

## APPENDIX C

### Planning and Community Services Department - Economic Development Report

#### Quarter 1: January, February, March 2023

1. Lead generation: Metal Foil Manufacturer via Invest Alberta
2. Conferences/Seminars: Completed 2023 Conference/Trade Show Participation Plan including:

Site Link Site Selection Sessions: Lac la Biche, AB

A forum that convenes experienced Site Selectors and industry leaders in economic development to connect , provide insight and share expertise on how to improve community strategic position for investment attraction.

Global Energy Show: Calgary, AB

Canadian Hydrogen Convention: Edmonton, AB

Carbon Capture Canada: Edmonton, AB

Crossroads/Farm Tech: Edmonton, AB

Canadian Western Agribition: Regina, SK

US Chamber of Commerce in Canada - Doing Business in the USA: online

3. Various industry and related stakeholder meetings:

Alberta Hub Meeting, January 25, 2023, February 17, March 1, 2023, St Paul

Northeast Economic Development Roundtable meeting January 25, 2023, March 23, 2023

Travel Alberta follow up, February 9, 2023,

Invest Alberta, February 13, 2023, March 6, 2023,

Community Futures Lakeland February 15, 2023, March 7, 2023, Digital Economy program

Deloitte (formerly MDB Insight) February 27, 2023, Environmental Scan for Carbon Sector

REIP meeting, 2023, City of Cold Lake

Sturgeon County Economic Development March 6, 2023

EDA Ask the Expert "Regional Collaboration" March 8, 2023.

Portage College, Assoc Dean of Economic Development and Sustainability programming March 14,2023

Local real estate meeting March 20, 2023

University of Athabasca Alternative Energy March 31, 2023

4. Re-establishment of the M.D. Economic Development e-Newsletter



# GROWING YOUR BUSINESS

The Municipal District of Bonnyville Economic Development Newsletter



MUNICIPAL DISTRICT  
BONNYVILLE NO. 87

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The purpose of *Growing Your Business* is to connect the business community with timely information. This includes industry and government updates, bidding opportunities with the M.D. of Bonnyville, success stories, business supports and programs, recognizing business achievements, and increasing business-to-business transactions within the M.D. of Bonnyville.

## INTRODUCTION

### Meet the M.D. Economic Development Specialist

Scott Kovatch joined the Municipal District of Bonnyville as the Economic Development Specialist in 2022.

### I want to hear from you

#### SCOTT KOVATCH

Economic Development Specialist

P: 780.826.3171

E: [skovatch@md.bonnyville.ab.ca](mailto:skovatch@md.bonnyville.ab.ca)

Scott brings over 20 years of experience including Business Retention, Expansion, and Attraction, Small Business Finance, and Tourism Destination Organization Management.

The Economic Development Specialist is a resource for existing businesses, helping find new opportunities, and building on their successes. This will include a free online business directory that will help connect M.D. businesses with the potential to strengthen the local supply chain.

#### Questions?

Call Scott at 780-826-3171 or send him an email at [skovatch@md.bonnyville.ab.ca](mailto:skovatch@md.bonnyville.ab.ca).

Find out more about Economic Development in the M.D. of Bonnyville at [bit.ly/MDEcDev](https://bit.ly/MDEcDev).

## Canadian Small Business Confidence on the rise

Here are the February 2023 Business Confidence stats:

The 12-month Small Business Confidence Index saw a positive change of + 0.5

The three-month Small Business Confidence Index saw a positive change of + 2.1

You can read the complete report from the Monthly Business Barometer at [cflb-fcei.ca](https://cflb-fcei.ca).



# Business and Industry Growth Strategy

The Municipal District of Bonnyville Council reaffirmed its dedication to economic development and diversification for the municipality by adopting an inaugural Business and Industry Growth Strategy (BIGS) in November 2022.

BIGS is the result of the 2020 Regional Economic Development Plan Technical Report and 2022-2027 M.D. Council Strategic Plan.

The Strategic Plan identifies building a viable and diversified regional economy as one of the first goals, with the objective of developing an economic development strategy inclusive of business and industry attraction, retention, and expansion while maintaining the M.D.'s rural influences.

The BIGS document outlines the economic future of the M.D, including investment readiness, economic diversification, and brand development.

BIGS includes the following tactics: a free online Business Registry program, Commercial and Industrial property listings, Community Profile, the identification of shovel-ready projects, Business Visit program, Economic Development Branding, Airport Enhancements, and a Champion Ambassador Program. These tactics are recognized as the foundation of municipal-lead business and industrial growth.

A copy of the BIGS document can be found on the M.D. website at [bit.ly/MDBvilleBIGS](https://bit.ly/MDBvilleBIGS).





# BUSINESS SUPPORTS PART 1

Do you know what programs and services are offered for businesses in our region? There are so many, we've had to break this list into two parts.

Below you will find websites and descriptions of the programs and services offered by our partners. This includes workshops, seminars, and events — both in-person and online — that support local businesses.

## Community Futures Lakeland

The Community Futures Lakeland team offers you and your business a wide selection of business coaching and training services.

Community Futures also has flexible business loans for small start-up business owners who need help getting their ideas off the ground.

Community Futures Lakeland is proud to support the Entrepreneurs with Disabilities program, a Local Business Beautification Loan in association with the M.D., and the “Digital Squad” which assists small businesses with ecommerce.

Find out more at [albertacf.com](http://albertacf.com).

## Business Link

Business Link has been supporting Alberta small businesses for more than 25 years.

Whether you have specific “how to” questions or are just feeling a little lost, they are here to help.

Business Link offers free one-on-one business advice, market research information, business plan reviews, workshops and presentations, indigenous services, immigrant entrepreneur services, and access to free small business resource tools.

Get more information at [businesslink.ca/services](http://businesslink.ca/services).

## Alberta Innovates

Celebrating 100 years of assisting Albertans, Alberta Innovates helps Alberta entrepreneurs and industry with coaching, funding and grants, workshops and events, and programs. The focus is on applied research, agriculture, forestry, and food, clean resources, emerging technologies, entrepreneurial investments, health innovation and platforms, and post-secondary investments.

Alberta Innovates has various funding streams that include: Agri Food Innovation, Alberta Bio Future, and the Export Readiness Micro Voucher. Coaching is also available.

Alberta Innovates supports Regional Innovation Networks across the province.

Find out more about funding and grants for Albertan innovators at [albertainnovates.ca/what-we-offer/funding-grants](https://albertainnovates.ca/what-we-offer/funding-grants).

Find out more about the East Central Alberta Regional Innovation Network at [eastcentralrin.com](https://eastcentralrin.com).

## Alberta Women Entrepreneurs

Alberta Women Entrepreneurs (AWE) helps entrepreneurial women build connections with other entrepreneurs and experts by keeping you up to date with the most recent seminars, events, training sessions, and conferences.

AWE strives to bring capacity-building solutions to your business so you can develop and strengthen the skills, instincts, abilities, processes, and resources needed to survive, adapt, and thrive in a fast-changing world.

AWE provides access to capital through their lending programs and report the news of when capital is being made for women entrepreneurs.

AWE has four core programs — Start Up, Bold Leadership, Business Beyond Borders and Strengthening Partnerships. They also offer several loan programs.

An AWE Business Advisor can help you talk through your business strategy, delivery model, and how to manage cash flow. There are also opportunities to learn more about marketing, mindset management, and other resources.

Get AWE-inspired and learn more about their support services at [awebusiness.com](https://awebusiness.com).

## Agriculture Financial Services Corporation

Agriculture Financial Services Corporation (AFSC) offers a variety of loans for primary agricultural producers.

Loans include the Next Generation Loan Program providing young producers a consistent fixed-rate term to establish farming operations, the Developing Producer Loan Program which provides emerging producers with a consistent fixed-rate term loan to acquire assets to expand their operations, the Alberta Producer Loan Program providing an alternative source of fixed-rate loan terms to acquire assets needed to maintain and grow their operations. There is also the Revolving Loan Program which provide easy and immediate access to working capital.

AFSC finances land and equipment, production quotas, succession planning, breeding livestock, working capital, debt reduction, and more with features such as long-term competitive interest rates, no annual fees, and a payment schedule to fit cash flow.

Get more information at [afsc.ca](https://afsc.ca).



# Free Business Registry

The Municipal District of Bonnyville has recently relaunched its free online Business Registry.

While the M.D. does not require owners to register for a business license in order to operate, we do offer this free online registry as an additional marketing tool for M.D. businesses and business owners.

The registry is used to promote buying/partnering with other local businesses while keeping business owners and operators informed of opportunities and programs in our community, providing updates on municipal business opportunities and tenders, and more.

The M.D. Economic Development Specialist, Scott Kovatch, will use the registry to enhance the understanding and appreciation for what local companies are offering in the region.

If you would like to enhance your online presence, shop local and source your goods or services from other M.D. businesses. complete the M.D. online Business Registry form at the link provided below.

Sign up online at [bit.ly/MDEcDev](https://bit.ly/MDEcDev) for a chance to win \$250. The deadline to enter is June 30, 2023.

For more information, contact Scott Kovatch Economic Development Specialist, at 780-826-3171 or via email at [skovatch@md.bonnyville.ab.ca](mailto:skovatch@md.bonnyville.ab.ca).

# FREE M.D. OF BONNYVILLE BUSINESS REGISTRY PROGRAM

SIGN UP ONLINE AT  
[BIT.LY/MDECDEV](https://bit.ly/MDEcDev)  
FOR A CHANCE TO WIN

\$250

DEADLINE:  
JUNE 30, 2023