



# PERFORMANCE METRICS 2023

## What We Do

Invest WindsorEssex advances economic development and prosperity in our region. We are the region's lead economic development agency and a dedicated catalyst for business growth and expansion. We attract new businesses to our region, help strengthen existing businesses and support entrepreneurship in three key ways:

## Informing

We provide the most current and relevant information and data on site selection, market research and available government funding.

## Guiding

We provide answers and advice on general business practices, expansion planning, multi-national branch planning and exporting, as well as training and educational resources.

## Connecting

We help organizations cut through red tape and we connect them directly with key decision makers, potential partners and funders.

## New Investment Facilitated

**\$52,564,500**

(IA/BRE/SBEC/AI)

Total amount of new investment to the region, through both public and private investment streams.

**37** Expansions Facilitated (IA/BRE/SBEC)

**231** New Jobs Facilitated (IA/BRE/SBEC)

**5** Priority Files (IA)

**31** Business Startups (SBEC)

**2** Funding Applications and Joint Papers Developed (AI)

## Business Support Sessions

**76 Sessions** (BRE/SBC/AI)

**800 Attendees** (BRE/SBC/AI)

## Top Economic Priorities as reported by Windsor-Essex Businesses

- 1 Labour force challenges – continued shortfalls in labour/talent pools across all sectors; growing concern for labour resources as new infrastructure projects come on-line; companies are met with increased labour costs including competitive wages/incentives in the United States.
- 2 Housing & labour – a two-fold challenge where demand for housing is outweighing the skilled labour capacity; in-turn, talent attraction is stymied by lack of available and accessible housing.
- 3 Rising energy costs (electricity and natural gas) - impacting the bottom line across all sectors (especially agri-greenhouse and manufacturing) with very few programs/incentives to mitigate the impact.
- 4 Inflation – cost of inventory deeply impacting small & medium-size businesses by impeding growth and creating a barrier to forecasting special projects and expansions; increased cost of assorted materials (especially steel), impacting critical manufacturing production deadlines and financial well-being of companies; (especially smaller companies who cannot maintain consistent supplies due to cost overhead); uncertainty over inflation trends has seen some softening of the industry.
- 5 Small business struggling with COVID-19 loan re-payments - inflation impacting their ability to forecast/schedule repayment of pandemic recovery loans.

## Regional Economic Indicators †



Note: The above figures reflect all of Windsor and Essex County, Q1 2023 to Q2 2023.  
Source: Statistics Canada, Labour Force Survey custom tabulation.