

# KINGSTON

— Economic Development —

## BOARD OF DIRECTORS MEETING MINUTES

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<b>Date:</b>	Monday, November 27, 2023	<b>Time:</b> 5:30 pm	
<b>Location:</b>	Delta Hotel Kingston – 1 Johnson Street, Kingston ON, K7L 5H7 – Lakeview Room		
<b>Attended:</b>	Anne Vivian-Scott, Chair Peng-Sang Cau Shan Jhamandas Councillor Oosterhof	Cathy Campbell-Wilson Sanjay Jain Patrick Egbunonu Lanie Hurdle (ex officio)	Yafan Huang Wanda Costen Councillor Glenn
<b>Staff:</b>	Donna Gillespie Meg Hewitt	Shelley Hirstwood Nour Mazloum	Abby Fitzhugh
<b>Regrets:</b>	Mayor Paterson Gillian Waters (ex officio)	Councillor Hassan	Megan Knott (ex officio)
<b>Guests:</b>	<i>Invest Ontario:</i> Khawar Nasim, Vice President of Business Development Nicole Simone, Director of Strategic Partnerships  <i>Invest in Canada:</i> Christien Thiesen, Director of National Engagement Jane Wang, Regional Advisor for Strategy and Engagement		

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### 1. Call to Order

The Board of Directors meeting was called to order by Chair, Anne Vivian-Scott at 5:33 pm

### 2. Land Acknowledgment Statement

*Kingston Economic Development Corporation acknowledges that we are situated on the traditional homeland of the Anishinaabe, Haudenosaunee and the Huron-Wendat and thank these nations for their care and stewardship over this shared land. Kingston Economic Development Corporation is committed to improving and strengthening relationships with Indigenous peoples and all residents to pursue a united path of reconciliation and economic prosperity.*

### 3. Chair's Message

- Anne Vivian-Scott welcomed the Board of Directors, including those attending over Zoom - Patrick Egbunonu, Cathy Campbell-Wilson, and Lanie Hurdle; as well as guests from Invest Ontario and Invest in Canada.
- Anne shared her excitement for the success and groundbreaking achievements of Umicore. She also addressed Li-Cycle ceasing operations in Kingston and the layoffs that occurred as a result. Although a precarious situation, Anne mentioned that it may provide the board more opportunities going forward.
- Anne noted that Kingston ranked 86 out of 100 on the Most Liveable Cities list provided by *The Globe and Mail*.

### 4. Disclosure of Conflict of Interest.

- None.

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### 5. Approval of Agenda

**Motion to “Approve Agenda”;** Moved by Councillor Conny Glenn. Seconded by Peng-Sang Cau. Carried.

### 6. Presentations from Invest in Canada and Invest Ontario

#### • Invest in Canada, presented by Jane Wang, Regional Advisor

- Invest in Canada is a Foreign Direct Investment Attractions and Promotions Agency, established in 2018.
- Jane started her presentation explaining what Invest in Canada does as an agency. They work with and rely on partners to bring in foreign investment to Canada. Invest in Canada secures transformational investments across the country with a curated approach to address the unique landscapes of different communities. Invest in Canada “stays in their lane” and only focuses on partners that require assistance at a federal level. Jane mentioned that Invest in Canada only focuses on files that will bring the most value to Canada.
- Jane shared that Invest in Canada is a promotion agency, runs marketing campaigns and signature events which represent Canada across the globe.
- Canada was ranked #2 after China for EV battery supply chain. Jane highlighted Canada’s leadership in green energy transformation.
- Jane shared Invest in Canada’s 4 Core Business Units:
  1. Marketing and Communications
  2. Strategy and Engagement
    - Business Intelligence and Strategy Team
    - National Engagement Team
    - Federal Partnership Team
  3. Investor Services
  4. Corporate Service
- Jane shared Invest in Canada’s Priority Sectors:
  - Advanced Manufacturing
  - Agri-Food
  - Clean Tech
  - Life Sciences
  - Energy Transition
- Invest in Canada wants to focus on shared prosperity and collaborating in other cities and townships on their competitive advantages to better the local community (Kingston) and in turn bring in more benefits.
- The Board expressed that they would like to see more substantial progress in Kingston especially during a time of incredible opportunity and would like to see advancements into the next necessary steps.

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- **Invest Ontario, presented by Nicole Simone, Director of Partnerships**
  - Provincially funded and spun out of the Ministry of Economic Development and Trade, Invest Ontario is a relatively new provincial agency that is dedicated to securing private sector strategic business and capital investments that support economic development, resilience, and job creation in Ontario.
  - Nicole shared Invest Ontario's focus:
    - Game changing strategic investments.
    - One-window approach
    - Ensuring inclusivity through a regional approach to investment opportunities.
  - Nicole shared Invest Ontario's Core Portfolios:
    - Advanced Manufacturing
    - Life Sciences
    - Technology
  - Invest Ontario offers several service offerings to investors: being a navigator, connecting with government and municipal partners, inherited site selection, and a fully serviced site selection team. Invest Ontario helps connect investors to sites and employees when they enter a new area to invest in.
  - Nicole shared that Invest Ontario has a \$500 million fund to help incentivize companies to come to Ontario and stay in Ontario.
  - Nicole shared how Invest Ontario can create an impact:
    - Sectoral and regional impact, acknowledging that investments don't always have the same impact in different areas.
    - Valuing the taxpayer and ROI to the province.
    - Nicole explained the Team Ontario approach which acts as a facilitator to bring together all the province has to offer and looks to facilitate a superior investor experience.
  - Nicole shared Invest Ontario's 5-year plan to attract and secure high value investments, superior investors, established strategic partners and building high performing organizations.
  - Lastly, Nicole touched on investors typically choosing to land in an area when the local economic development office is involved.

### 7. Consent Agenda

*All items listed on the Consent Agenda shall be the subject of one motion. Any member may ask for an item(s) to be separated from that motion to be dealt with separately.*

- Approval of the September 25, 2023 Board of Directors Meeting Minutes
- Approval of the September 21, 2023 Finance & Audit Committee Meeting Minutes
- Tourism Kingston September Report

Donna Gillespie flagged that the Finance Committee minutes were not previously approved by the Committee as it did not have quorum.

**Motion to "Accept Consent Agenda"; Moved by Peng-Sang Cau. Seconded by Shan Jhamandas. Carried.**

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### 8. Business Arising from Items in the Consent Agenda

- Donna noted that Jimmy Hassan will be stepping down from his position on the Board and the Board will be welcoming a new member at the end of the year, Councillor Vincent Cinanni.

### 9. CEO Report

- **November 2023 update**
  - Donna welcomed new Kingston Economic Development team members, Abby Fitzhugh (Administrative Assistant), and Micah Imomotebegha (Digital Programs Assistant)
  - Donna highlighted the success of conferences and trade shows attended by Kingston Economic Development. Donna commented on the great representation at Economic Developers Association of Canada (EDAC), Shelley on the Board of Directors panel, the Toronto Global Forum, New York Intelligent Community Summit, and Anaheim for Life Sciences.
  - Donna is looking to reconnect with the Intelligent Community Forum (ICF) and be re-ranked – in 2014 Kingston ranked #7 globally as Smart Cities.
  - Donna shared the success on her visit to New York, her presence on a panel, and how the audience was impressed with Kingston's vision to be the most sustainable city in Canada.
  - Donna shared that Kingston Economic Development is now Rainbow Registered – a national accreditation that indicates Kingston Economic Development Corporation meets stringent standards to ensure 2SLGBTQI+ customers and staff feel safe, welcomed, and accepted.
  - Donna congratulated Meg Hewitt on leading her first successful United Way campaign, which received 100% participation and reached the donation goal of \$3,000.
  - Donna reiterated (as per Anne Vivian-Scott's mention in Chair's Remarks) the groundbreaking success of Umicore and the news of Li-Cycle's exit. Donna mentioned that Kingston Economic Development was aware Li-Cycle was not proceeding with Clogg's Road Development but was surprised to hear the news of the local spoke shut-down. Anne and Peng requested that the CEO report be updated to note the local spoke closure of Li-Cycle to capture both Kingston's wins and losses. Shan noted that this is the nature of business and not anything Kingston Economic Development could have done to change the outcome.
  - Donna mentioned the success of Women in Life Sciences event with Anne and Shelley Hirstwood on the panel.
  - Donna shared that Kingston Economic Development signed a formal MOU with SONAMI (based out of Niagara College + 11 colleges and universities included)
  - Donna shared that QCA:K has 15 positions available for funding, and mentioned the impressive participation from students and potential employers.
  - Donna mentioned SDF funding for Textured with Confidence, the First round of EV Battery Certification program, and Masonry program.
  - Donna mentioned the RISE event, which came from OCI. She said that is a good way for SOAN to emerge as KINDL.

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- **Q3 Report to City Council**

- Donna explained that this has been an outstanding year for start-ups and entrepreneurs. Kingston Economic Development experienced success cohosting RISE (Regional Investor Summit Experience) alongside Ontario Centre of Innovation, which provided the opportunity for start-ups, investors, SMEs, government, and academia to collaborate and drive innovation across Eastern Ontario. The Starter Company Plus program saw 55 applicants for the fall cohort, which provides start-ups and/or growing businesses with the opportunity to receive a grant of up to \$5,000. Additionally, Kingston Economic Development Corporation has partnered with the Kingston Frontenac Public Library to provide workshops to aspiring entrepreneurs in the community.

***Motion to accept “CEO Report”;** Moved by Councillor Conny Glenn. Seconded by Shan Jhamandas. Carried.*

### 10. New Business

- 2024 Proposed Budget Overview
  - Donna forecasted an overall 2.2% decrease of the operating budget.
  - Donna is looking for an increase of 2.5% in municipal funding for 2024.
  - Kingston Economic Development is looking for further specialized funding from FedDev as federal funding will be down due to the FedDev HIYGK program ending.
  - Requested no change to start ups and entrepreneur budget.
  - Donna pointed out that Wages and Benefits have flatlined with withdrawal from WSIB.
  - Wages include cost of living considerations for staff.
  - Expressed concern that Kingston Economic Development is becoming uncompetitive in terms of salaries and compensation with other entities and employers in the area.
  - The Kingston Economic Development office leases are coming to an end in July 2024. Donna is reviewing options and space requirements.
  - Donna noted a need to look at investment opportunities that are 3 to 5 years out and address the limited available development land.

***Motion to “Approve 2024 Proposed Operating Budget as Presented”;** moved by Councillor Conny Glenn. Seconded by Sanjay Jain. Carried.*

### 11. Ongoing Business

- None.

### 12. In Camera

***Motion to “Enter in Camera;”** Moved by Peng-Sang Cau. Seconded by Sanjay Jain. Carried. 7:46 pm.*

***Motion to “Exit in Camera;”** Moved by Sanjay Jain Seconded by Councillor Conny Glenn. Carried. 7:59 pm.*

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### 13. Dates of Next Meetings

- Wednesday, December 6, 2023 – HR & Nominations Committee – 4pm
- Monday, December 18, 2023 – All Members Meeting – 4pm at 420-366 King St. E followed by Holiday Social at Bar Mayla/Le Jardin at 343 King St. E

### 14. Adjournment

**Motion to “Adjourn;” Moved by Peng-Sang Cau. Carried. 8:00 pm.**

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