to 2014 imports. Leading imports were crude petroleum oils, tractors, turbo-jets/propellers/gas turbines, pesticides and passenger motor vehicles. Illinois was the top ranking state source of Manitoba imports, followed by Minnesota, Wisconsin, North Dakota and Texas.

Highlights for 2015/16 included the following activities:

July 2015 – Manitoba Trade and Investment participated in the North American Agricultural Marketing Officials (NAAMO) annual trade meeting and workshop hosted by the State of Massachusetts. Manitoba hosted the NAAMO conference in 2012.

July 2015 – Manitoba Trade and Investment participated in the Institute of Food Technologies (IFT) show in Chicago, Illinois. IFT is one of the most important focused food ingredient shows in North America.

August/September 2015 – Manitoba Trade and Investment led a delegation of Manitoba companies to the Farm Progress Show in Decatur, Illinois. The Farm Progress show is the largest U.S. based outdoor farm show with more than 500 exhibitors displaying new farm equipment, tractors, combines, and farm implements; seed and crop protection products; and many additional farm supplies and services.

September 2015 – Manitoba Trade and Investment in partnership with Manitoba Music, Manitoba Film & Music and other western Canadian music industry associations attended the Americana Music Festival/Conference and Publisher Meetings in Nashville, Tennessee. The trade mission featured a showcase, networking event and facilitated business-to-business meetings.

September 2015 – Manitoba Trade and Investment and participating Manitoba companies attended Natural Products Expo East, one of the largest Natural and Organic trade shows in the United States. This event draws buyers from all the major natural, health, organic and grocery chains from the Eastern United States, as well as many of the main US based processed food companies.

October 2015 – Manitoba Trade and Investment along with Manitoba companies participated in the International Association of Chiefs of Police (IACP) Annual Conference and Exposition in Chicago, Illinois, USA.

November 2015 – Manitoba Trade and Investment participated in the Private Label Manufacturers Association's (PLMA) Private Label Trade Show in Chicago, Illinois. Focused on private label agri-food suppliers, the show attracts importers, distributors and buyers from the retail and foodservice sector.

January 2016 – Manitoba Trade and Investment and participating Manitoba companies exhibited at the 2016 NAHB International Builders Show (IBS) in Las Vegas, Nevada. The IBS is the largest annual light construction show in the world.

January 2016 – Manitoba Trade and Investment together with ICT West (a partnership of the Western Canadian Provinces) attended the Consumers Electronics Show (CES) in Las Vegas, Nevada. CES is an internationally renowned electronics and technology trade show, attracting major companies and industry professionals worldwide.

March 2016 – Manitoba Trade and Investment partnered with New Media Manitoba to attend the Game Developers Conference (GDC) in San Francisco, California. It is the essential forum for learning, inspiration, and networking for the creators of computer, console, hand-held, mobile, and online games.

March 2016 – Manitoba Trade and Investment attended the Natural Products Expo West trade show in Anaheim, California. Natural Products Expo West is the premier trade show in the natural, organic and healthy products industry and attracts over 67,000 industry professionals and 3,000 exhibitors from around the world.

March 2016 – Manitoba Trade and Investment in partnership with Manitoba Music, Manitoba Film & Music and other western Canadian music industry associations attended the South by Southwest (SXSW) Conference 2016 in Austin, Texas.

10-4(b) Manitoba Trade

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under) \$	Expl. No.
Total Salaries & Employee Benefits	1,831	22.00	2,016	(185)
Total Other Expenditures	1,493		1,489	4
Less: Recoverable from Urban Development Initiatives	(1,000)		(1,000)	-
Total Expenditures	2,324	22.00	2,505	(181)

COSTS RELATED TO CAPITAL ASSETS

Commencing in 1999/2000, it is the policy of the Province of Manitoba to record in the accounts of the Province, the tangible capital assets owned and used by the Province along with appropriate amortization costs. The Provincial Comptroller establishes standard asset classes along with capitalization thresholds and corresponding amortization rates.

Consistent with this policy, the department records amortization of:

- the amortization of departmental and government assets; and
- the interest related to the assets.

10-5(a) Costs Related to Capital Assets – Amortization Expense

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under)	Expl. No.
Amortization Expense	1,281		1,346	(65)
Total Expenditures	1,281		1,346	(65)

10-5(b) Costs Related to Capital Assets - Interest Expense

Expenditures by Sub-Appropriation	Actual 2015/16 \$	Estimate 2015/16 FTE	Variance Over (Under)	Expl. No.
Interest Expense	574		559	15
Total Expenditures	574		559	15

JOBs AND THE ECONOMY

Reconciliation Statement

EXPENDITURE DETAILS	
2015/16 MAIN ESTIMATES	657,874
MAIN ESTIMATES AUTHORITY TRANSFERRED FROM:	
• Enabling Appropriations	
- Enabling Vote - Economic Development Initiatives	3,152
- Enabling Vote – Immigration Project	611
- Internal Service Adjustments	1,038
2015/16 ESTIMATE	662,675

Jobs and the Economy

Expenditure Summary

For Fiscal Year Ended March 31, 2016

(with comparative figures for the previous year)

Estimate 2015/16 \$		Appropriation	Actual	Actual	Increase	Expl. No.
			2015/16 \$	2014/15 \$	(Decrease) \$	
	10-1	Administration and Finance				
37	(a)	Minister's Salary	37	37	-	
	(b)	Executive Support				
785		(1) Salaries and Employee Benefits	814	897	(83)	
73		(2) Other Expenditures	71	70	1	
	(c)	Financial and Administrative Services				
2,192		(1) Salaries and Employee Benefits	2,313	2,215	98	
284		(2) Other Expenditures	294	298	(4)	
(150)		(3) Less: Recoverable from Mineral Resources	(150)	(150)	-	
	(d)	Policy, Planning and Coordination				
839		(1) Salaries and Employee Benefits	749	821	(72)	
183		(2) Other Expenditures	185	162	23	
	(e)	Manitoba Bureau of Statistics				
993		(1) Salaries and Employee Benefits	753	674	79	
317		(2) Other Expenditures	463	287	176	1
(60)		(3) Less: Recoverable from other appropriations	(36)	(27)	(9)	
5,493		Total 10-1	5,493	5,284	209	
	10-2	Business Services				
	(a)	1. Industry Development-Financial Services				
1,053		(1) Salaries and Employee Benefits	1,027	939	88	
213		(2) Other Expenditures	147	173	(26)	
11,197		(3) Business Financial Support	2,034	6,644	(4,610)	2
(8,810)		(4) Less: Interest Recovery	(3,326)	(3,227)	(99)	
		2. Industry Development-Commercialization				
5,175		Support for Business	5,710	3,930	1,780	3
	(b)	Industry Consulting and Marketing Support				
734		(1) Salaries and Employee Benefits	762	749	13	
224		(2) Other Expenditures	165	153	12	

Estimate 2015/16		Appropriation	Actual 2015/16	Actual 2014/15	Increase (Decrease)	
\$			\$	\$	\$	Expl. No.
	(c)	Science, Innovation and Business Development				
1,350		(1) Salaries and Employee Benefits	1,331	1,477	(146)	
388		(2) Other Expenditures	271	295	(24)	
17,116		(3) Research Manitoba	17,073	17,086	(13)	
(750)		(4) Less: Recoverable from Urban Development	(750)	(750)	-	
1,000	(d)	Interactive Digital Media Tax Credit	1,905	1,190	715	4
730	(e)	Industrial Technology Centre	730	730	-	
-	(f)	Entrepreneurship Manitoba	-	-	-	
3,622	(g)	Economic Development Initiatives	4,561	4,597	(36)	
(1,182)	(h)	Less: Recoverable from other appropriations	(1,082)	(1,082)	-	
32,060		Total 10-2	30,558	32,904	(2,346)	

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	10-3	Workforce Development and Income Support Division				
	(a)	Divisional Administration				
651		(1) Salaries and Employee Benefits	643	708	(65)	
222		(2) Other Expenditures	183	209	(26)	
	(b)	Apprenticeship				
4,181		(1) Salaries and Employee Benefits	4,096	3,890	206	
1,475		(2) Other Expenditures	1,005	1,082	(77)	
18,810		(3) Training Support	19,287	16,546	2,741	5
(2,237)		(4) Less: Recoverable from Canada-Manitoba Labour Market Agreement	(2,237)	(2,237)	-	

Estimate 2015/16		Appropriation	Actual 2015/16	Actual 2014/15	Increase (Decrease)	
\$			\$	\$	\$	Expl. No.
	10-4	International Relations and Trade				
		(a) International Relations				
967		(1) Salaries and Employee Benefits	988	930	58	
421		(2) Other Expenditures	521	662	(141)	
		(b) Manitoba Trade				
2,016		(1) Salaries and Employee Benefits	1,831	1,885	(54)	
1,489		(2) Other Expenditures	1,493	1,488	5	
(1,000)		(4) Less: Recoverable from Urban Development Initiatives	(1,000)	(1,000)	-	
3,893		Total 10-4	3,833	3,965	(49)	
	10-5	Costs Related to Capital Assets				
1,346		(a) Amortization Expense	1,281	1,405	(124)	
559		(b) Interest Expense	574	640	(66)	
1,905		Total 10-5	1,855	2,045	(190)	
662,675		TOTAL JOBS AND THE ECONOMY	674,966	631,233	43,733	

Explanations:

1. Costs related to Census.
2. Smaller loan portfolio in 2015/16 vs 2014/15.
3. Increase in program uptake.
4. Increase in program uptake.
5. Increase in rates paid to colleges.
6. Decrease in IT and fleet vehicle costs.
7. Increase in program uptake.
8. Increase in client volume and enhancement to RentAid benefits.
9. Increase in caseload and costs for prescription drugs.

Jobs and the Economy

Revenue Summary by Source

For Fiscal Year Ended March 31, 2016 (with comparative figures for the previous year)

Actual 2014/15 \$	Actual 2015/16 \$	Increase (Decrease) \$	Expl. No.	Source	Actual 2015/16 \$	Estimate 2015/16 \$	Variance \$	Expl. No.
Government of Canada								
49,161	49,165	4		Labour Market Development Agreement	49,165	48,792	373	
17,083	17,984	901		Canada Job Fund	17,984	17,938	46	
4,507	4,507	-		Labour Market Agreement for Persons with Disabilities	4,507	4,507	-	
23	390	367	1	Targeted Initiative for Older Workers	390	507	(117)	
70,774	72,046	1,272		Sub-Total	72,046	71,744	302	
Other Revenue								
504	455	(49)		Fees	455	495	(40)	
1,378	1,378	-		Cost Recovery from Municipalities	1,378	1,378	-	
6,836	7,189	353		Income Assistance Recoveries	7,189	6,910	279	
210	210	-		Levy for Local Government Welfare Purposes in Unorganized Territory	210	210	-	
7,271	6,800	(471)		Sundry	6,800	6,679	121	
16,199	16,032	(167)		Sub-Total	16,032	15,672	360	
86,973	88,078	1,105		TOTAL REVENUE	88,078	87,416	662	

Explanations:

1. Increase in program uptake.

FIVE YEAR HISTORY

Jobs and the Economy

Five-Year Expenditure and Staffing Summary by Appropriation (\$000s)

For Five Years Ended March 31, 2016

Appropriation	Actual/*Adjusted Expenditures									
	2011-2012		2012-2013		2013-2014		2014-2015		2015-2016	
	FTE	\$	FTE	\$	FTE	\$	FTE	\$	FTE	\$
Administration and Finance	63.00	5,088	65.00	4,888	65.00	5,123	65.00	5,301	65.00	5,493
Business Services	64.50	40,824	64.50	38,128	38.00	35,854	38.00	32,897	38.00	30,558
Workforce Development and Income Support Division	348.80	547,917	348.80	553,184	344.80	558,452	344.80	586,878	341.80	633,227
International Relations and Trade	32.00	3,609	33.00	4,035	33.00	3,870	33.00	3,965	33.00	4,145
Costs Related to Capital Assets		1,950		2,653		2,228		2,045		1,855
TOTAL OPERATING	508.30	599,388	511.30	602,888	480.80	605,527	480.80	631,086	477.80	675,278
Expenditures Related to Capital		5,465		-		-		-		-
TOTAL	508.30	604,853	511.30	602,888	480.80	605,527	480.80	631,086	477.80	675,278

* - Adjusted figures reflect historical data on a comparable basis in those appropriations affected by reorganizations during the five years.

JOBs AND THE ECONOMY

Performance Measures

The following section provides information on key performance measures for the department for the 2015-2016 reporting year. All Government of Manitoba departments include performance measures in their Annual Reports to complement the financial results and provide Manitobans with meaningful and useful information about government activities and their impact on the province and its citizens.

For more information on performance reporting and the Manitoba government, visit <http://www.gov.mb.ca/finance/publications/performance.html>

Your comments on performance measures are valuable to us. You can send comments or questions to mbperformance@gov.mb.ca

Jobs and the Economy

Business Development Indicators

What is being measured and how?	Why is it important to measure this?	Where are we starting from? (baseline measurement)	What is the most recent available value for this indicator?	What is the trend over time for this indicator?	Comments/recent actions/report links
<p>1. Venture capital available to Manitoba companies.</p> <p>Small Business Venture Capital Tax Credit Program – provides a mechanism to improve the access to equity capital for small businesses within Manitoba. Investors supplying cash equity to small businesses are entitled to apply a 45% Provincial tax credit against their Manitoba taxes payable.</p>	<p>Access to venture capital in Manitoba is directly related to the provinces ability to attract, maintain and build business in Manitoba.</p> <p>The availability of venture capital impacts job creation, growth and the ability to attract professional and knowledge based workers to Manitoba.</p> <p>Supply of venture capital is linked to improved performance of small and medium-sized businesses.</p>	<p>In 2013, eight new companies were approved under the tax credit program and a total of \$2.8 million in equity was raised from 40 eligible investors.</p> <p>In 2014, nine new companies were approved under the tax credit program and a total of \$2.7 million in equity was raised from 42 investors.</p>	<p>In 2015, 24 new companies were approved under the tax credit program and a total of \$10.4 million in equity was raised from 135 eligible investors.</p> <p>From 2008 through 2015, 85 applications have been approved and raised \$38.3 million in cash equity under the tax credit program</p>	<p>Since the tax credit rate increased mid-2014, interest in the program has increased.</p> <p>Since the size and type of companies eligible for the tax credit were broadened in 2015, the number of companies accessing the tax credit has more than doubled and individual investors accessing the tax credit has more than tripled.</p>	<p>Private venture capital financing, which makes up a significant segment of this market, is limited to publicly available information.</p> <p>The tax credit program was established in 2008.</p> <p>In June 2014, the tax credit rate was increased from 35% to 45%.</p> <p>In Budget 2015, the target clientele was broadened to increase the maximum number of employees from 50 to 100 and to make non-traditional farming ventures and brew pubs eligible.</p>

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
<p>Support for small and medium-sized Manitoba business and entrepreneurs.</p> <p>Commercialization Support For Business Program (CSB) provides up to 50% cost-shared grant assistance, up to \$250,000, to help entrepreneurs and small to medium sized enterprises start-up, expand or modernize their business through innovation and commercialization.</p>	<p>Small and medium-sized enterprises provide over 90% of private employment in Canada.</p> <p>CSB provides an incentive for small and medium sized enterprises to invest capital into conceiving, developing and commercializing products and processes, and expand sales into new markets.</p>	<p>Since inception the program has provided support worth:</p> <ul style="list-style-type: none"> • \$4.2 million to 184 new product development projects; • \$4.5 million to 51 commercialization projects; and • \$1 million to 282 new market expansion projects. 	<p>In 2015/16 \$3.8 million in assistance was provided to 149 projects leverage over \$7.6 million investment in business development initiatives.</p>	<p>2015/16 represents the largest amount of investment and the largest number of business supported since the program began.</p>	<p>CSB was originally approved in 2011 as a five-year \$30M program.</p> <p>In 2014, the program was amended to streamline program delivery.</p>

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
<p>Side car investments: a side car investment is where one investor allows a second investor to control where and how to invest the capital.</p> <p>Innovation Growth Side Car Fund – provides equity financing by co-investing between \$200,000 and \$500,000 with one or more arms-length investors in an early-stage Manitoba venture. The Fund makes its investment under the same terms and conditions as other investors.</p>	<p>Access to capital in Manitoba is directly related to the Provincial ability to attract, maintain and build business in Manitoba.</p>	<p>In 2014/15, the first \$500,000 Sidecar investment was made, and in addition to raising matching external equity, the investment was instrumental in leveraging more than \$4 million in private equity by the end of the company's fiscal year.</p>	<p>In 2015/16, the second \$500,000 Sidecar investment was made, and in addition to raising matching external equity, the investment was instrumental in leveraging an estimated \$9 million in private equity by the end of the company's fiscal year.</p>	<p>It is too early in the Sidecar pilot to determine a trend.</p>	<p>The Sidecar program was introduced in early 2014 as a \$4.5M pilot program.</p> <p>The sidecar fund program may fill some of the investment demand that would previously have gone to the Third Party Funds Program, which is in wind-down mode, or for companies that would need to seek capital outside of Manitoba.</p>

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
Venture Capital Partnerships: pools of capital provided by one or more parties that will be invested in small and medium sized businesses. Third-Party Investment Funds Program provides investment funds to venture capital limited partnerships that are managed by the private sector, who in turn invest this capital in small to medium sized businesses.	Adequate supply of venture capital is a major contributor to economic growth and job creation in Manitoba.	From its inception in 1996 to March 31, 2015, the Program has invested \$23.5 million in six limited partnerships. In aggregate the six limited partnerships have invested approximately \$174.3 million into 78 business entities. Today, all but two of the funds have wound down their operations.	The two remaining Third Party Funds are mature funds that are in full divestiture mode.	There has been no recent activity in the Third Party Funds program.	The last Third Party Fund approved under the program was in 2006. Third-party fund measurement is limited to publicly available information.

What is being measured and how?	Why is it important to measure this?	Where are we starting from? (baseline measurement)	What is the most recent available value for this indicator?	What is the trend over time for this indicator?	Comments/recent actions/report links
<p>2. Capital Investment: by measuring new dollars invested in the Manitoba Industrial Opportunities Program, and total investment funding to entrepreneurs provided through the Business Start Program</p> <p>Manitoba Industrial Opportunities Program (MIOP) provides financial support to assist businesses expanding their operations in Manitoba. The financing is in the form of repayable, secured loans with repayment terms that can be somewhat flexible for businesses that undertake significant investment in fixed assets and/or create new jobs. The loans are usually in excess of \$500,000.</p>	<p>Access to capital promotes the retention and expansion of industry in Manitoba, strengthening the Manitoba economy.</p> <p>MIOP provides financing to industry that may not be available through traditional financial institutions. MIOP emphasizes job maintenance and creation as well as increasing technologically valuable industries in Manitoba.</p> <p>Investment in capital is linked to productivity improvements and growth.</p>	<p>From March 31, 2000 to March 31, 2015 the MIOP Program has approved loans totaling \$264 million for 50 business expansion projects, and leveraged \$834 million worth of private sector investment.</p>	<p>In 2015/16, the Branch had \$11.5 million of new loans approved, which were forecast to lever \$70 million of new private sector investments.</p> <p>As at March 31, 2016, the program has 17 active loans to 13 companies totaling \$81.0 million under management.</p>	<p>These trends are cyclical and are dependent on the nature of the applications in any given year and economic cycles.</p>	<p>MIOP continued to experience a decrease in uptake in 2015/16 as corporate secured debt financing is readily available in Canada, and interest rates remain at record lows.</p>

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
3. Jobs Created & Retained Manitoba Industrial Opportunities Program (MIOP), loans are reserved for opportunities that create or maintain Manitoba jobs.	The creation and retention of jobs is important to the Manitoba economy and vital to attracting and retaining Manitoba residents.	From March 31, 2000 to March 31, 2016, MIOP loans have contained job obligations associated with 20,373 full time equivalent jobs.	Approximately 780 jobs were leveraged by the MIOP Program in 2015/16. As at March 31, 2016, the program has 17 active loans to 13 companies with 2,342 Manitoba full time equivalent jobs required and 2,413 Manitoba full time equivalent jobs maintained.	The year to year trends are cyclical and can vary dramatically from year to year.	MIOP has shifted focus from job creation which was important in the 1990's when Manitoba had high unemployment rates to its current focus on increasing production capacity, competitiveness, and job retention, now that Manitoba has strong employment rates.

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
4. Quantitative and qualitative impacts of the Province's support for local knowledge commercialization and key knowledge based industries.	It is important to show how the Province's support for knowledge commercialization and key knowledge based industries drive economic growth in Manitoba through innovation.	In 2013/14, \$295,000 in support from SIBD to Manitoba's ICT, interactive digital media (IDM), and life sciences industries generated over: • \$350,000 in cash contributions by local ICT, IDM & life science companies \$600,000 in in-kind contributions from companies across the same 3 sectors; and, \$350,000 in leveraged cash investments from federal government agencies and other non-Provincial funders	In 2015/16, \$295,000 in support from SIBD to Manitoba's ICT, interactive digital media (IDM), and life sciences industries generated over: • \$1.18 million in cash contributions by local ICT, IDM & life science companies; • \$1.97 million in in-kind contributions from companies across the same 3 sectors; and • \$1.37 million in leveraged cash investments from federal government agencies and other non-Provincial funders.	From the baseline measurement in 2013/14, it is worth noting significant increases in all three indicators over the past two years.	Science, Innovation and Business Development (SIBD) measures the economic impact and benefits to MB that are generated through quarterly reporting undertaken with each of Manitoba's key knowledge-based industries supported

Employment, Income and Rental Assistance Indicators

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
5. Dependency on Income Assistance Per cent of population (excluding First Nations people on reserve) receiving income assistance. ¹	A low percentage may show positive results for the provincial economy and government policies	5.4% (2001/02) ²	5.1% (2015/16)	This indicator has remained largely unchanged since 2001/02.	Using the Market Basket Measure (MBM) ³ in 2014 (the most recent year for which data is available), 11.0 per cent of Manitobans were living in low income (excluding First Nations people on reserve). For children, the rate living in low-income families was 16.2 per cent. Between 2006 (first year when comparable MBM data is available) and 2014, the per cent of children living

¹ Source: 2011/12 population data from the Manitoba Health and Healthy Living Population Report; 2001/02 population data from the Manitoba Health Population Report and EIA caseload data.

² Previous Annual Reports excluded 2001/02 Municipal Assistance recipients and cited this figure as 5.2 per cent. The figure in this report (5.4 per cent) has been revised to include Municipal Assistance recipients.

³ In Annual Reports released prior to 2008/09, Low-Income Cut-Offs (LICOs) were used to report on low income. MBM thresholds, used in this report, are based on the cost of a "basket of goods and services" that includes food, clothing and footwear, shelter, transportation and a range of other items, such as personal care, household equipment and supplies, telephone services, educational and recreational items and reading materials. MBM provides an advantage over using LICOs since they account for cost of living differences across Canada.

					<p>in low income increased from 13.2 per cent to 16.2 per cent. Over the same period, the percentage of all Manitobans living in low income decreased from 11.9 per cent in 2012 to 11.0 per cent.</p> <p>Comparing provinces in 2014, Manitoba had the fifth lowest rate of all persons and the third highest rate of children living in low income.</p>
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Labour Market Indicators

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
6. Our contribution to meeting the evolving skills requirements of the labour market is measured by employment outcomes and participation in key training initiatives to meet labour market demand.	Skills training programs/activities are key elements in response to the increasing demand for skilled workers and continued growth of the economy. Some of the programs/activities are formal, while others are non-formal (e.g. workplace training).	<u>Participation in key training initiatives -</u> (1) 1999/00 - 3,704 active apprentices as at April 1, 1999 (2) 1999/00 Journeyperson Certification: Apprenticeship: 476 Trades Qualification: 125 Total: 601 (3) 2006/07 - 3,035 total number of apprentices attending in-school technical training (4) 1999/00 - 1,296 new apprenticeship applications registered	<u>Participation in key training initiatives -</u> (1) 2015/16 – 11,307 active apprentices as of March 31, 2016. (2) 2015/16 Journeyperson Certification - Apprenticeship: 1,167 Trades Qualification: 185 Total: 1,352 (3) 2015/16 – 4,610 total number of apprentices attending in-school technical training (4) 2015/16 – 2,471 new apprenticeship applications registered	(1) Increase in the number of active apprentices – An increase of 205% from 1999/00 to 2015/16 fiscal year. (2) Increase in the number of Journeyperson Certificates – An increase of 125% from 1999/00 to 2015/16 fiscal year. (3) Apprentices attending in-school technical training – An increase of 52% from 2006/07 to 2015/16 fiscal year. (4) New apprenticeship applications registered – An increase of 91% from 1999/00 to 2015/16 fiscal year.	The Apprenticeship model coordinates the training system that delivers workplace-based skills and technical training to apprentices, leading to journeyperson certification in skilled trades. Aboriginal apprentices constitute 9.5% of all active apprentices in Manitoba, as of March 31, 2016.

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
		2001/02 Training and Employment Services - Skills Development Program Individuals supported: 3,733 participants.	2015/16 Training and Employment Services - Skills Development Program Individuals supported: 3,332 participants. ⁴	Long term trend – decrease Year to year – increase of 8.3% (3,075 participants in 2014/15)	The Skills Development program provides financial and other supports to individuals (unemployed EI and non-EI insured individuals and low skilled employed workers) to participate in existing education and training opportunities at universities, colleges, private vocational institutions and other education/training providers.

⁴ The number of clients starting a skills development service with Training and Employment Services (including LMDA and Canada-Manitoba Job Fund appropriations and excluding apprentices) between April 1, 2014 and March 31, 2015. This includes participants beginning the second year of a two year program.

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
		1999/00 Industry Services 7,310 participants	2015/16 Industry Services 24,986 participants ⁵ trained/year and 35,751 individuals receiving career information	Increase. The number of workplace training and development participants has been on an upward trend since 1999/2000.	Industry Services provides support directly to employers and for human resource development and workplace training through partnerships with Sector Councils, business and industry associations.

⁵ Includes sectoral training and career development initiatives, Canada-Manitoba Job Grant training, industry development courses and workplace essential skills training programs.

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
7. Our contribution to meeting the evolving skills requirements of the labour market is measured by the number of individuals receiving employment services and the number of job orders posted on the Job Bank, which brings job seekers and employers together.	<p>Assisting unemployed individuals to prepare for, find and keep employment is important for the economy, for the well-being of individuals and for the communities they reside in.</p> <p>Many people make the transition from unemployment to employment without assistance. Use of employment services is a measure of how governments are helping those that do need assistance.</p>	2001/02 Job Bank Total number of job orders posted: 18,105	2015/16 Job Bank Total number of job orders posted: 16,364 ⁶	<p>Long term trend - decrease</p> <p>Overall between 2001/02 and 2015/16 the number of job orders posted decreased by 9.6%.</p> <p>There was a year over year decrease (6.6%) in the number of jobs posted (17,530 in 2014/15).</p>	As part of the Labour Market Development Agreement, the Department delivers the National Employment Services. The Job Bank, through which current job vacancies are posted on the Internet, is one of these services.

⁶ The number of Job Bank (advertised) orders between April 1, 2015 and March 31, 2016.

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
8. Employment services for individuals include employment needs assessment, employment/career counseling, access to labour market and other information, job search assistance, access to computers, and other employment services.		2001/02 Training and Employment Services - Employment services for Individuals Total Clients Served: 36,333	2015/16 Training and Employment Services - Employment services for Individuals Total Clients Served: 29,545 ⁷ .	The long term trend - decrease Year over year – slight decrease of 1.7% (30,078 total clients served in 2014/15).	The total number of clients served has stabilized at the pre-downturn levels. Over the last four years, the average number of clients served per year is 30,030 compared to 28,316 in 2007/08.

⁷ All clients receive at least one employment service from Training and Employment Services. This is a count of distinct clients who received an employment service from Training and Employment Services between April 1, 2014 and March 31, 2015. This includes clients with new start services only within the fiscal year.

Trade Indicators

<i>What is being measured and how?</i>	<i>Why is it important to measure this?</i>	<i>Where are we starting from? (baseline measurement)</i>	<i>What is the most recent available value for this indicator?</i>	<i>What is the trend over time for this indicator?</i>	<i>Comments/recent actions/report links</i>
9. We are measuring the export readiness of Manitoba companies/organizations by tracking the number of companies/organizations that are potential, preparing and/or active exporters.	A key for Manitoba companies/organizations to remain competitive in the global market and to grow is the ability to access new markets. In order to access new markets companies/organizations must understand business cultures within those markets and develop in-market contacts/clients.	In the 2011/12 fiscal year, Manitoba Trade and Investment worked with 410 Manitoba companies/organizations to explore and/or expand exports to markets outside of Manitoba.	In 2015/16, Manitoba Trade and Investment supported 434 Manitoba companies/organizations to explore and/or expand exports to markets outside Manitoba.	The trend over time indicates that Manitoba companies continue to be aware of the importance of exporting and are exploring new export opportunities. 2015/16 saw an increase in the number of companies assisted, compared to 2011/12.	Manitoba Trade and Investment seeks to work with new companies/organizations interested and/or active in entering new export markets. The number of companies/organizations worked with annually fluctuates as their needs for services change.

The Public Interest Disclosure (Whistleblower Protection) Act

The Public Interest Disclosure (Whistleblower Protection) Act came into effect in April 2007. This law gives employees a clear process for disclosing concerns about significant and serious matters (wrongdoing) in the Manitoba public service, and strengthens protection from reprisal. The Act builds on protections already in place under other statutes, as well as collective bargaining rights, policies, practices and processes in the Manitoba public service.

Wrongdoing under the Act may be: contravention of federal or provincial legislation; an act or omission that endangers public safety, public health or the environment; gross mismanagement; or, knowingly directing or counseling a person to commit a wrongdoing. The Act is not intended to deal with routine operational or administrative matters.

A disclosure made by an employee in good faith, in accordance with the Act, and with a reasonable belief that wrongdoing has been or is about to be committed is considered to be a disclosure under the Act, whether or not the subject matter constitutes wrongdoing. All disclosures receive careful and thorough review to determine if action is required under the Act, and must be reported in a department's annual report in accordance with Section 18 of the Act.

The following is a summary of disclosures received by Manitoba Jobs and the Economy for fiscal year 2015-2016:

Information Required Annually (per Section 18 of The Act)	Fiscal Year 2015-2016
The number of disclosures received, and the number acted on and not acted on. <i>Subsection 18(2)(a)</i>	NIL
The number of investigations commenced as a result of a disclosure. <i>Subsection 18(2)(b)</i>	NIL
In the case of an investigation that results in a finding of wrongdoing, a description of the wrongdoing and any recommendations or corrective actions taken in relation to the wrongdoing, or the reasons why no corrective action was taken. <i>Subsection 18(2)(c)</i>	NIL

APPENDIX A

ASSOCIATED AGENCIES, BOARDS, COMMISSIONS and COUNCILS

RESEARCH MANITOBA

Research Manitoba provides funding for health research initiatives. The Research Manitoba tables its annual report under separate cover with the Manitoba Legislature.

INDUSTRIAL TECHNOLOGY CENTRE

The Industrial Technology Centre (ITC) is a special operating agency of the Department of Jobs and the Economy. The Department supports ITC's contribution to economic development activities in Manitoba via an Economic Development Contribution Agreement (a performance contract). ITC provides a wide range of technical services in support of technology based economic development in Manitoba. ITC tables its annual report under separate cover with the Manitoba Legislature.

THE ADVISORY COUNCIL ON WORKFORCE DEVELOPMENT

The role of the advisory council is to consult with sector councils and provide information and advice to the minister about workforce trends, and about initiatives, policies and strategies for developing Manitoba's workforce.

THE APPRENTICESHIP AND TRADES QUALIFICATIONS BOARD

The Apprenticeship and Trades Qualifications Board provides a governance and leadership role within its advisory mandate to coordinate a relevant, accessible and responsive apprenticeship and certification system in Manitoba. The Board's governance role involves responsibility for the development of an annual strategic plan based on consultations with stakeholders to identify and provide leadership on issues that have an impact on the apprenticeship system as a whole. The Board tables an annual report under separate cover with the Manitoba legislature.

THE MANITOBA DEVELOPMENT CORPORATION

The Manitoba Development Corporation (MDC) provides financial services and financial instruments on behalf of the Province of Manitoba to assist with economic development initiatives under The Manitoba Development Corporation Act. MDC tables its annual financial statements under separate cover with the Manitoba Legislature.

THE PROVINCIAL TRADE ADVISORY COMMITTEES (PTACs)

The Apprenticeship and Trades Qualifications Board appoints Provincial Trade Advisory Committees (PTACs). The PTACs provide recommendations to the Board respecting trade regulations, training standards, examinations and certification standards.

ENTREPRENEURSHIP MANITOBA

The Entrepreneurship Manitoba provides services to support and enhance the growth of Manitoba's entrepreneurial and business community.

APPENDIX B

FINANCIAL INFORMATION

**Jobs and the Economy
Summary of Business Assistance
2015-2016 Fiscal Year**

GRANT ASSISTANCE – COMMERCIALIZATION SUPPORT FOR BUSINESS	<u>5,709,822</u>
	<u>\$ 5,709,822</u>

APPENDIX C

FINANCIAL INFORMATION

Jobs and the Economy
Listing of Business Assistance
2015-2016 Fiscal Year

Company Name	Total Expended
3D Signatures Inc.	49,960.00
5050Give.com (Funding Change)	49,065.38
6356100 Manitoba Ltd	50,000.00
6362347 Manitoba Ltd.	50,000.00
6P Marketing	1,289.18
7260181 Manitoba Ltd	50,000.00
9556753 Canada Ltd	15,000.00
Accurate Dorwin Inc.	8,520.10
Agri Innovation Forum	10,000.00
Agronomix Software Inc.	6,616.78
All Natural Nutrition Products Inc.	8,039.35
Andreanne Designs Inc.	3,500.00
Angela Sawatzky	301.76
Aquarian Industries International Ltd.	3,709.00
Art Upholstery Ltd,	2,500.00
Avant Systems Group	3,392.68
Balan Santiago	20,500.00
BanklessTimes	41,770.11
Barkman Ben	1,500.00
BecomeTheGamer	375.00
Big Sand Lake Lodge Inc.	7,553.00
Biomark Technologies Inc.	34,650.00
BL Photonics Inc.	5,524.55
Blair Daniel	3,000.00
Blue Money Inc.	200,000.00
Blueshift Software Innovations Inc.	928.64
Bohunicky Luc	3,000.00
Canadian Prairie Garden Puree Products Inc.	1,382.75
CanAm Bioresearch Inc.	210,014.48
CanSustain Management Solutions Inc.	721.76
Cavalier Candies Ltd.	50,000.00
CEMWorks Inc.	2,914.00
Cerebra Health Inc.	34,500.00
Challenger Manufacturing Ltd.	4,218.82
Consultica Software Services Inc.	51,945.46

Core Renewable Energy Inc.	5,831.76
Cottonwood Commodities Inc.	50,000.00
Crik Nutrition	500.00
CSP International Commodities	1,250.00
Daher Manufacturing Inc.	5,540.30
Dconstruct Inc.	5,996.99
Donkersgoed Kyla	3,000.00
Dreger Travis	3,000.00
Egrain Exchange Inc.	172,124.37
Emerge Knowledge Design Inc.	24,554.93
Erosioncontrolblanket.com Inc.	25,376.54
Etech Innovation Group	24,012.50
Evenson Neil	3,000.00
Evolution Wheel	25,249.22
Fabworks Inc.	5,257.14
Farm Track Technologies Inc.	50,601.11
Flatland Software Inc.	15,389.00
Fort Garry Fire Trucks	6,542.75
GameChangr	11,560.00
Genuwine Cellars Inc.	16,499.00
Gourmet Inspirations	650.45
Hayward Scott	3,000.00
Heartland International English School	16,639.66
Heavenly Honey Inc.	50,000.00
Hemp Oil Canada Inc.	69,045.63
IDK Interactive Inc.	49,854.76
Imaginet Resources Corp.	1,636.81
Immunimed Inc.	41,303.82
InfoMagnetics Technology Corporation	22,500.00
Information and Communications Technology Association of Manitoba	73,750.00
Innovaat.com International Inc.	961.88
Innovate Manitoba	300,367.32
Inspyred Creations	748.88
Jackson Springs Water Corp	3,944.75
JCA Industries Inc.	17,625.07
Kane Biotech Inc.	216,318.28
Konex Wake Parks Inc.	63,353.06
Korytko Systems Inc	50,000.00
Ktec Earthmovers Inc.	2,576.00
LibreStream Technologies Inc.	4,625.87
Life Sciences Association of Manitoba	73,750.00
Loka Media Inc.	58,736.00

Lori Farhad Sheikh Hosseini	3,000.00
Loveable Creations Inc.	502.81
Lucy Designs	1,098.37
Lyceum Digital Inc.	1,492.05
Magnifind Inc.	50,000.00
Manitoba Agri Health Research Network	73,750.00
Manitoba Technology Accelerator	300,000.00
Marr Jesse	1,500.00
Max Evaluations and Analytics Inc.	8,500.00
McPharma Biotech Inc.	9,125.00
Mexia Interactive LP.	9,047.61
Micro Tool and Machine Ltd.	22,103.77
MicroPilot Inc.	10,000.00
MORR Transportation Consulting Ltd.	36,000.00
Mortage Bidder Canada Inc.	33,205.93
Murray Mackenzie	3,000.00
Myers Ben	3,000.00
MyFuneralDecision.com	250.00
Mysgreen	1,293.13
Natalie's LifeSense Inc.	1,200.00
Neobanx Canada Inc.	50,000.00
New Media Manitoba	73,750.00
Nixon Johnathon	3,000.00
Niziol Johnathan	3,000.00
Noel David	3,000.00
Oi Furniture Inc.	9,641.76
Passages Media Inc	47,312.50
Pembina Valley Containers	200,000.00
Periodiagnostics Inc.	9,485.52
Permission Click Inc.	169,543.64
pH Probe	36,269.91
Piccolo Cucina Inc.	435.81
Pizza Trucks of Canada	10,000.00
Po-Mo Inc.	6,408.00
Portray Advertising Inc.	35,884.96
Prairie Skyline Ventures Inc.	5,231.13
Pricerazzi Inc.	36,732.74
Protegra Inc.	19,375.00
ProWearGear.com Inc.	3,896.50
Quik-Therm Insulation Solutions Inc.	15,100.43
QUIPPED: Interactive Learning Tools Inc.	43,975.00
Relish New Brand Experience Inc.	3,880.53
Retail Management Systems Inc	1,728.00

Sabeski Blake	3,000.00
Sandhu Jason	3,000.00
Setcan Corporation	33,772.12
Seven Oaks Hospital Chronic Disease Innovation Centre Inc.	3,687.16
Shane Alyson	3,000.00
Shape Foods Inc.	6,926.92
Simvergent Technologies Inc.	15,000.00
Sitedocs Safety Corp	92,820.45
Smack Pet Foods Inc.	82,011.18
Solara Remote Data Delivery Inc.	17,103.28
Solberry Inc.	2,213.00
Specialloy Industries	14,357.28
SRML Inc	47,000.00
State Industries Ltd	2,125.48
SteelTech	9,273.72
Sugar of the Nile	4,820.00
Surgical Stabilization Technologies Inc.	50,000.00
Synergy Ag Services Inc.	50,000.00
TA Solutions Global	2,351.00
The Eureka Project	300,000.00
The Onyx Group Inc.	30,000.00
TR Labs	580,000.00
Tsouras Adam	3,000.00
Ultimate Music Theory	3,140.56
Valmestad Reid	3,000.00
VastCon Inc.	15,372.77
VIDDAY Media Inc.	17,043.42
Vidir Machine Inc.	10,000.00
VisualSpection Inc.	1,361.11
Wallace + Wallace Fences Ltd.	18,803.75
Western Cryogenic Technologies Inc.	50,000.00
Western Safety Sign Co. Ltd.	4,155.00
White Magic Robotics Inc.	3,027.00
Wildman Ricing Limited	2,773.00
WoodAnchor Inc.	33,186.78
XiteBio Technologies Inc.	14,626.34
Yao Xue	3,000.00
Younes Medical Technologies	42,377.69
YST	11,560.00
Zefto Inc.	49,705.89
World Trade Centre	8,473.49
Accruals	43,966.57
Total	\$ 5,709,821.71

