



A G E N D A

FOR THE REGULAR MEETING OF THE DIRECTORS OF THE CITY OF GREATER SUDBURY COMMUNITY DEVELOPMENT CORPORATION

To be held on:
Wednesday, June 10, 2020
Conference Call
at 11:30 a.m.

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1. 11:30 Declaration of Conflict of Interest	
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Next Meeting: June 24th, 2020

**MINUTES OF THE REGULAR MEETING OF THE BOARD
OF DIRECTORS OF THE CITY OF GREATER SUDBURY
COMMUNITY DEVELOPMENT CORPORATION**

Via Videoconference

Wednesday, June 10th, 2020

Commencement: 11:35 a.m.

- Chair: **ANDRÉE LACROIX IN THE CHAIR**
- Present: Brent Battistelli, Erin Danyliw, Lisa Demmer, Joanne Gervais, Iyo Grenon, Andrée Lacroix, Mike Ladyk, Councillor Bill Leduc, Marett McCulloch, Peter Nykilchuk, David Paquette, Jeff Portelance, Councillor Mark Signoretti,
- Regrets: Mayor Brian Bigger, Councilor Gerry Montpellier, Daran Moxam, Brian Vaillancourt
- Guests: Pierre Seguin, Ministry of Energy, Northern Development and Mines
- City Officials: Meredith Armstrong, Rebecca Brooks, Shawna Cole, Briana Fram, Liesel Franklin, Dana Jennings, Pat McCauley, Barb McDougall, Liam McGill, Terra Posadowski, Josée Pharand, Scott Rennie, Alex Ross
- Agenda Review: No additions to the agenda.
- Conflict of Interest: Andree Lacroix declared a conflict with the Laurentian University discussion.
- Approval of Minutes: **2020 - 031 – Joanne Gervais / Councilor Bill Leduc:**
- That the minutes of the Greater Sudbury Development Corporation Board of Directors Regular meeting of April 23th, 2020 be adopted.
- CARRIED***
- Executive Notes: Duplication on page six noted to be corrected.

Reports:

C.E.D.

Brent Battistelli provided his final report as C.E.D. Chair beginning with a brief financial update.

The Community Improvement Plan (CIP) Program presentation provided at the C.E.D. meeting by CGS Planning staff Jason Ferrigan and Kris Longston was reviewed. A list of past projects was included as a reference of investment and return on investment. It was clarified that the motion has been amended to include the provision that unspent monies originating from the GSDC allocation would be returned to the CED fund.

2020 – 032 – Brent Battistelli / Mayor Brian Bigger

WHEREAS as part of the 2018 Budget deliberations, Greater Sudbury City Council allocated \$5.6 million to the Downtown Community Improvement Plan (CIP) and the funding for this program included a request for \$900,000 from the Greater Sudbury Development Corporation (GSDC) to be allocated as \$100,000 per year for nine years; and

WHEREAS this contribution will be leveraged in addition to funding of \$4.6 million from the City and \$100,000 remaining unspent from the 2017 Downtown CIP intake; and

WHEREAS the goals of the CIP align with strategic economic development goals including downtown revitalization, creating and retaining employment opportunities, growing the tax base and enhancing the quality of life of the public realm; and

WHEREAS this \$5.6 million in public dollars leverages \$45.6 million in private sector investment for a ratio of 1:8.1 return; and

WHEREAS the Board recognizes the need to maintain flexibility in the Community Economic Development (CED) Fund to be prepared to assist with Economic Recovery following current COVID-19 challenges in 2020 and 2021;

THEREFORE BE IT RESOLVED that the Greater Sudbury Development Corporation Board of Directors approve the allocation of \$900,000 from the City's funding as a contribution to the City's CIP fund, to be provided as \$100,000 per year starting in 2022 through to and including 2026, and \$200,000 per year for 2027 and 2028; and

THAT staff are directed to provide regular (bi-annual) updates to the GSDC Board on the status of the GSDC funds within the CIP program including specific performance metrics for each of the approved projects regarding return on investment; and

FINALLY, that any unspent GSDC funds are returned to the GSDC in the event that the approved CIP-funded projects do not meet the timelines outlined in the executed agreements.

CARRIED

A background to the second proponent was then provided. In 2018, the GSDC Board approved a contribution of \$245,000 over three years to support MineConnect (formerly SAMSSA) with the transition to a new Executive Director and grow its membership base – within and beyond Greater Sudbury. Business Development Officer Scott Rennie updated the committee with an update on their progress.

New Executive Director (Paul Bradette) was recruited in July 2019 Paul subsequently led a successful rebranding effort, renaming the organization MineConnect to denote the fact that it now has members across Northern Ontario and to support efforts to broaden its membership and increase its numbers.

In 2019, MineConnect successfully organized several incoming and outgoing sales missions. As MineConnect has met all the deliverables as set out in its funding agreement, the committee is recommending that the Board approve a final disbursement of \$60,000.

2020 – 033 – Brent Battistelli / Joanne Gervais

WHEREAS at its meeting of January 10, 2018, the Greater Sudbury Development Corporation Board of Directors approved a contribution of \$245,000 over three years to encourage and support MineConnect's (formerly SAMSSA) transition to long term sustainability and advance the GSDC's interests in organizing and promoting the local mining cluster; and,

WHEREAS Year 2 funding support of \$125,000 in support of a new Executive Director's salary and benefits was approved at the regular meeting of the GSDC June 19, 2019 and with a new Executive Director subsequently hired; and,

WHEREAS MineConnect has reported back on Year 2 deliverables and provided a plan for continued growth and development in Year 3 to the satisfaction of the CED Review Committee;

THEREFORE BE IT RESOLVED THAT the Greater Sudbury Development Corporation Board of Directors support Year 3 funding request from MineConnect in the amount \$60,000 to support the salary of the new Executive Director from the Economic Development Project Fund, and

FURTHER, that MineConnect submit a final report on progress and deliverables to the GSDC by the end of 2020 or early 2021, and

Finally, that the Resourceful City logo be supported and used on all of its communication materials in acknowledgement of this contribution including the MineConnect website.

CARRIED

Ontario's North Economic Development Corporation (ONEDC) is seeking \$21,000 over three years from the GSDC to support Phase 4 of the Northern Ontario Exports (NOE) Program. This contribution matches the funding being contributed by the other four cities that make up ONEDC.

A memo and infographic were presented by Business Development Officer Scott Rennie, outlining the successes of the first three phases of the Northern Ontario Exports (NOE) Program. The City's Economic Development Division has been delivering the program on behalf of Ontario's North Economic Development Corporation (ONEDC) since its inception in 2011.

The program's achievements include a steep increase in exporting activity by Northern Ontario industry, private sector investment, and job creation.

The committee is recommending the GSDC Board approve a contribution of \$21,000 over three years.

2020 – 034 – Brent Battistelli / Mayor Brian Bigger

WHEREAS Ontario's North Economic Development Corporation (ONEDC), through the City of Greater Sudbury, has successfully lead three phases of the Northern Ontario Exports Program with successfully demonstrated outcomes, and

WHEREAS it has been determined that a Phase 4 Northern Ontario Exports (NOE) Program is required to provide export strategy and marketing/sales expertise to new companies as well as ongoing support to existing companies in the form of export marketing assistance, customized export development training, market research, value-added workshops/seminars, incoming/outgoing trade missions, and a strong Northern Ontario presence at MinExpo 2020, and

WHEREAS Phase 4 NOE Program aligns with existing programs, strategies and plans from all levels of government to support export development in Northern Ontario that will ensure business expansion, job creation and the promotion of a strong and resilient economy, and

WHEREAS the Program will also serve as critical for business support and recovery through COVID 19,

THEREFORE BE IT RESOLVED THAT THE GSDC supports the delivery of a Phase 4 NOE Program beginning April 2020 and to be completed by March 2023, and

FURTHER that the GSDC commits support of \$7,000 per year for the next three years totaling \$21,000 to Phase 4 of the NOE Program.

CARRIED

Following the NOE request, ONEDC is also seeking \$20,000 over the next three years to support the Industrial Technological Benefits (ITB) Program to assist Northern Ontario companies with getting into the National Defence Supply Chain. This \$20,000 will be matched by the other four ONEDC cities to leverage \$807,045 each from FedNor and NOHFC, as well as \$480,000 from participating firms for a total project value of \$2.2 million.

Under the Canada-wide ITB program, international defence companies bidding on Canadian military procurement projects such as new aircraft, armoured vehicles, and vessels must give Canadian firms an opportunity to bid on sub-contracts to ensure a significant economic benefit throughout Canada's various regions.

The committee is recommending the GSDC Board approve a contribution of \$20,000 over three years.

2020 – 035 – Brent Battistelli / Iyo Grenon

WHEREAS Ontario's North Economic Development Corporation (ONEDC), through the City of Greater Sudbury, has successfully lead a pan-northern exports program with successfully demonstrated outcomes, and

WHEREAS it has been determined that a dedicated program is required to support Northern Ontario small and medium-sized companies secure business from available defence contracts through the Government of Canada's Industrial and Technological Benefits (ITB) Program, and

WHEREAS the proposed Defence Supply Chain Capacity Building Program has been created to address this need with confirmed financial support from all levels of government including ONEDC municipal partners, and

WHEREAS the Defence Supply Chain Capacity Building Program will serve to support and aid in recovery for a number of businesses during and after the COVID 19 crisis,

THEREFORE BE IT RESOLVED THAT THE GSDC supports the pan-northern delivery of the Defence Supply Chain Capacity Building Program by ONEDC through the City of Sault Ste. Marie Economic Development beginning April 2020 and to be completed by March 2023, and

FURTHER that the GSDC commits total funding support of \$20,000 over the next three years including \$7,000 in 2020, \$7,000 in 2021, and \$6,000 in 2022 from the Community Economic Development fund.

CARRIED

Finally, an updated scope for the Laurentian Centre for Mine Waste Biotechnology Feasibility Study project was presented.

In December 2019, the GSDC Board approved a contribution of \$60,000 toward the development of a \$200,000 scoping study to support the development of a Centre for Mine Waste Biotechnology. The GSDC funding was made contingent upon Laurentian securing funding from other sources, one of which was eventually declined. To make up the shortfall, the proponent, as well as a private investor, have increased their respective contributions. The update was brought forward for approval as a change in the project scope.

The committee recommends that the Board approve the request, and that no funds be disbursed until all funding sources are confirmed in writing.

2020 – 036 – Brent Battistelli / Mayor Brian Bigger

WHEREAS the Greater Sudbury Development Corporation Board of Directors approved funding for Laurentian University in the amount of \$60,000 from the Community Economic Development (CED) Fund to support the Centre for Mine Waste Biotechnology feasibility study at their regular meeting of December 11, 2019; and,

WHEREAS Laurentian University has informed staff that the \$100,000 NOHFC portion of the project was not approved; and,

WHEREAS Laurentian University has submitted a Change Request to the Community Economic Development Committee that indicates they have refinanced the project with an additional \$60,000 contribution from the private sector and another \$20,000 from the applicant; and,

WHEREAS Laurentian University has confirmed the revised total project budget of \$180,000, which increases the GSDC portion of project funding from 30% to 33%, and has provided assurances that this change will not materially affect stated project deliverables;

THEREFORE BE IT RESOLVED THAT the Greater Sudbury Development Corporation Board of Directors re-affirm their funding to Laurentian University of Sudbury in the amount of \$60,000 from the Community Economic Development Fund to support the revised project plan for the Centre for Mine Waste Biotechnology feasibility study; and,

THAT the funding be conditional on Laurentian University receiving all other funding as stated in the change request proposal and a 10% holdback of \$6,000 be in place pending the successful completion of the feasibility study and delivery of a final report; and,

FINALLY, that the Resourceful City logo be supported and used on all communication materials, including web sites, by the applicant in acknowledgement of this contribution.

CARRIED

Directors Report and COVID – 19 Response Update

Meredith Armstrong delivered several key points originating from the complete report provided in the agenda package:

- Regular updates are also posted on <https://investsudbury.ca/updates/>
- Business Resources available and updated at <https://www.greatersudbury.ca/live/covid-19-coronavirus/economic-support-recovery/>
- The Business Support Hotline is available Monday to Friday, 8:30-4:30 at 705-690-9937.
- ShopHERE provides independent small businesses and artists with a quick, easy and no-cost way to get selling online right away. Information is available at <https://digitalmainstreet.ca/shophere/>
- Staff continue regular business outreach calls, speaking directly with 123 businesses from the period of March to May.
- Business Impact Survey results for April are now available. Over 300 local businesses responded to the survey which assesses the impact COVID-19 is having on their business, workforce and the economy. Results for the April survey are available by following the link: <https://bit.ly/2zCJ26t>
- Tourism & Culture staff are participating in a number of regional and provincial calls/webinars to track and report impacts of COVID19 on the sector.
- Despite current challenges, the Regional Business Centre continues to support entrepreneurs to start or grow their business. During the month of May, staff received 220 inquiries on a variety of non-COVID related topics including start-up regulations, business plan development, marketing research and funding. The Regional Business Centre also provided in-depth consultations to 33 new business start-ups and 36 existing businesses.

Governance
Update

Work continues on finalizing the new operating agreement which will be presented to the Board for approval in the coming weeks.

2020 – 037 – Councilor Bill Leduc / Lisa Demmer

THAT the Greater Sudbury Development Corporation Board of Directors regular meeting be adjourned and move to a closed session.

CARRIED

Adjourned 1:12

Next meeting June 24th, 2020

Meredith Armstrong

Secretary

Andrée Lacroix

Chair