



Council Report

Report Number:	ED2021-033
Meeting Date:	December 14, 2021
Title:	Kawartha Lakes Innovation Cluster Pilot Business Counselling Services Agreement Extension
Description:	Request to extend the Kawartha Lakes and Innovation Cluster Partnership Agreement to December 31, 2022
Author and Title:	Rebecca Mustard, Manager of Economic Development

Recommendations:

That Report ED2021-033, **Kawartha Lakes Innovation Cluster Pilot Business Counselling Services Agreement Extension**, be received; and

That the Mayor and Clerk be authorised to execute the Business Counselling Services Agreement attached as Appendix C on behalf of the Corporation of the City of Kawartha Lakes being an Agreement with the Innovation Cluster- Peterborough and the Kawarthas.

(Acting) Department Head: _____

Financial/Legal/HR/Other: _____

Chief Administrative Officer: _____

Background:

The City of Kawartha Lakes and the Innovation Cluster-Peterborough and the Kawarthas (Innovation Cluster) have jointly delivered the Kawartha Lakes Innovation Cluster Pilot Project (Pilot Project) since October 21, 2019. The purpose of the project being to provide specialized support for high growth entrepreneurs and businesses in Kawartha Lakes.

The Pilot Project was extended beyond the original mandate of December 31, 2020 at the Council Meeting of December 15, 2020, when Council adopted the following resolution to extend both components of the Pilot Project; the Business Counselling Services Agreement and the Lease Agreement:

CR2020-437

That Report ED2020-028, **Kawartha Lakes Innovation Cluster Pilot Project Extension**, be received; and

That the Mayor and Clerk be authorized to execute a revised agreement with the Innovation Cluster - Peterborough Kawartha as outlined in Appendix A to Report ED2020-028.

Carried

CR2020-438

That Report RS2020-027, **180 Kent St. Lease – Innovation Cluster – Peterborough and the Kawartha**, be received; and

That the Mayor and Clerk be authorized to execute the Lease Agreement attached as Appendix A on behalf of the Corporation of the City of Kawartha Lakes, being a Lease Agreement with the Innovation Cluster - Peterborough and the Kawarthas.

Carried

At that meeting, the Lease Agreement was extended until December 31, 2023, recognizing that the space will be surplus to the City's needs for this period of time. A 60-day termination clause allows the City to terminate the lease early, such as where the underlying service agreement is not renewed.

The purpose of this report is to recommend that Council enter into a one-year Business Counselling Services Agreement to December 31, 2022, to extend the successful programming delivered to date.

Rationale:

The City of Kawartha Lakes has a comprehensive economic development program that is guided by the corporate Strategic Plan and the Economic Development Strategy. These strategic documents recognize the importance of supporting development of high growth companies locally through specialized programming and expertise. To deliver this, the Kawartha Lakes Innovation Cluster pilot project was initiated in late 2019. The terms of the pilot project are defined in a Business Services Agreement. The pilot program complements the City's economic development program through mentorship, access to capital, and training for high growth companies in Kawartha Lakes.

The Kawartha Lakes Innovation Cluster pilot project commenced in early 2020 as a one-year initiative with the opening of the Lindsay Cube at 180 Kent Street, Lindsay, the former By-Law Division office space. The Lindsay Cube operated with clients in the space for a short period of time before the COVID-19 pandemic restrictions required all programming to transition to an online format. The initial pilot project met all program deliverables and was extended for one-year through a renewed Business Counselling Services Agreement (Attachment A), to December 31, 2021.

2021 Activities

In 2021, the pilot program has continued to support high growth entrepreneurs in Kawartha Lakes through a virtual platform. The pandemic continues to impact programming. The Business Counselling Services Agreement has a requirement of six (6) workshops and ten (10) clients with eight (8) being physically present in the Lindsay Cube incubator space. This year, the Innovation Cluster has hosted six (6) innovation virtual workshops on topics that range from intellectual property, how to scale a business, to Women in STEAM and tech. The virtual platform for workshops has a positive impact providing the opportunity for expanded attendance. Workshop registrations has ranged between 30 to over 200 participants from across the Innovation Cluster programming region.

Due to pandemic restrictions, the Lindsay Cube has not been open and all programming for clients has been delivered virtually. The Innovation Cluster is currently working with eight (8) local innovation businesses. Pending the renewal of this agreement, the Lindsay Cube is scheduled to re-open to clients in the new year.

The Innovation Cluster has also added in a new programming stream, the Start Up Visa Program as a designated business incubator of Immigration, Refugee, Citizenship Canada. The Start Up Visa Program supports immigrant entrepreneurs to launch innovative businesses that will create jobs in the region while competing on a global scale. The Innovation Cluster is currently working with a number of start-ups that have received their Letters of Support to gain Permanent Residency in Canada and intend to land in Kawartha Lakes to operate their business, as well as live in the municipality.

2022 Opportunities

It is the recommendation of both City Staff and the Innovation Cluster to extend the pilot project for another one-year term to December, 2022. The pilot project has been successful to date, and this will allow the pilot project to provide continuity of programming throughout the pandemic, supporting the recovery of the local economy through targeted business growth.

Minimal changes are proposed in the Business Counselling Services Agreement except those that reflect the change of date. The changes are outlined in tracked changes in Appendix B.

Other Alternatives Considered:

The Business Services Agreement provides Council the option to consider ending the pilot project prior to the conclusion of the current contract. The Lease Agreement includes a 60-day termination clause that allows the City to terminate the lease early, such as where the underlying service agreement is not renewed. The proposed resolution is the recommendation of Staff.

Terminating either agreement is not recommended by staff.

Alignment to Strategic Priorities

The Pilot Project Extension directly implements the 2020-2023 Kawartha Lakes Strategic Plan Goal; A Vibrant and Growing Economy.

This Goal identifies the action to create an environment to attract business to Kawartha Lakes, and specifically within that action, to create an Innovation Centre to support and encourage high growth new businesses. This project furthers that direction.

Financial/Operation Impacts:

The proposed extension does not have financial or operational impacts.

Consultations:

Innovation Cluster- Peterborough and the Kawarthas
City Solicitor
Director of Community Services

Attachments:

Appendix A –Existing Business Counselling Services Agreement



2021 Innovation
Cluster Services Agr

Appendix B –Proposed Business Counselling Services Agreement (with edits)



ED2021-033IC
Report Schedule - Pi

Appendix C- Proposed Business Counselling Services Agreement (clean)



ED2021-033IC
Report Schedule - Pi

Appendix D- Lease Agreement



Adobe Acrobat
Document

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