



# 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

**\$127,045,000**

(IA/BRE/SBEC/AI)

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

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

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

**43** Priority Files  
(IA)

**40** Business Startups  
(SBEC)

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

## Business Support Sessions

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

**1126 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; some sector businesses are exercising caution with hiring as economic uncertainty continues; 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 U.S.
- 2 Housing & labour – a two-fold challenge with an increased demand for housing outweighing the skilled labour capacity and in turn, talent attraction is stymied by lack of available and attainable housing inventory.
- 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. Uncertainty of reliable and timely supply and transmission of electricity and natural gas and related infrastructure projects continues to impede new investment.
- 4 Inflation – businesses across all sectors are cautious about new projects, expansions and capital expenditures, as they struggle to track economic indicators and day-to-day realities, making forecasting difficult. Uncertainty over inflation trends and interest rate continues to soften portions of the manufacturing industry.
- 5 Small business - struggling with COVID-19 loan re-payments and re-financing procedures. Inflation is impacting their ability to forecast/schedule repayment of pandemic recovery loans and interest rates are a serious concern.

## Regional Economic Indicators †



Note: The above figures reflect all of Windsor and Essex County Q3 2023 to Q4 2023.

Source: Statistics Canada, Labour Force Survey custom tabulation.