



**Bulkley Valley
Economic Development Association**

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BVEDA 3rd Quarter Report

Administration and Finance:

July 2014 – Rented the office in the BVEDA for \$400/mo to Crossroads Cultural Resource Management\

July 2014 – Received CRM training for BCIC VAP reporting

August 2014 – Added a new page on the Smithers Co-Working Space to the BVEDA website

August 2014 – Went to Northern Development Initiative Trust office to hammer out some project issues

- Edited the draft version of the Smithers Airport Industrial Lands feature on INWBC
- Created the agenda for the INWBC meeting in Smithers on August 21st
- Decided on marketing tactics for LoveSmithers.com

September 2014 – Signed a lease agreement with Crossroads Cultural Resource Management to rent out space in the BVEDA office

- \$400/mo all in

Community Relations:

July 2014 – Attended the Wetzinkwa cheque signing and received \$5000 for Tourism Smithers

July 2014 – Distributed 70 window clings to participating LoveSmithers.com businesses

July 2014 – Met with Ian Robertson of TIABC and TAC members to discuss issues/challenges facing northern BC tourism activities

- Items outlined were the centralization of DMO offices, ferry cuts, Gitxsan evictions of sport fishermen

July 2014 – Consulted with CityWest on appropriate messaging to use when entering the market here in Smithers

- Suggested using the local, northwest stance
- The opening of a storefront

August 2014 – Met with Work BC manager Delia Girard

- Showed her the co-working space but the space was not what she wanted
- Introduced her to Startup Smithers and the mentors
- Talked about what the office does in terms of grassroots activities
- Introduced her to the Venture Acceleration Program

August 2014 - Met with Carl Anderson and Joe Wong

- Discussed the VAP program
- Carl met with 1 existing client and 3 potential clients
 - Net Zero Structures
 - Gansner Law
 - BV Energy Managers

August 2014 – Met with Shauna Harper, Dana Walls, and Albert Koehler regarding the OBAC program “Ignite the North”

- Program focused on promoting entrepreneurship to people 16-21
- Want to put on an event to engage youth and entrepreneurial leaders in town
- Engage in innovative and creative thinking
 - Fits well with Startup Smithers

August 2014 – Submitted a proposal to Seabridge Gold to sponsor a robotics system for Smithers Secondary School

August 2014 – Hosted regional EDO’s to discuss INWBC

- Discussed advertising options, new additions to the site, and linking job boards

August 2014 – Met with Josh Marsh of Leavitt Machinery

- Was curious about projects taking place around Smithers including residential, commercial projects

August 2014 – Met with Mark Amundrud of Spectra Energy

- 2nd supplier bootcamp coming up in October
- Smithers had the biggest turnout during their last round of procurement meetings

September 2014 – Connected the Startup Smithers mentors with the Canadian Federation of Independent Businesses to bring forward issues when the CFIB meets with Mayor Bachrach

September 2014 – Delivered 150 LoveSmithers.com canvas bags to local participating merchants

- 390 bags delivered to date

September 2014 – Arranged media for the VAP launch on September 8th

- Invited 5 different media outlets to attend

September 2014 – Spoke with the Ministry of Jobs, Training, and Skills Development Dave Drohan regarding their newsletter

- Told them good news stories are great, but need more useful information on how businesses can connect to proponents
- Told them to focus on what is good for the business owner, not the government

Communications:

July 2014 – Met with the Chamber board to talk about strategies to work better together

- They have available man power in the summer to update the catalogue of land in the area
- Also provided me with welcome material

July 2014 – Provided a delegation of 6 Japanese investors investment information for the Town of Smithers

- Community profiles for the drive to Stewart

July 2014 – Began building a new page for AuRico Gold's Kemess Underground project on InvestNorthWestBC.ca

- Connected with Susan Craig of AuRico Gold
- Added to INWBC

July 2014 – Wrote an article on the importance of air transportation to Smithers for the Interior News

- Co-written by Kevin Alles of Central Mountain Air

July 2014 – Updated the Smithers Investment Community Profile large employers section

August 2014 – Began running ads for the VAP on Facebook

- Focused on communities in Northwest BC
- Cost \$155 for a month of ads

August 2014 – Wrote an article on the MTICS Minister coming to Smithers for the Interior News

August 2014 – Created marketing materials for the VAP launch to be displayed on SmithersEvents.com

Economic Development Programs and Services:

July 2014 – Connected with 2 investment firms looking for options in the Bulkley Valley

- Eric Woo was connected to an exploration services company and an exploration company
- Grenville SRC was connected to both as well

July 2014 – Acquired the first client of the Venture Acceleration Program

- Holger Rode of Rode 2 Math Fluency has joined and paid

July 2014 – Met with Alex Buri who is interested in the VAP program

- Ended up passing at this time
- I will try him again later in the year

July 2014 – Solved an issue regarding contributions from outside sources on InvestLocalBC.ca

- When an outside donation comes in, ILBC will reduce the amount they are looking for on the site to avoid paying processing fees

July 2014 - Talked to Ernest Daddey regarding possible funding avenues for existing businesses looking to do more research and development/efficiency/production increases through the National Research Council

July 2014 – Connected 200 companies to a potential investment firm looking to invest \$1-2 million into existing companies

July 2014 – Connected Etienne St. Onge to the VAP program EiR, Carl Anderson

July 2014 – Spoke with a potential investor who has an interest in building a new accommodation in town

July 2014 – Added the Whistler Road Cheese Company to the Startup Smithers website and Facebook page

- New artisan cheese company owned by Patrick and Lorie Farrell

July 2014 – Direct marketed LoveSmithers.com to 20 local businesses downtown

- 2 signed up immediately

July 2014 – Connected 6 potential VAP clients to Carl Anderson our EiR

July 2014 – Spoke with Brent Winiger of Forever House USA regarding the housing situation in the Northwest

- Spoke of Ambleside locally, subdivisions in Kitimat

July 2014 – Connected Dave Jacobs with Russ Trembytsky, a potential customer for pellets

- Newpro to be repurposed as a different value added manufacturer

July 2014 Connected local lawyer Harvey Gansner to Carl Anderson about enrolling in the VAP

July 2014 – Met with Arlene Huisman regarding resurrecting her Good Food Snacks business

- Closed due to car accident
- Encouraged her to contact past customers to see if still interested
- Suggested she hire a delivery driver one day a week to lighten work load
- Also discussed creating a healing/cultural farm on her property with Darlene Helkenberg

July 2014 – Met with Arlene Huisman and Darlene Helkenberg regarding a business they want to start up

- Buying a farm that will provide animal therapy to children
- Income also coming from leasing of land to neighbours industrial operation
- Working on customer base from local FN groups

August 2014 – Connected Grenville SRC to HMBA

August 2014 Started organizing the official launch of the Venture Acceleration Program in Smithers

- Minister of Technology, Innovation, and Citizen's Services will attend
- Planning sponsorship for some robotics equipment to be donated by Seabridge Gold at the same time
- Carl Anderson will be available to explain what his role is with the VAP

August 2014 – Signed up Gansner Law to the VAP program

- Harvey Gansner has some AI automation technology for the law industry

August 2014 – Met with Hy-Tech Drilling VP of Business Development Brian Butterworth to discuss the VAP program and the LNG opportunities they are exploring

- They have 2 possible items that could fit the VAP program nicely
- I connected them directly to the supply chain manager of Spectra Energy

August 2014 – Connected UTM Exploration and HMBA to 888 Capital Group

- John Gan is seeking projects to invest in in the Bulkley Valley

September 2014 - Arranged a meeting between Enclave Managed Networks and the executives at AuRico Gold

- Provided the boardroom for their meeting

September 2014 – Met with a local entrepreneur who wants to open a ‘family supply’ store

September 2014 – Met with a local entrepreneur who wants to open a brewery

September 2014 – Met with a local entrepreneur who is looking at expanding her fledgling seminar business

September 2014 – Assisted a local company with their pitch development to investors

September 2014 – Hosted Minister Andrew Wilkinson for the VAP launch

- Visited Hy-Tech Drilling
- Had a reception with 40-45 attendees
- Large media presence
- Tons of positive feedback from Town Councillors

September 2014 – Connected 3 entrepreneurs involved with natural resources with Shirley Vickers, an EiR who specializes in growing natural resource based companies

- Connected with UTM, Net Zero Structures, and Energy Alternatives
- Visited Net Zero and UTM

September 2014 – Met with Amelia Mattson of Pitter Patter Boutique about ways to engage her potential customers better

September 2014 – Connected with an entrepreneur who is looking to locate a biomass operation in the area using wood waste and plastics