

TOWN OF FORT FRANCES

Economic Development Advisory Committee

AGENDA - April 1, 2019 - 11:30 a.m.

MEETING - Committee Room, Civic Centre

	Page
1. <u>Call to Order</u>	
2. <u>Disclosure of pecuniary interest and the general nature thereof</u>	
3. <u>Approval of Previous Advisory Committee Minutes</u>	
3.1 March 4, 2019.	2 - 3
4. <u>New Business</u>	
4.1 D. Brown - Awarding Request for Proposal (RFP) 17-AF-14 – Land Use & Economic Development Feasibility Study for the Shevlin Wood Yard & Former Nursing Station.	4 - 7
4.2 G. Gillon - Brainstorming Session - (will include item requested by J. McTaggart - challenge to the EDAC Committee to provide ideas that the municipality could incorporate along with the Strategic Plan to drive economic growth).	
5. <u>Standing Items</u>	
5.1 Mill Update.	
5.2 Rural and Northern Immigration Pilot.	
6. <u>Information:</u>	
6.1 Federal Canadian Experience Fund.	8 - 10
7. <u>Adjourn / Next Meeting Date - May 6, 2019</u>	

TOWN OF FORT FRANCES
Economic Development Advisory Committee

MINUTES

March 4, 2019

The meeting of Economic Development Advisory Committee of the Town of Fort Frances was held in the Committee Room, Civic Centre on March 4, 2019 from 11:40 a.m. to 12:40 p.m.

PRESENT: J. Cumming, Chair, Mayor J. Caul, J. McTaggart, R. Avis, D. Eldridge, M. Caron, K. McCaig,

ALSO PRESENT: D. Brown, CAO, L. Mose, (MNDM), T. Drysdale, Consultant, G. Gillon, (RRFDC) and K. Lawson, Deputy Clerk/ Committee Secretary

REGRETS: D. Kircher, K. Firth, Chief W. Windigo

1. Call to Order - 11:40 a.m.

2. Disclosure of pecuniary interest and the general nature thereof - none identified

3. Approval of Previous Advisory Committee Minutes

3.1 February 4, 2019.

McCaig-Eldridge: THAT the minutes from the February 4, 2019 regular meeting be approved as distributed.

CARRIED

4. New Business

- 4.1 Presentation from Michael Willick, R.P.F. President, M.L. Willick & Associates Ltd. re: Enhanced Sustainable Forest License (ESFL) Implementation.
- Mr. Willick was in attendance to provide an update and have a general discussion with the Committee respecting Forest Tenure and implementation of the SFL. He advised that the Forest License is used to manage the forest and is done every 5 years. The Licensee under the Forestry License has the right to tell contractors where to cut, ensure that crown charges are paid and to ensure that reforestation is done within the legal obligations of the License. He stated that the Province is unhappy that large companies are holding these licenses and making it difficult for smaller contractors, First Nation communities and municipalities. He believes that the time for such designations has passed. The Sustainable Forest License (SFL) has now moved to Enhanced Sustainable Forest License (ESFL) which will be a partnership of interested parties. The RRFDC will be a signatory to this agreement. Payment will be based on usage. An independent General Manager will be appointed. There is still discussion about the size of the group. There is a good opportunity for having the company be located locally. Presently, the group is undertaking new plans for the Crossroute and Sapawe Forest management which should be in place by April 1, 2020. This is good news from an economic stand point as wood costs will be cheaper, making for happier contractors. The International Falls mill cannot bid on the wood controlled under this license. The management group may not override any decision made by the Ministry. Mr. Willick stated that there was enough wood at the time Expira was looking to purchase the mill, in stark contrast to Resolute's contention that they do not have enough wood to manage their needs.

5. Standing Items

- 5.1 Follow up from T. Drysdale on February 4th, 2019 Position Paper from J. Cumming and Immigration Pilot Update.
- G. Gillon advised of a meeting he attended, where he had a chance to speak with Aime Dimatteo who recommended partnering with Kenora. Geoff will be asking Mayor Caul to forward a letter of support which will serve to confirm that the Town of Fort Frances

wishes to support the Lake of the Woods Business Incentive Corporation (LOWBIC) application in partnership with the City of Kenora for participation in the Rural and Northern Immigration Pilot Program. Through this support, the Town is ready to work cooperatively with the City of Kenora, LOWBIC and its partners toward better positioning the Town of Fort Frances to welcome newcomers to our community.

As a side note Councillor McTaggart challenged the EDAC Committee to provide ideas that the municipality could incorporate along with the Strategic Plan to drive economic growth. Some suggestions included:

- 1) Enhancement of Health Care;*
- 2) Placing of a Health Care Facility in the area of the old woodyard;*
- 3) Age Friendly Seniors Facilities;*
- 4) I Cloud enhancement;*
- 5) Industrial Jobs.*

This matter will be added to the next regular meeting for further discussion.

5.2 Mill Update.

Tannis advised that REPAP is in Town this week. She advised that they will be submitting a bid to Resolute outside of any NDA agreement. She believes that Resolute is also entertaining a bid from a community redevelopment organization..

6. Adjourn / Next Meeting Date - April 1, 2019

March 8th, 2019

Report To: Mayor & Council

From: Doug Brown, CAO

SUBJECT: Awarding Request for Proposal (RFP) 17-AF-14 – Land Use & Economic Development Feasibility Study for the Shevlin Wood Yard & Former Nursing Station

As you are probably not aware, back in September of 2018, the Town submitted economic development funding applications to both levels of senior government; Fednor (Federal) & Rural Economic Development (RED) Program (Provincial) to complete a feasibility study on the re-development of the Shevlin Wood Yard and former Resolute Forest Products' nursing station (hereon referred to as a Gateway to the Market Square). The study is to be conducted through consultation with local stakeholders, the economic development office, Mayor and Council. The purpose of this study is to evaluate how the properties can be best utilized to maximize its economic potential. The study will analyze the sites and the surrounding environment to understand which investments are appropriate and which steps are needed to attract new investment. To date the Town received verbal approval that the Fednor funding is in place where the funding agreements are forth coming for execution.

The scope of study identified in the Terms of Reference document included the following 5 main components;

1. Review the background reports and conceptual designs previously completed for the property redevelopment.
2. Conduct public consultations on the proposed use of the property.
 - a. Consultations are to be conducted with the Economic Development Office, Mayor and Council, key stakeholders, and community at large.
 - b. Consultations are to take place during times that will facilitate the majority of stakeholders.
3. Evaluate the recommendations & feedback from the public consultations and previous studies and develop three draft design plans, to be presented in-person to Mayor and Council.
4. Complete any revisions and present in-person a final report to Mayor and Council.
5. The successful firm will be required to travel to the Town of Fort Frances to conduct the public consultations as well as to present the draft and final report to Mayor and Council.

The Town administration & Tannis Drysdale, ED consultant prepared the RFP package which closed on Tuesday, December 18, 2018. Seven (7) proposals were received where administration established a committee to review the proposals and make recommendations to Council. The review committee consisted of; Travis Rob- Operation & Facilities Manager, Crystal Tan- AMP Coordinator, Tyson Dennis – CBO/Planner, Tannis Drysdale – ED consultant and myself.

The proposals submitted by each consultant firm were reviewed and scored. A scoring system utilized the following 6 main categories:

- 1) Quality of the proposal submitted - ease of understanding, required components of the proposed structure, work schedule.
- 2) Past Experience in completing similar projects.
- 3) Key Personnel assigned to the project.
- 4) Cost of Proposal.
- 5) Value of proposal (considers quality & cost).
- 6) Schedule.

The review committee is of the opinion that the quality of proposals were outstanding and several of the firms were more than capable of completing the project within the established scope of work outlined in the term of reference and had extensive experience in completing similar projects for other municipalities in Northwestern Ontario. See attached summary spreadsheet No. 1. The review committee is of the opinion that it is not necessary to establish a steering committee based on the fact that the entire community will be engaged through public consultation throughout the process and the Town itself has no partners on the project. Also Administration, Council and our ED consultant will participate and be consulted in finalizing the preferred way of developing these two properties in order to maximize economic return to our community for the long term.

The review and selection committee is recommending that HTFC planning and design out of Winnipeg, Manitoba be selected based on the following factors;

- 1) Past Experience – HTFC was previously involved with developing and establishing several long term visionary economic development plans for our community such as the reinventing Fort Frances, Gateway to Canada Plan, Fort Frances Heritage Tourism Implementation, Fort Frances Active Transportation, Phase 1 of the Rainy Lake Square Property.
- 2) Highest Time allotment to complete the study – 963 hours.
- 3) Most public consultation sessions and visits to Fort Frances - 6 trips total
- 4) The lowest average hourly rate at \$ 136.18 per hour.

- 5) All-encompassing project team assembled for the study consisting of an Economic Development firm– Catapult Community Planning, Real Estate firm – CSB Management and local engineering firm- Saulteaux Engineering.
- 6) 6 month completion schedule for the feasibility study once awarded.

Financial Implications

The feasibility study is estimated to have a net cost of \$ 131, 138.11. It is funded by three components;

Town – \$ 16,000

Provincial Government- Rural Economic Development (RED) Program- \$ 75,000

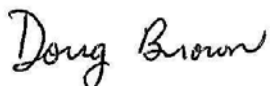
Federal Government- Fednor - \$ 60,000.

Total Funding is estimated at \$ 151,000

The review committee recommends the following;

- 1) That once all funding from senior levels of government is secured and in place, that the feasibility study on the re-development of the Shevlin Wood Yard and former RFP's nursing station be awarded to HTFC of Winnipeg at a total estimated cost of \$ 145,623.10 (all taxes included) as per the Town's terms of reference and as outlined in their proposal dated December 18, 2018.
- 2) That the Mayor and Clerk be authorized to execute the contract documents with HTFC on behalf of the Corporation of the Town of Fort Frances once all funding from senior levels of government is secured and in place.
- 3) That the Mayor and Clerk be authorized to execute the funding agreements under the Fednor funding program through the Federal Ministry of Innovation, Science and Economic Development Canada behalf of the Corporation of the Town of Fort Frances.
- 4) That the Mayor and Clerk be authorized to execute the funding agreements under the Rural Economic Development (RED) Program through the Provincial Ministry of Agriculture, Food and Rural Affairs behalf of the Corporation of the Town of Fort Frances.

Respectfully Submitted
Operations & Facilities Division



Doug Brown, P. Eng.
CAO

Council approval of this report will ensure the following;

- 1) That once all funding from senior levels of government is secured and in place, that the feasibility study on the re-development of the Shevlin Wood Yard and former RFP's nursing station be awarded to HTFC of Winnipeg at a total estimated cost of \$ 145,623.10 (all taxes included) as per the Town's terms of reference and as outlined in their proposal dated December 18, 2018.
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2019MarchRFPwoodyard

From: [Mose, Leanne \(ENDM\)](#)
Subject: Federal Canadian Experience Fund
Date: Thursday, March 28, 2019 8:26:49 AM

Morning

Here is a summary of the Canadian Experiences Fund announced in last week's budget. This tourism fund will be administered by the federally funded Regional Development Agencies, which includes FedNor (actually, FedNor is not officially and RDA, but it is treated as such by the department responsible for RDAs – Innovation, Science and Economic Development or ISED). Looks like they're aiming to launch in May. The federal Tourism Strategy is currently under development and is also expected and is also expected to be completed some time in May.

Summary of Canadian Experiences Fund

- To help Canada's tourism sector innovate and grow, Budget 2019 proposes to provide **\$58.5 million over two years**, starting in 2019–20, to the Regional Development Agencies (which includes FedNor) for the creation of a Canadian Experiences Fund. The Fund would support Canadian businesses and organizations seeking to create, improve or expand tourism-related infrastructure—such as **accommodations** or **local attractions** - or **new tourism products or experiences**. These pan-Canadian investments would focus on five categories: tourism in rural and remote communities, Indigenous tourism, winter tourism, inclusiveness, specifically for the LGBTQ2 community, and farm-to-table tourism, which is also known as culinary tourism.
- To further prioritize Canada's tourism sector, Budget 2019 also proposes to create a seventh Economic Strategy Table dedicated to tourism. The Economic Strategy Tables bring together government and industry leaders to identify economic opportunities and help guide the Government in its efforts to provide relevant and effective programs for Canada's innovators. The Tables set ambitious growth targets, identify sector-specific challenges and bottlenecks, and lay out strategies to help innovators achieve their goals.

Launching a Federal Strategy on Jobs and Tourism

Tourism in Canada is strong and growing. Last year Canadian communities of all sizes welcomed more than 21.1 million international visitors—boosting economic growth and creating good, well-paying jobs across the country. Canada's tourism sector is an important source of jobs and growth, employing over 750,000 people and contributing about 2 per cent to Canada's GDP. Recognizing the importance of tourism to Canada's overall economy, the Government is developing a new Federal Strategy on Jobs and the

Visitor Economy.

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In addition, Budget 2019 proposes to provide \$5 million to Destination Canada for a tourism marketing campaign that will help Canadians to discover lesser-known areas, hidden national gems and new experiences across the country. Destination Canada is Canada's signature tourism agency that collaborates with partners to promote Canada as a premier tourism destination.

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Budget 2019 tourism funding will complement existing and ongoing investments aimed at driving growth in the tourism sector. For instance, Budget 2017 provided Destination Canada with permanent funding of \$95.5 million per year for tourism-related work, and significant funding is also made available through Canada's six Regional Development Agencies, which support local businesses, including tourism. Since 2016, Regional Development Agencies have allocated over \$196 million to tourism businesses. The Business Development Bank of Canada is another important source of support for Canada's tourism industry, having provided more than \$1.4 billion in financing since 2016, and tourism

businesses are also supported by Export Development Canada, which assists Canadian tourism businesses that wish to expand into global markets.

Leanne Mose

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