



Committee Report

To:	Warden McQueen and Members of Grey County Council
Committee Date:	December 12, 2019
Subject / Report No:	EDTC-CW-01 -20
Title:	Funding for Fast Lane Plus
Prepared by:	Savanna Myers, Director of Economic Development, Tourism & Culture Jennifer Christie, Program Development Manager
Reviewed by:	Kim Wingrove, CAO
Lower Tier(s) Affected:	All
Status:	Recommendation adopted by Committee as presented per Resolution CW05-20; Recommendation adopted by Council per Resolution CC13-20 January 9, 2020;

Recommendation

1. That Report EDTC-CW-01-20 regarding Funding for Fast Lane Plus, be received; and
2. That the County grant \$33,900 to the Grey Bruce Not-For-Profit Business Innovation Corporation for the purpose of acquiring a license to the Fast Lane Plus program from Innovation Guelph, subject to the following conditions:
 - a. The grant only be used to obtain the license,
 - b. The license must be obtained within 30 days of receiving the funds, and
 - c. Proof of the license being issued must be provided to the County within that 30 day period; and
3. That staff be directed to proceed to provide the grant prior to Council approval as per Section 25.6 of Procedural By-law 5003-18.

Executive Summary

Sydenham Campus is developing a one-stop-shop for entrepreneurial activity and advancement in the region. In coordination with the Business Enterprise Centre (BEC), the private sector has been a key driver of this mandate.

Background and Discussion

Over the past two years, members of the private sector have been donating funds to the County to advance the entrepreneurial services available in the region. These funds have been specifically earmarked for the Innovation Centre at Sydenham Campus for use towards the development of a business accelerator program.

The accelerator will provide scale-up services to entrepreneurs looking to grow and expand their business, which differs from the start-up services currently provided by the BEC. Through the development of an inquiry pipeline, the BEC, Catapult Grey Bruce and Bluewater Angels have developed a system to streamline inquiries and service delivery.

To date, with the assistance of staff and utilizing the donated funds, a separate not-for-profit organization, Grey Bruce Not-For-Profit Business Innovation Corporation, was formally incorporated and now operates under the trade name, Catapult Grey Bruce.

A Program Development Manager was hired on a six month contract to develop the organizations' operating plan including a private sector support strategy; develop and implement a communications strategy; launch the accelerator program and liaise with key stakeholders, business and community leaders.

The final funds are to be allocated to license Innovation Guelph's Fast Lane Plus program. Included in the license are:

- a) License all Fast Lane Plus materials (use of logo, processes, forms and documents to recruit, promote, etc.)
- b) On-site training provided by Innovation Guelph to Catapult Grey Bruce (Grey County Program Development Manager)
- c) Remote support by Innovation Guelph staff for up to 100 hours.

Catapult Grey Bruce's Board of Directors have executed an agreement with Innovation Guelph for this license and the invoice has now been received. The intent is to purchase the license and begin the training for a preliminary program launch in January 2020.

Legal and Legislated Requirements

Pursuant to section 107 of the Municipal Act, 2001, the County may make grants to any person, group, or body for any purpose that Council considers to be in the interests of the municipality. Such grants must respect the provisions of section 106 of the Act, which prohibit assisting any "manufacturing business or other industrial or commercial enterprise". Catapult Grey Bruce does not fit that description.

With this grant, Catapult will be required to provide the County proof of payment within 30 days of receiving the funds.

Financial and Resource Implications

The license fee of \$30,000 + HST would be funded from reserve from donated funds received in 2019 for this purchase.

Relevant Consultation

Internal – Director of Corporate Services, Director of Legal Services, Deputy Treasurer, Clerk, Administrative & Accessibility Coordinator.

External – Catapult Grey Bruce, Innovation Guelph

Appendices and Attachments

None.