

Growing Provincial Revenue

Creating and Retaining Hundreds of Jobs

Competing and Winning

- IBM Canada has selected Nova Scotia as home for its only Global Delivery Centre in Canada.
- The province, through Nova Scotia Business Inc., has been working with IBM since 2009 to encourage expansion to win this opportunity.
- Developing highly skilled, globally in-demand workers and providing access to new technologies, such as the ones used by IBM, will improve the province's competitiveness as an attractive location for business investment.
- The long-term economic value of this opportunity is worth millions to the province.
- The \$130 million payroll will generate \$18.7 million in provincial income tax. In return for creating and retaining these jobs, IBM will earn up to \$12.2 million of this amount over eight years.
- The province retains more than \$6 million in tax revenue, along with the economic spinoffs in communities and additional revenue from new businesses that the IBM Global Delivery Centre will attract.

Gaining a High Return on Investment

- Job creation incentives are designed so that the total tax revenue is always higher than the amount the province invests.
- In the agreement with IBM, the 500 new employees will earn almost \$130 million over the life of the agreement—money they can spend in their communities and money they can use to make life better for families. These jobs are in addition to those jobs transferred from the province.

Targeting Young Nova Scotians for New Jobs

- Student recruitment will be a major focus for the new jobs. Success in this effort is supported by the analytics centre agreement with the Nova Scotia Community College and university campuses across the province.