

THUNDER BAY ECONOMIC DEVELOPMENTS

A NEWSLETTER OF THE THUNDER BAY COMMUNITY ECONOMIC DEVELOPMENT COMMISSION (CEDC)

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SUPPORTING AND ENHANCING BUSINESS

The CEDC is responsible for business development, retention and expansion, entrepreneurial support, opportunity promotion, and the collection and assessment of key business data. Incorporated in 2006, CEDC is an arms length Community Development Commission led by an independent board with core funding from the City of Thunder Bay.

The CEDC receives formal proposals for projects that will contribute to economic development. It responds quickly to new opportunities and initiatives to attract direct financial involvement from government and private sectors. The CEDC's staff will assist businesses in attaining information essential to their decision making.

Located within CEDC's administrative office, the Thunder Bay & District Entrepreneur Centre provides seminars, workshops and free and confidential business counselling services to new and existing small businesses.

CEDC will be contacting local businesses to introduce the CEDC and our Business Expansion and Retention (BR&E) initiative

BR&E is an economic development strategy with a focus on "taking care of, nurturing and supporting" existing businesses. A structured business survey will begin a dialogue to identify issues, concerns and potential opportunities and take action where appropriate.



Kris Mork, CEDC Development Officer and Dennis Wood, President of Cinevate

Short-Term Objectives

- Build relationships with existing businesses
- Demonstrate and provide community support for local business
- Address urgent business concerns and issues
- Improve communication between the community and local businesses
- Retention of businesses and jobs where there is a risk of closure

Long-Term Objectives

- Increase the competitiveness of local businesses
- Job creation and new business development
- Establish and implement strategic actions for economic development
- Strong viable local economy

For more information, please contact Ian Sgambelluri at isgambelluri@thunderbay.ca or phone 807.625.3965.

IN THE NEWS

Steve Demmings

CHIEF EXECUTIVE OFFICER

Steve was appointed founding CEO of the CEDC in March 2007 to lead the organizations new and ambitious agenda to grow and diversify the City of Thunder Bay's economy. He has an extensive background in real estate, portfolio management and economic development. Throughout his 27 year career, Steve has worked in construction, leasing and marketing Western Canadian real estate and management of a national pension fund real estate portfolio for Great West Life Assurance Company.

Steve was the Executive Vice President of Access Manitoba and the Manitoba Call Centre Team, highly successful provincial investment attraction initiatives. He was President of his business, Site Selection Canada, which provided services to U.S. companies seeking expansion in Canada. As an investor and partner in several businesses including a direct marketing company and a successful retail business in Banff, Alberta, Steve understands the challenges of small business.

Overview

Steve is involved in the daily management of the newly created team of economic development professionals of the CEDC. He oversees the implementation of the Strategic Action Plan, which was released in August 2008. Steve is responsible for the management and growth of all the sectors which are the focus of the Strategic Action Plan, for the development of the back office sector and for attracting small back office operation pods of 60-80 employees to Thunder Bay.

Richard Pohler

SENIOR DEVELOPMENT OFFICER

Mining and Manufacturing

For over 22 years, Richard has worked with a diverse range of local, national, and international companies. He has been involved in all aspects of economic development including financing, marketing, site location, immigration, operations, regulatory matters, and human resources.

Mining

The economic benefits of a strong regional mining industry reach far beyond the mining companies themselves. In 2008, 14 junior mining companies were based in Thunder Bay and over 1,500 jobs in the community were directly or indirectly supported by activity by firms such as North American Palladium, Goldcorp, DeBeers and others in the region. As well, there are approximately 67 junior mining companies with mining claims in the Thunder Bay Mining District. The Ontario Ministry of Northern Development and Mines has estimated that last year approximately \$245 million was spent on mineral exploration in Northwestern Ontario.



Manufacturing

The manufacturing sector is a vital part of the City's economic base. Among the products produced in Thunder Bay are pulp, paper, lumber and mass-transit vehicles. In addition, there are approximately 100 firms producing an array of products, ranging from equipment used in media industry to hydraulic equipment. Small-scale manufacturing operations continue to offer Thunder Bay opportunities for growth.

Ian Sgambelluri

DEVELOPMENT OFFICER

Health Care, Education & Community Innovation and Alternative Energy

Ian has over five years of experience in business development. He worked with Scotiabank as a Small Business Account Manager and with the Lake of the Woods Business Incentive Corporation as a Business Development and Lending Officer. He is a graduate of the University of Wisconsin – Eau Claire and holds a Masters degree in Business Administration.



Health Care

Canada's biotechnology sector is expanding with industry-wide revenues, new companies and the diversification of products. The CEDC's biomedicine, medical research, health innovation and biotechnology objective is to partner with community stakeholders to support the growing reputation of Thunder Bay as a centre for medical research, clinical research, biotechnology products, rural medicine and healthy community systems.

Education and Community Innovation

Thunder Bay has the advantage of having Confederation College and Lakehead University in our community. The CEDC's Education and Community Innovation's objective is to build and sustain a knowledge-based economy that provides a diversity of good jobs and academic opportunities for our citizens.

Alternative Energy

There are significant economic opportunities with provincial and federal government initiatives to develop energy solutions from renewable resources. The CEDC's Green Energy objective is to brand Thunder Bay as a global energy solutions leader by focusing on employment and business opportunities.

Karen Honan

DEVELOPMENT OFFICER

Entrepreneurship, Small Business, Aboriginal Partnerships and Immigration

Karen has been responsible for the Thunder Bay & District Entrepreneur Centre for the past two years. The Entrepreneur Centre provides information and support for new and existing small businesses in the City of Thunder Bay and the surrounding District.

The Entrepreneur Centre – Supporting Small Business

The Entrepreneur Centre provides information and support for new and existing small business development in Thunder Bay and the District. The funding agreement between the City of Thunder Bay and the Ministry of Small Business and Consumer Relations mandates the Centre to support its catchment by administering seminars and support services.

Entrepreneurship

The Entrepreneur Centre offers several programs which provide youth with information and opportunities to experience entrepreneurship. The Summer Company program is for youth 15 - 29 years old who are in school and interested in a summer business. Applicants provide the idea and a plan and, if approved, the Ministry provides a grant of up to \$3,000.00 for implementation and operation.

Immigration

The CEDC finalized a funding application to create a joint venture Immigration Portal for Thunder Bay and Northwestern Ontario. So far, 20 regional communities have provided resolutions supporting the application. The portal will provide comprehensive information for people considering immigrating or relocating to the region.

Aboriginal Partnerships

The CEDC has been meeting with First Nation leaders from the region to build relationships and discuss economic development plans to determine areas for partnership. Discussions have been held with leaders in the North of Superior and NAN Treaty areas.

Kris Mork

DEVELOPMENT OFFICER

Gateways/Infrastructure, Not-for-Profit and New Media

Kris has many years of business development experience including over four years in financial services with the Royal Bank of Canada (RBC). Kris graduated from the Asper School of Business at the University of Manitoba and holds an Honours Bachelor of Commerce Degree.

New Media

New media initiatives have been developed in film, information technology, animation, and other technology areas to enable Thunder Bay's post-secondary educational institutions to invest in the knowledge, skills and competencies of their students. This rapidly developing sector offers the promise of exciting careers and opportunities to live and work within our community.



Gateways and Infrastructure

Gateways and infrastructure renewal will play a significant role in the global economy. Federal and provincial governments are looking at infrastructure renewal as an essential building block for supporting the Canadian economy. The CEDC is taking an active role in research and helping to develop strategies for new integrated transportation linkages.

Not-for-Profit

Not-for-profit is an important and often forgotten sector of the economy. In Northwestern Ontario, not-for-profit plays a major role in addressing social needs and as a major employer. The CEDC is working to develop opportunities and key business tools to facilitate this sector's growth.

OPPORTUNITIES AND INCENTIVES



Visit: www.ThunderBayCEDC.ca to find out about our many opportunities and incentives.

For more information, contact:

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REAL ESTATE OPPORTUNITY

Space for Lease

The former YA Canada call centre at 110 Redwood Avenue West is available for lease. The property features 27,545 sq. ft. of finished office space with approximately 370 stations. An additional 13,864 sq. ft. adjacent space can also be made available.



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EMPLOYMENT RATES

2008 Thunder Bay Labour force characteristics, population 15 years and older, by census metropolitan area (Thousands)

Population	103.8
Labour force	66.6
Employment	62.6
Unemployment	4.0
Participation rate (%)	64.2
Unemployment rate (%)	6.0
Employment rate (%)	60.3

Source: Statistics Canada

DID YOU KNOW?

Thunder Bay ranked first place among 227 international cities in the 4th Annual Demographia International Housing Affordability Survey. The survey provides analysis of 227 markets in Australia, Canada, Ireland, New Zealand, the United Kingdom and the United States.

#	Nation	Market	Median
1	Canada	Thunder Bay, ON	1.8
5	United States	Flint, MI	2.2
5	Canada	St. John's, NL	2.2
12	Canada	Regina, SK	2.4
12	Canada	Windsor, ON	2.4
19	United States	Omaha, NE-IA	2.5
29	Canada	Winnipeg, MB	2.7
37	Canada	Sudbury, ON	2.8
49	Canada	Oshawa, ON	3.0
49	Canada	Ottawa, ON	3.0

Source: 4th Annual Demographia International Housing Affordability Survey: 2008; Frontier Centre for Public Policy

BUSINESS SEMINARS

Coming Soon



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