



**Bulkley Valley
Economic Development Association**

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BVEDA 2014 1st Quarter Report

Administration and Finance:

January 2014 (EDO) – Completed the BVEDA strategic plan for 2014-2017

January 2014 (EDO) – Wrote a proposal for the BC Innovation Council to serve as a sponsor for an upcoming Tech Talk

February 2014 (EDO) – Updated content on the BVEDA Strategic and Operational Plan

- Added deadlines to outlined workplan

February 2014 (EDO) – Secured \$2000 from BCIC to put on a 2nd Tech Talk event

- Will happen on March 28th

March 2014 (EDO) – Had a due diligence call with the CFO of BCIC

- They requested information on signing authorities, board members, myself

March 2014 (EDO) – Participated in the Startup Canada working group conference call for Startup Smithers

Community Relations:

December 2013 (EDO) – Met with senior management of Newpro regarding changes in forestry in the area

December 2013(EDO) – Met with 12 interested parties who wanted to talk about a solution for faster internet in Smithers

December 2013 (EDO) – Met with Nathan Cullen and the leaders of Startup Smithers

- Discussed ways that Startup Smithers should engage with the Town of Smithers to encourage increased business friendliness
- Nathan Cullen wants to promote Startup Smithers events

January 2014 (EDO) – Met with Dave Stephens regarding bandwidth in Smithers

January 2014 (EDO) – Met with Colin McLeod regarding a Venture Capital Corporation firm in Smithers

February 2014 (EDO) – Added content to the 2016 Minerals North bid proposal put together by the 2016 Minerals North bid committee

- Added local exploration offices to the bid
- Suggested adding the Town of Smithers strong relationship with the Wet'suwet'en First Nation
- Made some minor grammar changes

March 2014 (EDO) – Met with TransCanada rep Adrian Carlick regarding problems pipeline companies are having making sure local companies are being sourced

March 2014 (EDO) – Met with Spectra rep Mark Amundrud regarding problems pipeline companies are having with making sure local companies are being sourced

March 2014 (EDO) – Attended the graduation of the Aboriginal BEST entrepreneur program

- Connected 19 entrepreneurs to the Startup Smithers group and the mentors that are available

March 2014 (EDO) – Attended a regional EDO meeting in Kitimat

- Terrace and Kitimat are bursting at the seams for vacancy
- Serious labour shortage there
- Talked up the VAP program for the EDO's to spread word of it in their communities

March 2014 (EDO) – Met with Frederick and Sonia Clarke regarding an Innovation centre in the area

- Will be heavily reliant on funding from the government
- Told them about Startup Smithers and how we have a stable of entrepreneurs who want to help new businesses with their advice and experience

March 2014 (EDO) – Met with Earnie Harding of the Recycling Depot

- Said the Town is going to simply ship all recyclables to Langley and unemploy 12 special needs persons in the process
- Asked Earnie to give me some figures on what this will cost the Town should they sort products here instead of Langley

March 2014 (EDO) – Met with Enbridge representative Donny Van Dyk to give an update on the Northern Gateway project

- Addressed concerns regarding river crossings, shipping, and why they chose Kitimat as a location
- Talked about opportunities with procurement in the Bulkley Valley
- Talked about how Smithers is capable of playing a larger role and how it is not taking advantage of what Northern Gateway can offer in terms of support for programs

March 2014 (EDO) - Connected the community liaison of TransCanada with the local clubs in Smithers and area

March 2014 (EDO) – Assisted the University of Victoria with a study on Aboriginal Employment Opportunities in NWBC mineral projects

- Provided information on Huckleberry, KSM, Brucejack, Kutcho, and Galore Creek

- Approximately 2000 jobs between the 5 of them with KSM making up over half alone

Communications:

December 2013 (EDO) – Spoke with Trade and Investment Reps for Europe about ways that Smithers can become more appealing to European investors

- Want figures on the population who are European
- Unique Selling Points of the area
- “Why should I go there?”
- Facts/figures on the area

December 2013 (EDO) – Wrote an article on amenity migrants for the Interior News

- Co-written with Dr. Ray Chipeniuk

December 2013 (EDO) – Updated the Smithers and area portion of the Invest BC website

- Added the Chamber, BVEDA, and Startup Smithers to the list of business support services

January 2014 (EDO) – Determined the population makeup of Smithers and area for use by TIRs in Europe

- They wanted to know the approximate number of people with European roots was in the Bulkley Valley
- Used census data and extrapolated a figure to approximately 35% of the population were Dutch/Swiss/German.

January 2014 (EDO) – Updated the BVEDA listing on the RDBN directory

February 2014 (EDO) – Finished the 2014 mining project contact list for local businesses to use

- Sent out to 150 local companies in the Bulkley Valley

February 2014 (EDO) – Wrote a comment opposing impending cuts to BC Ferries northern routes

- Submitted comments to Bruce Wishart

March 2014 (EDO) – Met with Taylor Bachrach regarding the 2014 workplan

- Suggested breaking down work into ‘projects’ and ‘ongoing work’
- Examples would include working on bringing a retailer to Smithers as a project
- Providing the mining information to businesses as ongoing work

March 2014 (EDO) – Handed out 50 posters inviting businesses to the Small Town Love informational session

- Arranged the space, food, beverages, and projector/screen

March 2014 – (EDO) Talked with Taylor Bachrach regarding the Smithers and Area Recycling Depot changes

- MMBC had contracted various communities to do recycling
- Separate to that is the post recycling processing companies to which the Smithers Recycling Depot fit into

- The Province awarded the post processing contract to a company called Green By Nature which is a large conglomerate recycling company
- The Smithers Recycling Depot did not apply in time to be a depot in the program
- For the Depot to participate, they will have to be a subcontractor to Green By Nature

Economic Development Programs and Services:

December 2013 (EDO) – Met with a local entrepreneur who wanted assistance with the opening of his new business

- Opening a hostel in the spring
- Connected him with all of the Startup Smithers mentors

December 2013 (EDO) - Connected 6 drilling companies with Spectra Energy to go on the geotechnical drilling shortlist in the area.

- All had experience doing this and are eligible to work
- All are now connected to the Spectra Energy drill coordinator

December 2013 (EDO) – Connected 4 expediting companies with Spectra Energy to go on the camp support setup shortlist in the area

- Local companies are looking to work with a large companies and want Spectra to assist with that process

December 2013 (EDO) – Met with a local internet provider to discuss improving sales for their company

- Talked about methods for engaging potential customers
- Developed a plan for approaching local businesses

December 2013 (EDO) – Helped a company search for a local place to set up shop

- Require 2000 sqft
- Want to buy but are open to all options including leasing

January 2014 (EDO) – Met with senior management of Newpro to discuss the closure of the mill

January 2014 (EDO) – Talked with Dawn Wood of the BCIC about having Startup Smithers listed on the Mentorship BC website.

- Said it didn't fit the exact criteria of what they were looking for
- Will write a blog and tweet about us instead

January 2014 (EDO) – Talked with an HR person from AltaGas regarding current wages for camp workers in the area

- They will alert me when they are ready to roll out their hiring plan

January 2014 (EDO) – Attended Round Up

- Handed out 51 SEG directories to proponents, service and suppliers, students, and investors
- Met with John Plourde of Pacific Booker Minerals
- Said he was on track to get their EAC after the court case was settled
- Met with Ellen Clements of New Nadina who has a small operation near Huckleberry

- Said she preferred Houston/BL contractors to Smithers contractors but tries to spread it around

February 2014 (EDO) – Met with a local entrepreneur of National Emergency Safety Service regarding opportunities for his Telkwa based company

- Told him about projects that are near operation and that are operating as well as R and D funding options

February 2014 (EDO) – Submitted a proposal to the BC Innovation Council to bring the Venture Acceleration Program to Smithers

- Looking to start April 1
- Will hire a 8 hrs/week person to fill the position

March 2014 (EDO) – Sent mining information to 62 contractors in the Bulkley Valley

March 2014 (EDO) – Added two local businesses to the For Sale page on opportunities BC webpage

- Schimmel's Bakery
- Smithers Par 3 and RV

March 2014 (EDO) – Shared office space vacancy information with the Chamber

- Have a list of 6 unlisted properties available in town that are not on ICX.ca

March 2014 (EDO) – Assisted a local farming company find new revenue streams for their business

- Arranging corporate sponsorship for the non-profits who use the service already
- Will help by providing a proposal template

March 2014 (EDO) – Had a conference call with NDIT about Small Town Love

- Smithers/Telkwa will be partners on a landing page but with separate actual pages
- NDIT is looking to have an event on the 27th to go over the project with businesses who are interested in participating
- Chamber, Town, and BVEDA are partnering on this project

March 2014 (EDO) – Attended an invite only follow up event to the Let's Talk Business event

- 20 people attended ranging from realtors to town staff, to business owners
- Talked about how development costs upfront are stifling development of existing properties
- Talked about how parking is also an issue stifling development
- Talked about shopping in Smithers and the need for a draw
- Talked about creating a marketing plan to be deployed west of Smithers to attract the Hazelton/Kitwanga market back to Smithers

March 2014 (EDO) – Talked with Stacy Kuiack regarding becoming the Executive in Residence for the Venture Acceleration Program in Smithers

- Currently the interim Executive Director for the Innovation Central Society
- Could greatly improve the collaborative efforts between the institutions in PG and the Bulkley Valley

March 2014 (EDO) – Promoted the “Northwest Innovation Challenge” event going on through SNCIRE

March 2014 (EDO) – Hosted a Small Town Love workshop with Northern Development

- 30 people attended
- 100% positive feedback

March 2014 (EDO) – Hosted Tech Talk 2

- 25 attendees
- Excellent presentations
- Funded through sponsorships