



**Bulkley Valley
Economic Development Association**

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BVEDA 2016 1st Quarter Report

Administration and Finance:

January 2016 – Met with Jane Stevenson regarding hiring her to refresh the content on InvestNorthWestBC.ca

- She'll be paid through funds collected from community contributions

January 2016 – Did the folder change over for 2016

January 2016 – Completed the quarterly report for BCIC for the VAP program

February 2016 – Completed the INWBC work plan

February 2016 – Reapplied to Startup Canada for funding for an event

- Original idea fell through which was simple app building/development
- Going to put on a “Raspberry Jam” event which uses small computers and simple programming language to let the “Average Joe” build new things
- Lots of interest in the event already

February 2016 – Submitted a funding application to Northern Development Initiative Trust for LoveSmithers.com

March 2016 – Rented out the boardroom for \$50/mo to a tutor for physics students

March 2016 – Finalized a contract for Jane Stevenson to edit content on behalf of the InvestNorthWestBC.ca website

March 2016 – Submitted a Venture Acceleration Program budget and work plan to BCIC for 2016/17

- They provide \$60,000 for the program in the northwest

March 2016 – Rented out the boardroom to a local video editor

Community Relations:

January – Hosted an INWBC conference call with partners

- Changed from a summit to a call due to weather and travel
- The BVEDA agreed to manage the site this year for a small admin fee
- Building a plan on how to spend the funds
- Looking to include more First Nations

January 2016 – Attended and presented at the Economic Development Building Blocks workshop

- Put on by the BCEDA
- Mayor, 2 councillors, and other Ec Dev people attended
- Presented on coworking spaces and accelerators

January 2016 – Connected with an EDO in Surrey who is looking at joining Startup Canada

January 2016 – Connected with Shauna Harper of Innovation Central Society about how their program is going

- They are struggling
- Told them what BCIC really wants and that they should pursue that
- Found out that BCIC thinks we're doing a good job as far as numbers go

January 2016 – Participated in a Startup Canada conference call

- Startup Smithers won a \$1600 grant to put on an event around a Raspberry Pi (credit card sized computer)
- Have to get a report done to them after the event which is scheduled for late March or April

January 2016 – Met with a new Smithereen who is looking for work

- Extensive experience in the hospitality sector
- Extensive experience in communications
- Connected her with 5 leads and other community members who could help out

January 2016 – Participated in a stakeholder interview regarding NWCC

- Suggested that they either focus on a niche or be everything to all people
- They are currently somewhere in between

January 2016 – Met with Innovation Central Society staff on how to improve their operations

- ICS is struggling with recruitment/retention
- BCIC said we were doing a good job meeting our numbers
- Talked to them about how they delivered the program and that focusing on relationships between the EIR and companies is more important than following the exact teaching plan

February 2016 – Attended a Minerals North 2016 meeting

- Hammered out a media sponsorship with CFNR radio
- Have raised \$99,500 in sponsorship dollars so far

February 2016 – Hosted a VAP meet up at the Aspen

- 12 people showed up to talk about Arduino's (small controller boards) and Raspberry Pi's (credit card sized computers)

February 2016 – Spoke with a potential Startup community

- Revelstoke has applied to be one
- The 2nd 'town' after us to be part of the community
- Great fit in my opinion
- Told them of the ups and downs and how best to work it with them

February 2016 – Met with the Chamber of Commerce and Town Planner to discuss options for incentive programs for our town

- Looked at examples from other communities to copy

March 2016 – Attended and spoke at the New Business Reception

- There were 100 attendees

March 2016 – Participated in a BCIC conference call

- Updated on what we have been up to such as number of clients, number of events

March 2016 – Agreed to be a ‘dragon’ for a grade 5 entrepreneurship challenge at Twain Sullivan school in Houston

Communications:

January 2016 – Met with Rimas Zitkauskas and Kim Martinsen of CF Nadina regarding a presentation on entrepreneurship

- Put together by BCEDA and the Ministry of Jobs, Trades, Skills, and Training.

February 2016 – Created a Google AdWord campaign for LoveSmithers.com

- \$1 dollar a day spending limit as there are no competing Google ads when you Google “Smithers”

February 2016 – Wrote an article for the Interior News

March 2016 – Updated links on the BVEDA website to local businesses for sale on Venture Connect and Opportunities BC websites

Economic Development Programs and Services:

January 2016 – Secured Minerals North sponsorship from WorkBC and InvestNorthWestBC.ca

- \$4500 in total

January 2016 – Met with a potential VAP client

January 2016 – Met with Jane Stevenson to give a tutorial on how to use the back end of the INWBC website

- She will be doing the refreshing of the site for the EDO group

January 2016 – Attended the BC Tech Summit as part of the VAP program under BCIC

- Wanted to see if there was value in having companies from the NW attend
- There were several speakers and it’s a great way to show off new technologies to venture capitalists, government, and talk to other startup companies from around the province

January 2016 – Met with Mark Fisher regarding waste based economic development

- Talked about ways businesses could capitalize on the waste that is there such as using it to produce energy
- Some entrepreneurs have expressed interest in using it

January 2016 – Attended RoundUp and the Vancouver Resource Investment Conference

- Handed out roughly 100 SEG directories to attendees
- Attendance was much lower than past years (approx. 30% less this year than last)
- Connected with potential Minerals North sponsors

- Met with Sagar Saxena of UNBC who is interested in exploring more innovation avenues in the UNBC service area
- Told him UNBC didn't have a presence in Smithers at all and we do everything on our own

January 2016 – Met with Joel McKay of Northern Development to talk about the InvestNorthWestBC.ca workplan

- Created a work plan for 2016 for the site that includes a site refresh, content updates, community updates, ad buys, and a plan to bring on FN communities

February 2016 – Had VAP clients meet with Carl

- Program is gaining traction with existing businesses
- Unorthodox businesses are wanting to talk to Carl
- Had 6 meetings

February 2016 – Started planning the Raspberry Jam event

- Contest/show and tell using a Raspberry Pi and/or Arduino
- Funded by Startup Canada

February 2016 – Emailed out the 2016 mineral exploration/mining list to local companies

- Sent it to 255 local companies

February 2016 – Set up a meeting with 3 local producers and a food manufacturer

- Both sides really liked the meeting and are eager to work together
- Finer points need to be worked out but there are deals to be had

March 2016 – Began the application process for a company out of Terrace to use an Innovator Skills Initiative grant

- Northwest Escapes uses satellites to record provincial park data for more efficient use of personnel

March 2016 – EiR Carl Anderson worked with 6 VAP clients

March 2016 – Met with Dez Sketchley of Stoneridge Quarries

- Talked about his business with plans for expansion
- Discussed his various market options

March 2016 – Began a relationship with a mining company with a new milling/concentrating technology

- They asked if I could be their go between for local mining operations who may be interested in learning more
- Talked to Kevin Tattersall of Gavin Mines and he was interested in learning more
- Going to set up a phone call between Kevin and the tech company

March 2016 – Planned and hosted a Raspberry Jam

- Had 22 attendees
- Funded by Startup Canada
- 2 actual business ideas could come from it

March 2016 – Met with the Director of Applied Research and Innovation from CNC and the Research Project officer for New Initiatives and Partnerships

- They are working with some local companies and some who are also in the VAP
- Getting them to send me everything they have expertise in so that companies here can take advantage of these options

March 2016 – Met with a local drilling company who is struggling

- Made suggestions about who to approach as companies to work as subcontractors
- Suggested they contact more potential clients such as environmental consulting companies