

KINGSTON

— Economic Development —

BOARD OF DIRECTORS MEETING MINUTES

Date:	Monday, July 22, 2024	Time: 5:30 pm	
Location:	Delta Hotel Kingston – 1 Johnson Street, Kingston ON, K7L 5H7 – Lakeview Room		
Attended:	Anne Vivian-Scott, Chair Sanjay Jain Councillor Glenn	Yafan Huang Councillor Cinanni	Peng-Sang Cau Councillor Oosterhof
Staff:	Donna Gillespie Abdul Razak jendi	Abby Fitzhugh	Ben McIlquham
Regrets:	Mayor Paterson Shan Jhamandas	Lanie Hurdle (ex-officio) Cathy Campbell-Wilson	Megan Knott (ex-officio) Wanda Costen

1. Call to Order

The Board of Directors meeting was called to order by Chair, Anne Vivian-Scott at 5:37 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

- The Board meeting began with Anne sharing congratulations to Board Directors.

In August, Patrick Egbunonu will be leaving his position as Dean of the St. Lawrence College School of Business and step into his new position as President and Chief Artificial Intelligence Officer at Informanos Analytics and Artificial Intelligence Inc.

Peng-Sang Cau was recognized for her new role at Siemens as an Education Partner.

Yafan Huang was applauded for a significant upcoming federal funding announcement to be made end of July for Performance Plants Inc.

4. Disclosure of Conflict of Interest.

- None.

5. Approval of Agenda

Motion to "Approve Agenda"; Moved by Peng-Sang Cau. Seconded by Councillor Glenn. Carried.

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6. 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.

- I. Approval of the March 25, 2024, Board of Directors Meeting Minutes
- II. Approval of the May 30, 2024, Finance & Audit Committee Minutes
- III. Tourism Kingston April, May, June and July Reports

Motion to “Accept Consent Agenda”; Moved by Councillor Oosterhof. Seconded by Councillor Glenn. Carried.

7. Business Arising from Items in the Consent Agenda

- Councillor Cinanni requested further details on the Animation Studio opportunity cited in the July Tourism Kingston report. Donna noted that Kingston Economic Development staff have been involved in early discussions on the potential investment lead with the company to come back with a business plan for review. Donna noted that as part of the IEDSP review, Tourism Kingston CEO Megan Knott has been invited to speak to the Film/Music sectors as part of a Creative Industries presentation.

8. CEO Report

I. Q2 Report

- The Q2 Report was presented to the Board with notable highlights such as the Kingston-Syracuse Pathway (KSP) conference that took place beginning of April. The collaboration between Kingston and Syracuse has led to meetings with partners present at the conference with exciting new opportunities to explore in the Health Innovation sector. An innovative new cervical cancer testing device, PapEasy, who presented on a panel during the KSP conference, celebrated the opening of their lab at the Providence Care Hospital, in partnership with WEMA Inc., an AI HPV detection app developed by Dr. Karen Yeates.
- Kingston Economic Development and Greater Sudbury Economic Development entered into a Memorandum of Understanding (MOU) at the Mines to Mobility conference in May. This provides both regions with an opportunity for collaboration by connecting mines, clean-tech, and mineral processing technology companies.
- Twelve local Black Entrepreneurs were recognized for their outstanding contributions to Kingston’s business community by receiving micro-grants from the Black Entrepreneurship Ecosystem (BEE) of South-Eastern Ontario.
- The 2nd annual Newcomer Entrepreneurship Awards was held in partnership with Kingston Immigration Partners (KIP) and featured a panel presentation on inclusivity organized by St. Lawrence College.
- Donna reviewed the quarterly metrics with the Board. The Q2 Report will be submitted to City Council as an Information Report to be received in August.

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II. July Activity & Upcoming events

- Kingston Economic Development hosted Chris Begley, Head of Innovation and Investment, at the Consulate General of Canada in Boston. While in Kingston, Chris toured companies including IPG Photonics and IDEXX Canada which have head offices in the Boston area as well as GreenCentre.
- Ontario Minister of Economic Development, Job Creation and Trade, Vic Fideli, will be visiting Kingston in August for funding announcements and tours.
- MP Mark Gerretsen will be at Performance Plant Inc. in August for a significant funding announcement.

9. New Business

I. Life Sciences FedDev Application

- Kingston Economic Development has applied to FedDev for \$3.8M funding to support a three-year Life Sciences project to advance infrastructure development, business support and commercialization efforts. Funding decisions should be known by October.
- Ben McIlquham, Investment Manager – Health Innovation provided an overview of the project, participating community partners and milestones.

10. Ongoing Business

- #### I. IEDSP Updates
- Milestones to date
 - Subsector Review

IEDSP Milestones to Date

- Donna presented an overview of milestones achieved since the IEDSP was adopted in 2021. It was noted that significant advancements in cluster-based development have taken place in both the health innovation and sustainable manufacturing sectors. The investment pipeline has been steadily growing and Kingston is gaining recognition and a positive reputation as a city to invest in within these sector ecosystems.
In addition, the City of Kingston has actively supported the addition of new employment lands and the establishment of a clean tech innovation and commercialization hub.
- Donna noted that work on reviewing and refreshing the Integrated Economic Development Strategic Plan was beginning at both the Board and staff level. A core premise of the IEDSP is on cluster-based growth. When the IEDSP was adopted, an assumption of strengths and competitive advantages in specific subsectors were identified. Donna invited Investment Managers Abdul Jendi and Ben McIlquham to brief the Board of Directors on trends in the markets and where Kingston's advantages are most likely to have an impact on investment attraction and growth.
- Abdul Jendi, Investment Manager – Sustainable Manufacturing highlighted key subsectors of interest: EV Supply Chain, Battery Tech, Semiconductors, Small Modular Reactors, Advanced Materials, Autonomous Vehicles and Connected Vehicles (AV/CV), Hydrogen Energy, and Low Impact Food Processing.

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- Ben McIlquham, Investment Manager – Health Innovation identified Genomics, Regenerative Medicine, Medical Devices & Consumables, Health Informatics and Bioprocessing as subsectors of interest within Life Sciences.
- Following Abdul's presentation, the Board of Directors engaged in a discussion, sharing insights from their experience and sector specific perspectives. It was agreed that understanding Kingston's strengths in different subsectors was important and to have an internal "ranking" of where best to focus our efforts. It was also noted by Councillor Cinnani the need to be fluid and able to respond as markets change. Peng proposed organizing brainstorming sessions with sector-specific subcommittees. Sanjay emphasized the importance of simplifying the list of subsectors into at least three "buckets" for a clearer, more organized breakdown.
- It was flagged that the detailed sector documents were not received for pre-meeting review. The Board agreed on the need for another session at the next meeting to further explore priority sectors after having advance material circulated.

11. In Camera

- I. Opportunity update
 - *In Camera report was deferred until the next meeting*

12. Dates of Next Meetings

- Wednesday, August 14, 2024 – HR Committee Meeting – TBD
- Thursday, September 19, 2024 – Finance & Audit Committee Meeting – 3:00 - 4:00 pm
- Monday, September 23, 2024 – Board of Directors Meeting – 5:30 - 8:00 pm

13. Adjournment

Motion to "Adjourn;" Moved by Sanjay Jain. Seconded by Councillor Glenn Carried. 8:11 pm.

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