



# jobsHere

the plan to grow our economy

## Regional Enterprise Networks

# Introduction

- Venturing to create a new partnership with municipalities
- Municipal and provincial governments and businesses working together with a regional focus
- We've listened at the consultation and incorporated your feedback in a go forward plan
- Cooperative regionalism being achieved through the facilitation and development of mutually beneficial partnerships

# Mission

## Mission – To Guide and navigate regional development in Nova Scotia, supporting business growth in communities

- The province will support this mission through cooperation agreements jointly supported by the province and municipalities
- RENO should not do community development and focus on economic development
- Communities, Culture & Heritage – Community development initiatives
- RENO will plan with GHP, other RENO and the Province to create new opportunities across Nova Scotia
- Focus on the economic portion of the community economic development spectrum

# Community Economic Development Spectrum

Community Development	Community Economic Development	Economic/Business Development
<ul style="list-style-type: none"> <li>• Recreation</li> <li>• Infrastructure (Sidewalks, street-scapes, playgrounds)</li> <li>• Roads</li> </ul>	<ul style="list-style-type: none"> <li>• Various projects that support the community but businesses feel add value to the business climate (Example: Projects that leverage private investment)</li> </ul>	<ul style="list-style-type: none"> <li>• Growing business</li> <li>• Investment attraction</li> <li>• Labour force improvements (eg: training, immigration)</li> <li>• Business infrastructure (innovation centres, incubator facilities)</li> <li>• Solving business impediments</li> </ul>



# Provincial Objectives of the RENs

- Develop a strong network of economic development agencies for partnerships
- Act as a leader in a region to focus on economic development priorities
- Maximize use of economic development resources and reduce duplication by encouraging MOUs with other economically-focused partners (eg: Chambers of Commerce)

# Core Activities

## Core Activities

RENs will focus on two core activities:

1. Develop and implement regional economic development strategies reflecting joint objectives of municipalities, the Province and the business community
  2. Cultivate close working relationships with the business community to recruit, retain, and expand business
    - Entrepreneurship and start-ups of all types
    - Innovation activities
    - Business retention and expansion
    - Business investment and attraction
- Businesses are the client, not governments

# Governance

## Governance

- RENs will be created by inter-municipal agreements under the MGA act
- Liaison Committee will be composed of municipal and provincial representation
- A business-oriented Board of Directors will be responsible to deliver business development services
- The Boards of Directors should be competency-based and members with a business focus will be recruited
- Boards will be appointed by the Liaison Committees

# Accountability

## Accountability

- Standardized evaluation framework for the organization
  - Staff and Governance Excellence
  - Business/Client Satisfaction
  - Strategic Planning and Partnership Leveraging
- Standardized evaluation framework for the external outcomes
  - RENs Assist in Jobs Created (new and maintained)
  - RENs Assist in High Quality Wages Paid
  - Investments Attracted
  - Revenues Earned
  - Capital Investment by Businesses
- CEO/General Manager will be hired based on desired core competencies and their salaries should be standardized
- RENs should contract out administrative functions to a municipality in their region, governed under the MGA.

# Geography

## Geography

RDA Review Panel made recommendations based on like-sectors, cooperative units and need to reduce administration

We will support REN creation where we have critical mass: significant # of municipal units, population or businesses

We will not force REN creation, or impose geographic boundaries, on municipalities

We will work with willing partners

# Core Funding

## Core Funding

- Federal core funding, 1/3 of previous funds, are no longer available
- Matching municipal and provincial funds; provincial maximum based on formula
- Municipalities must represent a critical mass of a region to start a REN
- Municipalities who do not join a REN will not receive REN funding or funding to hire their own economic development officer
- They can still apply for project funds from the province, although projects with regional benefits will be considered attractive.

# Core Funding

## Core Funding

- Provincial funding formula:
- \$1.1 million, divided evenly 6 ways
- \$1.1 million, divided 6 ways by population per REN

# Other considerations

## Other considerations to support REN implementation

- Co-location of economic development organizations whenever possible
- Regional presence within REN region will be up to the Board of Directors - expectation of access by business
- ERDT field staff will not be seconded, nor will we insist municipalities have their staff seconded; however, ERDT field staff will support RENs in each region
- Working with other economic development organizations to:
  - define roles, reduce duplication and overlap
  - identify service delivery gaps and the appropriate economic development organizations to fill them
- Province is willing to provide support for upfront strategic planning costs

# Why should municipalities join a REN?

## Why should municipalities join a REN?

Will be seen by economic development partners as the “official” economic development network (and will align efforts accordingly)

The Province will work extensively with RENs to partner on economic development initiatives

Increased opportunity to influence policy (I will meet with REN CEOs/General Managers)

Will respond to the needs of businesses in your communities

Critical mass to undertake initiatives that communities lack individually

Many impediments to business growth are sectoral, not geographic

# Next Steps

- **Early April** - Six REN follow up consultations
- **Early April** – Consult with businesses, Boards of Trade, Chambers of Commerce
- **April – May** – Negotiating co-operation agreement with the early-adopter RENs.
- **June – Onward** – Continuing to negotiate REN co-operation agreements with slower-adopting regions.
- **Ongoing communication** from ERDT and UNSM



# jobsHere

the plan to grow our economy

## Discussion