

Howard Harowitz

Governmental Policy  
Strategy Formulation  
(cont'd)

For two different municipalities in North-central British Columbia, analyzed their initial work in developing a fiscal impact modelling framework. Our analysis identified a number of shortcomings in the existing process, and identified specific remedies for these.

For The British Columbia Government government, conducted an in-depth analysis of alternative options for providing Special Enterprise Zones as a means of stimulating new investment in the province. The study involved detailed analysis of the taxation systems and other incentive options available to government, and the assessment of the impacts of providing various combinations of tax relief and incentives on corporate profitability. Through in-depth interviews with a number of companies ~~currently operating outside of the province, we developed a number of representative test cases for analysis, developed detailed computer models, and~~ tested these representative cases under a number of different configurations of incentive packages that could be offered. The analysis focussed on identifying the costs of different packages to government, and the expected benefits to companies of locating in these zones.

Market Research and  
Planning

For a major Canadian bank, prepared a long-term analysis of potential growth for 23 asset categories in each of the U.S. Federal Reserve Districts. The study examined market trends and competitive pressures from domestic banks and other foreign banks.

For a Western Canadian manufacturer of oil field equipment, analyzed their current market with a view to increasing their sales penetration. A plan was developed and implemented to increase the effectiveness of their marketing efforts and to establish the firm as the dominant manufacturer and supplier in this industry.

~~For a Canada-wide industry association, directed the development of an ongoing industry analysis and forecasting system. Regular analysis was provided to senior management of association members on regional forecasts of sales growth by product, industry profitability, and the key competitive risks and opportunities over the coming three years.~~