

EDCNS



Economic Development Corporation of North Simcoe (EDCNS)

**EDO Report (1)
Board of Directors
September 11, 2014**

Sharon Végh, EDO – September 11, 2014



SP REF	DESCRIPTION	Aug-14	Sep-14	Oct-14	Nov-14	Dec-14	Jan-15
ELCED 4	Start-up Business Plan 2014 (Q4-2014) Key Performance Indicators Funding and resouces Communication Plan		●	●			
N/A	ReportCouncils: Agenda and Business Plan (Q4-2014)			◆			
ELCED 4	Annual Achievements Report (6 month) Followed immediately with 2015 Bus. Plan					●	→
N/A	Business Plan 2015		●	→	→	→	→
N/A	Initiate Short Term Actions for BP-2015					●	→
ELCED 5	Quarterly Progress - 4 Councils (Feb 2014)	●	→	→	→	→	→
ELCED 8	Assist Investors and Businesses	●	→	→	→	→	→
ELCED 8	Create Development Teams	●	→	→	→	→	→
BDAP 9	Update BR&E Survey - Sector Level			●	→	→	→
BDAP 9	Complete BR&E manufacturing					●	→
BDAP 9	Complete BR&E agribusiness/agriculture					●	→
BDAP 10	Support Review Official Plans and Zoning Bylaws		●	→	→	→	→
BDAP 11	Inventory Serviced and Unserviced Lands			●	→	→	→
BDAP 12	Strengthen Intra-Community Partnerships			●	→	→	→
BDAP 14	Host Annual Leadership Roundtable (Q1-2015)					●	→
BDAP 15	Promote/Support Downtown Revitalization					●	→
N/A	Municipal Elections (October 27, 2014)			◆			
BDAP 16	Engage in Discussion of CIP						●
N/A	Technology/Database Needs Assessment	●	→				●
N/A	Partner/Stakeholder/Business Engagement Mapping & Communications	●	→	→	→	→	→





90 Day Action Plan

FOCUS

Leadership

Board

Corporate Development

People

Partners

Prospect

Promote Procure \$

	Leadership Board	People	Partners	Prospect	Promote Procure \$
Action Items	Review Vision Mission Goals & Strategic Plan	Introduced to Councils & establish "open door"	Review current & potential partners & agreements	Review current engagements and opportunities	Tri-Council Funders
	Refine Vision Mission Goals	Introduced to Education, Associations	Meet current partners to gain perspective	Meet prospects to gain industry perspective	Provincial
	Establish communication & prioritized action plan	Prepare elevator pitch for industry	Shortlist potential partners by sector	Discuss current needs & future opportunities	Other Provincial, Regional, National . . .
	Conference Q1-2015	Develop prospect event list	Promote partner vision	Develop escalation procedures & processes	Industry (by sector focus groups)

Deliverables

- Support Board & Develop Business Action Plan Q4-2014 & 2015
- Project Charter
- Statement of Work
- Milestones
- KPIs & Metrics
- Conference Plan

- Needs assessment :
- Midland
 - Penetanguishene
 - Tay
 - Tiny
 - Industry
 - Associations

- Stakeholder analysis
- Opportunity analysis
- Risk management plan by sector

- Brand EDCNS
- Long list of industry prospects analyzed for short- and long-term opportunity
- Engage industry (meet >120)
- List of 30 motivated & interested prospects
- Confirm 5 projects (ICI)

- Verbal funding agreements
- Obtain funding agreement by 31 March.
- Plus 2 funding agreements in pipeline for 2015/2016
- Deliver sector focus groups (4)
- Leadership conference Q1-2015