

Minutes of the Board of Directors Meeting
April 22, 2016 - 12 pm
WFCU Credit Union - Boardroom

Present:

Marty Komsa, Chair	Warden Tom Bain, Vice Chair	Peter Roth, Treasurer
Shelley Fellows, Past Chair	Mayor Drew Dilkins	Nicole Anderson (by phone)

Regrets:

Peter Quiring	Terry Rafih	William (Bill) Thomas
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WEEDC:

Rakesh Naidu, CEO (Interim)	Holly Connelly, Board Liaison	Lana Drouillard, Director of Communications & Marketing
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1. WELCOME & CALL TO ORDER

The meeting was called to order by Chair, Marty Komsa, at 12:24 p.m. Quorum was declared. The Chair welcomed the media from AM800CKLW.

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, April 22, 2016.

Motion Moved by Warden Tom Bain
Seconded by Mayor Drew Dilkins

THAT the Agenda for the Friday, April 22, 2016 meeting of the WindsorEssex Economic Development Corporation Board of Directors be approved. Carried.

4. BOARD REPORTS

1. Board Chair's Report

A firm has been hired to conduct the CEO search in a process expected to be completed no later than June 30, 2016. The Board has authorized WEEDC to enter into an agreement with the firm. A plan will be forthcoming.

The Purchase of Service Agreement discussions with the City of Windsor and County of Essex are in process. Rakesh will meet with Onorio Colucci, CAO, City of Windsor and will subsequently arrange a meeting with Brian Gregg, CAO, County of Essex.

The Board of Director's composition and structure will be discussed in camera. The remaining Board of Directors Action Items will be moved to the 2nd or 3rd Quarter and addressed when the permanent CEO is in place.

Motion Moved by Peter Roth
Seconded by Shelley Fellows

THAT the Chair's report be received as information. Carried.

2. CEO's Report

a. Quarterly Report & Performance Measures

The CEO (Interim) presented and reviewed the Quarterly Report to the Board of Directors. The report will be sent to stakeholders and media following the Board meeting.

The employment statistics in the region were reviewed. To ensure consistent reporting, WEEDC will provide employment data that includes all eight municipalities in WindsorEssex rather than solely the CMA data that does not include all eight municipalities. The unemployment rate for the region is 6.5%.

The following 1st Q metrics were reported:

- New investment - \$68 M
- Business expansions facilitated – 19
- New jobs facilitated – 325
- Business Resource Sessions – 41 with a total of 2,212 attendees
- Business Startups - 24

Advanced Manufacturing, Logistics and Warehousing and Agribusiness are the top Business Attraction files.

The Board recommended the portion of the report titled, "Factors Impacting Business" should be changed to "Top Business Priorities". The Chair recommended the list be included as a standing item on the Board agenda with background information included in the Board package. The top five business priorities that WEEDC reported and are working on include; Regulatory environment, infrastructure funding for municipalities, skilled trades challenge/foreign worker programs, Essex County – Electricity and Natural Gas Supply and Energy Costs.

The CEO (Interim) reviewed the successful programs running out of the Small Business Centre (SBC) including Starter Company, Summer Company, various workshops, Regional Visitation Program (new program) and the Student Ventures Program with the Greater Essex County District School Board (new program).

Several Business Development initiatives were highlighted by the CEO (Interim). The quarterly report will be sent to all stakeholders and posted on the WEEDC website.

Motion Moved by Mayor Dilkens
Seconded by Nicole Anderson

THAT the WEEDC Stakeholder Quarterly Report be approved with noted changes. Carried.

The CEO (Interim) provided a key metrics comparison of Q1 and 2015. Business Attraction metrics identify sector diversification. Business expansion and outreach are trending higher in the 1st Q than in 2015.

b. Additive Manufacturing

Early in 2015, WEEDC applied and was awarded an ICCI Grant of \$65,000. This amount will be matched by WEEDC. The grant will help to identify companies in the additive manufacturing sector. A sector analysis will be used to create a value proposition to encourage new companies to come to the region.

A Canada Makes event in early May will feature P-tooling. P-Tooling is one of three companies in North America with new and innovative technology.

c. Partnership with Automotive Parts Manufacturing Association (APMA)

WEEDC will host a session of the APMA conference held in Windsor on June 15. WEEDC and the Centre for Automotive Research will profile additive manufacturing. WEEDC will send out an RFQ for a consultant to work with WEEDC to identify a baseline emphasizing the strengths of additive manufacturing in the region.

d. KPMG's 2016 Competitive Alternatives Report

The Competitive Alternatives report released by KPMG provides insight into business costs internationally. WEEDC sponsors the report in order to have Windsor-Essex profiled as an additional city and be compared to featured major cities. There were 133 cities and 10 countries profiled. WindsorEssex is 4th as far as overall cost of doing business in Ontario. WEEDC uses this 3rd party data when speaking to clients from international markets. The CEO will share the report with Mayor Dilkens and Warden Bain.

e. Trade Show List

The report will be amended to identify current trade shows and clarify staff and 3rd party participation.

Motion Moved by Shelley Fellows
Seconded by Nicole Anderson

THAT the updates provided in the CEO's (Interim) 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 Friday, May 20, 2016 at 12:00 p.m. at the WFCU Credit Union.

7. ADJOURNMENT

Motion Moved by Warden Tom Bain
Seconded by Mayor Drew Dilkens

THAT the meeting be adjourned. Carried.