



**Bulkley Valley
Economic Development Association**

PO Box 3243, Smithers, BC V0J 2N0 - Tel 250 847 4355 - www.bveda.ca

BVEDA 3rd Quarter Report

Administration and Finance:

July 2015 – Showed the boardroom to a consultant from Norris Meyers Penny (NMP) corporation

- Wants to rent it every 2-3 weeks for half a day

September 2015 – Did an ROI report for BCIC

- Ours is good because none of the funds BCIC provides goes into overhead and we have an appropriate number of companies taking part

September 2015 – Wrote a letter to the Office of the Wet'suwet'en for the Chair regarding a replacement director for the BVEDA board

September 2015 – Provided application form to Dana Gorbahn for the Small Business Task Force

- Town is looking for applicants to discuss processes and rules

September 2015 – Secured a new long term client for the Smithers Co-Working Space

Community Relations:

July 2015 – Met with a local businessman to discuss projects happening in the region

- Talked about Newpro, Gavin Mines, Red Chris, Silvertip, KSM, Pretivm

July 2015 – Met with Hudson Bay Lodge interim manager Sebastian Hofstetter and Gladys Atrill

- Wanted to get the lay of the land
- Talked about their support for the hotel tax

July 2015 – Attended a presentation on the proposed Newpro pellet plant

- Will reduce 94% of emitted particulate matter
- Will use cutting edge technology to achieve this
- Newpro also presented at a Committee of the Whole meeting to Town Council

August 2015 – Fergus Tomlin met with some U of Alberta students doing research on boom and bust economies in northern BC

- Allan Stroet also met with these students at a separate time

August 2015 – Met with a former Smithers resident regarding mining operations in the area and the ability to move back should he find work

- Currently in Edmonton working for oil and gas companies

August 2015 – Met with CF GM Kim Martinsen

- Wants to increase presence in Smithers and Burns Lake

- Bringing Rimas Zitkauskis on as the business advisor

August 2015 – Met with Adrian Carlick of TransCanada

- Potentially interested in sponsoring Minerals North 2016 in some respect

August 2015 – Met with Stu Dickson of Service BC

- We shared what we each do in our respective offices
- Will plug the VAP program to businesses that register for a business number at his office

August 2015 – Met with Roger Smith of the Town to talk about options for machinery display for Minerals North

- Lots of options all around the arenas and curling rink parking lot

September 2015 – Assisted a local foundation generate leads for an event they are hosting in October

- BV Healthcare and Hospital foundation

September 2015 – Nominated 4 tech companies for the tech business award at the Smithers Chamber of Commerce

- Also submitted nomination form for all of the other categories

September 2015 – Secured \$73,500 in sponsorships for Minerals North 2016

- 59% of total goal for fundraising

Communications:

July 2015 – Gave an update to Startup Canada about how Startup Smithers is doing

- Very informal organization
- Entrepreneurs seem to be happy with how it's going
- Did a follow up survey

July 2015 – Added the impending construction and operation of Newpro Pellet to the Smithers Community Snapshot on www.bveda.ca

July 2015 – Built an INWBC page for Newpro Pellet

- Outlined the project and expected start times

July 2015 – Produced ads for the ISI program through CJFW FM radio

- Running for 3 weeks

July 2015 – Approved advertising at the airport for LoveSmithers.com

- Going to run teleprompter ads above the luggage carousel for a year for \$822

July 2015 – Created 33 FB posts for LoveSmithers.com business owners

- Will run 3 a week until October
- There is enough content to run until next year at least

July 2015 – Met with a communications company to discuss how to better market the VAP program

August 2015 – Wrote an article for Startup Smithers

August 2015 – Participated in a webinar put on by Trade and Investment BC regarding their new and improved community portal

- A lot more automated
- Easier to use and update

September 2015 – Attended a Chamber luncheon on the housing market in the Bulkley Valley

- Jeremy Penninga talked about how bureaucracy is driving up costs of building and buying

September 2015 – Attended a BVCU ec dev committee meeting

- Recommended funding a project on the ski hill

Economic Development Programs and Services:

July 2015 – Forwarded information regarding the Silvertip Mine by JDS Silver to 210 contacts in the Bulkley Valley

July 2015 – Helped an immigration consultant gather information on the Provincial Nominee Program

- Consultant has a few companies lined up to come to BC
- Suggested she anticipate questions that will come from the program and have answers ready on each of her clients

July 2015 – Met with James Fisher of Paranormal Skis

- Talked about ways he could better market his product to local and non-local customers

July 2015 – Met with HBH Land Surveying to discuss marketing their business to mining companies

- Broke down what they actually do for the customer
- Suggested cheap/free ways they could market their business
- Worked out ways that they can differentiate themselves from their competition

July 2015 – Attended the EiR Summit in Vancouver

- Working on getting a student entrepreneurship centre started at UNBC
- Connected with new EiRs and learned about a new metallurgical centre being built in Trail

July 2015 – Teleconferenced with a consultant on projects related to probabilities of them coming to fruition

- Made a couple of changes to some of the probabilities

July 2015 – Updated the Hudson Bay Mountain investment information on INWBC and Opportunities BC

July 2015 – Met with 2 potential VAP clients

August 2015 – Met with Ray Chipeniuk about creating a forest foraging social enterprise business

- Advised him to determine the market by talking to lodges, campgrounds, hotels about number of tourists who may wish to partake
- Suggested working with other non-profits to see if feasible before investing too much time or money

August 2015 – Finalized and distributed the Minerals North 2016 sponsorship package

August 2015 – Met with Frank Hartmann of Arcus Tool and Die to discuss a new green tech invention he is working on

- Suggested he contact IRAP, NSERC, and possibly enroll in the VAP program if it gets that far

August 2015 – Had 5 VAP meetings with Carl Anderson

August 2015 – Secured a New Ventures BC event to come to Smithers in October as part of the VAP program

September 2015 – Met with a citizen of Hope who was interested in Startup Smithers

- Told him how it works and what to do
- Gave him a Startup Smithers T-shirt and marketing materials

September 2015 – Connected the UNBC MBA program coordinator to Randy's Image Design for the purpose of purchasing a billboard

September 2015 – Met with Mark Amundrud for an update on the Westcoast connector project

- Gave him a sponsorship package for Minerals North
- Said it was a pretty slow summer and not too many companies have pre-qualified for potential work. Many have expressed interest, few and been pre-qualified.

September 2015 – Met with a prospector who was looking for funding assistance and connections in the area

- Connected him with SEG

September 2015 – Met with a potential VAP client who had a patented invention

- Set up a meeting with Carl Anderson

September 2015 – Started organizing an event for Perfecting your Pitch for VAP clients and other businesses

September 2015 – Started working on a Minerals North 2016 app

- Will outline schedule, layout, places to eat in Smithers

September 2015 – Assisted a company with research into a food service distributor

September 2015 – Researched job creation and manufacturing funding sources for a local firms

- Two separate manufacturers wanted info on what they could get