

Minutes of the Board of Directors Meeting
May 20, 2016 12:00 pm
WFCU Credit Union - Boardroom

Present:	Marty Komsa, Chair	Warden Tom Bain, Vice Chair	Peter Roth, Treasurer
Mayor Drew Dilkens, Director	Terry Rafih, Director	Nicole Anderson, Director	
Regrets:	Shelley Fellows, Past Chair (By Phone –Unable to participate due to conference line issue)	Peter Quiring	William (Bill) Thomas
WEEDC:	Rakesh Naidu, CEO (Interim)	Holly Connelly, Board Liaison	
Sabrina DeMarco, Executive Director, Small Business Centre	Lee McGrath, Director, Business Retention & Expansion	Joe Goncalves, Director, Business Attraction	Lana Drouillard, Director, Communications & Marketing

1. WELCOME

The meeting was called to order by the Chair, Marty Komsa, at 12:10 pm. Quorum was met. The Chair welcomed the Business Development leadership team to the meeting. Any questions from Board members are to be directed to the CEO (Interim) and then redirected to staff.

2. DISCLOSURE OF CONFLICT OF INTEREST

None

3. AGENDA

Agenda for the meeting of the WindsorEssex Economic Development Corporation Board of Directors held on Friday, May 20, 2016.

Motion Moved by Nicole Anderson
Seconded by Warden Tom Bain

THAT the Agenda for the Friday, May 20, 2016 meeting of the WindsorEssex Economic Development Corporation Board of Directors be approved. Carried.

4. BOARD OF DIRECTORS REPORTS

1. Chair's Report

Peter Quiring will be extremely busy in the next couple of months but would like to remain on the Board.

The Chair is working with administration to develop the Annual General Meeting presentation and Annual Report. The Chair thanked Terry Rafih for committing to sponsor the 2015 Annual General Meeting and encouraged the Board to attend. The notice of meeting has been sent to stakeholders.

A search firm has been hired to conduct a CEO search and a search committee has been identified. The search firm will advertise for the position in various media as authorized by the search committee. Two days have been set aside for potential interviews. The Board plans to announce the permanent CEO in mid-July 2016.

2. CEO Report

The CEO (Interim) thanked Sabrina DeMarco, Executive Director, Small Business Centre; Lana Drouillard, Director, Marketing and Communications; Lee McGrath, Director, Business Retention and Expansion and Joe Goncalves, the new Director, Business Attraction for attending the meeting.

a. April 2016 Performance Measures

The CEO (Interim) reported the past few months have been very busy and have included several positive announcements. An increase in job creation numbers have added to the positive momentum.

The following Performance Measures for April 2016 were reported:

- Business Attraction: 10 new clients in manufacturing and education were identified.
- Business Retention & Expansion: \$16 million in total expansion investment (private/public) and 100 new jobs via expansion were reported.
- Marketing & Communications: Website traffic increased in Canada, USA, Brazil and the UK. Engagement on Facebook and Twitter continues to grow.
- Small Business Centre: Business Consultations/Assists increased in April and workshop attendance, community outreach activities and social media engagement continues to rise.

b. Top Business Priorities – April 2016

The priority issues being reported for April 2016 are as follows:

- Regulatory Environment
- Immigration – Foreign Worker Programs
- Infrastructure Funding for Municipalities
- Essex County Electricity and Natural Gas Supply
- Energy Costs

Action items related to these priority items were provided.

c. Automotive Parts Manufacturing Association (APMA) Conference

WEEDC is partnering with APMA who is hosting the annual conference that is one of the most sought after auto events in Ontario. WEEDC will be hosting a large delegation with representation from China, India, Italy, Mexico and Germany. The event provides an opportunity for local companies to meet with buyers. The CEO (Interim) urged the Board to consider attending the President's Dinner prior to the conference. The session sponsored by WEEDC, in partnership with CAR will focus on additive manufacturing.

d. Presentation on Trans-Pacific Partnership (TPP) to House of Commons, International Trade Committee

The CEO presented concerns from local OEM's urging the Canadian auto sector to achieve the same terms as the U.S. which is vital to maintaining the highly integrated auto sectors, survival of SME's and keeping jobs in the region. The CEO asked that the committee consider the regional disparities in domestic policy and negotiate a deal ensuring fairness and free and open trade.

e. Trade Show List – Updated

The budgeted amount and comparison to actual for trade shows as well as additional participation details were requested.

f. Delegation from Poland

A delegation from Krasnik County, Poland was hosted and toured through the county. The group met with local officials and discussed several opportunities for trade and investment. The Business Development team continues to follow-up post-visit.

g. Automation Cluster Development

The Business Development team in collaboration with the National Research Council Canada and Industrial Research Assistance Program will be launching an industry-focused network for the Automation stream of manufacturing. It will be a pay for service model. The cluster development will kick-off with an industry event in fall 2016.

h. Managing Growth for Mid to Large Companies

The Business Development team hosted a seminar in conjunction with Capital Assist featuring a panel of industry experts providing a high-level overview of the market and options for growth.

i. Sellick Groundbreaking

Sellick's new 120,000 sq. ft. facility represents a \$15-20 million dollar private investment. WEEDC supported Sellick with site location, funding options, resources, training and groundbreaking announcement.

j. Great Lakes Economic Forum

The CEO, Executive Director of the Small Business Centre and Director of Business Attraction attended the Great Lakes Economic Forum in Toronto. The forum convened hundreds of reputable industry executives, government officials, leading academics who have a stake in growing the economy in the Great Lakes and St. Lawrence region. The outcome included very concrete examples of how to assist each other. The CEO (Interim) proposed the conference be held in WindsorEssex. The group acknowledged that they are actively considering a potential joint Windsor-Detroit event.

k. Hannover Fair - Germany

The Hannover Fair is the largest industrial trade show focusing on the next generation of manufacturing including renewable energy, lightweighting and Industry 4.0. WEEDC participated in conjunction with the Ontario Manufacturing Communities Alliance (OMCA) group with 38 pre-qualified meetings in several difference sectors.

l. P-Tooling – Additive Manufacturing

Canada Makes, in collaboration with WEEDC, hosted an open house event showcasing P-Tooling's new additive manufacturing equipment. This announcement generated a great deal of media and excitement in the tooling industry. The WEEDC team was instrumental in coordination of the announcement, funding applications and media outreach.

Motion Moved by Nicole Anderson
Seconded by Warden Tom Bain

THAT the updates provided in the CEO Report be received as information. Carried.

5. NEW BUSINESS

None

6. NEXT MEETING

The next meeting of the WindsorEssex Economic Development Corporation will be held on August 26th, 2016 at the WFCU Credit Union.

7. ADJOURNMENT

Motion Moved by Terry Rafih
Seconded by Mayor Drew Dilkens

THAT the meeting be adjourned. Carried.