



The Corporation of the City of Sault Ste. Marie

EDC Board Agenda

Wednesday, July 3, 2024

2:00 pm - 2:30 pm

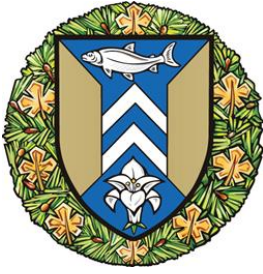
Zoom

Meetings may be viewed live on the City's YouTube channel  
<https://www.youtube.com/user/SaultSteMarieOntario>

	Pages
1. Call to Order	
2. Adoption of Agenda	
Mover _____	
Seconded _____	
Resolved that the Agenda for the July 3 2024 EDC Board meeting be approved as presented.	
3. Declaration of Pecuniary Interest	
4. Adoption of Minutes	
Mover _____	
Seconded _____	
Resolved that the meeting minutes from the June 17 2024 meeting be approved as presented.	
5. CDF Requests	
5.1 ONEDC Consortium Funding	3 - 5
Mover _____	
Seconded _____	
Resolved that the EDC Board endorses the request from the ONEDC in the amount of \$21,000 and recommends that city Council approve this request.	

6. Upcoming Meeting(s)

7. Adjournment



**The Corporation of the  
City of Sault Ste. Marie**

**COUNCIL REPORT**

June 24, 2024

TO: Mayor Matthew Shoemaker and Members of City Council

AUTHOR: Rick Van Staveren, Director Economic Development

DEPARTMENT: Community Development and Enterprise Services

RE: Ontario's North Economic Development Consortium  
Funding (ONEDC)

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**PURPOSE**

The purpose of this report is to request Council approval to continue to support Ontario's North Economic Development Consortium (ONEDC) and implementation of the new Northern Ontario Revenue Accelerator Program.

**BACKGROUND**

Since inception in 2005, the ONEDC Board of Directors has been made up of representatives from each of the five economic development organizations in the five large urban northern Ontario centres.

The mandate of Ontario's North Economic Development Consortium (ONEDC) is to create, promote, and implement economic development partnership between the Cities of North Bay, Timmins, Sudbury, Thunder Bay and Sault Ste. Marie and other regional development organizations in northern Ontario. This project will build capacity and economic growth from a pan-Northern perspective.

ONEDC is establishing the Northern Ontario Revenue Accelerator Program (NORAP) which will be operated by the City of Sudbury on behalf of ONEDC. Economic Development is requesting \$7,000 per year (payable to ONEDC) for 3 years beginning August 2024 and concluding July 2027 for a total investment of \$21,000. ONEDC is also seeking \$10,000 in-kind support for program promotion and support. The \$21,000 is being requested from the Community Development Fund – Economic Development Stream. In-kind support will be provided by Economic Development staff.

## **ANALYSIS**

In 2020, the City of Sault Ste Marie approved \$26,000 (\$8,666) per year for three years) in cash support for the Northern Ontario Exports Program - Phase 4, a pan-northern collaborative initiative also delivered by the City of Greater Sudbury on behalf of Sault Ste Marie and Ontario's North Economic Development Consortium (ONEDC). As a result of participation in NOEP, companies from Sault Ste Marie forecasted generation of \$19M in new sales and creation of over 17 new jobs per the Phase 4 Northern Ontario Exports Program Results (2020-2024).

With the new NORAP program, small and medium enterprises (SME's) will be supported through training and conditional contribution grants to accelerate and diversify their revenue growth. The grants and training provided will improve sales effectiveness and productivity and reduce barriers to entering new markets and supply chains. As a result, participating companies will expand their customer base, generate new revenue, and create jobs in communities across Northern Ontario.

While companies across Northern Ontario have unique business development needs and objectives, they are also impacted by the same sales-related skills shortages, capacity gaps, and under-investment in productivity tools. To encourage business growth and scaling, programming is required to support private sector investment in the training, skills and technologies best suited to accelerate revenue growth and diversification.

ONEDC has designed the NORAP program to address this gap and serve small and medium enterprises with the potential to grow.

The program is anticipated to deliver to the City:

- Minimum 10 companies supported over the term of the program
- Grants to be awarded to Sault Ste Marie SME's -\$250,000
- Induced private sector spending \$500,000
- Minimum two (2) in person training sessions providing training for up to 100 participants

City of Sault Ste Marie participation is conditional on approval of funding by NOHFC and FedNor. Final applications have been submitted to both agencies.

## **FINANCIAL IMPLICATIONS**

Current balance of the Community Development Fund – Economic Development Stream is \$.

## **STRATEGIC PLAN / POLICY IMPACT**

This project supports the Strategic Focus Area of Community Development by contributing to economic growth and training of the small and medium size businesses in Sault Ste Marie.

**RECOMMENDATION**

It is therefore recommended that Council take the following action:

Resolved that the report of the Director of Economic Development dated June 24, 2024, concerning Ontario's North Economic Development Consortium be received and that Council approve the investment of Twenty One Thousand Dollars (\$21,000) total over three years, through the Community Development Fund – Economic Development Stream to support ONEDC and the Northern Ontario Revenue Accelerator Program.

Respectfully submitted,

Rick Van Staveren  
Director, Economic Development  
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[r.vanstaveren@cityssm.on.ca](mailto:r.vanstaveren@cityssm.on.ca)



**The Corporation of the City of Sault Ste. Marie**  
**EDC Board Minutes**

Monday June 17 2024  
12:30 pm  
Biggings Room, Civic Centre

Present: R. Brewer, G. Fowler, G. Vaughan, S. Purvis, B. Freiburger, J. Bisceglia, S. Butkovich

Regrets: S. Butkovich

Officials: R. Van Staveren, R. Miners

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**1. Call to Order**

**2. Adoption of Agenda**

Moved by: B. Freiburger

Seconded by: G. Fowler

Resolved that the Agenda for the June 17 2024 EDC Board meeting be approved as presented.

**3. Declaration of Pecuniary Interest**

**4. Adoption of Minutes**

Moved by: G. Vaughan

Seconded by: B. Freiburger

Resolved that the meeting minutes from the April 25 2024 meeting be approved as presented.

**Carried**

**5. Closed Session**

Moved by: J. Bisceglia

Seconded by: B. Freiburger

Resolved that this Board move into closed session to consider one item concerning a proposed acquisition of land by the municipality or local board;

Further Be It Resolved that should the said closed session be adjourned, the Board may reconvene in closed session to discuss the same matters without the need for a further authorizing resolution. (Municipal Act section 239(2)(c) a proposed or pending acquisition or disposition of land by the municipality or local board).

**Carried**

**6. Upcoming Meeting(s)**

*EDC Executive (if required): Sept 11*

EDC Board: Sept 25

*EDC Executive (if required): Nov 13*

EDC Board: Nov 20

**7. Adjournment**

Moved by: J. Bisceglia

Seconded by: B. Freiburger

Resolved that this meeting now adjourn.

**Carried**

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Chair