

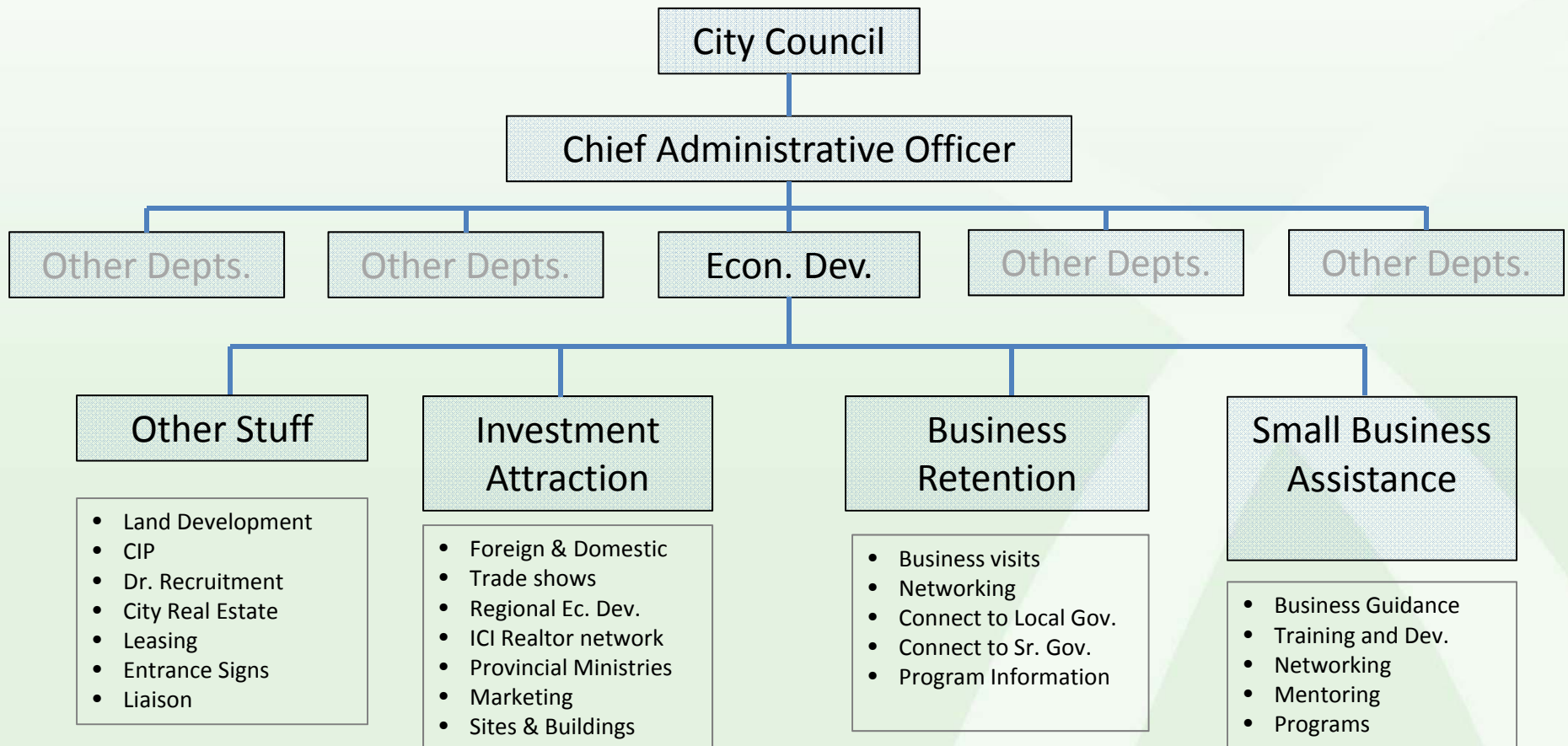
# 2020 Budget Presentation

Office of the Development Commissioner

Objectives Include:

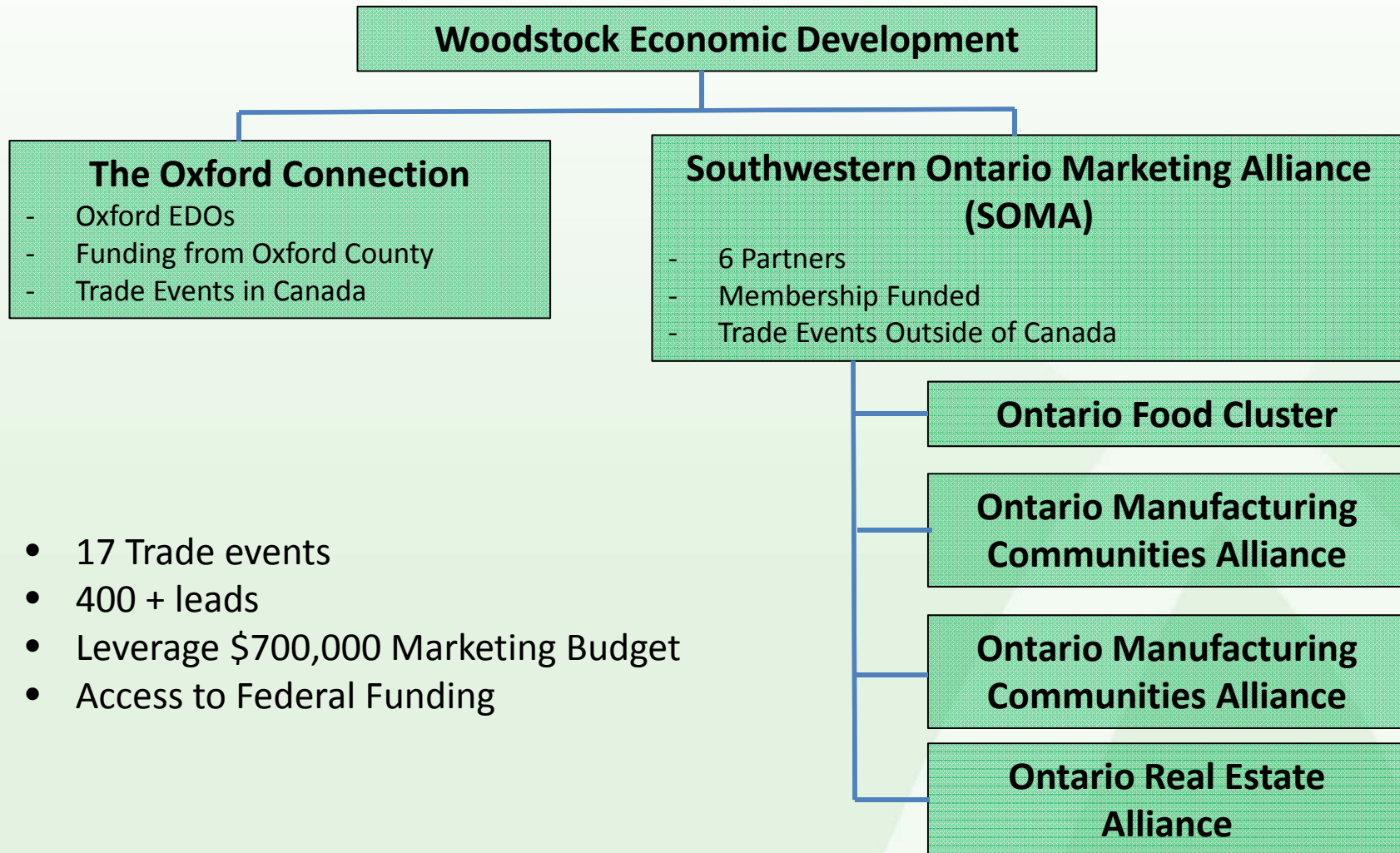
- Business Attraction
- Business Retention
- External Marketing
- Municipal Land Sales
- CIP Management
- Downtown Development
- Small Business Enterprise Centre
- Physician Recruitment

# Office of the Development Commissioner (a.k.a. Woodstock Economic Development)





# The Power of Partnerships...



# Achieved Goals for 2019

## Office of the Development Commissioner

- Ongoing aftercare of industrial residents and business retention
- Attendance at MBS, APMA, SIOR, PLAST-EX, CMTS & K-SHOW
- Attend SOMA, FedDev, OMCA, 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 2019
  - \* SOMA was successful in receiving ICCI funding
- Administered downtown Community Improvement Plan – Intake and Reports
- Led the process for the creation of a Woodstock Downtown Development Plan
- Development of Woodstock Physician Recruitment Program
- SOMA Mission to Taiwan/Japan
- SOLD \$3 million in industrial land sales

# Achieved Goals for 2019 - continued

## Office of the Development Commissioner

- Closed a total of 53 acres of industrial land sales
- Sale of Lands in Bysham Business Park to LANCA & DeJong
- Sale of Lands in Pattullo Ridge Business Park to Execulink
- Sale to new companies on Devonshire Lands to Willow & BGI, Ambey Traders
- Facilitated land sale with Vuteq leading to a 2020 expansion
- Assisted TigerCat with the expansion of their Woodstock facility
- 100% occupancy of 1<sup>st</sup> Gran-Val Building in CommerceWay
- Presentation to Ontario Government Business Units
- Job Fair – Woodstock
- Sitting member of Project Hi-Tech – Robotics Competition


# Projects for 2020

## Office of the Development Commissioner

- Continued membership in SOMA, Ontario Advanced Manufacturing Communities Alliance, Ontario Food Cluster, EDCO-Ontario Real Estate Alliance
- Oxford Connection trade show program – SIAL, FDI Forum
- Member of Oxford Physician Recruitment Group
- Ongoing promotion of Community Improvement Plan
- Assist local companies in achieving their expansion plans
- Anxiously awaiting the opportunity to sell industrial lots on the former Alyea Farm lands once servicing has been completed
- Ongoing maintenance of vacant industrial land
- Lease of vacant City-owned industrial land for agriculture
- Ongoing Sale of surplus City properties (non-industrial)
- Acquire Additional Land – New Industrial
- FAM Tour – September 2020
- Implementation of Downtown Study Recommendations

# Changes to Base Budget


Office of the Development Commissioner

Revenue Accounts	Change	Proposed Budget Amount	Reason
0800-69676-0000	 \$10,000	\$50,000	Amount requested from county increased to reflect increasing costs/activities




# Changes to Budget

## Office of the Development Commissioner

Land Revenue Account	Change	Proposed Budget Amount	Reason
0801-69676-0000	 \$1,100,000	\$1,000,000	Limited inventory of industrial land to sell

# Changes to Budget

## Office of the Development Commissioner

Land Revenue Account	Change	Proposed Budget Amount	Reason
0801-84231-0305	 \$50,000	\$100,000	Decreased commissions and other expenses due to decreased sales.