



Committee of the Whole Report

Report Number:	ED2025-015
Meeting Date:	May 6, 2025
Title:	CanExport Community Investments Sub-Program Grant Agreement
Description:	Funding to support foreign direct investment (FDI) training and strategy development
Author and Title:	Lindsey Schoenmakers, Economic Development Officer – Business

Recommendations:

That Report ED2025-015, **CanExport Community Investments Sub-Program Grant Agreement**, be received;

That the Agreement between the City of Kawartha Lakes and His Majesty the King in Right of Canada, as represented by the Minister for International Trade, for the CanExport Community Investments Sub-Program Grant, as attached as Appendix A to Report ED2015-015, be approved;

That the Mayor and Clerk be authorized to execute any documents and agreements required by the approval of this Agreement; and

That this recommendation be brought forward to Council for consideration at the next Regular Council Meeting.

Department Head: _____

Financial/Legal/HR/Other: _____

Chief Administrative Officer: _____

Background:

The CanExport Community Investments Sub-Program is a federal funding initiative delivered through Global Affairs Canada. It is designed to support Canadian communities in attracting, retaining, and expanding foreign direct investment (FDI). The program provides financial assistance for community-level projects that strengthen a region's ability to position itself as an investment destination and engage international investors.

In Kawartha Lakes, this funding aligns closely with the goals of the Kawartha Lakes Economic Development Strategy 2025–2029 (Strategy), which identifies investment attraction as a key priority. The Strategy recognizes that attracting new investment is essential to building a strong local economy, diversifying the tax base, and creating meaningful employment opportunities.

This funding will provide new opportunities for the municipality including specialized FDI training for staff and the development of an evidence-based FDI Strategy and Action Plan and will help position the City to attract new investment from areas outside Kawartha Lakes including Ontario, Canada, and global markets. This work reflects the City's broader commitment to fostering a vibrant and growing economy, as outlined in both the Corporate Strategic Plan and the Economic Development Strategy 2025–2029.

This report seeks approval to execute the funding agreement.

Rationale:

Securing funding through the CanExport Community Investments Sub-Program will support the City's strategic priority of investment attraction. This project builds foundational capacity by developing a focused FDI Strategy and Action Plan, while also enhancing staff expertise through specialized FDI and Exporting training.

The FDI Strategy and Action Plan will strengthen global competitiveness by aligning with regional, provincial, and national FDI efforts and identifying high-value sectors such as manufacturing, tourism, agriculture, and food processing. It will also create a clear roadmap and value proposition for Kawartha Lakes, helping position the municipality as a compelling destination for national and international investment.

Economic Development staff will also complete online FDI and Exporting training through the International Economic Development Council (IEDC), equipping them with tools to better support investor engagement, market selection, and export readiness.

Other Alternatives Considered:

Council may choose not to support the recommendation; however, this approach is not recommended. The Council-endorsed Economic Development Strategy 2025–2029 outlines a clear commitment to advancing investment attraction efforts within Kawartha Lakes. Completing FDI training and developing a targeted FDI Strategy and Action Plan will position the municipality to compete more effectively in the global investment market – expanding business opportunities, attracting international investment, and supporting the creation of sustainable employment.

Proceeding with the funding agreement directly supports the delivery of these strategic priorities and ensures Kawartha Lakes is leveraging available federal resources to advance local economic development goals.

Alignment to Strategic Priorities

Funding received through the CanExport Community Investments Sub-Program, supporting FDI training and the development of an FDI Strategy and Action Plan aligns with the following Strategic Priority outlined in the Kawartha Lakes Strategic Plan:

Vibrant and Growing Economy – Build economic development initiatives to support and expand existing businesses, attract new businesses and expand local employment opportunities.

Financial/Operation Impacts:

Funding through the CanExport Community Investments Sub-Program will support 50% of the total eligible project costs. The overall project budget is \$31,960 with \$15,980 provided through the grant. The remaining municipal contribution is included in the Economic Development 2025 Operating Budget.

Consultations:

Manager, Economic Development
Ontario Ministry of Economic Development Job Creation and Trade
Global Affairs Canada

Attachments:

Appendix A – CanExport Community Investment Sub-Program Grant Agreement to Recipients



(ON) 2025-26 CECI
Grant Agreement - C

Department Head email: lbarrie@kawarthalakes.ca

Department Head: Leah Barrie, Director Development Services