

# Financing Your Growth

*What creative avenues and sources of funding are EDGEs accessing to provide the needed working capital for their work?*



**CAN HEALTH NETWORK'S 1<sup>ST</sup> ANNUAL GENERAL MEETING**

Oct 2020

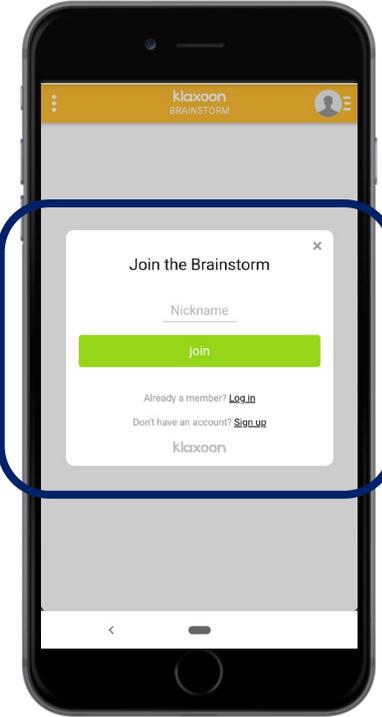
# ENERGIZER & INTRODUCTIONS

Scan the QR code with your camera phone

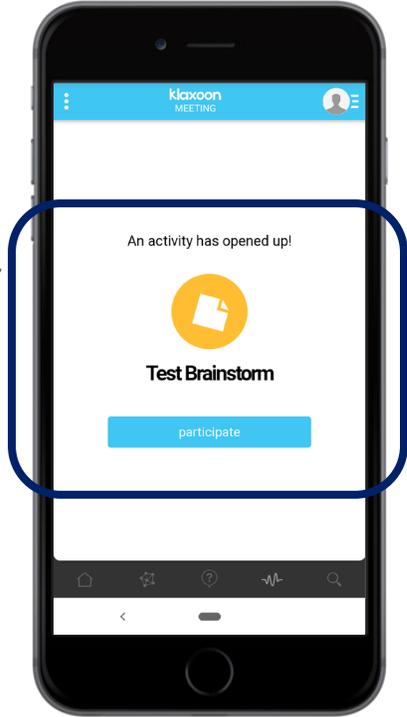


**Do not take a picture.**  
Select the drop down that will appear!

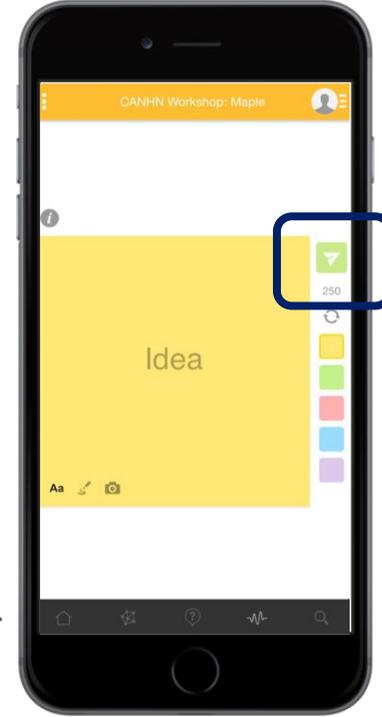
Enter **your name**



Click on **participate**

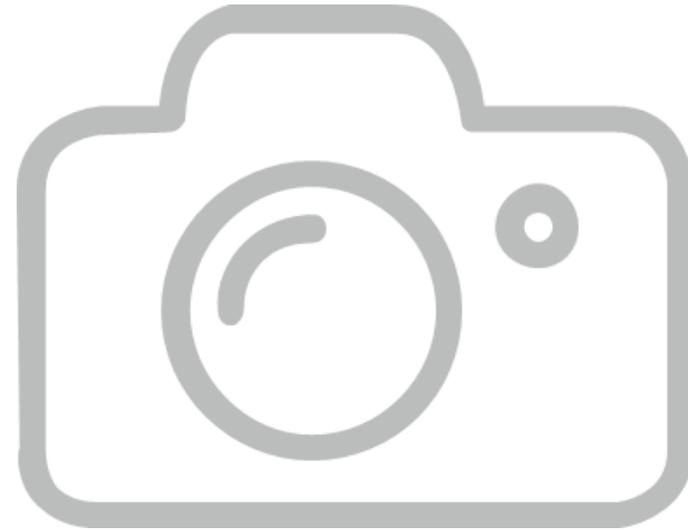


You are ready to send in your Post-it



**Submit**

Tell us **your name, organization and preferred treat!**



# Group Photo



## Daniel Markham

*Partner and National Leader, Economic Advisory*  
Deloitte Canada

*Daniel has served in leadership capacities globally, and in Canada, at a time when there has been tremendous transformation in the market for professional services.*

*Daniel sits on the Executive Leadership Team of Financial Advisory in Canada, as the Practice Leader of Asset & Economic Advisory. Daniel works with a team of leaders whom are continually focused on anticipating client needs; attracting and retaining the best talent in the market; and, ultimately delivering the best client experience possible.*



## Stephen Goldsmith

*Vice President, Business Innovation and Development*  
Sinai Health System

*Stephen began work in the health care industry as Managing Director of the Mount Sinai Fertility clinic in 2011, and in 2014 became the Director of Business Development at Mount Sinai Hospital.*

*In 2015 he was named VP, Business Development, and, in 2017, expanded his scope to VP, Business Innovation & Development for the entire Sinai Health System, leading all of the revenue-generating businesses and opportunities at Mount Sinai Hospital, Bridgepoint Active Healthcare, and Circle of Care.*

TODAY'S TOPIC

## Financing your growth

*What creative avenues and sources of funding are EDGEs accessing to provide the needed working capital for their work?*

# The Impact of COVID-19

COVID-19 has both surfaced and exacerbated trends which impact the Canadian economy and the healthcare sector.

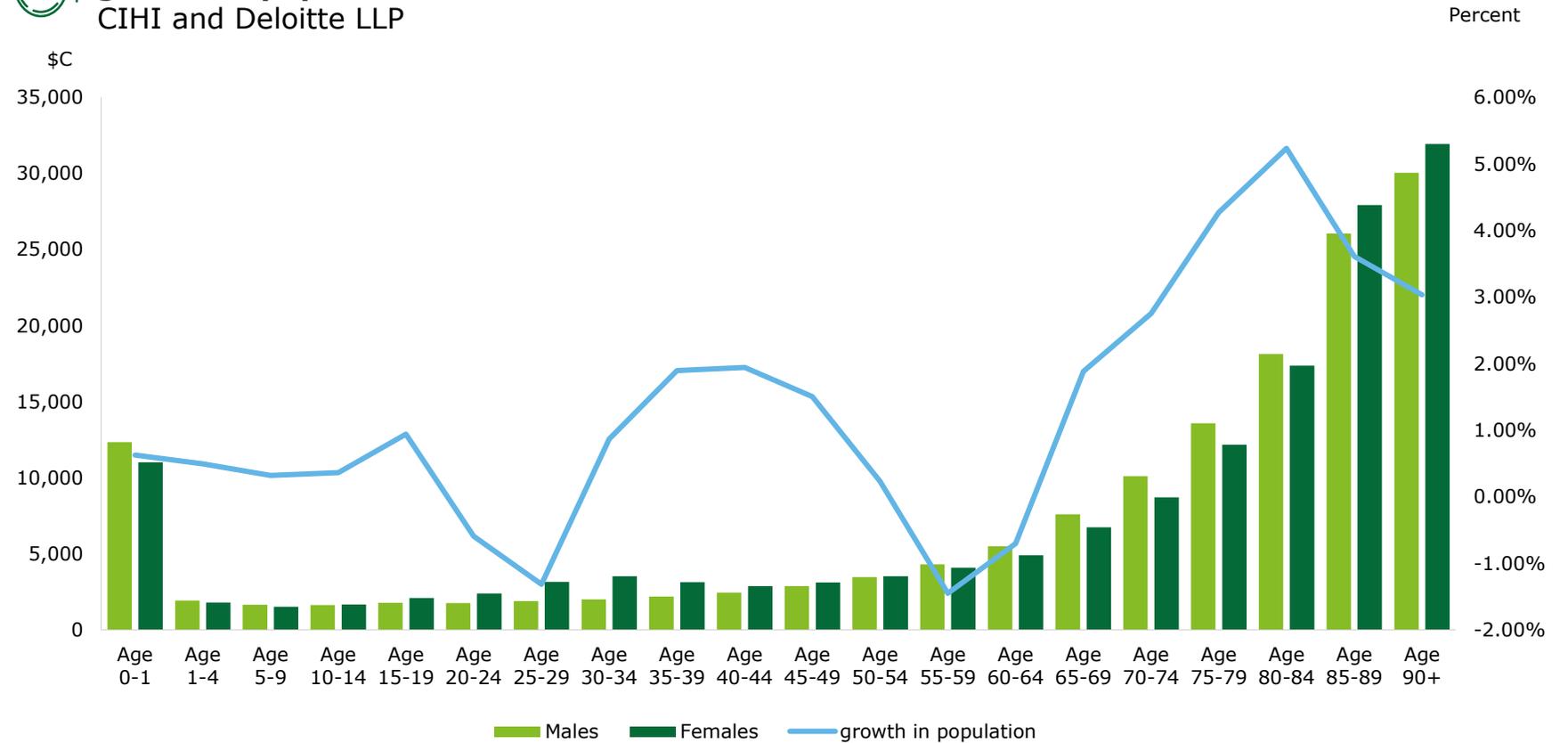
EMERGING TRENDS	ACCELERATING TRENDS	PERPETUAL CHANGE
<b>Disrupted or changing supply chains</b>	<b>Increased debt</b> for households, businesses and <b>government</b>	Addressing climate change
Industrial sovereignty/protectionism	<b>Shift to digital content</b>	<b>Demographic change</b>
Increased role of government	Changing nature of work	<b>Weak investment</b> and poor productivity
<b>Change in consumer behaviour</b>	Increase in automation and AI	Populism

# A Look Ahead

While GDP growth slows, aging demographics and associated rising health care costs will add fiscal strain – putting pressure on government budgets and discretionary expenditures.



**Average health care costs per age cohort and growth in population**  
 CIHI and Deloitte LLP



# Key Funding Options

COVID-19 has both surfaced and exacerbated trends which impact the Canadian economy and the healthcare sector.



## Canadian Foundation for Innovation Innovation Fund

This **competition based** fund created by the Canada Foundation of Innovation provides **research infrastructure funding** to research hospital and non-profit research organization to increase their capability to carry out high-quality research.



## Canadian Institutes of Health Research Project Grant

This **project based competition** offered by the Canadian Institutes of Health Research aims at supporting **projects or programs of research in all areas of health.**



## National Research Council Canada Financial support for technology innovation

This **project based** funding created by National Research Council Canada provides funding to Canadian SMEs pursuing **technology-driven innovation.**



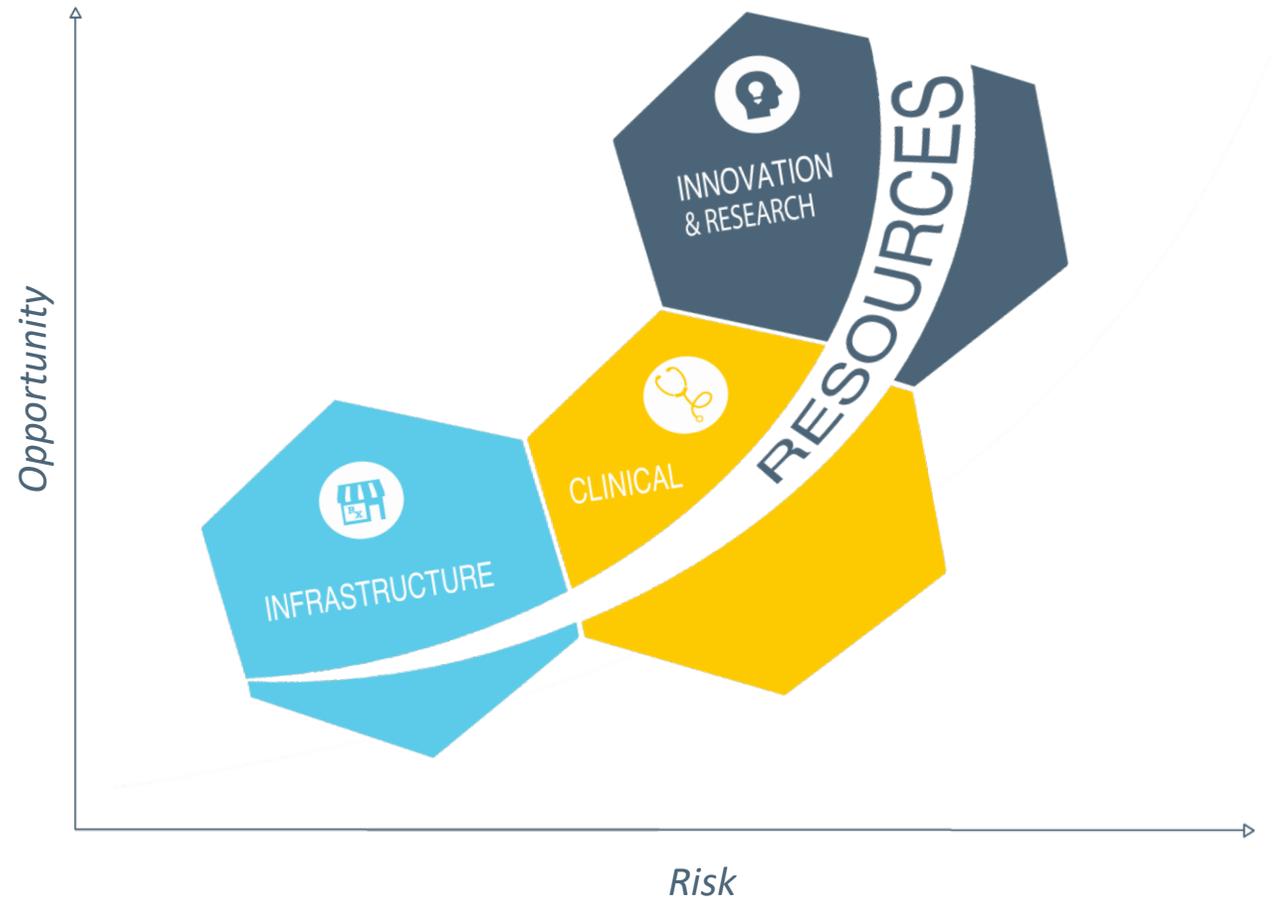
## ISED - Strategic Innovation Fund Collaboration and Networks

This **project based** funding created by National Research Council Canada provides funding to Canadian SMEs pursuing **technology-driven innovation.**

# Sinai Health's Strategic Vision

The uncertainty of COVID-19 has called upon health care providers to dramatically re-think how to embrace innovation and risk when considering infrastructure, clinical service delivery, and research.

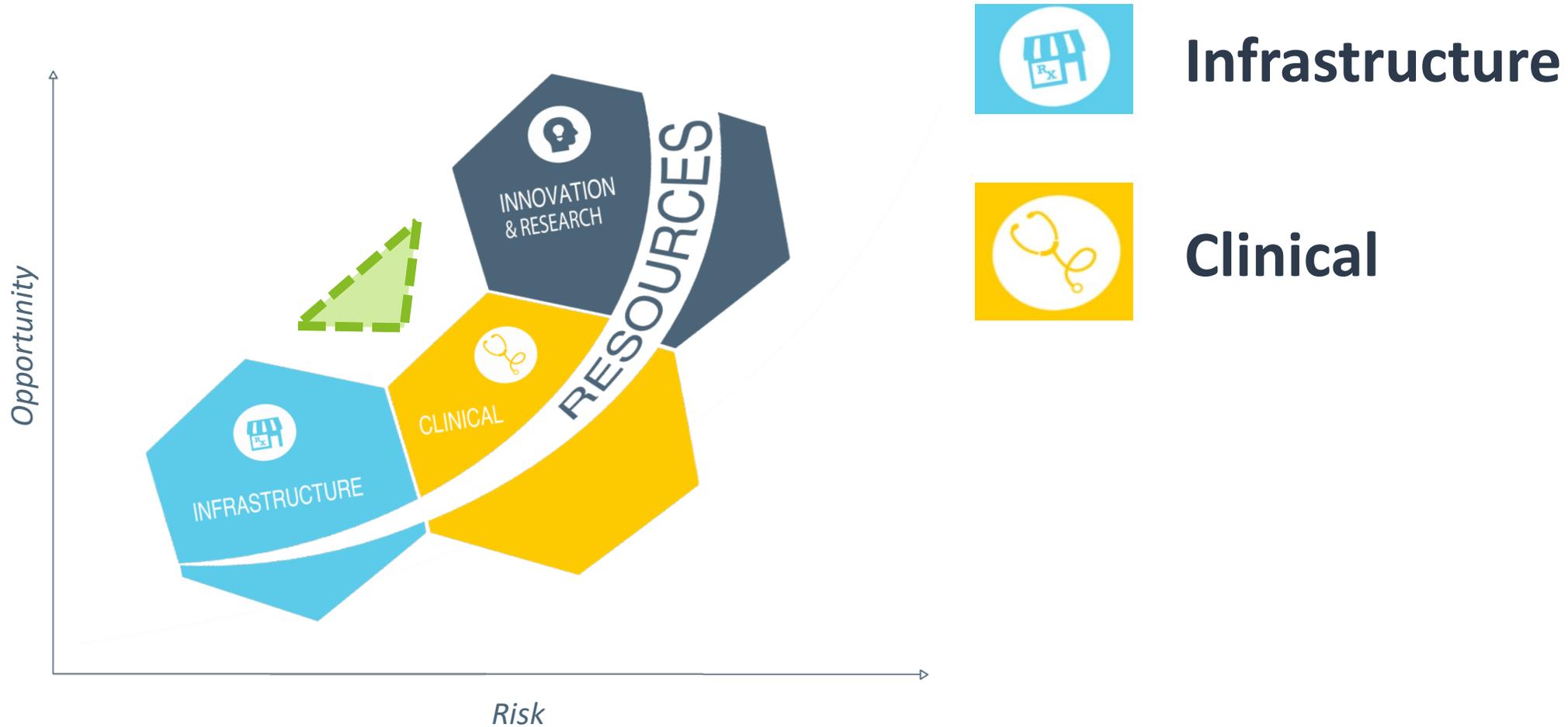
*Let's deep-dive into the following framework*



# Sinai Health's Strategic Vision



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# Sinai Health's Strategic Vision

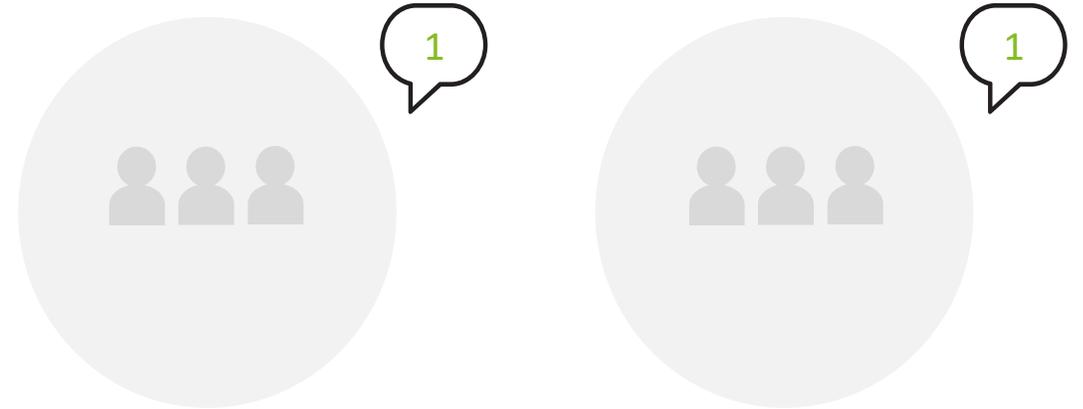


# Group Breakout

*In groups, discuss key learnings from the presentation, and brainstorm **one question for discussion** when we return.*

*Consider:*

- 1. How do we best position ourselves to maximize the opportunities before us?*
- 2. What would you like to learn more about when we return, that could help you execute on new opportunities?*

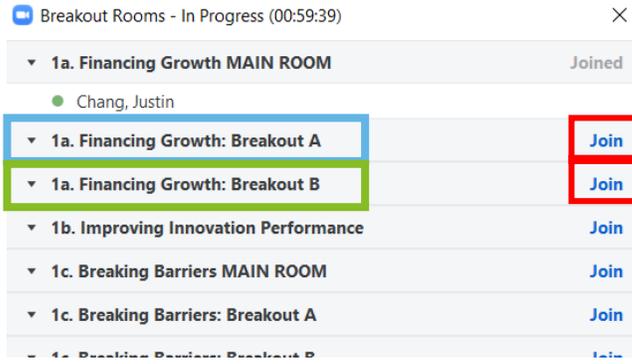


# BREAKOUT INSTRUCTIONS - JOINING

1) Move your mouse to the bottom of the Zoom screen and click the Breakout Room button.

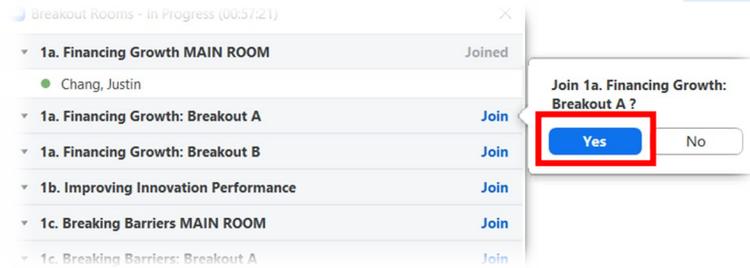


2) Find your room. You may have to scroll down to find it.

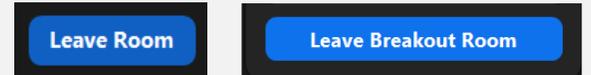


1a. Financing Growth: Breakout A	1a. Financing Growth: Breakout B
<ul style="list-style-type: none"><li>• April Gamache</li><li>• Greg Kennedy</li><li>• Michelle Afinec</li><li>• Mel Barsky</li><li>• Stephanie Ebreo</li><li>• Maria Waslat</li><li>• Martin Ducharme</li><li>• Georgia Whitehead</li></ul>	<ul style="list-style-type: none"><li>• Peggy Tailon</li><li>• Kathryn Hawyard-Murray</li><li>• Beth Vachon</li><li>• Mitchell Kutney</li><li>• Balram Sukhu</li><li>• Anthony Mouchantaf</li><li>• Dan Wojtkiewicz</li><li>• Michelle Farrelle</li></ul>

3) Click 'Join' and 'Yes'.



- If you ever get lost in transition, you can always come back to the main Zoom meeting by clicking the **Leave Room** button. The host will help you be placed into the right breakout room.



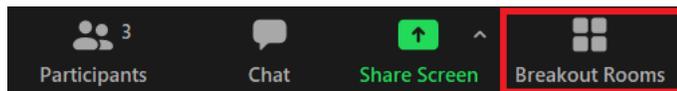
- If you are ever in doubt you are in the right room or not, **confirm at the window title.**



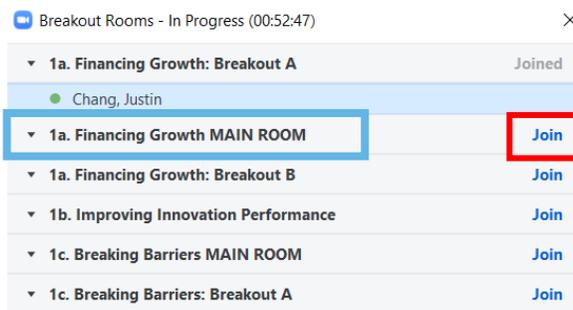
- If you run into any trouble message one of our **TECH SUPPORT** team members in the participant list.

# BREAKOUT INSTRUCTIONS - EXITING

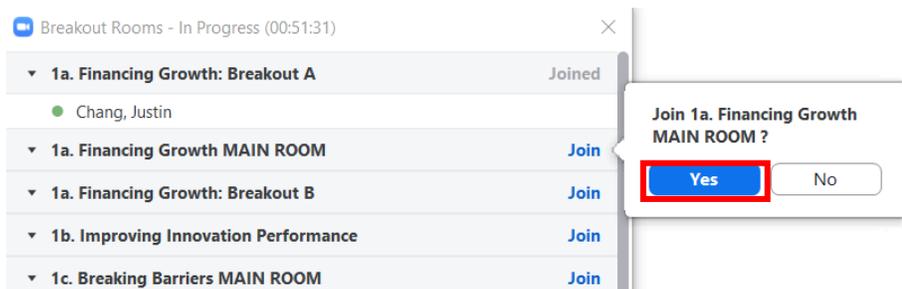
1) Click the Breakout Room button at the bottom.



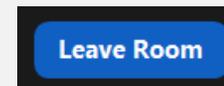
2) Find your session's Main Room. You may have to scroll down to find it.



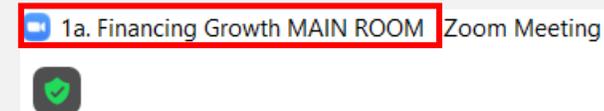
3) Click 'Join' and 'Yes'.



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# Q&A Period



# Reflections & Wrap-Up

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