

QUINTE LOCAL IMMIGRATION PARTNERSHIP

...a better community for everyone

Minutes of the meeting 20 March 2017

MEETING :	Quinte Local Immigration Partnership www.quintelip.ca
LOCATION	Quinte Sports & Wellness Centre - Pro Shop Meeting Room D (First Floor) 265 Cannifton Road, Belleville ON (1:00 p.m. to 3 p.m.)
PROJECT COORDINATOR ADMINISTRATOR /FACILITATOR	<ul style="list-style-type: none"> • John L. Robertson - Project Coordinator – Quinte Local Immigration Partnership - Email: lip@quinteimmigration.ca • Orlando Ferro – QLIP Administrator / Facilitator - Executive Director – Quinte Immigration Services QUIS - Email: oferro@quinteimmigration.ca
NOTE TAKER	<ul style="list-style-type: none"> • John L. Robertson – QLIP Project Coordinator
ATTENDEES	<ul style="list-style-type: none"> • Bruce Moore - Agriculture and Rural Economic Development Advisor Team Leader - OMAFRA Kemptville • Karen Poste - Manager of Economic and Strategic Initiatives - City of Belleville • Vicki Bristow-Ferguson - Business Development Officer - Quinte Economic Development Commission QEDC • Linda Lisle - Manager of Economic Development & Tourism - Economic Development & Tourism Services City of Quinte West • Suzanne Andrews - General Manager Quinte West Chamber of Commerce • Aaron Bell - Aaron Bell Creative Communications Agency • Matt Richardson - Representing MP Neil Ellis' office • Dug Stevenson - Executive Director Bay of Quinte Regional Marketing Board • Mary Doyle - Executive Director QuinteVation • Trevor Crowe - Community Development Coordinator - Corporation of the County of Prince Edward • Neil Carbone - Director of Community Development - Corporation of the County of Prince Edward • Paul Osborne - President - Board of Directors - Quinte Immigration Services • Ryan Williams - QuinteVation Chairperson

Agenda topics

DISCUSSION	<ul style="list-style-type: none"> • Introductions and opening remarks
	<ul style="list-style-type: none"> • Acknowledgement: Special appreciation to Karen Poste - Manager of Economic and Strategic Initiatives - City of Belleville for the use of the Pro Shop Meeting Room D at the Quinte Sports & Wellness Centre.

- **Economic Development Strategic discussions - Immigration**

In view of the new international reality and opportunities, the meeting “Economic Development through Immigration” (EDTI) conducted by Quinte Immigration Services QUIS sponsored by the Quinte Local Immigration Partnership was on March 20, 2017 and brought many stakeholders together, the majority QLIP Partners, to discuss international companies wishing to expand to the Quinte Region through an immigration program.

- **The meeting: Exploring ideas on how to ensure foreign companies and investors find the support and services they need in the Quinte Region**
- Municipalities interested in growing their local economy or workable ways of expanding their tax base by attracting and retaining newcomers and the creation of jobs through the establishment of new businesses requires a comprehensive strategic plan in place to ensure success in the competitive environment to attract new international business.
- **Immigration services takes a lead role** as one of the primary support for corporations relocating employees as well as investors and entrepreneurs willing to come to Canada. Immigration programs could be utilized to bring companies, newcomers, entrepreneurs and provide job creation and if the Quinte Region through informal networks and create a “package” to assist companies to unravel the relocation complexities especially the paperwork necessary to start a business in Ontario and more specifically in the Quinte Region.
- Discussions included existing support services and gaps in the Quinte Region.
- Municipalities and stakeholders in the sector of economic development should collaborate in a partnership to ensure that support services and information are available in a clear and consistent manner for those corporations looking to expand or establish new business in Canada.
- The other challenge observed is the need for clear and concise information about the Quinte region in terms of existing infra-structure, labour force and opportunities often looked at by corporations when planning for feasibility and operational costs.
- The current existing information is fragmented among the many municipalities and economic development stakeholders within the Quinte region, and although a network of collaboration exists among the stakeholders from a foreign perspective it is very difficult to navigate through the existing system.
- With current rapid changes and the evidence of companies looking to expand and grow in Canada the Quinte Region has much to offer in transportation, infrastructure and much more. Inquiries have already been received from some US companies bringing the need for a regional approach to filter the requests to the proper channels based on mandates.
- May need a “global aspect” incorporated into existing services.
- **Regional and Local Mandates** Understanding the many regional and local mandates of organizations with an interest in Economic Development would add to the awareness of how these companies could find the source of gaining assistance.
- **Trenval and the Small Business Centre** – there may be a possible focal point and Small Business Centre SBC connection could provide outreach with key questions.
- **The Bay of Quinte Welcome Portal** <http://immigration.bayofquinte.ca> (immigration portal) a key component.
- If the immigration portal brings more businesses to the Quinte Region then the SMB may need more funding to meet any new challenges.
- Right questions need to be asked around immigration for specific situations.
- The immigration portal should promote Quinte Region information to lead companies in the right direction, where the stakeholders are and what they do.
- Suggestion of a “map of services” with buttons to go to services - on the immigration portal.
- How to start a streamlined approach to the services that are here.
- Bay of Quinte Welcome Portal “task team” that created profiles - to work to accommodate “new visitors” investors etc.
- Bay of Quinte Welcome Portal needs to be easily understood by people outside of the country.

- Gaps in the immigration portal need to be explored.
- Need all business contacts in the Bay of Quinte Welcome Portal.
- Having more of the Bay of Quinte Welcome Portal translated into more languages may prove beneficial attracting more immigration, to attract newcomers, newcomer entrepreneurs and businesses that could set up in the Quinte Region.
- Mapping of lands could be available.
- **Provincial nominee program** - Closure of the Ontario Immigrant Nominee Program (OINP)'s Investor Component
- Ontario Immigrant Nominee Program. The Ministry of Citizenship and Immigration is redesigning its OINP business streams to better address the changing needs of Ontario's economy.
- Effective immediately, new applications under the OINP Investor Component will no longer be accepted.
- **A one stop shop for information** needs to be organized and set in place to include the essential information needed by foreign corporations when choosing to relocate to our region. Links within our immigration Bay of Quinte Welcome Portal seem to be the best option at this time as long as they are user friendly.
- **"No wrong door" approach suggested** so companies can find what they need through any agency to get to the right area. Businesses looking to locate in the Quinte Region from outside of Canada need a focal point to assist with the "paperwork".
- **Trenval** - financing of up to \$250,000 for local small and medium-sized enterprises SMEs. Local entrepreneurs having larger projects can access financing solutions for buildings, equipment & working capital through the BDC Business Development of Canada. Through Quinte Economic Development Commission QEDC, resident and new industry can receive assistance in accessing federal and provincial funding opportunities.
- **Note:** Prince Edward/Lennox & Addington Community Futures Development Corporation (PELA CFDC) is a community-based, not-for-profit corporation whose objective is to encourage local entrepreneurship and economic development. PELA CFDC specializes in providing business loans, grants, and business advisory services.

NEXT MEETING	LOCATION	TIME
October 05 2017	Belleville City Hall, Sir Mackenzie Bowell (SMB) Meeting Room 3rd floor, 169 Front Street, Belleville, Ontario (10:00 a.m. to 12 noon)	To be announced