

2017 Budget Presentation

Office of the Development Commissioner

Objectives Include:

- Business Attraction
- Business Retention
- External Marketing
- Municipal Land Sales
- CIP Management
- Small Business Enterprise Centre

Achieved Goals for 2016

Office of the Development Commissioner

- Ongoing aftercare of industrial residents and business retention
- Organized Oxford Connection activities – Most successful FAM Tour to Date
- Attendance at IMTS, MBS, APMA & SIOR
- Attend SOMA, FedDev, OACA, ACP, BIA, Chamber events, Western Wardens & Ontario Auto Mayors
- Maintained ties to Japanese and German Canadian Chamber(s) of Commerce
- Prepared funding applications to sr. government for programs in 2016
 - SOMA was successful in receiving ICCI funding
- Administered downtown Community Improvement Plan
- First Mission to China at the invite of the Province of Ontario

Achieved Goals for 2016 - continued

Office of the Development Commissioner

- Sale of Land in Bysham Park to Pneuveyor & Hillsvew
- Sale of Land in Commerceway to Ontario Refridgerated Services & Oxford Plumbing
- Sale of land in Pattullo Ridge to facilitate construction of Thames River Hatchery
- Acquisition of the Alyea Farm
- Presentation to Ontario Government Business Units
- Sponsored with SOMA the FDI Consultants Forum in Toronto
- Tendered new City Entrance signs (2 installed)
- Managed RFP for Sale of 495 Dundas Street
- Job Fair - London


Projects for 2017

Office of the Development Commissioner

- Continued membership in SOMA, Ontario Automotive Advanced Manufacturing Alliance, Ontario Food Cluster, EDCO Ontario Real Estate Alliance
- Oxford Connection trade show program - SIAL, CMTS & PLAST-EX
- Member of Oxford Physician Recruitment Group
- Ongoing promotion of Community Improvement Plan
- Assist local companies in achieving their expansion plans
- Additional “for Sale” signs for municipal land
- Collaborate on the site preparation of the Alyea Farm
- Ongoing maintenance of vacant industrial land
- Lease of vacant City-owned industrial land for agriculture
- Trade mission to Asia with SOMA
- Ongoing Sale of surplus City properties (non-industrial)
- Enhanced Starter Company Program through SBEC – new administration of business start-up grants




Changes to Base Budget

Office of the Development Commissioner

Revenue Accounts	Change	Proposed Budget Amount	Reason
0800-69676-0000	 \$6,500	\$31,500	Amount requested from county increased to reflect increasing costs/activities



Changes to Base Budget

Office of the Development Commissioner

Expenditure Accounts	Change	Proposed Budget Amount	Reason
0800-84230-0172	 \$1,060	\$7,060	Mileage – reflects greater level of economic activity being handled by the office
0800-84230-0315	 \$1,300	\$52,300	Partly due to exchange rate fluctuations
0800-84230-0368	 \$1,050	\$29,050	Rising cost of Accommodation


Changes to Budget

Office of the Development Commissioner

Land Revenue Account	Change	Proposed Budget Amount	Reason
0801-69309-0000	 \$100,000	\$1,100, 000	Expected land sale increase over 2016 levels
0801-69676-0000	 \$15,000	\$20,000	Decreased rental income due to land sales in 2016

Changes to Base Budget

Office of the Development Commissioner

Land Revenue Expenditures	Change	Proposed Budget Amount	Reason
0801-84231-0305	 \$15,000	\$90,000	Increased commissions due to increased sales, rising cost of appraisals, reports etc.

Woodstock & Area Small Business Enterprise Centre

a division of Economic Development

Helping Small Business at Every Stage!

- One-to-one business consultations
- Plan guidance and evaluation for start-ups
- Plan guidance and evaluation for expansions
- Marketing planning and cash flow projections
- Connections and resources to help start or expand
- Business training, workshops and seminars
- Networking opportunities
- Professional Service referrals
- Access to a Business Mentor
- Grant programs for young entrepreneurs

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- 2016 Achievements -

CORE SERVICES: Assisted sole-proprietors and small business owners, at various stages, to reach their goal of creating 58 new business startups, 17 business expansions, and 83 jobs created.

STARTER COMPANY: 72 candidates applied and received training/mentorship resulting in 13 new business start-ups, 8 business expansions, and 24 jobs created. 8 applicants received a \$5000 grant to start or expand their business.

SUMMER COMPANY: 12 youth candidates explored self-employment, 5 candidates successfully completed training, mentorship and experiential learning components of starting and operating a full-time business.

NETWORKING EVENTS: Twice per month, a group of up to 30 regional business owners attend SBEC's Networking Breakfast at ODY's Restaurant.

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2017, an Exciting Year Ahead ...

This Year's Objectives Include:

- New SBEC Core Delivery Model
- New Marketing & Outreach Activities
- New Client & Mentor Engagement Strategies
- New Bridges to Better Business Event
- Program Delivery & Wrap-up: Starter Company
- New Program Creation: Starter Company Plus*
- Decrease in Human Resources from 3 to 2 program staff
- Increase staff capacity and integrate with Economic Development



Changes to Base Budget

Woodstock & Area Small Business Enterprise Centre

Revenue Accounts	Change	Proposed Budget Amount	Reason
0802-69616-0000	 \$45,000	\$45,000	New Program to replace Starter Company (0802-69614-0000)

Changes to Base Budget

Woodstock & Area Small Business Enterprise Centre

Expense Accounts	Change	Proposed Budget Amount	Reason
0802-84238-0412	 \$22,500	\$22,500	*The Province of Ontario is changing the program parameters which may have further impacts on the budget – Starter Company to Starter Company Plus
0802-84238-0413	 \$22,500	\$22,500	

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THANK YOU !

***The Small Business Enterprise Centre
is the result of an ongoing partnership between the City of Woodstock
and the province of Ontario***

Please connect with me if you have any questions
about our business community programs and services:

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