



The Corporation of the County of Wellington
Economic Development Committee
Agenda

November 17, 2015

10:00 am

Governor's Residence Boardroom

Lower Level

Members: Warden Bridge; Councillors C. White (Chair), Breen, Brianceau, Linton

	Pages
1. Call to Order	
2. Declaration of Pecuniary Interest	
3. WCMEDG Minutes - September 2015	2 - 7
4. Financial Statements as of October 31, 2015	8 - 9
5. Preliminary 2016-2020 Five-Year Plan	10 - 13
6. November 2015 Economic Development Update	14 - 20
7. 2015 Credit Review Presentation to Standard and Poor's	21 - 61
8. Innovation Guelph Request for Financial Support	62 - 68
9. Closed Meeting	
10. Rise and Report	
11. Adjournment	

Next meeting date January 19, 2016 or at the call of the Chair.



Wellington County Municipal Economic Development Group

Minutes

Wellington County Museum and Archives – Nicholas Keith Room,

September 17, 2015

9:30 a.m.

Present:

Chris White (Mayor, Township of Guelph/Eramosa), Dennis Lever (Mayor, Township of Puslinch), John Brennan (Councillor, Town of Erin), Bob Cheetham (Town of Erin), Crystal Ellis (Township of Mapleton), Mandy Jones (County of Wellington), Fred Lehmann (Senior Communications Officer, County of Wellington), Robyn Mulder (County of Wellington), Kelly Patzer (Township of Puslinch), Jana Reichert (County of Wellington), Patricia Rutter (Township of Centre Wellington), Dale Small (Township of Wellington North), Belinda Wick-Graham (Town of Minto), Alex Goss (Local Immigration Partnership), Janet Harrop (Wellington Federation of Agriculture), Gerry Horst (Ontario Ministry of Agriculture, Food and Rural Affairs), April Marshall (Township of Wellington North), Heather Vasey (County of Wellington), Harold Devries (Guelph Wellington Business Enterprise Centre)

Guests:

Ramsey Marra (Streetcast), Harry Major (Streetcast), Diana Yu (Streetcast), Chris Bailey (Erin Village BIA), Roberta Scarrow (Centre Wellington Chamber of Commerce), Stephanie Conway (East Wellington Community Services)

Regrets:

Scott Wilson (County of Wellington), Jane Shaw (WWCFDC), Brad Dixon (GRCA), Mark Granger (Ontario Works Employment Specialist), Carol Simpson (WFPB), Scott Williams (GWBEC), Christine Veit (Safe Communities), Steve Smith (MEDEI/MRI), Rose Austin (Saugeen Economic Development), Kim Wingrove (CAO, Township of Guelph/Eramosa)

1. Approval of Agenda

Motion to approve agenda as written.

Moved by Dale Small, seconded by Jana Reichert

Carried

2. Declaration of Pecuniary Interest

None

3. Approval of Minutes

Motion to approve the minutes as written from the meeting held July 7th, 2015.

Moved by Dennis Lever, seconded by Jana Reichert

Carried

4. Streetcast Presentation

I. Introduction

- a. Streetcast is an app where businesses can quickly and easily send professional-looking, full-colour ads to customers who are on the street, minutes from their business and actively looking for a reason to walk in the front door.
- b. Automatically reaches consumers who have downloaded the app within a 7km radius. Current social media only targets existing customers where Streetcast can bring in new ones.
- c. Fee is \$12.95/month; for a return on investment, businesses have mentioned all they need is one customer.
- d. Current Partners are CFDC, Guelph BIA, Elora BIA, Fergus BIA, and University of Guelph Student Association.
- e. Soft launch took place at Riverfest, August 14 – 16, 2015. Festival patrons were connected to businesses downtown by using the app. Food trucks at the festival also took advantage of the programme to show everyone what has happening at their stand. This allowed for interaction between the community and festival simultaneously.
- f. Official launch will take place on October 31 in Downtown Guelph and Calgary, Alberta.
- g. Features include: following specific tags; Receiving notifications that are relevant and in the moment; instantly post to all connected social media accounts; Pokes which show businesses who is interested in knowing what's happening at their business; Consumers will now be able to select their own radius with a new sliding scale.
- h. New data reporting can show you new customers, repeat customers, number of users in the specified radius, and what times of day are busiest. All of these can be done on a community level as well. Find out what events or businesses are drawing in traffic, what types of businesses people are visiting, and more.

II. Question & Answer

- a. How do you intend to promote the app?
 - i. Through social media as a collective network; Multiplatform google ad words, offline approach such as window stickers, register stands etc.; In tourism offices, and finding entry points such as hotels; Create a splash page on the Guelph Downtown Wi-Fi; Use GPS within phones.
- b. Can be so much more than businesses and consumers.
- c. Comments are not permitted on Streetcast, it creates a more positive approach.
- d. Rollout: form marketing agreements or letters of intent. Work with launching in the community. Downtown Guelph's letter of intent was presented; to go to committee at County level.

III. Notes

- a. Should be a point to discuss at BR+E interviews and with newcomers, etc.

5. Introductions around the table

6. BR+E Update

a. 2015 Implementation Fund

Applications sent from the municipalities of Wellington North, Minto and Mapleton were submitted to the County Economic Development Committee. The Town of Erin will be submitting their application in October. \$50,000 is still available for two municipalities.

b. BREI Awards and Plaques Presentation (October Council)

Wellington County's 2014 BR+E programme received two international awards from BREI – Programme Design, and Economic Impact. These will be presented to the Mayors of each municipality at the October Council Meeting.

c. Review FDI Questions and Business List

Foreign Direct Investment surveys were vetted through the federal government and OMAFRA staff as there is no specific FDI survey available through OMAFRA. The FDI survey was presented to the Committee and changes were made as per a roundtable discussion. The goal is to interview businesses that were purchased within the past five years in order to better understand how to attract foreign owned businesses. The Committee reviewed the FDI business list and suggested some minor changes. The Economic Development Officers were reminded that OMAFRA is hosting an Executive Pulse Training webinar on September 28.

d. Thank you gifts

Bags have been purchased and include the BR+E logo, Taste Real logo and County logo. They will include local jam from Country Flavours, honey from Coneybeare, a County notebook, pens, County coffee mug, County water bottle, Festival & Events guide, and Local Food Map. Municipalities are encouraged to add anything they see fit from their community. Bags will be delivered the week of September 28.

7. Job Portal:

Four municipalities have signed onboard including Centre Wellington, Erin, Minto and Wellington North. Feedback from those communities is that the website is easy to navigate, businesses are happy and positions have been filled. The idea to promote the portal is to distribute bookmarks, and support it at the Regional Career Fair. Global Talent interviewees all gave positive feedback regarding the idea of the portal. Additional advertising suggestions included advertisement during the BR+E interviews and on the County page in the Wellington Advertiser. Economic Development staff have met with the IT department to discuss the possibility of using an outside host versus the County of Wellington creating and hosting the site internally. The Chair requested that the Job Portal be brought forward to the next County Economic Development Committee for discussion.

8. Wellington Signage Update:

The Economic Development Department along with consultants Stempski Kelly and Associates engaged with 490 participants during the consultation process. This consultation process included 429 completed surveys, 45 focus group participants and 16 stakeholder interviews. A Draft Findings Report will be presented to the project team on October 20, followed by a presentation to the County Economic Development Committee in November.

9. IPM 2015:

Vehicles will depart Sunday September 20, from the County Central Garage at 10:00 am. Teardown of the Economic Development/Tourism booth will happen Friday September 25 as no staff is available to cover Saturday's booth. In place of a maned booth, a static booth will be set-up with brochures and maps available for pick-up. For those attending the IPM, passes have been purchased and will be available on site. In order to be a cohesive unit, IPM 2016 golf shirts and windbreaker jackets have been purchased and will be ready for pick-up on site in Finch as well.

10. Roundtable/Other Business

Centre Wellington:

- Looking at removing barriers to employment lands. This involves reviewing fees and charges, to see how competitive they are. Would appreciate input from the other municipalities.
- Two completed CIP applications
- Lots of inquiries this summer regarding expansions.
- Fergus Fall Fair is September 18, 19 and 20.
- Elora Fergus Studio Tour happening September 26 and 27 and October 3 and 4.
- Culture Days taking place September 25, 26 and 27.
- Communications coordinator starting September 21.

County:

- Global Talent Attraction interviews are wrapping up and data is being entered into a spreadsheet to distribute.
- Live and Work Bus Tour is happening October 29, starting with health care, and agriculture sectors. People attending are encouraged to take their resumes.
- WFPB Manufacturing Day is on October 2, partnering with manufacturing companies.
- Credit review has been completed. We are currently removing confidential information and it will be sent out.
- Inquiries reflect businesses expanding.

OMAF:

- Municipal Agriculture Economic Development Forum happening Oct 28 and 29
- Downtown Revitalization registration due September 22. Event is taking place September 29 in Tilbury.
- RED grants are reopening.

Mapleton:

- CIP is moving forward.
- Public works building breaking ground next week.
- Agriculture building permits have doubled since last year.

Minto:

- Diggin' It Downtown Harriston is now complete, positive feedback received from businesses.
- LaunchIt is hosting an event in November recognizing mentors, businesses and tenants.
- BR+E will be taking over in the Fall and are striving to talk with as many businesses as possible.
- Partnering with Wellington North with the Renew Northern Wellington programme.

Erin:

- Hills of Erin Studio Tour September 19-20 and 26-27, www.hillsoferinstudiotour.com.
- Erin Farmers' Market closing in 2 weeks.
- Erin Fall Fair taking place Thanksgiving weekend, October 9, 10, 11 and 12.
- September 20 marks Feast of Hops. Chefs create dishes and pair them with microbreweries. They are calling it the gateway to Oktoberfest.
- MOMENTUM: Town of Erin 2015-2018 Economic Development Action Plan document has been formalized.
- Economic Development Officer position is now open for applications.

Wellington North:

- Live and Work portal is an ongoing process of education. Plan is to get a landing page up and running.
- Doors Open and Culture Days happening September 26.
- Sewage treatment plant is over capacity.
- BR+E: Working with municipal solar programme to put items into municipal buildings.
- Radio station, 88.7, is now broadcasting a signal. Will be a month or so until live broadcasting begins.
- Strategic Plan has been released and looking to the public for input. It is to be approved by the end of year.

LIP:

- LIP is exploring how immigration can benefit businesses seeking to export to international markets.
- LIP has developed a new programme pursuing for development diversifying boards – training newcomers, and training current boards. Programme was developed in partnership with the Volunteer Centre of Guelph Wellington and Immigrant Services Guelph Wellington. A funding application is being submitted to the province. If successful the programme will start in December.
- LIP is now working on issues of refugees – LIP will convene interested stakeholders to discuss how we create a more welcoming immigrants and how we can better support refugees in light of the Syrian refugee crisis. If interested, keep an eye out for an invitation to the meeting over the next couple of weeks.

Puslinch:

- Fall Fair took place September 12. Tickets sold out at 350 for dinner.
- CIP is still in official plan; amendment for boundaries. A Draft Plan will be ready for the November open house.
- Community Strategic Plan has had a lot of interest.

WFA:

- Applications for zoning changes are being received, and are looking at what it means for excessive buildings on lands.
- Currently working on gravel pit rehabilitation standards with WFA and Ontario Government.
- Consultations with roundabouts are ongoing due to safety needs. Input is being considered.
- Outdoor Farm Show happened in Woodstock September 15, 16 and 17. There were 750 vendors of equipment, livestock, etc. on 100 acre parcel.

SCDC:

- No update

GWBE :

- Bridges to Better Business Event - START, GROW, EVOLVE taking place October 19 at Cutten Fields and will be combined with the annual Small Business STAR Awards.

CW Chamber:

- All Candidates Meeting is on October 7 at the Fergus Legion.
- Business Showcase is October 22 at Grand River Raceway. Ticketed dinner with a guest speaker to follow.

Minutes from the WCMEDG meetings are distributed to Council, Clerks, Economic Development Representatives and other members for information purposes.

Next meeting is scheduled for October 6th, 2015 at 9:30am in the WWCFDC Boardroom.

Meeting adjourned at 11:26 am.

Jana Reichert, Chair

Heather Vasey, Interim Recording Secretary



County of Wellington
Economic Development
Statement of Operations as of
31 Oct 2015

	Annual Budget	October Actual \$	YTD Actual \$	YTD Actual %	Remaining Budget
Revenue					
Grants and Subsidies	\$30,000	\$0	\$43,890	146%	\$(13,890)
Municipal Recoveries	\$0	\$0	\$5,000	0%	\$(5,000)
User Fees & Charges	\$60,000	\$709	\$41,806	70%	\$18,194
Total Revenue	\$90,000	\$709	\$90,696	101%	\$(696)
Expenditures					
Salaries, Wages and Benefits	\$282,000	\$27,617	\$259,136	92%	\$22,864
Supplies, Material & Equipment	\$20,800	\$10,869	\$47,384	228%	\$(26,584)
Purchased Services	\$277,700	\$11,689	\$238,282	86%	\$39,418
Transfer Payments	\$355,000	\$75,000	\$280,000	79%	\$75,000
Total Expenditures	\$935,500	\$125,174	\$824,801	88%	\$110,699
NET OPERATING COST / (REVENUE)	\$845,500	\$124,465	\$734,105	87%	\$111,395
Transfers					
Transfers from Reserves	\$(75,000)	\$0	\$0	0%	\$(75,000)
Transfer to Capital	\$70,000	\$0	\$70,000	100%	\$0
Transfer to Reserves	\$200,000	\$0	\$200,000	100%	\$0
Total Transfers	\$195,000	\$0	\$270,000	138%	\$(75,000)
NET COST (REVENUE)	\$1,040,500	\$124,465	\$1,004,105	97%	\$36,395



County of Wellington

10-November-2015

Economic Development Capital Work-in-Progress Expenditures By Departments All Open Projects For The Period Ending December 31, 2015

	LIFE-TO-DATE ACTUALS						Remaining Budget
	Approved Budget	December Actual	Current Year	Previous Years	Total	% of Budget	
Wellington Signage Strategy	\$70,000	\$0	\$17,792	\$0	\$17,792	25 %	\$52,208
SWIFT Rural Broadband	\$0	\$0	\$20,000	\$0	\$20,000	0 %	-\$20,000
Total Economic Development	\$70,000	\$0	\$37,792	\$0	\$37,792	54 %	\$32,208



COUNTY OF WELLINGTON

COMMITTEE REPORT

To: Chair and Members of the Economic Development Committee
From: Susan Aram, Manager of Financial Services
Date: Tuesday, November 17, 2015
Subject: Preliminary 2016-2020 Five-Year Plan: Economic Development

Background:

The County prepares, in the fall of each year, a preliminary five-year forecast of the operating budget, tax rates and capital budget. This forecast provides a high level view of major budget issues and planned capital investments and serves as a guide for departments in preparing their detailed current year operating and capital budgets. The preliminary corporate five-year plan will be considered by the Administration, Finance and Human Resources Committee on November 19, 2015 and the forecast will be updated at the time the budget is approved early in the New Year.

Major Capital Budget Impacts

The County has committed to a municipal contribution to the Southwest Integrated Fibre Technology (SWIFT) initiative. The initial request in the 2015 budget process was for \$1 million to be paid in 2019; in May of 2015 an interim payment of \$20,000 was requested and approved by Council. The preliminary plan also increases the annual payment by \$30,000 spread over four years (2016-2019) for a total of \$120,000.

The Wellington signage implementation has a preliminary budget of \$100,000 funded from the tax levy and is scheduled for 2016.

Major Operating Budget Impacts

Staff are in the process of compiling the detailed 2016 operating budgets for each department. Major items expected to be reflected in the 2016 Economic Development Operating Budget include the following:

Revenues

- The remaining **Talent Attraction funding** to be received (\$9,000) is expected in 2016.
- A Field Dinner event is expected to be incorporated into the International Plowing Match in 2016 and throughout the 2016-2020 forecast. The event is expected to be cost neutral

Expenditures

- The addition of a part-time **Talent Attraction Position (1 year contract)** is budgeted for in 2016 in order to facilitate the program that began in 2015 to attract employees to the County, this is partially offset by the above mentioned grant funding
- Transfer to reserve of \$200,000 per year throughout 2016-2018 and \$340,000 in 2019 in order to fund the above mentioned SWIFT capital project
- **Safe Communities Canada** (\$25,000) has been moved to the Police budget starting in 2016
- **The International Plowing Match** is set to take place in 2016. \$150,000 is budgeted in 2016 to cover County related costs to host the event. In addition, a transfer of \$100,000 to the town of Minto is budgeted in 2016 for the event.

Activities proposed throughout the 2016-2020 period

- **County-Wide Business Retention and Expansion Implementation** (\$50,000) – this will include direct and measurable activities such as skills attraction, new business development and business networking events.
- **Business Retention and Expansion Local Implementation Fund** (\$175,000) – will provide the County's local municipalities the opportunity to access funding for the direct execution of BR+E recommendations for activities that enhance the local economies.
- Continued investment in the Wellington Festival & Events Guide, Guelph Business Enterprise Centre and Wellington-Waterloo Community Futures.

Recommendation:

That the preliminary 2016-2020 Economic Development major operating budget impacts as set out in this report be endorsed and forwarded to the Administration, Finance and Human Resources Committee for inclusion in the County of Wellington's Preliminary Five-Year Plan.

Respectfully submitted,



Susan Aram, CPA, CGA
Manager of Financial Services



COUNTY OF WELLINGTON

2016-2020 OPERATING

Programme/Service: **Administration**
 Department: **Economic Development**
 Governance: **Economic Development Committee**

Description	Operating Budget (\$000's)					
	2015	2016	2017	2018	2019	2020
Revenue						
Grants and Subsidies	\$ 30	\$ 39	\$ 30	\$ 30	\$ 30	\$ 30
User Fees and Charges	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60	\$ 60
Total Revenue	\$ 90	\$ 99	\$ 90	\$ 90	\$ 90	\$ 90
Expenditure						
Salaries, Wages and Benefits	\$ 282	\$ 333	\$ 298	\$ 309	\$ 320	\$ 332
Supplies, Materials and Equipment	\$ 21	\$ 21	\$ 22	\$ 23	\$ 23	\$ 24
Purchased Services	\$ 278	\$ 385	\$ 335	\$ 335	\$ 335	\$ 335
Transfer Payments	\$ 355	\$ 330	\$ 230	\$ 230	\$ 230	\$ 230
Total Expenditure	\$ 936	\$ 1,069	\$ 884	\$ 896	\$ 908	\$ 921
Net Operating Cost / (Revenue)	\$ 846	\$ 971	\$ 794	\$ 806	\$ 818	\$ 831
Transfers						
Transfers from Reserves	\$ (75)	\$ (200)	\$ -	\$ -	\$ -	\$ -
Transfer to Capital	\$ 70	\$ 100	\$ -	\$ -	\$ -	\$ -
Transfers to Reserves	\$ 200	\$ 200	\$ 200	\$ 200	\$ 340	\$ -
Total Transfers	\$ 195	\$ 100	\$ 200	\$ 200	\$ 340	\$ -
Net Cost / (Revenue)	\$ 1,041	\$ 1,071	\$ 994	\$ 1,006	\$ 1,158	\$ 831
Year to Year Percentage Change		2.9%	-7.1%	1.2%	15.1%	-28.3%



COUNTY OF WELLINGTON 2016-2020 CAPITAL BUDGET

Programme/Service: **Administration**
 Department: **Economic Development**
 Governance: **Economic Development Committee**

Project Description	Gross Project Cost (Uninflated \$000's)					Total Project Cost	Sources of Financing				
	2016	2017	2018	2019	2020		Subsidy & Recoveries	Current Revenues	Reserves	Development Charges	Debentures
1 SWIFT Rural Ultra High-Speed Broadband	\$ 50	\$ 30	\$ 30	\$ 1,030		\$ 1,140			\$ 1,140		
2 Wellington Signage Implementation	\$ 100					\$ 100		\$ 100			
TOTAL	\$ 150	\$ 30	\$ 30	\$ 1,030	\$ -	\$ 1,240	\$ -	\$ 100	\$ 1,140	\$ -	\$ -

SOURCES OF FUNDING BY YEAR	2016	2017	2018	2019	2020	TOTAL
Recoveries	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Subsidy	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Current Revenues	\$ 100	\$ -	\$ -	\$ -	\$ -	\$ 100
Reserves	\$ 50	\$ 30	\$ 30	\$ 1,030	\$ -	\$ 1,140
Development Charges	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Growth Related Debt	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Debentures	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Totals	\$ 150	\$ 30	\$ 30	\$ 1,030	\$ -	\$ 1,240



COUNTY OF WELLINGTON

COMMITTEE REPORT

To: Chair and Members of the Economic Development Committee
From: [Jana Burns], [Economic Development Officer]
Date: Tuesday, November 17, 2015
Subject: **Economic Development – November Report**

Business Retention and Expansion (BR+E)

The goal of the 2015 BR+E is to complete 152 business interviews; 140 downtown and 12 foreign owned interviews. As of November third and as shown below, 89 interviews were either completed or scheduled, indicating a 58% rate of progress. Member municipalities feel confident of the timeline and have contacted County economic development staff for assistance where required, including conducting interviews, supplying additional interview packages and creating additional thank you gifts.

The interviews are being well received with businesses providing good feedback. Upon the completion of the data analysis next spring, a report will be created for each community by County departmental staff.

Municipality	Interviews Requested	Interviews Scheduled	Interviews Completed	Total
Wellington North	26	4	12	16
Mapleton	36	5	1	6
Minto	73	20	21	41
Centre Wellington	20	0	0	0
Erin	36	0	11	11
Puslinch	20	2	10	12
Guelph Eramosa	22	0	0	0
County Foreign Owned Business Focus Interviews	12	3	0	3
Total	245	34	55	89

Ontario European Agri-Food Trade Forum – November 12 and 13

Preparations are finalized and we are pleased to be hosting 147 delegates for the full day forum which will speak to market entry strategies, trends in the agri-food sector and opportunities for international collaboration. Speakers, delegates, exhibitors, registrations, media advisories, speaker gifts, presentations and a local dinner have been coordinated. We are keen to show how strong Wellington's agri-food sector is and feel our region is well suited to host such relevant discussions. The entire day will be filmed and all presentations made available for those not able to attend at www.ontarioeuropeanforum.com.

The following Friday morning, together with the Guelph Chamber of Commerce, we will be hosting 39 businesses that will participate in a match making session at the Delta Hotel. Topics of the match making, which will take place in roundtable format, are based on trade and investment relationships between Ontarian and European companies.

When the match making concludes, lunch will be provided and the group will split into two; further one on one meetings and a tour of the Wellington Brewery. County ED staff will participate at the roundtables, taking notes and collecting follow up items and then provide transportation and hosting of the European delegates during the brewery tour.

Premier's Award for Agri-Food Innovation Excellence

We wish to congratulate the seven regional businesses who were presented with the Premier's Award for Agri-Food Innovation Excellence this past Monday. The award recognizes and celebrates the agri-food producers, processors and organizations who through their innovative ideas and projects are helping strengthen our communities, support a sustainable environment, create jobs and boost our economy. Amongst the winners; Beef Improvement Ontario (Elora), Best Baa Dairy (Fergus), Jewels Under the Kilt (Fergus) and the Rural Ontario Institute (Guelph/Eramosa).

This Way to Wellington – Signage Plan 2015

To ensure the success of the design and the rollout of Wellington's first ever Signage Plan, we have worked with the Ministry to extend the project from November to February. The consultant is currently reviewing the revisions provided by the Project Team while in parallel developing the implementation document including primary/secondary sign locations and guidelines for the pay-to-play signage programme.

Once we have the design options confirmed, working in tandem on the rollout document, we will present the plan to the Project Team early December. Thereafter, we will arrange a meeting with the Mayors and Ward Councillors for their approval. It will then be presented to the Economic Development Committee and Council in January.

Wellington County covers a large territory in an advantageous location in southwestern Ontario. It is paramount our elected officials, residents and businesses feel a part of the road signs once installed.

Taste Real

We are extremely honoured and surprised that on November 10 at the Ontario Tourism Summit, the Taste Real Local Food Fest received the 2015 Culinary Tourism Event of the Year award.

Live and Work in Wellington

November 19 Bus Tour:

We have coordinated this full day tour focused on opportunities in Wellington's growing health care sector. Committee will see the attached appendix of registrants, a notable 29 individuals with various sector relevant qualifications and native countries including Italy, Bangladesh, England and Mexico. Registration numbers by qualified, international professionals increased significantly following staff having been on the CBC morning show.

Departmental staff have contacted the registrants to confirm their attendance, inform them of the three employers we will be visiting and remind them to bring their resumes. We look forward to hosting the newcomers and conveying the wonderful lifestyle features that living in Wellington County offers.

The October 29 agricultural sector bus tour was an excellent opportunity for the job seekers to familiarize themselves with Wellington and local job opportunities. While many agricultural businesses experience a reduced number of staff in the fall, it was ideal timing for job seekers to learn about the company's background, history, culture and benefits. Most attendees had never before visited Wellington and were surprised by the beautiful countryside, Mennonites which they had never seen before as well as the variety of career opportunities available locally.

In addition to having created a feedback survey to improve our tour, we will be contacting tour attendees to follow up on job connections made.

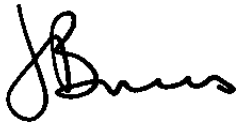
Job Portal

It is imperative that a County job portal provide a countywide solution to workforce issues in Wellington. County economic development staff will provide a survey to each municipality to investigate a solution that both meets the needs of employers' workforce challenges in addition to the new resident attraction efforts countywide.

Recommendation:

That the Economic Development Committee approve the Economic Development November Report.

Respectfully submitted,

A handwritten signature in black ink, appearing to read 'J. Burns', with a stylized, cursive script.

Jana Burns
Economic Development Officer

Live and Work Wellington Bus Tour - 19 Nov, 2015

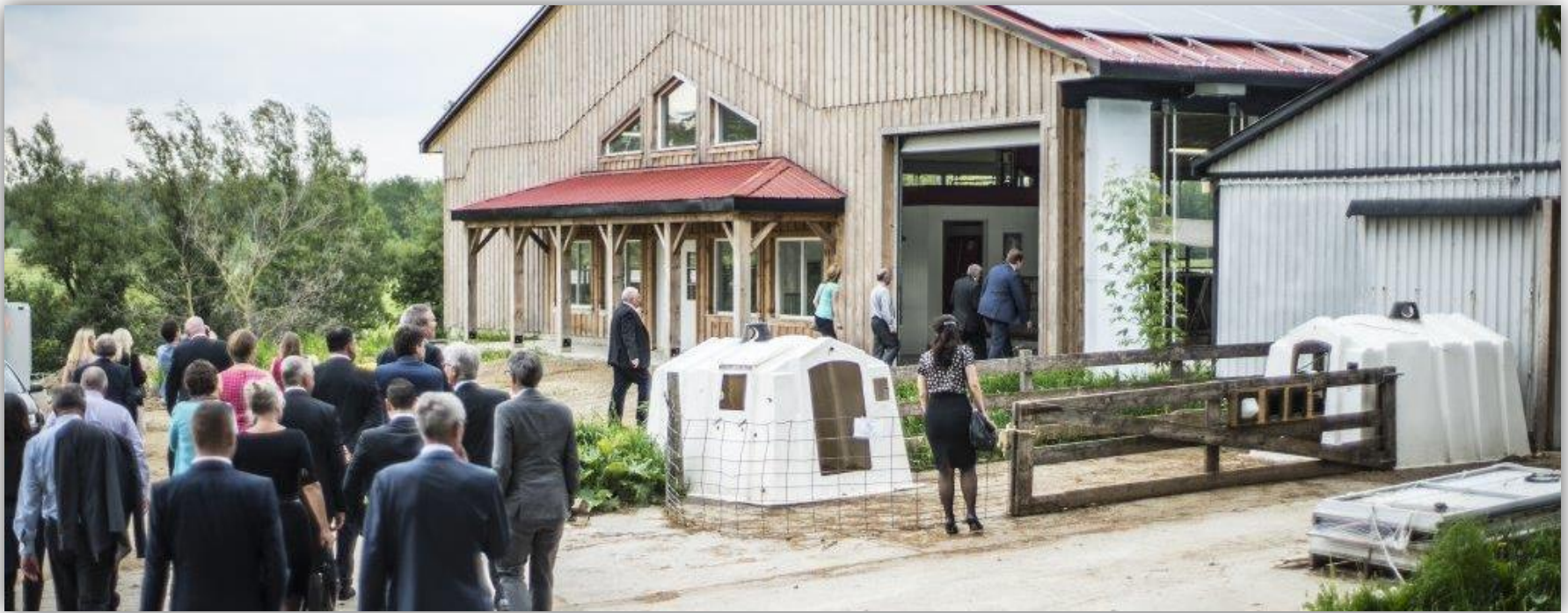
	First	Credentials	Country	E-mail Message	Notes
1	Sandy				
2	Esmira				
3	Friba		Afghanistan	I am an internationally trained medical doctor from Afghanistan living in Kitchener. I am a new comer.	
4	Seren	Second year bio-science student			UofG
5	Cleso	Animal Scientist and Postdoctoral Researcher Fellow in Food Sciences, Department of Food Sciences			UofG
6	Flavia				UofG
7	Eleonora		Italy	My husband is an engineer and was called here in Guelph. We have three children: Sara (11), Gioia (10) and Samuel (4). We have been here since 9th of August. My husband works and my children go to school... I started some volunteering activities for the school my children attend but would like to see something else, have other opportunities if it's possible, stay within people, improve my English that is not so good and I wish one future day to start work me too.	
8	Reza				
9	Alanis				
10	Azhar				
11	John				
12	Laura			I'm a second year undergrad in the biological sciences. I am also an international student.	UofG
13	Dwight				
14	Roberta				
15	Maria		Mexico		Permanent resident
16	Nasrin		Bangladesh	Here I am writing you that its me and also my husband is a health care professional that is a Gynecologist from Bangladesh. We have been passing in Canada for 6 months. By this time I have completed ELT course from Woodgreen Immigrant Services Center,Danforth. I came to know about this program from a friend yesterday.	

17	Nasrin's Husband		Bangladesh		
18	Sharon		England		
19	John				
20	Melanie				
21	Jess				
22	Sonya				
23	Carmen				
24	Gayle				
25	Emily				
26	Pemi			I am an international student at the University of Guelph. I am in my first year and am really searching for a job right now. I am very interested in healthcare.	UofG
27	Marsha			I am very interested about this job seeking opportunity with potential employers in the health sector. This sounds like an excellent idea to learn more about the area, as well as meet some new friends who have similar objectives.	
28	Gbolahan		Nigeria		UofG
29	Shawn				Mount Forest
30	Jana	Host			County Staff
31	Mandy	Host			County Staff
32	Mark	Host			County Staff

Live and Work Wellington Bus Tour - 29 Oct, 2015

	First	Credentials	Country	E-mail Message	Notes
1	Sandy				
2	Esmira			I am with Immigrant Services until January 10th and looking for a job.	
3	Carlos				UofG
4	Sahar		South East Asia		
5	Sahars husband				
6	Paul			I currently work in Guelph, my fiancé and I have been looking to move to the county for some time.	
7	Cleso	Animal Scientist and Postdoctoral Researcher Fellow in Food Sciences, Department of Food Sciences			UofG
8	Helen		England		
9	Ernest	MSC Food, Agriculture & Resource Economics		Current graduate student	UofG graduate
10	Rachel			Recent graduate	UofG graduate
11	Park		South Korea	I am a newcomer who landed on June 29, 2013. I love the Wellington area, especially Fergus and Elora which I used to visit frequently during the weekends.	
12	Reza				
13	Azhar				
14	John				
15	John				
16	Kimberly				FERGUS
17	Nichole				FERGUS
18	Shawn				FERGUS
19	Bridgette				FERGUS
20	Henry				FERGUS
21	Brendon			I am an international undergraduate student. I am interested in the visit to Wellington County with the scope of learning and meeting with agricultural employers.	UofG

22	Staci				ELORA POTTERY
23	Robyn	Host			County Staff
24	Mandy	Host			County Staff
25	Mark	Host			County Staff
	Interested Persons				
	Mir	Fourth year international student in Environmental Sciences.		I am looking for a summer co-op and it would be great for me to get out there and network with potential employers or even just to see what employers are looking for.	
	Paul			My daughter is currently working away in aquaculture and is looking to return to the Wellington County area.	

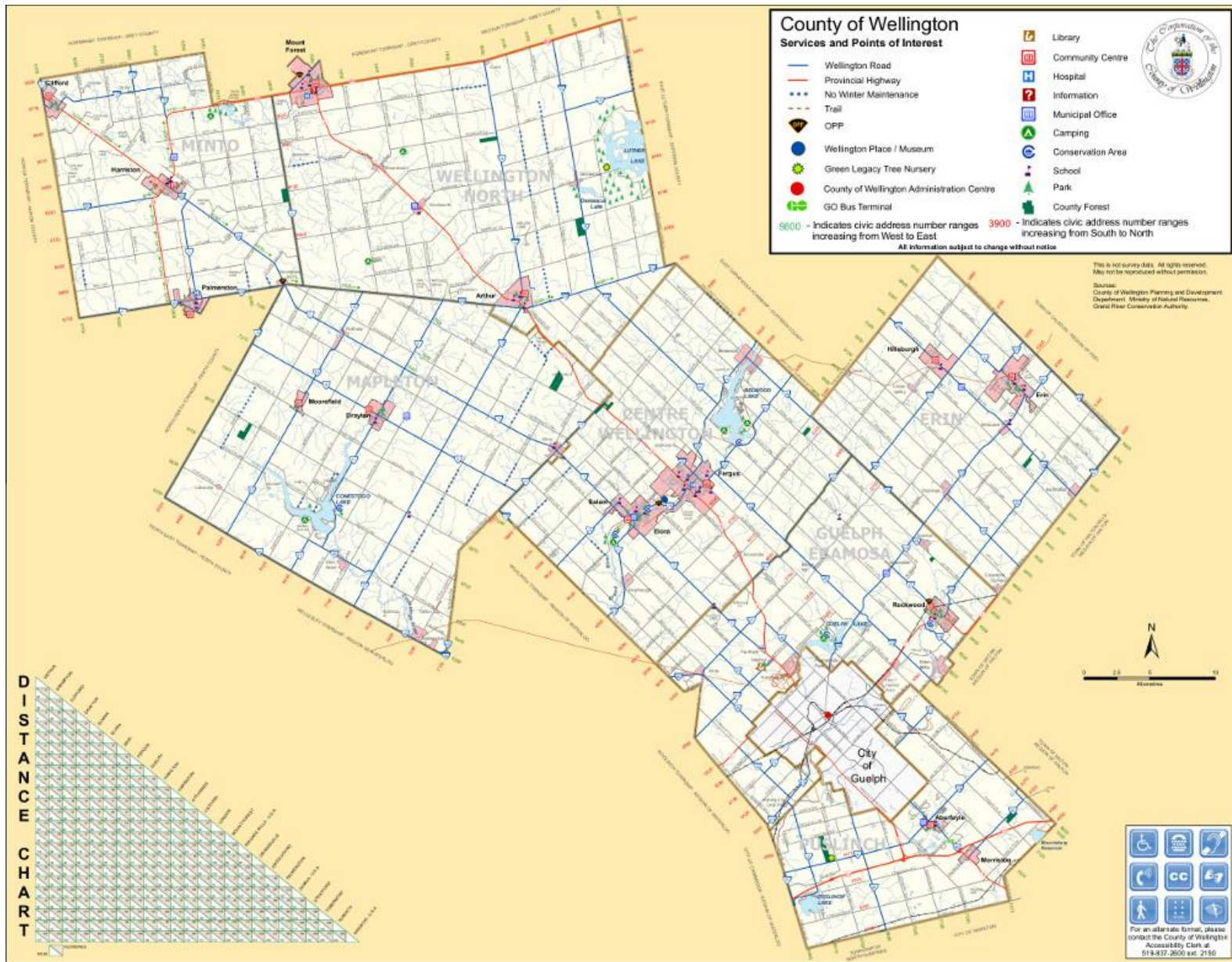


County of Wellington Credit Review 2015

**Economic Development
Presentation to Standard and Poor's
July 29, 2015**

Jana Reichert
Economic Development Officer
janar@wellington.ca
519.837.2600 x2525





Wellington Economic Profile

Municipalities:

7

Land area:

2,610km²

Population:

90,900

Businesses:

3,165

Households:

32,180

Labour force:

68,235

Job growth 2013-2014:

2.4%



County of Wellington

Credit Review 2015

1. 2014 Economic Development highlights
2. Socio Economic Update
3. Top Employers
4. Development Activity
5. Municipal Investments
6. A look ahead 2015 Wellington ED



Wellington Economic Development

The County of Wellington has been proactive in taking leadership in economic development planning (funding leveraged):

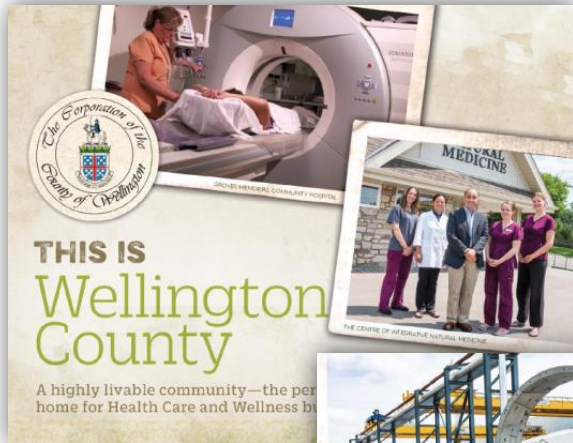
- 2012 Economic Development Strategy
- 2013-2016 Economic Development Strategy Implementation Plan
- 2013 Wellington Workforce Strategy (**\$10,000** ON Min. of ED)
- 2013 Wellington Business Directory (**\$2,500** ON Min. of ED)
- 2014 Wellington ED Webpage, business video testimonials (**\$15,000** ON Min. of ED)
- 2014 Wellington Employment Lands GIS
- 2014 Business Resource Map
- 2014 Countywide Business Retention and Expansion initiative with 278 in person business interviews (**\$25,000** ON Min. of ED) and
- Quarterly Wellington In Business News e-newsletters and business visits.

These have been **well planned, deliberate steps** that have provided knowledge and focused programming. (**\$52,500 total leveraged 2014**)



2014 Wellington ED Activities

Wellington Sector Investment Strategy and Profiles: four key sectors
(\$30,000 ON Min. of ED)



2015 Wellington ED Activities

In continuation with a focus on Wellington's investment readiness, Council has approved the following first-ever initiatives (funding leveraged):



Wellington Signage Plan
(**\$35,000** ON Min. of Rural Affairs confirmed June 2015)

2015 Wellington ED Activities

In continuation with a focus on Wellington's investment readiness, Council has approved the following first-ever initiatives (funding leveraged):

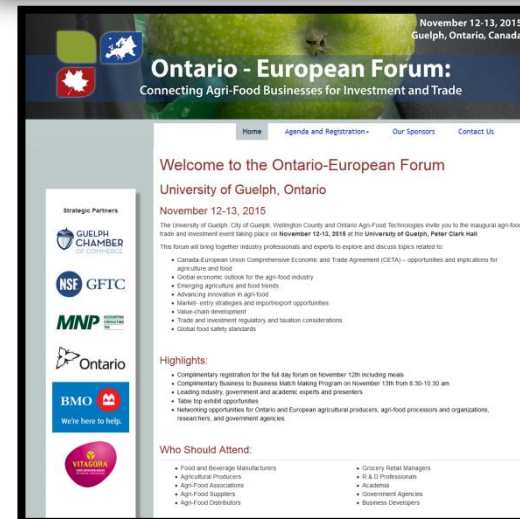


Wellington Talent Attraction
(\$18,000 ON Min. of Rural Affairs confirmed June 2015)

2015 Wellington ED Activities

- 160 in-person business visits (BR+E): 2015 focus on international subsidiaries and downtown retail establishments
- Wellington Economic Development Trade Show Booth (exchangeable based on audience and sector promoted)
- 2015 Investment Attraction Strategy
- Ontario-European Agri-Food Trade Forum Nov 11-12
- Taste Real enhanced business programming and promotional videos (\$11,910 ON Min. of Agriculture 2015)
- Wellington Festivals and Events (visitor/newcomer)
- Preparation for hosting International Plowing Match in 2016

www.experiencewellington.ca



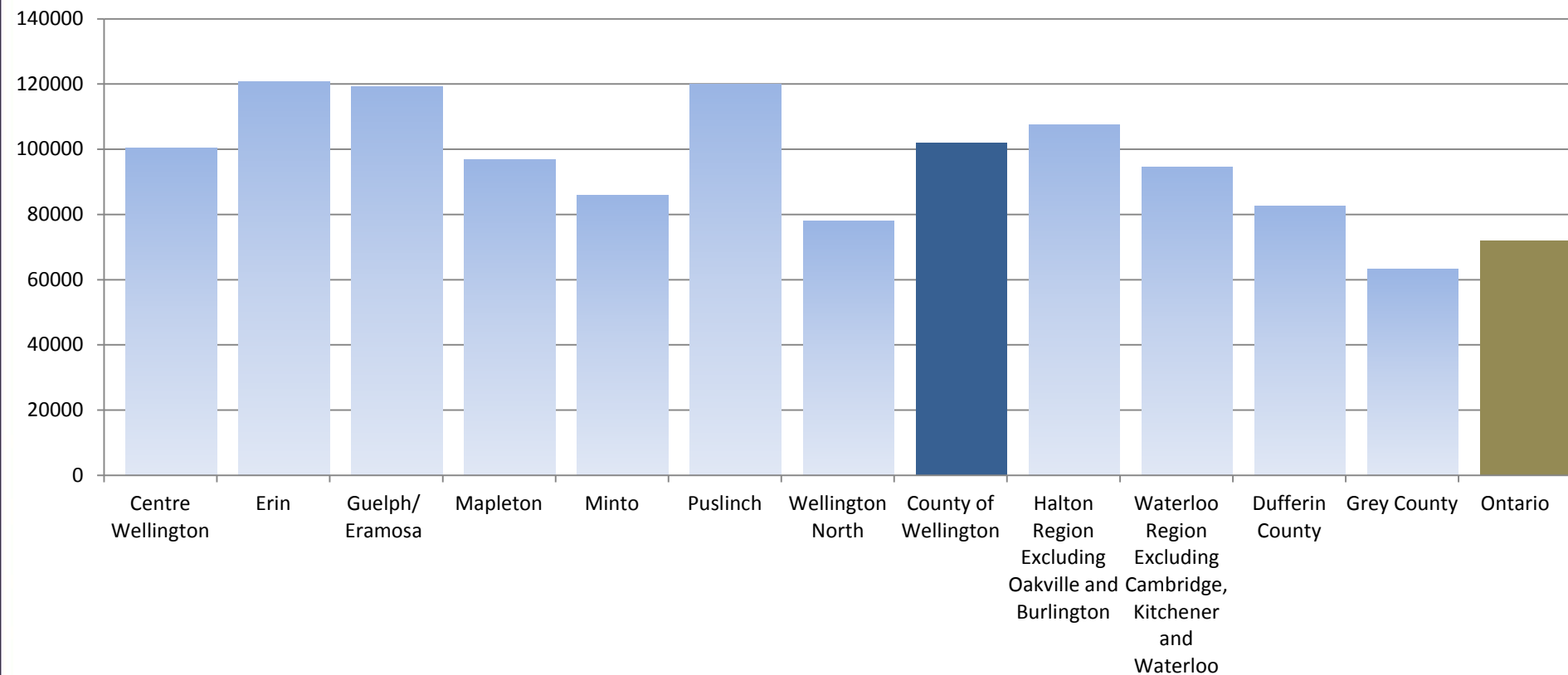
Wellington Demographics

	Population 2014	Population 2031	Households 2014
Centre Wellington	27,790	41,560	10,408
Erin	11,890	14,350	4,046
Guelph/ Eramosa	13,890	13,800	4,280
Mapleton	10,400	12,220	3,028
Minto	8,680	11,180	3,221
Puslinch	7,320	9,130	2,622
Wellington North	11,950	15,000	4,575
County of Wellington	90,900	117,200	32,150

“Wellington County is forecast to experience strong population growth over the next 30 years.”
(Watson & Associates Economists Ltd. May 5, 2015)

- Steady 1.5% annual growth equivalent to provincial rate.
- 3% or 2,750 population growth 2011 to 2014.
- Population forecasted to grow to 132,000 by 2036.

2015 Median Household Incomes Compared



Variable Name	DESCRIPTION	Ontario	Halton Region Excluding Oakville and Burlington	Perth County	Waterloo Region Excluding Cambridge, Kitchener and Waterloo	Grey County	Dufferin County	County of Wellington
IN_MHH	Median household total income (\$)	\$71,748	\$107,490	\$69,380	\$94,389	\$63,116	\$82,426	\$101,828

Source: Manifold Data Mining, July 2015

County of Wellington Credit Review 2015



Building Permits Issued for New Dwellings 2014

	Single Detached	Semi Detached	Row House	Apartment	Total
Centre Wellington	89	0	23	55	167
Erin	21	0	0	0	21
Guelph/Eramosa	32	0	16	0	48
Mapleton	18	0	7	0	25
Minto	17	4	0	0	21
Puslinch	21	0	0	0	21
Wellington North	18	2	3	0	23
Total	216	6	49	55	326

- 326 permits issued for new residential units in 2014 is the rebound anticipated from the previous year's 250 and is more in line with long term trends.
- Housing is forecast to increase from 31,190 in 2011 to 45,750 in 2036 (1.5% annually)
- Persons per unit will continue to trend downward but will stabilize post 2031

“Low density housing will comprise 75% of new residential construction in Wellington between 2011 and 2016.” (Watson & Associates Economists Ltd. May 5, 2015)

Wellington Residential Development Activity 2014

	Residential Construction Values 2012	Residential Construction Values 2013	Residential Construction Values 2014
Centre Wellington	\$48,663,330	\$23,818,880	\$43,395,868
Erin	\$21,335,350	\$13,204,531	\$15,927,481
Guelph/Eramosa	\$4,641,000	\$11,077,700	\$15,482,615
Mapleton	\$11,910,949	\$10,859,998	\$11,911,460
Minto	\$8,489,000	\$7,209,000	\$7,251,000
Puslinch	\$22,048,500	\$22,065,325	\$19,635,450
Wellington North	\$16,789,200	\$9,330,700	\$8,550,000
Total	\$133,877,329	\$97,566,134	\$122,153,874

Development activity received from municipal building officials



Wellington Workforce



Live and Work in Wellington Bus Tour

	2013	2014	% Growth
Labour force (x 1,000) ER3540	741.2	747.8	0.9%
Labour force (x 1,000) Ontario	7,383.80	7,418.60	0.5%

	Labour Force 2014 (72.1% participation rate)	% of County Labour Force
Centre Wellington	21,152	31.0%
Erin	9,211	13.5%
Guelph/ Eramosa	9,552	14.0%
Mapleton	7,710	11.3%
Minto	6,345	9.3%
Puslinch	5,390	7.9%
Wellington North	8,802	12.9%
County of Wellington	68,235	100%

Wellington Economy

WHY Wellington?

- Strategic location
- Proximity to market
- Quality transportation infrastructure
- Cost of doing business

(278 Business Retention and Expansion interviews)

“Wellington County’s economic performance since the 2008 downturn is one of the strongest in southern Ontario. “ (IA Strategy 2015)

FAST FACTS 2014

- 2.38% growth in jobs 2013 to 2014
- Higher than provincial levels of productivity (Ontario average \$84,582)
- Unemployment 2% below provincial rate and 0.9% below Economic Region (Barrie, KW, Guelph)

	2012	2013	2014	2015 (YTD)
Assessment Base (\$ M)	\$12,644	\$13,251	\$14,127	\$14,943
Unemployment rate (%) Wellington	4.1	5.4	4.7	4.4
Unemployment rate (%) ER3540	6.6	6.4	5.8	5.3
Unemployment rate (%) Ontario	7.9	7.6	7.3	6.4

Source: Labour Force Survey, WPBWWD.

	Jobs 2014	Job growth 2013 - 2014	2011 Productivity	Number of Businesses 2014
Centre Wellington	12,110	2.40%	\$91,640	758
Erin	3,891	4.00%	\$89,415	310
Guelph/ Eramosa	5,430	3.00%	\$89,916	582
Mapleton	4,848	1.60%	\$84,766	298
Minto	3,945	6.50%	\$84,043	465
Puslinch	5,123	4.20%	\$107,370	417
Wellington North	7,250	7.70%	\$91,425	335
County of Wellington	42,597	2.38%	\$91,225	3,165

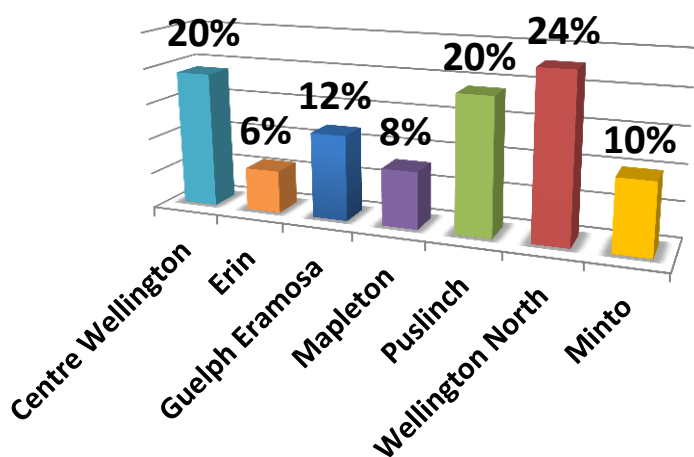
Source: Jobs (Manifold), Productivity (OMAFRA), Businesses (Wellington ED)



Wellington Employers

- Communication with our businesses = more accurate business directory
- Growing number of employers 2013-2014 (4.7% or 142 businesses)

**Location of Top Employers
>50 employees**



COMPANY NAME	EMPLOYEE SIZE RANGE	LOCATION	SECTOR	CHANGE
Grand River Raceway	90 summer, 25 winter	Centre Wellington	Equestrian and Spectator Sport	broken down to seasonal from just 110
Jefferson Elora Corporation	450	Centre Wellington	Manufacturing of automotive parts	50 +
OLG Slots at Grand River Raceway	180 summer, 160 winter	Centre Wellington	Casino	broken down to seasonal from just 110
Target	100	Centre Wellington	Retail	closed (100 -)
The Gund Company (Canada) TGC Canada	41	Centre Wellington	Manufacturing of electrical and thermal insulation materials	18 - (transferred some back to their head office, admin functions mostly.)
Wallenstein Feed & Supply	180	Mapleton	Agriculture	10 +
Brenmar Transit	4 FT/ 60 PT	Minto	Transportation	2 +
Farm Fresh Poultry	68 FT/ 2 PT	Minto	Agriculture	3 +
Palmerston Hospital	78 Reg PT/ 39 Cas PT/ 3 Temp	Minto	Health care	7 + (plus Casual and Part time now added)
MAMMOET Crane	400	Puslinch	Crane Rental, heavy lifting and transport specialist.	added
Birmingham Retirement Community Mount Forest	50-99	Wellington North	Health care	range upped
Canadian Tire Corp	50-99	Wellington North	Retail	range upped
Copernicus Educational Products	50-99	Wellington North	Manufacturing of educational products	range upped
Excell Stamping Inc	50-99	Wellington North		added
Golden Valley Farms Inc.	100-299	Wellington North	Agriculture	range upped
Upper Grand District School Board	100-299	Wellington North	Education	range upped
Wellington Catholic District School Board	50-99	Wellington North	Education	added

Top Employers 2015

CENTRE WELLINGTON	EMPLOYEE SIZE RANGE	SECTOR
Belwood Lodge & Camp	60 Seasonal	Recreational Camp
Canadian Tire Corporation	20 FT, 60 PT	Retail
Caressant Care – Fergus	95	Health care
Centre Wellington District High School	120	Education
Fresh Co. – Fergus	55	Retail
Grand River Raceway	90 summer, 25 winter	Equestrian and Spectator Sport
Groves Memorial Community Hospital/North Wellington Healthcare Alliance	107 FT + 169 PT	Health care
Guelph Utility Pole	50	Manufacturing of wood products
Hunter Amenities International Soap Plant	65 FT, 12 PT	Manufacturing of consumer products
Jefferson Elora Corporation	450	Manufacturing of automotive parts
McDonald's – Fergus	80	Retail – food
Nexans Canada Inc.	215	Manufacturing of electrical cables
OLG Slots at Grand River Raceway	180 summer, 160 winter	Casino
Polycorp Ltd.	160	Manufacturing of engineered polymer products
RR Donnelly	140	Business Forms Printing
The Gund Co (Canada) TGC Canada	41	Manufacturing of electrical and thermal insulation materials
Township of Centre Wellington	105 FT + 87 PT +48 Volunteer Firefighters	Government
Wellington Terrace Long-term Care Home	280	Health care
Zehrs Markets – Fergus	186	Retail

ERIN	EMPLOYEE SIZE RANGE	SECTOR
Angelstone Farms Inc.	50-99	Agricultural – Equestrian
Denny Bus Lines	120	Transportation
East Wellington Family Health Team: Erin Clinic	50	Health care
Erin District High School	59	Education
Foodland	55	Retail
Town of Erin	60	Government

GUELPH/ERAMOSA	EMPLOYEE SIZE RANGE	SECTOR
Danby	100	Manufacturing of appliances
Drexler Construction Ltd.	130	Construction
EastGen	175	Agriculture
Eden House Care Facility Ltd.	85-90	Health care
Encora Enterprises/Nature's Palette	59	Landscape construction and excavating
Ex-L Excavating	50	Construction
Fortress Trucking	76	Transportation
Herwynen Saw Mill	52	Manufacturing of wood products
Meadowville Garden Centre	50	Agriculture – garden centre
Organic Meadow	50-99	Other Grocery and Related Products
Puresource Inc.	90	Manufacturing and distribution of natural wellness products
Sodrox	52	Distributor of chemicals
Walinga	200	Transportation

*Companies in **bold** are top corporate tax payers



Top Employers cont'd

MAPLETON	EMPLOYEE SIZE RANGE	SECTOR
Drayton Festival Theatre Inc.	80-130	Arts and Entertainment
Mar-Span Home Hardware Building Centre	50 + 10-15 additional summer employees	Retail
Nieuwland Feed & Supply Ltd	60	Agriculture
Norwell Dairy Systems Ltd.	75	Agriculture
Rothsay	50-99	Agricultural recycling
The Murray Group	100	Paving Contractor
Township of Mapleton	27 FT + 112 PT	Government
Wallenstein Feed & Supply	180	Agriculture



MINTO	EMPLOYEE SIZE RANGE	SECTOR
Brenmar Transit	4 FT/ 60 PT	Transportation
Caessant Care	98	Health care
Farm Fresh Poultry	68 FT/ 2 PT	Agriculture
Palmerston Hospital	78 Reg PT/ 39 Cas PT/ 3 Temp	Health care
Pike Lake Golf and Country Club	32 FT + 68 seasonal PT	Recreation
Royal Terrace	96	Health care
TG Minto	600	Manufacturing
Town of Minto	51 same	Government
UGDSB – Minto	158	Education
Wightman Telecom Ltd	85	Telecommunications provider

*Companies in **bold** are top corporate tax payers



Top Employers cont'd

PUSLINCH	EMPLOYEE SIZE RANGE	SECTOR
Barco Materials Handling Ltd.	130	Manufacturing of hardwood and softwood pallets, skids and crates
CasCade Canada Ltd.	170	Manufacturing of material handling equipment
Cherry Forest Products	130	Manufacturing of lumber
Con Cast Pipe	150	Manufacturing of concrete piping
Edward Jones	100-299	Financial
Hammond Power Solutions	50-99	Manufacturing of dry-type transformers
Llewellyn Security	150	Security systems and technology
MAMMOET Crane	400	Crane Rental, heavy lifting and transport specialist
Maple Leaf Foods	112 plant + 29 lab	Food Storage
Nestle Waters Canada	100	Manufacturing of soft drinks
North America Construction Ltd.	80	Construction
Pentalift Equipment Corporation	50-99	Manufacturing of loading dock and materials handling equipment
Royal Canin Canada Company	200	Manufacturing of dog and cat food
Russell Metals	50-99	Processing and distributing of metals
Schneider National	300+	Transportation
TCA Technologies Inc.	50	Manufacturing of industrial automation equipment
Township of Puslinch	15 or 95-100 with PT + firefighters	Government
TransX Group	50-99	Transportation and logistics
Tytan Glove & Safety Inc.	50-99	Manufacturing of safety equipment

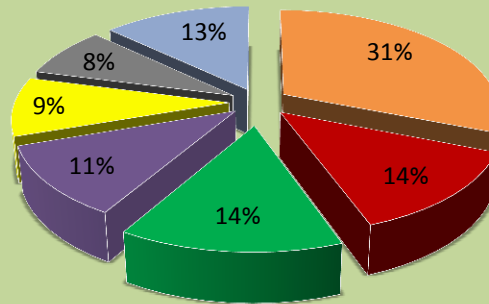
WELLINGTON NORTH	EMPLOYEE SIZE RANGE	SECTOR
All Treat Farms	50-99	Agriculture
Birmingham Retirement Community Mount Forest	50-99	Health care
Canadian Tire Corp	50-99	Retail
Caressant Care Arthur	50-99	Health care
Copernicus Educational Products	50-99	Manufacturing of educational products
Dana Long Manufacturing Ltd.	100-299	Manufacturing of thermal products
Excell Stamping Inc.	50-99	Medium to heavy gauge stamping plant
Foodland Mount Forest	50-99	Retail
Golden Valley Farms Inc.	100-299	Agriculture
Ivan Armstrong Trucking	50-99	Transportation
Mount Forest Family Health Team	50-99	Health care
Musashi Auto Parts Canada Inc.	100-299	Manufacturing of auto parts
North Wellington Health Care	100-299	Health care
Quality Homes	100-299	Design and manufacturing of homes and cottages
Saugeen Valley Nursing Home	100-299	Health care
Solowave Design – Big Backyard	50-99	Design and manufacturing of outdoor living products
Tim & Heather's No Frills	50-99	Retail
Township of Wellington North	50-99	Government
Upper Grand District School Board	100-299	Education
Viking-Cives Ltd.	100-299	Manufacturing of snow and ice control equipment
Vintex Inc.	100-299	Manufacturing of coated textile fabrics
Waste Management of Canada	50-99	Waste collection
Wellington Catholic District School Board	50-99	Education

*Companies in **bold** are top corporate tax payers

Resident Labour Force vs Local Jobs 2014

Wellington Labour Force

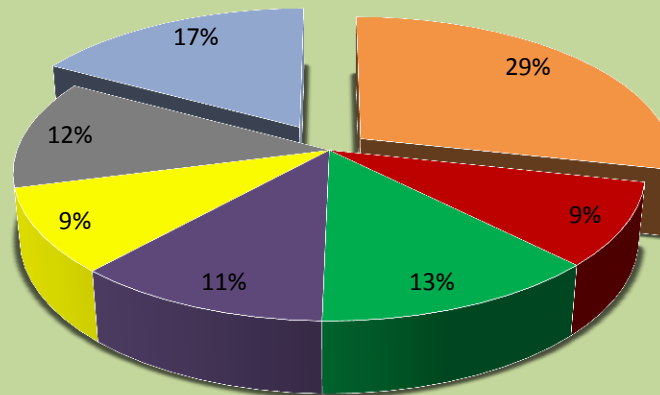
68,235



- Centre Wellington
- Erin
- Guelph/Eramosa
- Mapleton
- Minto
- Puslinch
- Wellington North

Wellington Jobs

42,597



- Centre Wellington
- Erin
- Guelph/ Eramosa
- Mapleton
- Minto
- Puslinch
- Wellington North

Wellington Employment

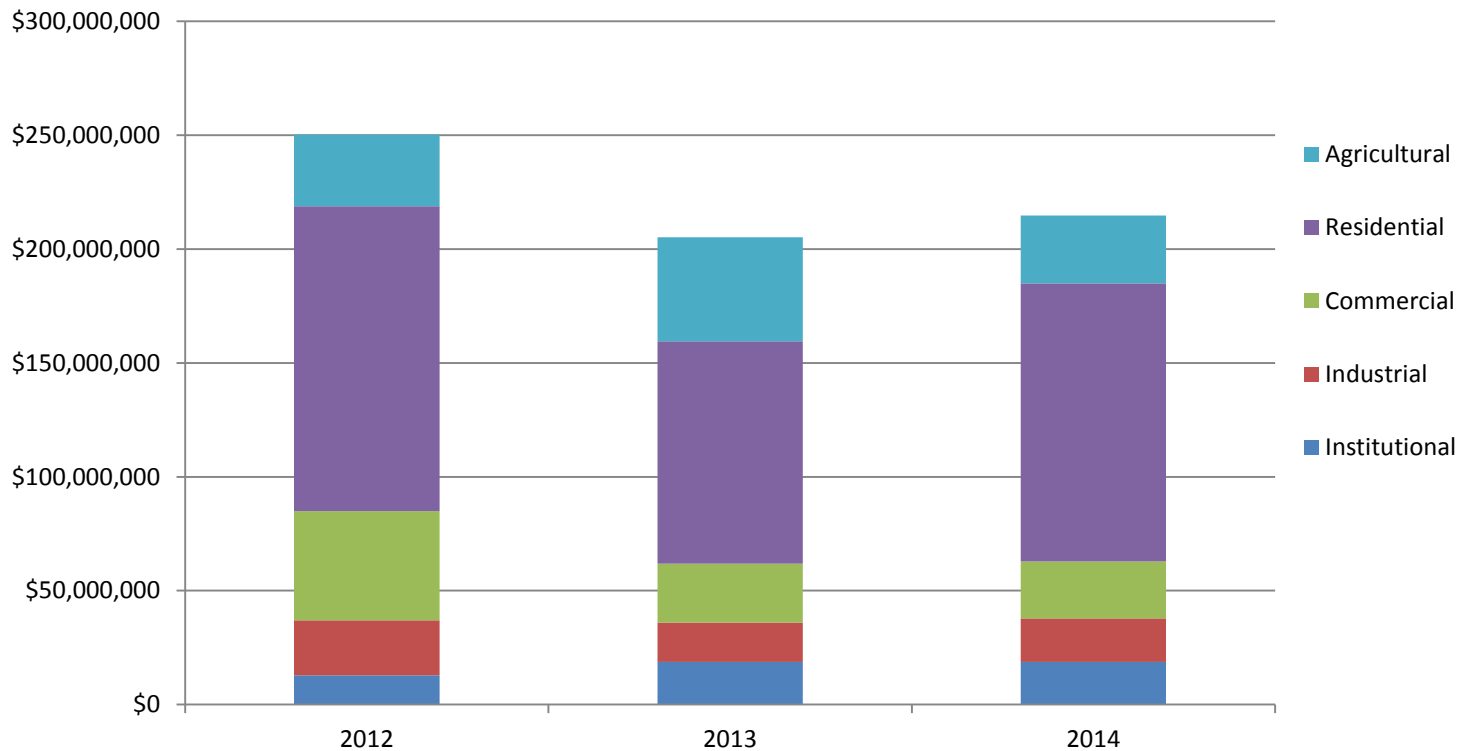
	Total jobs	Growth 2013 -2014
Centre Wellington	12,110	2.40%
Erin	3,891	4.00%
Guelph/Eramosa	5,430	3.00%
Mapleton	4,848	1.60%
Minto	3,945	6.50%
Puslinch	5,123	4.20%
Wellington North	7,250	7.70%
Wellington County	42, 597	2.38%

“As the County’s employment activity rate increases, we can expect growth in population serving sectors (health care, food services, personal services and retail).”

(Watson & Associates Economists Ltd. May 5, 2015)

Wellington Historical Building Activity

Wellington Building Permit Values 2012-2014



Wellington Manufacturing

- Largest sector 7,281 jobs (17% of all Wellington jobs)
- 15% growth from 2009 (cf 2% decline in Ontario)
- High concentration LQ 1.8 (double provincial avg)
- Employment at most existing manufacturers has grown, with some firms undertaking notable expansions over the past five years (Wellington Investment Attraction Strategy 2015)

Sub-sectors of significant concentration and growth:

1. Motor Vehicle Parts
2. Animal Food
3. Agricultural machinery
4. Plastics
5. Food and Bev
6. Non-Food (wood, non-ferrous metal, cement, ventilation, heating)

“Wellington is forecast to experience steady industrial growth over the long term, job growth related to small/medium scale technology intensive manufacturing.”
(Watson & Associates Economists Ltd. May 5, 2015)



Wellington Manufacturing



TG Minto Corporation

- Japanese owned OEM
- operating in the community for 11 – 25 years
- 300+ employees at this location
- 50,000 sqft expansion in 2014

Wellington Agriculture

- 2nd largest sector 6,095 jobs (14% of all County jobs)
- 41% job growth from 2009 (cf 7% growth in Ontario)
- High concentration LQ 10.39 (10 times provincial avg)
- Significant gains in oilseed and grain farming
- Supply managed prices stable and/or rising

“Compared with the province, the number of farms in Wellington are decreasing at a slower rate and the size of farms are still smaller. This is a great position to be in.”
(Gerry Horst, OMAFRA Field Rep.)

Farms down, Farm Receipts up (\$653.6 Million)

Industry Group	2011	2006	Change	Percent by Industry - 2011	Percent by Industry - 2006
Cattle ranching and farming	786	905	-119	31.3%	35.0%
Hog and pig farming	120	192	-72	4.8%	7.4%
Poultry and egg production	166	152	14	6.6%	5.9%
Sheep and goat farming	83	59	24	3.3%	2.3%
Other animal production	453	490	-37	18.0%	18.9%
Oilseed and grain farming	548	414	134	21.8%	16.0%
Vegetable and melon farming	22	25	-3	0.9%	1.0%
Fruit and tree nut farming	15	17	-2	0.6%	0.7%
Greenhouse, nursery and floriculture production	72	89	-17	2.9%	3.4%
Crop farming	246	245	1	9.8%	9.5%
Total Number of Farms	2,511	2,588	-77	100.0%	100.0%

Source: Census of Agriculture, 2011, 2006

Opportunities: soy varieties to answer food and industrial market requirements, volume crushing, ethnic markets, Taste Real, international leadership in research. Equine: highest number of horses in ON, industry diversity, skills and facilities.

Wellington Agriculture

- Highest number of farms in Ontario
- 2nd highest farm gate sales
- Niagara (grapes), Simcoe (muck soil), Grey/Bruce (pasture) -
- Wellington still King of the diversified farm (contributes to Taste Real success)
- Ontario's chicken producing region (\$109M)
- More supply managed farms, more market gardens, great jobs (ie: Wallenstein Feed Mill PhD nutritionists balancing rations for feed medication).
- Substantial cluster advantages: equipment manufacturing, services, sales, accounting, insurance, health. Farmers come to Wellington for boots, dairy equipment, consulting services etc.

Concentration and Job Growth 2009-2014

1. Biologists and related scientists
2. Veterinarians
3. Landscape and hort technicians and specialists
4. Veterinary and animal health technicians and specialists
5. Ag consultants and specialists
6. Biological technologists and technicians



Wallenstein Feed and Supply Ltd.

- Rated Wellington as excellent place to do business
- In operation for over 35 years
- Canada's largest independent feed mill
- 2014 Expansion led to 20 new employees in 2014, 20 in 2015, 20 in 2016
- Communities top advantage as a place to do business is access to good employees

Agricultural Development Activity 2014

	Agricultural Construction Values 2012	Agricultural Construction Values 2013	Agricultural Construction Values 2014
Centre Wellington	\$6,101,500	\$26,783,000	\$5,593,500
Erin	\$4,727,500	\$2,603,700	\$1,801,750
Guelph/Eramosa	\$1,958,600	\$1,630,000	\$2,528,000
Mapleton	\$11,367,237	\$8,817,927	\$11,882,835
Minto	\$3,396,000	\$2,662,000	\$1,045,000
Puslinch	\$388,000	\$0	\$0
Wellington North	\$7,859,780	\$3,181,100	\$6,880,600
Total	\$31,498,617	\$45,677,727	\$29,731,685

Centre Wellington	new bunker silo, grain storage, 3 new broiler barns, riding arena, farm and storage shops.
Erin	New grain storage, horse barn, 4 new horse stalls, riding arena
Guelph/Eramosa	(ag storage building) (new dairy barn) (Pig barn) (Chicken barn)
Mapleton	(3 new chicken barns, \$600,000 each, rebuilds, 2 new dairy barns, 2 new turkey barns, new hog barn)
Wellington North	(poultry barn, calf barn, 1 new manure storage, one shift from res to com ag)

Wellington Health Care

- 3,828 jobs (9% of all Wellington jobs)
- 17.5% growth from 2009 (cf 10% growth in Ontario)
- Location quotient 0.9 (10 times provincial avg)
- Further development of Wellington Place will present opportunities to attract health care related businesses.

“The County’s health care infrastructure; hospitals, long term care and clinics, is a vital asset, including when it comes to attracting and retaining talent.”

(Investment Attraction Strategy 2015)

Mango Tree Family Health Team

- Rated Community as excellent place to do business
- Will expand Puslinch location to add a pharmacy- 1,000 sqft. Added a nurse practitioner to Puslinch office.
- The outlook for this industry is growing, the main reason is due to aging population and the fact they became a Family Health Team which allows them to offer more services



Professional Creative Services

- 2,210 jobs (9% of all County jobs)
- 17% growth from 2009 (cf 10.1% growth in Ontario)
- Location quotient 0.68
- 770 labour force 2014, increasing by 89 or 13% from 2009

4% annual growth forecast in professional business services Canadian GDP to 2022, compared to an average of 2.5% for other industries.

High-speed internet investment - 2014 Wellington invested \$200,000 into SWIFT (South West Integrated Fibre Technology). Project seeks to bring high capacity, universal fibre optic infrastructure to the entire southwest region – regardless of population density.

Wellington is exceptionally well placed to attract creative and independent individuals. These people will be looking for:

- digitally and geographically accessible locations;
- rural and small town environments;
- nearby urban amenities;
- reasonable access to a major international airport; and
- access to services and shopping found in a major North American metro.

These occupations include professional, scientific and technical services, educational services and information and cultural industries.

Wellington Commercial Development Activity 2014

	Commercial Construction Values 2012	Commercial Construction Values 2013	Commercial Construction Values 2014
Centre Wellington	\$8,914,370	\$3,154,000	\$2,751,400
Erin	\$51,000	\$1,405,000	\$2,014,000
Guelph/Eramosa	\$200,000	\$6,175,000	\$12,725,000
Mapleton	\$372,000	\$100,000	\$202,000
Minto	\$427,000	\$1,306,000	\$2,343,000
Puslinch	\$37,597,000	\$13,526,000	\$4,020,000
Wellington North	\$461,391	\$212,690	\$846,000
Total	\$48,022,761	\$25,878,690	\$24,901,400

Centre Wellington

Erin

Guelph/Eramosa

Mapleton

Minto

Puslinch

Wellington North

Wellington Industrial Development Activity 2014

	Industrial Construction Values 2012	Industrial Construction Values 2013	Industrial Construction Values 2014
Centre Wellington	\$10,554,100	\$420,000	\$6,633,900
Erin	\$1,465,000	\$1,655,700	\$1,472,000
Guelph/Eramosa	\$2,290,000	\$1,791,000	\$4,000,000
Mapleton	\$3,675,423	\$5,512,384	\$1,609,000
Minto	\$2,600,000	\$3,208,000	\$3,138,000
Puslinch	\$3,088,000	\$265,000	\$1,152,397
Wellington North	\$378,000	\$4,465,980	\$1,200,500
Total	\$24,050,523	\$17,318,064	\$19,205,797

Centre Wellington
Guelph/Eramosa
Mapleton
Minto
Puslinch
Wellington North



Wellington Institutional Development Activity 2014

	Institutional Construction Values 2012	Institutional Construction Values 2013	Institutional Construction Values 2014
Centre Wellington	\$3,465,500	\$8,216,000	\$5,792,850
Erin	\$515,000	\$1,400,000	\$433,000
Guelph/Eramosa	\$1,101,000	\$7,038,000	\$11,589,750
Mapleton	\$0	\$720,000	\$6,000
Minto	\$7,492,000	\$705,000	\$581,000
Puslinch	\$23,000	\$0	\$0
Wellington North	\$289,430	\$659,550	\$305,000
Total	\$12,885,930	\$18,738,550	\$18,707,600

Centre Wellington

Erin

Guelph/Eramosa

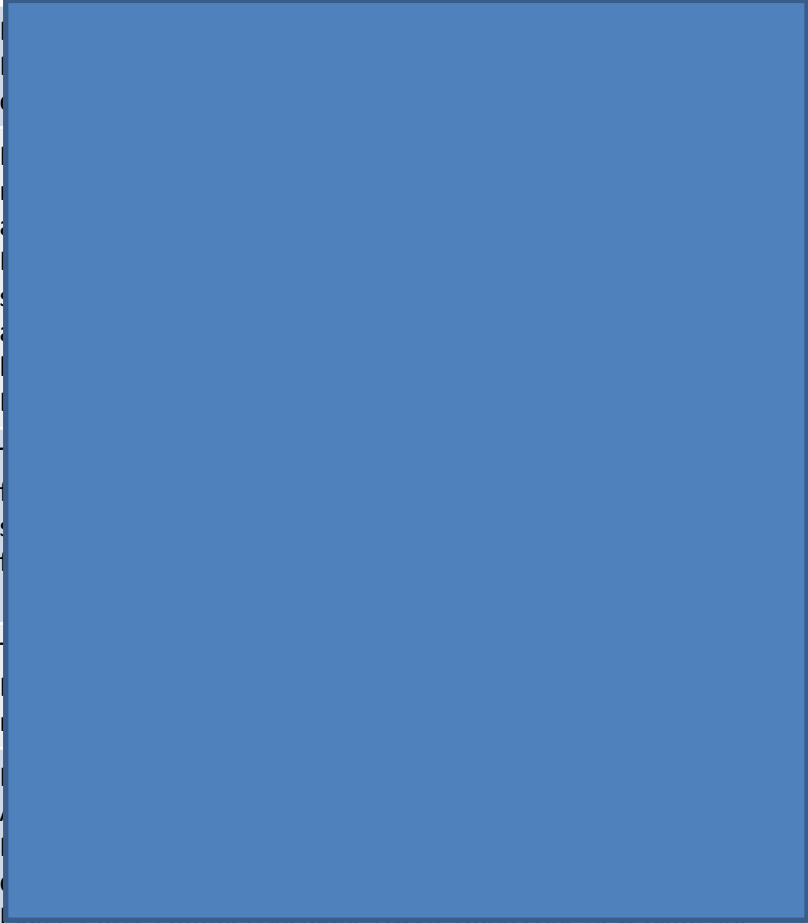


A look ahead – Heading into Q3 2015

Positive Signals – Building Activity to date

YTD June 2015 vs YTD June 2014 Building Permits in Wellington County

	Number of Permits	Construction Value
Town of Minto	Increase	Increase
Township of Wellington North	Decrease	Decrease
Township of Mapleton	Increase	Increase
Township of Centre Wellington	Increase	Increase
Township of Guelph Eramosa	Status Quo	Status Quo
Township of Puslinch	Increase	Decrease
Town of Erin	Increase	Increase

Municipality	2015 Expansions
Centre Wellington	
Mapleton	
Minto	
Puslinch	
Wellington North	

2015 Municipal Land Servicing and ED Projects

Municipality	2015 Municipal Economic Development Projects	Employment Lands (1,354 developable acres)
Centre Wellington	Reconstructing a SWM pond to service Gregson Court lands. New economic development taskforce reviewing all employment lands to determine process to bring to market. Review of all fees and charges. CIP launched May 2015: 3 applications 4:1 ROI. Urban Design Guidelines launched. New jobs and housing portal launched June.	230
Erin	Erin Community Profile, First Impressions Community Exchange with Mount Forest, ED Committee.	112
Guelph/Eramosa	Complete bylaw consolidation and bylaw review.	294
Mapleton	First ever Mapleton Community Profile, branding project and municipal flag.	103
Minto	Started EA process to extend John St. in Harriston Industrial Park (11 acres). Accepted into Certified Site programme (greater potential to attract FDI and covers 50% certification cost).	141
Puslinch	Township Strategic Plan. Completion of Community Improvement Plan.	174
Wellington North	Municipal Solar Programme resulting in annual revenue to township of over \$50,000 per year. Renew Northern Wellington subsidized rent for new business programme to fill empty storefronts in downtowns.	300

Moneysense Magazine

Canada's Best Places to Live 2015

Centre Wellington (52) and Erin (76) are ranked in the top 209 cities for 2015.

103 points available (top community garnered 71 points)

Rating factors:

- Population growth
- Walk/bike to work
- Crime
- Housing
- Unemployment
- Household income
- Weather
- New cars
- Doctors
- Culture

52	Centre Wellington	ON	↑	Small
53	Saint-Georges	QC	↓	Small
54	Coquitlam	BC	↑	Medium
55	Medicine Hat	AB	↑	Small
56	Caledon	ON	↓	Small
57	Milton	ON	↓	Medium
58	Cobourg	ON	↑	Small
59	Terrebonne	QC	↓	Medium
60	Laval	QC	↑	Large
61	Mississauga	ON	↑	Large
62	Clarington	ON	↓	Small
63	Richmond	BC	↓	Medium
64	Brooks	AB	↑	Small
65	Maple Ridge	BC	↓	Small
66	Langley	BC	↑	Medium
67	Halifax	NS	↓	Large
68	Saint-Hyacinthe	QC	↓	Small
68	Burnaby	BC	↑	Medium
70	Moose Jaw	SK	↓	Small
71	Markham	ON	↑	Medium
72	Peterborough	ON	↑	Medium
73	New Westminster	BC	↑	Small
74	Squamish	BC	↑	Small
75	Red Deer	AB	↓	Medium
76	Erin	ON	NEW	Small

Wellington Waterloo Community Futures Development Corporation

WWCFDC	2013/2014 year	2014/2015/year
Loans requested	42	38
Loans advanced	24	27
Average value of loan	\$67,783	\$49,351
Number of businesses assisted	588	239
Jobs created/maintained	678	760
Loans repaid	\$1,400,000	\$1,300,000
Loan loss	6.0%	4.5%

- ✓ Higher number of loans demanded for lower amounts
- ✓ Small/medium enterprises creating more jobs
- ✓ Low loan loss ratio

In addition to directly impacting new business in Wellington, the WWCFDC received \$15,000 in 2014 to assist with the following:

- Assistance with the Workforce Strategy, Source it Here Taste Real business event and Wellington Company tour 2014.
- Coordination and minute taking for the Wellington Municipal Economic Development Group monthly meetings
- Business training and mentorship available for rural Wellington businesses connected via the BR+E



County Fund for Municipal BR+E Projects 2014

Municipality	Localized Project Identified via BR+E	Leveraged
Centre Wellington	Video of Centre Wellington; Community Economic Profile.	
Erin	Hire EDO; Completion of Community Profile; First Expressions Community Exchange; BR+E follow up.	\$39,000 Town of Erin
Guelph/Eramosa	Bylaw review and consolidation – includes creation of online zoning maps and information packages.	
Mapleton	Municipal Cultural Plan.	\$15,000 Township of Mapleton
Minto	LaunchIt Business Incubator; Move back to Minto alumni marketing campaign.	\$53,025 Province, rent income, Chamber and Town
Puslinch	Puslinch Community Improvement Plan.	\$15,000 RED Fund (ON Min. Rural Affairs)
Wellington North	Community Improvement Plan expansion to Kenilworth (10 applications worth \$87,345); Signage and Strategic Plan; Advertising, incorporation fees and hiring coordinator to fill commercial storefronts.	\$58,300 Trillium, \$5,000 Township
	Initial County investment of \$165,000 (13% ROI)	\$173,325 total leveraged

Investing in our Communities 2014



2014 Capital Expenditures
(in millions)



Investment in Significant Economic Transportation Routes

WR 124 between City of Guelph and Township of Guelph Eramosa

Annual traffic: 8,116 cars

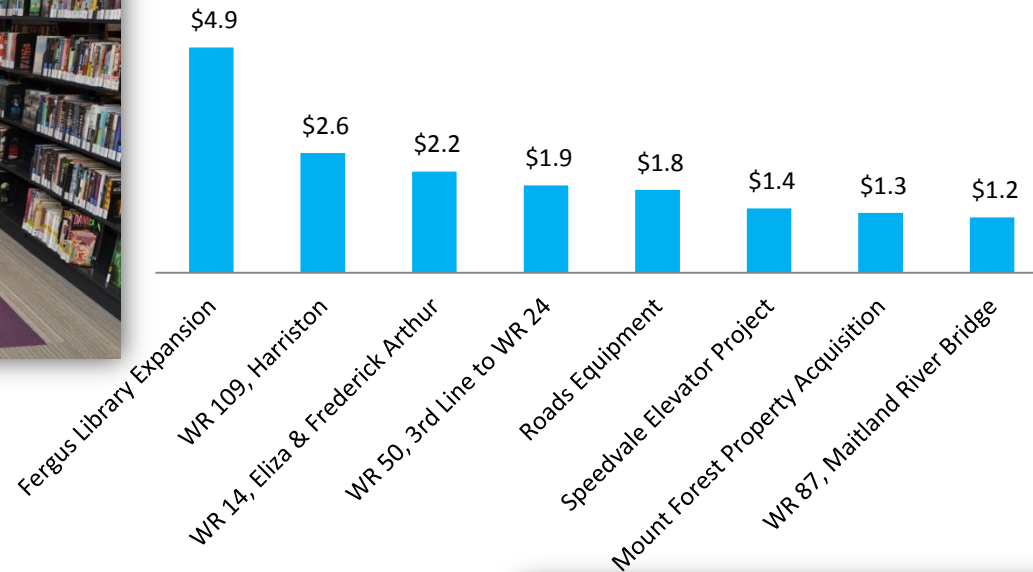
WR 7 through the sections with the new passing lanes

Annual traffic: 8,514 cars



Investing in our Communities 2015

Capital Asset Additions 2015
(in millions)



Investment in Significant Economic Transportation Routes

WR 109 (Elora Street, Harriston) for the work currently being completed. Annual traffic: 6,359 cars

Facilitation of Private Sector Coalition to push for Morriston Bypass

Collaborative effort led by regional business impacted by the traffic congestion in Morriston.



Wellington County

- Continued ED initiatives supported by local business
- Assisting the local municipalities via funding, communication and collaboration
- Growing business base
- Engaged business community
- Continued investment by existing and new businesses
- Investment Attraction beginning 2015
- Low unemployment
- Capital investments to support economic infrastructure
- Supportive and ambitious Council





Thank you

**Economic Development
Presentation to Standard and Poor's
July 29, 2015**

Jana Reichert
Economic Development Officer
janar@wellington.ca
519.837.2600 x2525



To: Jana Burns
Economic Development Officer
County Wellington
74 Woolwich Street
Guelph ON N1H 3T9
T 519.837.2600 x 2525

Re: Innovation Guelph Request for Financial Support

Nov. 10, 2015

Innovation Guelph is spearheading approaches for prosperity and community wellbeing.

Our organization prides itself on being innovative, action oriented, and in tune with the needs of growth-oriented enterprise. We are thought leaders in building and growing Guelph and Wellington County's entrepreneur ecosystem. We recognize that to achieve our goals we must engage our municipal partners, who share our values, and want to actively cultivate the economic prosperity and wellbeing of this region.

Innovation Guelph's region of focus includes Guelph, Wellington, and Dufferin Counties. We recognize the importance of growing the entrepreneur pool outside of the City of Guelph. As such we actively reach out to start-ups and small- and medium-sized enterprises (SMEs) across Wellington County.

Wellington County has shown leadership in developing a business retention and expansion program that looks to respond to the real, on-the-ground, needs of businesses in the region. This aligns well with Innovation Guelph's services, offered through our Speedway™ suite of programs. In fact, right now IG is servicing 10 Wellington County-based companies. Ultimately we care about the businesses we engage and celebrate with our ecosystem partners when they achieve revenue and job growth.

Please review the full scope of how Innovation Guelph currently provides benefit to Guelph & Wellington County in the document attached to this letter. A list of Wellington County businesses currently working with Innovation Guelph has been included to illustrate the types of projects underway and highlight success already achieved. Also presented is an engagement approach for further developing our partnership over the next year.

Thank you for being an active partner in our regional business ecosystem. Please contact me at your convenience to discuss this proposal. Innovation Guelph is here to work with you to find the most effective engagement strategy.



JAMES DORAN
CEO, INNOVATION GUELPH
james.doran@innovationguelph.ca

Request for Support Proposal Innovation Guelph & County Wellington

Municipal Financial Contributions

Most Regional Innovation Centres (RICs) are financially supported by their municipalities which helps them maintain and grow their regional business ecosystems. IG is actively seeking support from our regional stakeholders this year.

Financial support from the County Wellington will regularize our relationship with the County to ensure the ongoing growth and stability of the innovation-support sector that IG is building for our common region. It will speak to local partnership strength and our collective capacity to deliver on common goals.

Why Support for Innovation Guelph Matters

1. Financial support and continued partnership provides long-term stability to maintain and grow Innovation Guelph as a core institution and focal point of the Guelph's regional business ecosystem.
2. Innovation Guelph and the region work together to achieve common goals – Prosperity 2020; BR&E; Grow Guelph, etc.
3. Innovation Guelph's programs and initiatives drive growth for our region and provide real metrics (data) on job creation, company revenue/growth, new products, and new innovations.
4. Innovation Guelph brings investment dollars to the region to support the growth of our business ecosystem [programs, infrastructure, and resources] – funds flow directly to Innovation Guelph or to partners like U of G, Conestoga College, 10 Carden St, GWBEC, etc.
5. Innovation Guelph brings investment dollars to the region's entrepreneurs and companies. The spin-off benefits are company growth, job creation, and tax income for the region.
6. Financial support from the region is leveraged against provincial and federal dollars to deliver a multiplier on the ROI.

Request

Innovation Guelph is seeking **\$20,000 per annum** and if possible a three year commitment from Wellington County. This will be leveraged against IG's existing funding and revenue (totalling ~\$1.25M/annum); over 60X Return on Investment. Support is also being sought from the City of Guelph and Dufferin County.

Engagement Components

This partnership with Wellington County is made up of a multifaceted engagement approach that provides flexibility and responsiveness to the needs of the County. We are seeking to expand our work with Wellington County and pursue the common goal of increasing economic growth and community wellbeing across the region. Please refer to the section entitled: **About Innovation Guelph** for details about our existing programs and initiatives.

This proposed engagement strategy includes:

Regional Strategy

- Active participation of IG management (CEO) on County strategic planning initiatives or special projects.
- Involvement of County economic development staff in Innovation Guelph's strategic planning.

Advisory Roles

- County representative participation on Fast Lane [SME scale-up support program] Advisory Committee;
- County representative participation on Fuel Injection [new seed fund program] Advisory or Application Review Committees;

Client and IG Team Engagement

- **Direct Engagement:** Regular and meaningful interactions with mentors, staff, and Wellington County based clients, as a cooperative and collaborative approach to tackling clients' challenges, with the goal of generating long-term business relationships;
 - **Client Referrals & Coaching:** case-by-case client referrals and in coordination with IG lead mentors.
 - **Reciprocal Referrals:** an opportunity to refer Wellington County businesses into any Innovation Guelph program as appropriate.
- **Ecosystem Presence:** Work with Innovation Guelph through our key events to speak directly to the Guelph business ecosystem and be on-hand for networking opportunities. The key events for 2015/2016 are as follows:
 - **Speedway Socials:** Quarterly (5 PM to 7 PM) – [quarterly dates for 2016 TBD];
 - **IG Network Events:** opportunities to speak at or co-plan networking events for Guelph's innovation & entrepreneur ecosystem;
 - **Other events:** as they arise.

Brand Recognition

- Wellington County branding will be prominently displayed alongside Innovation Guelph's as a way to showcase our partnership and the alignment of our goals. Opportunities for brand recognition are as follows:
 - Speedway™ program printed collateral, web assets, and social media posts.
 - New/custom conference banners;

- Innovation Guelph 101 slide decks; including recognition in the Start Your Engines workshop given to all prospective clients;

Communication

- Access to IG's communication channels to broadcast County announcements, opportunities and news;
 - IG's Social Media channels – Twitter, Facebook, Instagram, and more;
 - Opportunities to talk about this partnership in press releases, special publications, radio & TV spots.
- Reports on IG-County activity will be customized to suit the County's needs; can be quarterly and yearly;

Innovation Guelph and County Wellington Companies

	Company Name	Location	IG Speedway Program	Details	Notable Outcomes; Working with IG
1	Spray on Plastics	Rockwood	Gear Up	New materials	Going through intake process - Not started
2	Waterloo Biofilter	Rockwood	Fast Lane & Fuel Injection	Water treatment technologies	Marketing / Rebranding of their website and social media
3	Bold Canine	Erin	Fast Lane & Fuel Injection	Raw pet food producer	Increased sales by \$300K; on track to double sales in 2016
4	Tru-ID	Eden Mills	Gear Up & Fuel Injection	DNA-based food authentication	Raised \$155K through OCE Market Readiness; Embedded Executive
5	Wagram Springs	Moorefield	Gear Up	Birch Syrup Company	Start-up going after 1st customers & funding
6	Gorkon Industries	Puslinch	Gear Up	Solar & Energy Technologies	Raised \$35K OCE Smart Seed Investment & Over \$100K in revenue
7	Sweet Temptations	Aberfoyle	Supercharger & Fuel Injection	Food company	Retail in Guelph, Marketing in Aberfoyle, B-Corp Certified
8	Balch Exploration	Rockwood	Fast Lane	Mining technologies	Fast Lane diagnostic getting started - business strategy and target markets
9	My Lil Miracle	Erin	Gear Up	Re-usable adult diapers for seniors & disabled	Working with IG for business strategy, marketing and branding
10	Troll Bridge Creek	Arthur	Gear Up	Maple water food company	Distribution agreements with the US, Europe and Asia

About Innovation Guelph

Innovation Guelph is spearheading innovative approaches to **prosperity** and **community wellbeing**. IG has become the cornerstone of innovation and entrepreneurship in our city. We have proven that our organization is a critical component of Guelph's business growth strategy – delivering effective programming to youth, start-ups, women entrepreneurs, small & mid-sized companies, and social innovators. IG has mentored over 550 companies since January 2010 and has helped to channel over \$20M in follow-on investment into high potential companies.

Prosperity: Innovation Guelph is one of 17 Regional Innovation Centres (RICs) in the Ontario Network of Entrepreneurs (ONE); our aim is to grow prosperity for Guelph and the surrounding region.

SPEEDWAY™ is our signature program - comprised of four levels: **Qualifier; Gear Up; Supercharger; and Fast Lane**. The program offers companies, from start-ups to small & medium-sized enterprises (SMEs), access to mentors, industry specialists, financing options, and entrepreneurial training. Launching in the New Year will be **Fuel Injection™**, a seed funding program for start-ups and SMEs.

IG is the lead partner in the Guelph Innovation Network (GIN), which is a collective of 11 organizations that form the foundation of the business support ecosystem for this area; GIN stretches from Cambridge to Dufferin County. The GIN's 10 year goal is to help to establish 100 SMEs that have greater than 10 employees and \$5 million in revenue annually. This is accomplished by actively growing and strengthening entrepreneurial support and resources across between the GIN partners and our stakeholders.

Community Wellbeing: IG believes that vibrant and prosperous communities are possible where the standard of wellbeing is high and cooperation abounds. IG is supporting and leading a number of community-facing initiatives. Two priority initiatives are underway:

- IG and our partners are the provincial leaders in tackling issues facing women entrepreneurs. The **Rhyze Project** is committed to increasing the percentage of women-owned businesses in the Guelph region from 19% to 30% by 2020. Two key components of this project are the **Rhyze Award** (seed funds for women-run businesses); and **International Women's Day** (a conference of women and men dedicated to cultivating strong local women entrepreneurs and support programs).
- IG is spearheading a program called **B-Corp Bootcamp**; with the goal of creating 10 new Benefit Corporations in Guelph in 2015/2016. Benefit corporations are a new class of for-profit corporation where profit is not the only deliverable to stakeholders. IG believes that corporate social responsibility will be a fundamental component of all future businesses and so we are leading the charge to make Guelph & Southern Ontario the B-Corp capital of Canada.

How Innovation Guelph Contributes to Guelph & Region

N.N. numbers represent IG Fiscal Year 2014-2015

IG is building an entrepreneur & innovation ecosystem:

- Launched the SPEEDWAY program in June 2014;
- 80 startups coached; 930 business coaching hours; 30 SMEs engaged;

- 8 core mentors; 70+ industry specialists on call;
- 15 workshops; 12 info sessions; 2 pitch competitions; 6 networking events; 1500+ attendees;
- Guelph Innovation Network (GIN) (11 organizations);
- Regional Alliance (30+ member organizations);

IG brings investment dollars to Guelph & Wellington County:

- >\$800K in IG program support in FY2014/2015; \$900K in FY2015/2016 (from MRI/MEDEI; NRC-IRAP, Status of Women; Trillium; and MaRS);
- >\$8M in public/private investment in FY2014/2015;
- 200+ Angel investors in our network;
- >\$2.3M for Fuel Injection – a new seed program for startups and SMEs from this region

IG contributes to Prosperity 2020 goals (in FY2014/2015):

- Coached 80 startups; 30 SMEs;
- 25+ new startups created; including young entrepreneurs;
- 120 jobs created; 200 jobs retained; including jobs for youth;
- Support companies from at least 8 industry sectors;
- Created the Guelph Water Alliance; and Guelph B-Corp cluster;
- **Prosperity & Community Wellbeing** are IG's two main pillars;

IG cultivates community wellbeing

- Elevator project funded \$115K+ of community projects;
- 25% of IG clients are women CEOs;
- Set a goal to increase women-run businesses from 19% to 30% in Guelph by 2025;
- IG secured a total of \$374K and launched the Rhyze Project
- 45 participants in 1st B-Corp Bootcamp; 10 companies pursuing certification; 3 certified in 2015;

IG builds bridges to key academic institutions:

- \$600K OCEA program with CBaSE; CBaSE is a GIN node;
- Partnership with U of G College of Business & Economics;
- \$400K OCEA program with C4E; C4E is a GIN node;
- Co-host monthly Startup Drinks networking on-campus;
- Co-host Startup Royale, annual youth pitch competition with CBaSE;
- 3 on-campus career events;
- 50+ youth entrepreneurs served;

IG directly serves City and County Initiatives:

- Fast Lane™ provides scale-up services to county companies (e.g. Bold Canine; Waterloo Biofilter);
- BR&E committee member; key partner in the BR&E communications committee;
- Launched SPEEDWAY FastLane as a BR&E business support program;
- Actively pursuing funding to grow the innovation zone downtown or other locations in Guelph;
- Participant in the DestinationNEXT tourism strategy;
- Minto & Dufferin are GIN node members;

IG supports FDI and Trade Missions:

- Participated in 4 trade missions; Netherlands; China; Brazil; Mexico; [MANTECH secured deal with Brazil and China]
- Annual OCE Discovery Conference: 10-20 Guelph companies participated; 200+ booth visitors;
- Water Alliance (Cleantech) showcase to international guests;

IG facilitates technology development & pilots:

- Hosted Open Government Hackathon; working with City to deliver new program;
- Tech demos/pilots from companies in the following sectors: energy, wastewater, ICT;
- IDF \$ (Enpar Technologies); Growing Forward & Ag Canada (Katan); NSERC/FedDev (Novus).

The Future

IG is formulating a new strategic plan focusing on 2016 to 2020. The plan is to establish the next level of enterprise support in Guelph. A steering committee has been assembled to examine the business case for a new innovation facility that we call **The Abundance Institute (AI)**. This multidisciplinary facility will be a business cluster with advanced resources such as: rapid prototyping; technology demonstration; shared labs, kitchens, and workshop space; it will act as a place for companies to interact with academics, students, artists, thought leaders, and community members. The AI strategic plan is being developed with our major partners; The City of Guelph; the University of Guelph; SAP Inc.; Conestoga College; Wellington-Waterloo CFDC; the Accelerator Centre in Waterloo; and others. The AI will establish Guelph as a world leader in the development of exponential technologies, spawning new companies, jobs and wealth for our city.

Thank You

Innovation Guelph thanks you for your time and consideration of this proposal.

James (Jamie) Doran, Ph.D.

Chief Executive Officer

Innovation Guelph

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