LET’S GET TO WORK

A one-stop complimentary concierge service for expanding your business to Waterloo
EVERY EXPANSION IS DIFFERENT, WE CAN HELP.

01 COLLECT DATA, MAKE A PLAN
Access comparative data and get support developing a custom expansion plan.

02 VISIT WATERLOO
Get a feel for the community, meet business leaders and identify real estate opportunities.

03 FIND EXPERTS
Make connections with experts in law, accounting, immigration, recruitment and research, to support your expansion.

04 NAVIGATE GOVERNMENT
Identify government grants/tax credits and access expedited immigration programs.

05 GET CONNECTED
Build your local profile, connect with the community and attract talent through memberships and peer-to-peer events.
Waterloo EDC provides free support to businesses looking to locate, relocate or expand in our community. Our client-first approach focuses on your company’s specific needs. Need office space? We can help. Expanding to access new talent pools? We can help. Want information about immigration and government support? We can help. We’ll work with you to build a custom expansion plan.

OUR TEAM IS HERE TO HELP YOUR BUSINESS GROW AND SUCCEED.
Every international expansion starts with information. Tell us what you want and we’ll fill in those gaps. We have access to comparative data on talent/workforce, wages, lease rates, ecosystem density and more. We can give you in-depth information about post-secondary programs, maps of our local ecosystem and anything else you might need to justify an expansion.

Once you have the data, we can help you figure out how it all fits together. With our help, you can make an expansion plan that draws on the data and our experience helping other companies join our community. We can even help you develop the pitch to your own company leadership.

CALL, EMAIL OR VISIT OUR WEBSITE AND SEND US A REQUEST FOR INFORMATION.

519.747.2541
1.866.233.5133
INFO@WATERLOOEDC.CA
WATERLOOEDC.CA
Our team will help put together an itinerary for your visit to Waterloo, including:

• Meetings with like-minded companies

• Lunch with senior executives

• Commercial or industrial real estate site tours

• Connections with research/support organizations (postsecondary, incubators, hubs, companies)

• Sessions with local professional service providers (recruitment, real estate, legal, and more)

VISIT WATERLOO
Are we on your shortlist? Come and visit us!
You’ve made a decision – you’re coming to Waterloo. The next steps will require expert help. For starters, you’ll need to establish a Canadian legal entity, open Canadian bank accounts, build a team and finalize a lease.

DON’T WORRY – WE HAVE THE RIGHT PEOPLE ON SPEED DIAL.

We can connect you with:

• Law and accounting firms specializing in business expansion and immigration
• Recruiters who have built offices from the ground up
• Commercial and industrial real estate professionals
• Researchers and R&D partners
A new country means a new government. That means different incentives, including government programs that make research and development more affordable, help with hiring or simply provide tax credits and grants for new operations. If you’re coming to Canada, it also means tapping into the world’s best business immigration program – the Global Talent Stream.

“WHAT STRUCK ME RIGHT AWAY WAS HOW SUPPORTIVE THE WATERLOO EDC TEAM WAS IN CONNECTING US WITH GOVERNMENT OFFICIALS, AVAILABLE TAX CREDITS AND GRANTS.”
- ZACK DUGOW, CEO, INSTICATOR

HERE’S WHERE WE COME IN:

- Write letters of support for government grants
- Establish connections with local government officials
- Help identify tax credits and support programs that fit your plans
- Provide required referrals to tap into immigration programs

NAVIGATE GOVERNMENT
You’re here and you’re ready to rock. It’s time to join the Waterloo community. We’ll help you gain membership with industry groups and business advocacy organizations. Having a grand opening? We’ll help spread the word. We’ll connect your company and its local leaders with peers at similar companies.

Are things working out better than you anticipated? We’re here to help you expand too, and we’ll always advocate on your behalf.
LOOKING TO EXPAND IN A NEW COUNTRY? WATERLOO EDC CAN HELP.

Our team is ready to take your call.

LET’S GET TO WORK!

CATHARINE GERHARD
Market Development Manager - Business and Fintech
519.747.2541 ext. 200
catharine.gerhard@waterlooedc.ca

MARIA F. SUAREZ
Market Development Manager - Food Processing and Advanced Manufacturing
519.747.2541 ext. 202
maria.suarez@waterlooedc.ca

GAVIN FITZPATRICK
Market Development Manager - Automotive
519.747.2541 ext. 600
gavin.fitzpatrick@waterlooedc.ca

CAMERON BRANSTON
Market Development Manager - Technology
519.747.2541 ext. 104
cameron.branston@waterlooedc.ca
waterlooedc.ca
info@waterlooedc.ca
Telephone: 519.747.2541
Toll Free: 1.866.233.5133

@WaterlooEDC