



**Bulkley Valley  
Economic Development Association**

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## **EDO's June Report**

### **Administration and Finance:**

April 2015 – Submitted a workplan/budget to BCIC to renew funding for the VAP program

- Did in March but they had questions that needed answering and have now been

April 2015 – Attended the monthly Minerals North 2016 organizing committee meeting

- Presented a draft budget for editing and review

April 2015 – Hired a janitorial company to clean the office

April 2015 – Secured BCIC funding for the Venture Acceleration Program for 2015/2016

- \$60,000 secured again

April 2015 – Participated in a BCIC due diligence call regarding the status of the VAP program

- They were asking about working capital position
- Asked about board changes and who did our audits every year

May 2015 – Attended a Minerals North 2016 organizing committee meeting

- Provided an updated budget
- Mentioned that a local company would like to be lead sponsor

June 2015 – Recruited Borden Armstrong to be the Treasurer of the Minerals North 2016 Organizing Committee

- Currently an accountant at Edmison Mehr

June 2015 – Provided content for the sponsorship package for Minerals North 2016

- Used past sponsorship models as guidance

### **Community Relations:**

April 2015 – Met with Bruce Madu of Geoscience BC regarding their plans to do studies in the region

April 2015 – Spread the word of CityWest's open house on April 7<sup>th</sup> for their new store opening

April 2015 – Met with a representative from TD Wealth who wanted to know what was going on in the region

- Told him that mineral exploration seems to be picking up a little

April 2015 – Attended the grand opening for the new CityWest office in Smithers

- Was thanked by the Mayor and CEO for all the hard work done here

- CEO mentioned that the Town was easy to deal with

April 2015 – Attended the Spectra procurement/open house event

April 2015 – Attended the Coastal GasLink open house

April 2015 – Participated in a Startup Community regional call

- Helped advise new startup communities focus their marketing on the entrepreneurial community with a local entrepreneur leading it

April 2015 – Attended an RDBN Ec Dev communications meeting in Burns Lake

- Gave an update on the projects and events taking place in Smithers
- Listened about struggles different EDO's have with their councils
- Reminded them to focus on their customer (the businesses) and it should work out in their favour

April 2015 – Spoke with a local entrepreneur about the potential of listing his business on multiple STL sites in the area

- Reached out to NDIT about the option of doing this
- Currently not an option
- He is not listed on the Telkwa site and won't be unless he can be on Smithers and Houston as well

May 2015 – Attended an OBAC meeting in PG on the symbiotic relationship between economic development and community development

- Talked about how communities must work on livability as well as economic opportunities to attract new citizens
- Most workers now live in camps and fly in/fly out
- Attraction of families and having opportunities available for non-workers is very important
- Discussed the ways municipalities must think about all scenarios when planning for the future and what they really want to see

May 2015 – Attended the NW Innovation Challenge in Terrace

- Was a judge for the 12 finalists
- 100 people attended
- 1 really good VAP lead came out of it

June 2015 – Participated in a Startup Canada webinar on growing an entrepreneurial ecosystem

June 2015 – Met with Tony Mondia regarding Startup Smithers and wanting to use the co-working space

June 2015 – Spoke with Victoria Lennox of Startup Canada about what Startup Canada can do for Startup Smithers

- They have a catalyst fund that is available for different projects that we can apply for

June 2015 – Provided information to Marina Hutton of TRICORP/UVic on job prospects at Galore Creek

- Tried to explain that CGMC is in care and maintenance mode for the foreseeable future

June 2015 – Attended the TransCanada open house

### **Communications:**

April 2015 – Wrote an article for startupsmithers.ca

April 2015 – Updated the Hudson Bay Mountain information on INWBC

- Changed the write up, contacts, name of company

May 2015 – Wrote an article on the importance of mining in the Bulkley Valley

May 2015 – Wrote an article about the dichotomy of rural versus urban values around resource development

May 2015 – Met with Grant Harris of the Interior News to discuss possible marketing avenues for LoveSmithers.com

- Talked about an entire program being advertised over the entire NDIT region through NDIT

June 2015 – Removed Arctos Anthracite project from INWBC

- Company sold the licenses to BC Rail for a period of 10 years (option to rebuy at any time)

### **Economic Development Programs and Services:**

April 2015 – Arranged a ski tour and a site tour for a mining executive for the 3<sup>rd</sup> week of April

- Meeting with Doug Flynn, Senior Mines Inspector on Friday
- Skiing on Saturday with Bruce Graf
- Site tour on Monday with Bruce Kerr

April 2015 – Reached out to a Canadian retailer as a low cost retail option

- Sent a 'community snapshot' info piece to their office

April 2015 – Met an out of town mining executive at the airport

- Welcomed him to the area
- Made sure that if he needed anything to give me a call

April 2015 – Met with a local IT company regarding ways he can expand his business and market it better

- Made him do a positioning statement to better understand what it is he actually does and how to communicate it
- Suggested releasing 3 minute YouTube videos
- Suggested using Twitter to broadcast his message

April 2015 – Met with an out of town mining executive

- Told him he has challenges ahead of him coming up
- Talked about how the Morice river watershed was very important to the Wet'suwet'en
- Also suggested he reach out to the OW before any decisions have been made about anything at all

April 2015 – Met with Adrian Carlick of PRGT (TransCanada Pipelines)

- Gave me an update on the project

- Expecting a FID from Petronas in June

April 2015 – Attended a workshop in Terrace on how to help academic institutions and industry engage in more innovation and commercialization

- The meeting was all academics and service providers
- Ministry of Technology, Innovation, and Citizen Services was really pleased with the work I was doing here
- Told them to do whatever it is the entrepreneurs want to do
- Suggested that institutions do a better job of telling people what they are actually working on and look for people who could actually purchase and use their research

April 2015 – Met with potential VAP client

- A local entrepreneur has an idea regarding a new photo app

April 2015 – Helped a local startup tech company seek out funding avenues

- Was open to grants, equity, and financing options so I provided several of each

April 2015 – Reached out to TIR Will Fox about leads regarding data centres

- Turns out he had one in Boston who was looking for a new home

May 2015 – Hosted EiR Carl Anderson

- Met with 5 companies
- Provided BCIC with a quarterly update

May 2015 – Met with Stuart Muir of Resource Works

- Talked to him about establishing something similar to COSIA in their pooling of resources to tackle industry wide problems for mining
- Would take MABC, BCIC, industry, academic, and entrepreneur uptake

May 2015 – Worked with CityWest on options for a data centre in Smithers

- Said they are capable of custom building anything one would need
- Forwarded this information on to Will Fox at BC Trade and Investment Rep office

May 2015 – Attended a downtown merchants meeting with board member Fergus Tomlin on ways to build better connections and projects between the DTM and BVEDA

- Suggested several large and small projects we could work together on
- They were warm to the idea but money came up
- Searched out ways to leverage the money they already have via NDIT/NBCTA/Wetzinkwa

May 2015 – Worked with a local company to help work through Town processes for expanding their business operation

- Connected them with others who have recently worked with the Town to get renovations/construction done
- Became apparent that more open communication channels were needed
- They are going to take a 'wait and see' approach before committing to any major undertakings

May 2015 – Secured \$176,000 over 2 years in marketing dollars for the new BCIC Innovator Skills Initiative

- Program is designed to help tech companies hire students to work in tech related firms in some capacity (technical, marketing, research)
- Companies can qualify for up to \$5000 per term to help pay for a student
- Company must match funds in either direct cash or in kind contributions
- The BVEDA can fund 14 students for up to \$70,000 per year and the remaining \$18,000 is for marketing the program

May 2015 – Attended Minerals North 2015 in Mackenzie

- Learned some new things for MN2016 in Smithers such as speakers, sponsors, etc.
- Handed out 60 SEG directories which are now on display in 3 PG offices
- Rounded up a couple of potential innovative exhibitors

June 2015 – Hosted VAP program meetings

- Carl met with 4 companies in Smithers
- Met with 3 companies in Terrace

June 2015 – Talked to the local tractor company about looking for space to expand their operation

- Wanting a location with a bay, office space, little warehousing, fenced, and on the highway

June 2015 – Connected with Bernadette LeBoeuf of SGS Mineral Services about becoming a sponsor for MN2016

- Very interested

June 2015 – Met with a local web developer about a business opportunity he is mulling over

- Talked about joining a current VAP client and helping to commercialize his product

June 2015 – Met with a potential VAP client

- Entrepreneur had questions about patenting his fishing invention
- Suggested he talk to Alex Bussman and Peter Krause about seeing if they would buy some of his products to test the market before making an investment in a patent

June 2015 – Met with a local land surveying company to discuss their marketing material

- It was not good
- Helped the company rep understand what they actually do through the use of a positioning statement
- Will now speak to the entire company about marketing their company effectively