

Business and Entrepreneurial Development

Activity Update

October 19, 2020





Background

- ▶ Feb. 2018 – Council endorse new direction – focus on four areas:
 - ▶ Business Investment Evaluation
 - ▶ Strategic Negotiations
 - ▶ Business Development
 - ▶ Financial Investments

- ▶ June 2020 – Partnership office formed



Business Investment Evaluation

- ▶ Tech opportunity
- ▶ Bike Share
- ▶ Recreation Partnership
- ▶ Dark Fibre
- ▶ Clean Energy



Business Innovation

- ▶ Encourage Alternative Approaches
- ▶ Dark Fibre – market assessment
- ▶ 14 paid leases, cost avoidance
- ▶ Start-up Solutions Program
- ▶ Unsolicited Proposal
- ▶ Innovation Capacity Building



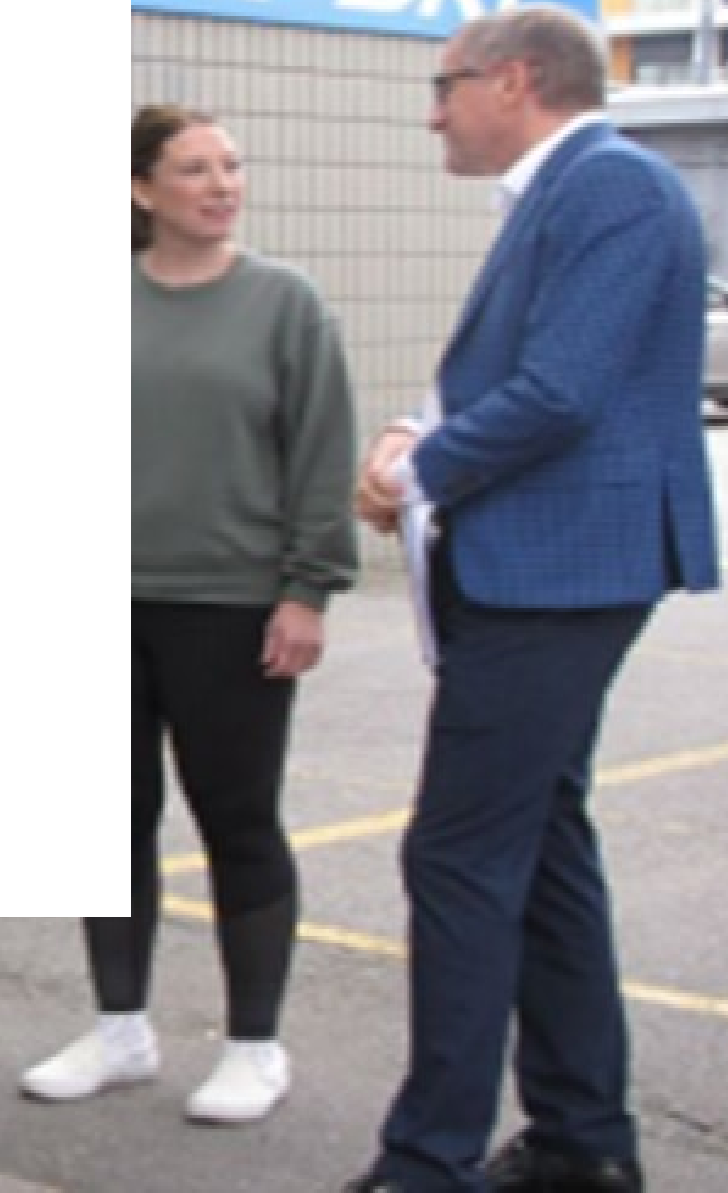


Strategic Negotiations

- ▶ Course developed & delivered
- ▶ Inventory completed
- ▶ 32 attendees over 2 years
- ▶ Success

Business Development

- ▶ Mayor's Employer Visits
- ▶ 700+ inquiries
- ▶ Economic Scorecard
- ▶ DKA & URBA Prospectus
- ▶ Metabridge



A photograph of a person with a backpack standing on a mountain peak at sunset. The person is silhouetted against the bright orange and yellow sky. In the foreground, there is a wooden signpost. The background shows a range of mountains under a cloudy sky.

Questions ?