

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

Executive Learning Centre
Laurentian University

Wednesday, September 14th, 2016
Commencement: 11:45 a.m.

Chair

WENDY WATSON IN THE CHAIR

Present

Brent Battistelli, Brian Bigger, Joanne Gervais, Iyo Grenon, Karen Hourtovenko, Paul Kusniersczyk, Deb McIntosh (D. 12:35 p.m.), Peter Nykilchuk, Angela Recollet, Mark Signoretti, Darren Stinson, Brian Vaillancourt, Wendy Watson, Jennifer Witty, Pierre Zundel

City Officials

Ed Archer, Ian Wood, Meredith Armstrong, Jean-Mathieu Chenier, Lynn Despatie, Liam McGill, Eleethea Savage, Emily Trottier, Paul Schweyer, Kathryn O'Leary

Guests

Joyce Mankarios (Chamber), Pierre Seguin (MNDM), Melanie Mayer (FedNor)

Agenda Review

There were no changes to the agenda.

Declarations of Conflict of Interest

There were no declarations of conflict of interest.

Board Member Introductions

Brian Vaillancourt, Jennifer Witty, and Darren Stinson provided brief introductions on their background, their interest on the board, and what they can bring to the table.

Councillor Mark Signoretti, Peter Nykilchuk, and Karen Hourtovenko will provide brief introductions at the next meeting.

Approval of Minutes

2016-066 Brian Vaillancourt/Iyo Grenon: That the minutes of the Greater Sudbury Development Corporation Board of Directors regular meeting of August 3rd, 2016, be adopted.

CARRIED

Executive Committee Notes

The Executive Committee notes of July 27th, 2016 were presented to Board members for information only.

Presentations

A) Jason Ferrigan –
Planning Services
Division Update

Jason Ferrigan, Director of Planning Services for the City, provided an update and overview of Planning Services. A copy of the Planning Services strategic plan was distributed to the Board.

An overview of the department's goals was provided:

- Build a greater city
- Grow environmental capacity
- Increase our evidence based lens
- Build an even higher performing team, committed to service
- Further collaboration and communication – planning a launch of Planning 101 and 102, twice a year – open up the doors
- Be the best planning administrators – launching online system so that customers can see status of applications
- Moving the strategy ahead

The department's accomplishments were highlighted. A list of projects that Planning will be working on was also outlined and included the following:

- New SPART process
- Nodes and corridors strategy
- Downtown CIP update
- Elgin Greenway
- Official Plan Review
- Strengthen DLAC
- Land and Property Management Systems

The Chair thanked Jason for the presentation.

B) Don Duval – Creating a Seed Capital Investment Fund

Don Duval delivered a presentation on creating a Seed Capital Investment Fund. He provided an overview of the Start-Up 101 program, a partnership between NORCAT and the Regional Business Centre. The program is focused on educating potential entrepreneurs. NORCAT's Innovation Mill is about getting business done and creating a culture of start-up companies. It was also mentioned there is a mentorship group that sits with clients to either grow their business or get one off the ground.

It was identified that some of the gaps of early stage tech ventures include access to capital funds, 2-5 year period access to customers, access to grant pools, and access to angel capital.

Angel investors are high net worth individuals with the capacity to write a cheque for a minimum of \$25,000 and invest into a new venture with direct economic benefit. The NORCAT Innovation Mill Angel Group, with Peter Del Bianco as Chair has had six transactions equating to \$2.5M.

The creation of a Seed Capital Investment Fund, with a \$5M request to start the venture capital fund, could have a localization restriction or component and a cap for investment. It could have the same conditions as the angel investors group. The fund could be used as an investment attraction tool with access to grant capital in the early stage part of company.

There were some comments and questions raised. The board was interested the idea and would like to explore the opportunity further. It was mentioned that the fund would allow businesses to stay in the city or bring business to the city. It was stressed that there needs to be a clear strategy and an approach needs to be developed.

The next steps would be to discuss the idea further at the November prioritization session.

Reports

A) Canada 150

Staff provided an overview of a report regarding Canada's 150th anniversary plans. In preparation for Canada 150, community members and staff have been exploring various initiatives for next year to recognize and celebrate the occasion.

Staff coordinated a community meeting to discuss opportunities associated with Canada 150. A branding toolkit will be developed that would be used for the development of the Canada 150 events. It will be made available to local community organizations and events who wish to tie into the national theme. Staff will be working to build tools into existing work plans and budgets, with the

Canada 150 theme layered on top. Staff have not identified a role for the Board at this time but will continue to keep the Board updated as the plans and initiatives take shape. There were no comments or questions.

Financial Report

A) Special Projects Fund

The Special Projects Fund is used at the discretion of the GSDC Executive, to provide support of up to \$10,000 at a time to initiatives that advance the goal of economic development within Greater Sudbury.

Staff recommended that the GSDC Board approve the transfer of \$45,000 from the 2016 Economic Development Fund to the GSDC Special Project Fund to replenish the fund. There were no comments or questions. The following resolution was presented:

2016-067 Darren Stinson/Paul Kusnierczyk: That the Greater Sudbury Development Corporation Board of Directors approves the allocation of \$45,000 from the 2016 Economic Development Fund to the GSDC Special Projects Fund.

CARRIED

Director's Report

A few items from the Director's report were highlighted at the meeting:

1. On June 29, 2016, Hardrock-Vertex (formerly Hardrock Mining Products) celebrated the grand opening of its new \$3 million 15,000 sq. ft. manufacturing facility in the Valley East Industrial Park. The new facility was required to accommodate the firm's recent growth due to the acquisition of a Concord, ON based drill bit manufacturer as well as the purchase of atomic bonders from the United Kingdom valued at \$1 million. This expansion has allowed the company to grow from 10 employees to 14, with plans for another six over the next 12 months.
2. Sudbury will have a significant presence at the world's largest mining industry trade event, MINExpo 2016, in Las Vegas. The Northern Ontario Exports Program is coordinating the Northern Ontario Pavilion at the trade show September 26-28. The pavilion will enhance the visibility of 14 Northern Ontario companies who would otherwise not have space to promote their products and services. Delivered by Ontario's North Economic Development Corporation (ONEDC) in partnership with MNDM, the trade show program includes select business to business meetings between Northern Ontario suppliers and international mining companies. Confirmed Greater Sudbury companies include: Carriere Industrial, Clickmox Solutions, Maestro Mine Ventilation, Symbolicware Incorporated, Northern Survey Supply, Total Equipment Services, Tracks and Wheels.
3. In addition to the pavilion initiative, ONEDC and MNDM are hosting an investment attraction luncheon for companies to learn about opportunities to locate and grow their company in Northern Ontario and to be a part of 'Canada's Mining Powerhouse', the ONEDC slogan for our presence at Minexpo. Complementing this initiative is a Northern Ontario reception sponsored by 15 Northern Ontario companies and organizations with welcoming remarks by Mayor Brian Brigger and the Honourable Michael Gravelle, Minister of Northern Development and Mines.

4. Staff are assisting with a four-part film panel discussion series which is being organized in collaboration with Cultural Industries Ontario North (CION) and other partners. Topics will include: film workers' rights and responsibilities, downtown filming etiquette, "Film Careers 101" and expanding markets to service the film industry. The series will kick off during Cinefest in September and wrap up during the Northern Ontario Music & Film Awards in May. More details will be shared on www.filminsudbury.ca as they become available.
5. The Canada Games Technical Review Committee visit on August 26th was a success. The agenda for the TRC visit consisted of over 20 site tours in nine official hours and included sport and non-sport venues and the Games Village at Laurentian University. At the end of the visit, members of the community, sport clubs and stakeholders, including the Mayor and four City Councilors greeted the TRC with a warm welcome of applause and cheering at NWSC.
6. The Prime Minister and Federal Cabinet spent two days in Sudbury for their retreat. Staff leveraged this opportunity to promote dynamic good news stories to this audience and the national media outlets in attendance. Gift bags were provided to the delegates which included local goods, branded items, welcome letters from the GSDC and Mayor Bigger, and a document summarizing positive local stories and developments. Staff also interacted with Cabinet members who were active on social media with positive messages about the community. These positive messages reached very large audiences on a national level.
7. The 10th International Mines Rescue Competition was held in Sudbury August 18th to 26th. As the event organizers, Workplace Safety North, planned six high quality challenges and a number of social activities for their 430+ guests from all over the world (most of which were from the 28 teams representing 13 nations). The impact of the visitation is clear when you think of the investment from the room 386 rooms over a weeks time. The estimated visitor spending alone, is conservatively estimated at **\$721,430** (\$267/day as per MTCS Tourism Profiles x average of 7 days x 386 rooms). Staff assisted with event planning, trade show, and tourism information to delegates over the week. Special efforts were made by tourism staff to plan a surprise boating experience for the delegates on the Friday after the competition. Over 100 people attended and was a great way to showcase our lakes and lifestyle. The closing ceremonies was held at the Caruso Club and required use of both levels to host the 650 attendees. The overall competition winners were Canada's Kirkland Lake Gold team.
8. The Regional Business Centre is pleased to announce that the 2016 Bridges to Better Business Conference: A Resourceful City Event will be hosted on October 17th and 18th. This signature event will be transformed into a large-scale two-day conference with streams that focus on three stages of entrepreneurship: 1) Aspiring Entrepreneur, 2) New Start-Up and 3) Established Business. Through an "a la carte" approach, local entrepreneurs will be able to attend the entire conference or choose to attend the keynote sessions, local entrepreneur panel luncheon, concurrent workshops or networking sessions that are most relevant to their business.

9. On June 29, 2016, Laurentian Architecture was renamed the McEwen School of Architecture in recognition of a significant investment by Rob and Cheryl McEwen. The McEwens announced a \$10 million gift. The remaining \$6 million will enhance the student experience and maximize their capacity to become agents of change for architecture globally. Building occupied.
10. On September 6th, Laurentian University announced the largest investment in the university's history. Laurentian announced a \$10 million donation from David Harquail, CEO of Franco-Nevada Corporation, through the Harquail family's Midas Touch Foundation to support the university's earth sciences department. In honour of the donation, the university is renaming the Department of Earth Sciences to the Harquail School of Earth Sciences. Later that day, Laurentian announced an additional \$104 million in funding to fund the ambitious Metal Earth research project. The seven-year initiative will see a team of more than 100 professionals and students compare data about the planet's crust, a first-of-its-kind experiment in Canada to use geosciences to produce 4D images of the Earth. This funding includes \$49.2 million from the federal government's Canada First Research Excellence Fund and an additional \$55 million from 22 partners from academia, industry and government.
11. Several business process outsourcers have been in contact with economic development staff to evaluate the potential of establishing new offices in Sudbury. Two providers visited sites in July and August. One of the companies is currently seeking a 20,000 s.f. facility to hold a 200-250 seat contact centre to serve primarily the financial sector. With five facilities in Canada, they are particularly attracted by our bilingual workforce. The second company is seeking a 25,000-35,000 s.f. space for up to 325 seats. Both firms are looking to be operational in 2017. Staff has also provided information related to demographics, labour force, educational attainment, transit routes, and site options, to two other BPOs both directly and indirectly through provincial staff. Feedback received by staff is positive as the firms continue their due diligence.

Other Business

The following other business items were raised:

1. CED Funding Strategy Update

Staff initiated a review of the CED guidelines with the CED Committee members. A general discussion took place and it was identified that a specific guideline around events and festivals be included guidelines. Staff are working on that and will report back to the Committee.

2. GSDC Board November Prioritization Session

The Executive suggested the board hold a prioritization session to focus the board's priorities and identify 3-5 priorities to move forward. Staff are preparing some background work and a date for the session will be determined.

3. Meeting with Paul Lefebvre – Executive

The Executive met with MP Paul Lefebvre to discuss the concept of a Geo Park in Sudbury which would essentially be named a UNESCO site. Staff will bring this matter forward at a future board meeting. A “Sudbury” day on the Hill was also discussed with the MP. More information will follow once more details are made available.

4. GSDC Board Meeting Date for October

It was decided that the GSDC Board meeting will take place on Wednesday, October 12th.

GSDC Board Member Issues

Paul Kusnierczyk indicated that the United Way launched their campaign. This year’s focus is on relationships. The cabinet includes board member Karen Hourtovenko and staff person Eleethea Savage.

Coopers Equipment Rental Place is participating in the Winter Coats campaign which runs from the end of September to November. It was encouraged that businesses can participate by having a bin at their location to collect donations.

The Chamber is hosting a luncheon with Ed Archer, CAO on Tuesday, October 4th.

A reminder that the Bridges to Better Business Conference will be held October 17th and 18th.

Upcoming Events

Upcoming events include:

1. Next GSDC Board meeting – October 12th, 2016
2. Ontario Trillium Foundation Community Reception – September 28th, 5-7 p.m. at Science North

Executive Session

A) Conference Centre Strategy

2016-068 Pierre Zundel/Karen Hourtovenko: That the Greater Sudbury Development Corporation Board of Directors regular meeting be adjourned and move to a closed session.

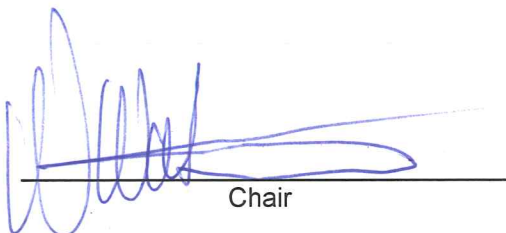
CARRIED

2016-069 Jennifer Witty/Pierre Zundel: That the Greater Sudbury Development Corporation Board of Directors reconvene to the regular meeting.

CARRIED

Adjournment

The meeting adjourned at 1:21 p.m.


Chair


Secretary