



The Corporation of the City of Sault Ste. Marie
EDC Board
Agenda

Monday, September 28, 2026

12:00 pm - 1:00 pm

Korah Room, Civic Centre

As a courtesy, meetings may be viewed live on the City's YouTube channel
<https://www.youtube.com/user/SaultSteMarieOntario>

	Pages
1. Call to Order	
2. Election of Chair	
3. Election of Vice Chair	
4. Election of Secretary and Treasurer	
5. Approval of Auditors	
6. Acts of Directors and Executives of Committee	
7. Adoption of Minutes	3 - 5
8. Declaration of Pecuniary Interest	
9. Adoption of Agenda	
Mover _____	
Seconder _____	
Resolved that the Agenda for ____ EDC Executive Board meeting as presented be approved.	
10. New Business and Updates	
10.1 Bridges to Better Business	6 - 17

A report will be presented by Katie Wright of Millworks.

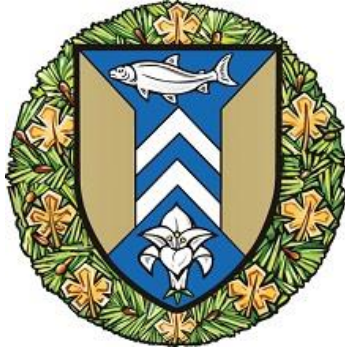
11. Upcoming Meeting(s)

12. Closed Session

Resolved that the EDC Board move into closed session to discuss:

An item concerning financial information supplied in confidence to the municipality or local board, which, if disclosed, could reasonably be expected to prejudice significantly the competitive position or interfere significantly with the contractual or other negotiations of a person, group of persons, or organization.

13. Adjournment



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

Tuesday, May 19, 2026
12:00 pm
Plummer Room, Level 3, Civic Centre

Present:

____ Gerald Fowler
____ S. Purvis
____ B. Freiburger
____ J. Bisceglia
____ A. Stitt

Officials:

____ E. Boucher

1. **Call to Order**
2. **Adoption of Minutes**

Moved by: Gerald Fowler
Seconded by: J. Bisceglia

Carried

3. Declaration of Pecuniary Interest

4. Adoption of Agenda

Moved by: B. Freiburger
Seconded by: Gerald Fowler

Resolved that the Agenda for May 19th, 2026 EDC Executive Board meeting as presented be approved.

Carried

5. New Business and Updates

5.1 EDP Application - Rocket Fuel - Film Production

Resolved that the Board of Directors of the Sault Ste. Marie Economic Development Corporation approves the issuance of a letter of support for Rocket Fuel Productions in support of its application to the City of Sault Ste. Marie Economic Development Fund for funding in the amount of \$50,000.

Moved by: J. Bisceglia
Seconded by: B. Freiburger

Carried

5.1.1 EDP application - Lajambe

Resolved that the Board of Directors of the Sault Ste. Marie Economic Development Corporation approves the issuance of a letter of support for LaJambe Enterprises in support of its application to the City of Sault Ste. Marie Economic Development Fund for funding in the amount of \$100,000.

Moved by: Gerald Fowler
Seconded by: B. Freiburger

Carried

6. Upcoming Meeting(s)

The Annual General Meeting (AGM) will be scheduled for June. A poll will be circulated to Board members to determine availability and identify the most suitable meeting date.

7. Adjournment

Chair

BRIDGES TO BETTER BUSINESS 2026



Partner Opportunities for the Economic Development Committee of Sault Ste. Marie

Photo: Trade Show attendee networks with the business community

An Event to Remember

Bridges to Better Business brings together aspiring entrepreneurs, established business leaders and our local community.

By partnering with us, you'll play a direct role in supporting the next generation of entrepreneurs while showcasing your commitment to business growth.

Your support will help create an unforgettable event with an entrepreneurship Trade Show, a panel discussion, a live \$15,000 Pitch Competition, and a keynote presentation by Terry O'Reilly.

Be part of Algoma's small business event of the year on October 22, 2026.



Ten years of the Pitch Competition

This year marks the 10th anniversary of the Bridges to Better Business Pitch Competition, first introduced in 2016.

Since then, the competition has recognized 20 finalists, shining a spotlight on businesses that create jobs, strengthen our local economy, and bring new experiences to the Algoma region.

The Pitch Competition is just one part of a much longer legacy, shaped by SSM EDC. For more than two decades, Bridges to Better Business has connected the business community, fostering opportunities for connection, learning, and investment in our local economy.

The Millworks Centre for Entrepreneurship is honoured to carry that legacy forward, building on the event's strong foundation and expanding its impact in our community.

This work would not be possible without your support. Your investment helps empower local entrepreneurs and build a more vibrant and prosperous local economy.

Left: A selection of competition finalists from ten years of Bridges to Better Business.

Kasdan Co., Suund Eco Resort, Arrows in Motion, Hogan's Homestead, Kapptive Studios, Soup Kitchen Community Centre, Findlay's Fungus, Zoli's Kleaners, The True North Honey Company, Ontario Wild, Core Self-Care Studio.

Photo: Cassandra Yun and Danial O'Brien take to the stage with their seven-year-old son to celebrate winning the grand prize at Bridges to Better Business 2025



Your Support

Last year, your \$5,000 commitment helped Kasdan Co. invest in new equipment for their café on Queen Street – supporting the growth of a local business and helping create jobs in our community.

Your investment also helped position Kasdan Co. to access additional small business grants and financing, allowing them to build on that initial investment and continue growing.

This is the kind of impact your support makes possible: helping local entrepreneurs grow, creating jobs, diversifying our downtown storefronts, and celebrating the businesses that make our community stronger.



Continue Your Impact

We invite the Economic Development Committee of Sault Ste. Marie to continue its support of Bridges to Better Business with a \$5,000 contribution in 2026.

Together, we can continue to support local entrepreneurship and build a stronger, more vibrant local economy.

Partnership Benefits

- **Stage Speaking Opportunity.** *Specific role to be determined in consultation with the EDC.* Potential opportunities include:
 - Introducing the keynote speaker or;
 - Introducing the awards presentation segment
- **Official Event Segment Sponsor.** *Specific role to be determined in consultation with the EDC.* Recognition as the official sponsor of either:
 - the keynote segment or;
 - the awards presentation
- **Top 2 Video Recognition.** Logo featured on the video revealing the Top Two (*Must confirm sponsorship by September 30*)
- **Event Recognition.** Logo featured on event signage and printed materials.
- **Dedicated Social Media Feature.** Standalone social media post recognizing the EDC's support.
- **Six Event Tickets.** Six complimentary tickets to Bridges to Better Business 2026.
- **On-Site Signage.** Opportunity to display an EDC pull-up banner at the event.
- **Tradeshow Table.** Opportunity to showcase the EDC at the Bridges to Better Business Tradeshow.



Photo: Trade Show attendee networks with the business community

Event Details and Schedule

Delta Hotels Sault Ste Marie Waterfront

Thursday, October 22, 2026

- 5:00PM: Networking and Trade Show Hour
- 6:00PM: Opening Remarks and Judging Panel Discussion
- 6:50PM: Pitch Competition
- 7:35PM: Keynote Speech from Terry O'Reilly
- 8:25PM: Soup Kitchen Community Centre Presentation
- 8:30PM: Winner Announcement, Closing Remarks

Photo: Judges deliberate the Top 2 business pitches at Bridges to Better Business 2024

By The Numbers: 2026

10 years of Millworks hosting Bridges to Better Business

49 applicants

5 semi-finalists

~1000 community votes (so far)

20 trade show tables featuring mostly local
entrepreneurs

200+ attendees

\$15,000 grand prize

5 judges

2 competitors

1 winner!

Photo: Trade Show attendees network with the business community

The Trade Show

This year, we're putting local businesses centre stage at the Bridges to Better Business Trade Show.

We're inviting businesses that have graduated from Summer Company and Starter Company Plus, along with Bridges finalists, to participate in the Trade Show and showcase their venture to the local business community.

By putting the spotlight on local entrepreneurs, we hope to create opportunities for connection and encourage attendees to discover and support local businesses.

We'd also be pleased to welcome the EDC to participate in the Trade Show as a vendor, and to provide a pull-up banner for display.



**ECONOMIC
DEVELOPMENT**
SAULT STE. MARIE



**SAULT
STE. MARIE**



Millworks
Centre for Entrepreneurship
Centre pour l'entrepreneuriat

Photo: Terry O'Reilly presents to a crowd. Credit: Terry O'Reilly

Terry O'Reilly

Terry O'Reilly is the award-winning host of CBC Radio's Under the Influence and one of Canada's leading voices on marketing and business growth.

Through engaging stories and real-world examples, Terry will challenge the audience to think differently about how they market their businesses and connect with customers.

Our goal is for every business owner and leader to leave with practical ideas they can put into action the very next day.



Supporting Our Wider Community

This year's community partner is the Soup Kitchen Community Centre.

The Soup Kitchen was the first ever winner of the Pitch Competition in 2026. Ten years on, we are proud to support them as the event's community partner.

Guests will have the opportunity to donate in support of their programs. Donations will be matched by PUC, up to a total of \$2,000. The full amount raised will be presented at the event.

By attending Bridges to Better Business, every guest will be investing not only in the next generation of local entrepreneurs, but also in an organization that helps our community thrive.

Photo: Ann Marie Barry, owner/operator of Suund Eco Resort and winner of the Bridges to Better Business Pitch Competition in 2024

I'd love to hear your thoughts and discuss this further!

Get in touch:

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