



OPEN BOARD MEETING MINUTES
Friday, February 10, 2023
8:30 a.m.
Zoom

Present:	Chris Savard, Chair	Kevin Laforet, Treasurer	Alex Anobile	Robert Gordon
	Waseem Habash	Warden Hilda	Federica Nazzani	Kyrsten Solcz
	Jimi Tjong			
Regrets:	Mayor Dilkens	Paul Mastronardi		
Staff:	Stephen MacKenzie, President & CEO	Holly Connelly	Sabrina DeMarco	Joe Goncalves
	Matt Johnson	Wendy Stark		
Regrets:	Gina Meret-Dybenko			

1. CALL TO ORDER & DISCLOSURE OF CONFLICT OF INTEREST

The meeting was called to order at 8:42 a.m. by Chris Savard, Chair and quorum was met. No conflict of interest was declared.

2. AGENDA

The agenda for the open meeting of Invest WindsorEssex Board of Directors was provided.

Motion Moved by Alexandria Anobile

Seconded by Waseem Habash

That the agenda for the February 10, 2023, meeting of Invest WindsorEssex Board of Directors is approved. Carried.

3. CONSENT AGENDA

- 3.1 Minutes – Open Board Meeting
- 3.2 Monthly Performance Measures and Metrics
- 3.3 Top Business Priorities

Motion Moved by Kyrsten Solcz

Seconded by Waseem Habash

THAT the consent agenda and the recommendations therein, is approved. Carried.

4. BOARD OF DIRECTORS REPORTS

4.1 Chair’s Report

The Chair thanked the Board for their flexibility in changing the Board meeting date.

Motion Moved by Kevin Laforet

Seconded by Waseem Habash

THAT the Chair’s report is received. Carried.

4.2 CEO’s Report

a. Brief Remarks from Department Heads

Small Business and Entrepreneurship Centre (SBEC) – Sabrina DeMarco

- Business advisors busy supporting business owners and entrepreneurs with one-on-one consultations
- Digital Services advisors continued to respond to over 200 company requests
- Province confirmed the continuation of Digital Transformation grants
<https://www.webusinesscentre.com/en/how-we-can-help/programs-and-financial-support.aspx>
- Developed and delivered interactive social media workshop in Sandwich Town to compliment business development efforts and support the WDBA Community Benefits initiatives
- 40 businesses attended
- Sessions will be held in the County
- Services offered at the Essex satellite office and a piloted outreach and office hours at the Municipality of Leamington who provided dedicated meeting space
- Promoting Summer Company program by presenting at high schools and post secondary institutions
- SBEC to run a pilot program as part of the Ontario Immigrant Nominee Program (OINP) with a target to attract 100 immigrant entrepreneurs to regions outside the GTA

Business Retention and Expansion (BRE) – Wendy Stark

- Client visits
 - reports indicate local companies are very busy and expect it to continue
 - Several expansion projects are planned or in progress
 - Concerns about skilled labour continues (not unique to region) and supply chain challenge
- BRE team members participate in stakeholder meetings focusing on addressing labour challenges, including new immigration, and training programs
- 2023 version of Windsor-Essex Career Apprenticeship Program (WECAP) in partnership with the University of Windsor and Canadian Career Apprenticeship initiative
- Hosting Emerging Technologies speaker series event focusing on automation in agribusiness sectors
- November 2, 2023 - Emerging Technologies and Automation Conference and Trade Show will be held at Caesars <https://www.emergingtechnologies.ca/>
- Expanding agribusiness listings in Source WindsorEssex <https://sourcewindsoressex.com/>
- Soft launch of new data visualization tool is pending
- Attracting and developing talent is a high priority

Investment Attraction (IA)- Joe Goncalves

- IA team is working on several leads resulting from the FDI visit to Korea
- New project announcement to bring 120 jobs is pending

Marketing and Communications (MKTG) – Stephen MacKenzie on behalf of Gina Meret-Dybenko

- Awarded the Business Facilities Canada 2022 Impact Award garnering excellent media attention for the region
 - www.InvestEVCanada.com is the url that is being used for external promotion across all digital and print assets
 - Advertorial and ads highlighting EV supply chain developments and opportunities will be in the February publication
 - Total distribution of Business Facilities: over 40K verified print + digital, plus over 60K website visitors/monthly, and over 20K newsletter recipients across the United States

Automobility & Innovation Centre (AIC) – Matthew Johnson

- Consumer Electronic Show (CES) – delegation from Windsor-Essex including IWE, University of Windsor and St. Clair College
 - Supported APMA with launch of Project Arrow

<https://www.investwindsoressex.com/en/news/this-month-in-automobility-january-2023.aspx>

<https://www.investwindsoressex.com/en/how-we-help/windsor-essex-rtds.aspx>

Motion Moved by Kevin Laforet

Seconded by Federica Nazzani

THAT the updates provided in the CEO's Report are received. Carried.

5. NEW BUSINESS

None

6. NEXT MEETING

The next meeting of Invest WindsorEssex Board of Directors will be held on March 31, 2023.

7. ADJOURNMENT

Motion Moved by Waseem Habash

Seconded by Kyrsten Solcz

That the open meeting be adjourned at 9:17 a.m. Carried.