

# Economic Development

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Len Magyar, Development Commissioner

# Key Services

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## Business Retention

- Company visits (12-14 annually)
- Assistance with expansion activities
- Social media activities
- Seminars for businesses
- Community Improvement Program (CIP)

## Business Attraction & FDI

- Japan & Other International Missions
- Trade Shows
- Conferences

# Key Services

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## Industrial Land Sales

- \$25,000,000 in projected sales

## Film Attraction Program

## Sale of other Municipal Properties

- 760 Juliana Drive
- Former PUC Building

## Downtown Development – Kerry Jarvi

## Physician Recruitment – Kristie Hons

## Oversee the Small Business Centre – Shawn McNamara & Brenda Tait

# Upcoming Projects/Challenges

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Oxford Connection 2024 FAM Tour

Oxford County Career Fair – March 2024

SOMA/London Economic Development Corporation Partnership

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Lack of Serviced Municipally owned Lands

- Sales in 2025-2027 will fall close to zero

Reliance on the private sector for both business retention and FDI

# Partnerships

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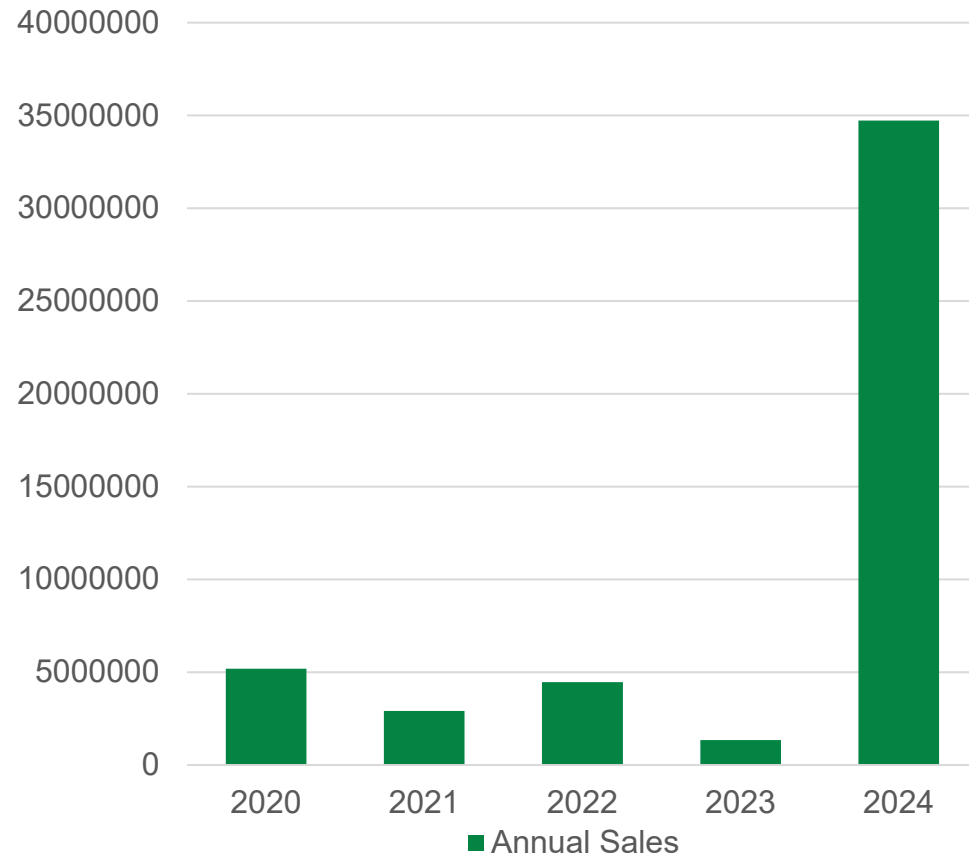
Oxford Connection – 2024 FAM Tour	2 - 3 Trade Shows
Ontario Food Cluster	3 - 4 International Trade Shows
Ontario Manufacturing Communities Alliance	3 - 4 International Trade Shows
Southwestern Ontario Marketing Alliance <ul style="list-style-type: none"><li>• Generates 200+ Leads for Woodstock</li><li>• Provides access to Federal Funding</li><li>• Saves City Staff 70% of travel time</li></ul>	5 International Trade Shows SIOR (Society of Industrial and Office Realtors) Site Selectors Guild Activities

# Budget Detail

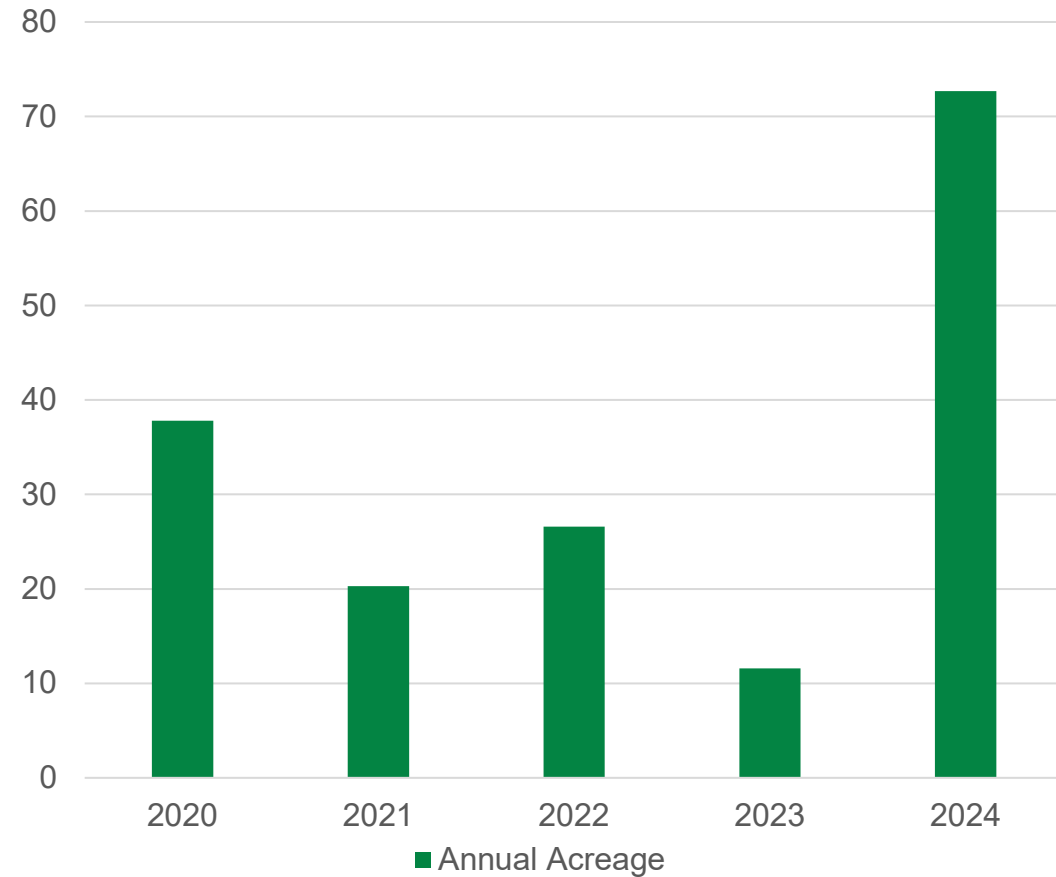
Account	Change	Proposed Budget
0801-69676-0000 (Land Sales)	+\$5,000,000.00	\$25,000,000.00
0800-84230-0369 (Trade Show & Travel)	-\$7,700.00	\$17,000,000.00
0801-84231-0305 (Costs Related to Land Sales)	+\$655,000.00	\$750,000.00
0800-84230-044 (Filming Location Expenses)	-\$5,000.00	\$15,000.00

# Industrial Land Sales

## Land Sales



## Number of Acres Sold



# Thank You

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Questions Welcomed