



**CITY OF HAMILTON**  
**PLANNING AND ECONOMIC DEVELOPMENT DEPARTMENT**  
**Economic Development Division**

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| <b>TO:</b>                | Mayor and Members<br>General Issues Committee   |
| <b>COMMITTEE DATE:</b>    | October 16, 2019  |
| <b>SUBJECT/REPORT NO:</b> | Hamilton Business Centre – Funding Agreement (PED19202)<br>(City Wide)                        |
| <b>WARD(S) AFFECTED:</b>  | City Wide   |
| <b>PREPARED BY:</b>       | Kristin Huigenbos (905) 546-2424 Ext. 4110  |
| <b>SUBMITTED BY:</b>      | Glen Norton<br>Director, Economic Development<br>Planning and Economic Development Department |
| <b>SIGNATURE:</b>         |   |

**RECOMMENDATION**

- (a) That the Mayor and Clerk be authorized to execute all necessary documentation, including Transfer Payment Agreements, amendments, renewals and ancillary documents that are required to receive funding from the Ministry of Economic Development, Job Creation and Trade in connection with the programs and initiatives delivered within the Small Business Enterprise Centre with content satisfactory to the General Manager of Planning and Economic Development and in a form satisfactory to the City Solicitor;
- (b) That staff be authorized and directed to implement and execute the programs and services delivered within the Small Business Enterprise Centre;
- (c) That where required to give effect and authorize the signing of a Transfer Payment Agreement, amendments, or renewals between the City of Hamilton and Her Majesty the Queen in Right of Ontario as represented by the Minister of Economic Development, Job Creation and Trade to receive funding in connection with the programs and initiatives delivered within the Small Business Enterprise Centre, Legal staff be directed to prepare By-law(s) in the form satisfactory to the City Solicitor for consideration by Council;

**EXECUTIVE SUMMARY**

Established in 2001, the Ontario Small Business Enterprise Centre (OSBEC) network now comprised of 57 offices across the Province of Ontario was created to provide

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information, resources, education and consultation to support and inform individuals on the merits of entrepreneurship as a viable career option.

On April 1, 2019 the Province of Ontario through the Ministry of Economic Development, Job Creation and Trade delivered a new Transfer Payment Agreement (TPA) to support all program initiatives delivered by the Hamilton Business Centre, a partner in the OSBEC.

The following is a summary of the programs and funding allocations to support continued service delivery through until March 31, 2022;

| <b>Provincial Program</b>    | <b>Funds to be received</b> |
|------------------------------|-----------------------------|
| Core Programming             | \$383,333.00                |
| Starter Company Plus Program | \$546,000.00                |
| Summer Company Program       | \$231,000.00                |

Program funding within the new TPA will allow for the continued service delivery of existing programs, while providing valuable information and resources to foster and support local economic development initiatives.

**Alternatives for Consideration – Not Applicable**

**FINANCIAL – STAFFING – LEGAL IMPLICATIONS**

Financial: With the noted recommendations supported, the Hamilton Business Centre and the City of Hamilton will receive the following funds to facilitate programs and create economic impact within our community:

1. Core programming - \$383,333 over three years to support consultations, training sessions, events and community outreach fostering awareness and growth in the entrepreneurial sector;
2. Starter Company Plus - \$546,000 to coordinate, deliver and grant funds to new local businesses in Hamilton; and,
3. Summer Company - \$231,000 to deliver the Provincial Summer Company Program to more than 48 enterprising students.

Staffing: N/A

Legal: City of Hamilton will be required to enter into a TPA to receive the Small Business Enterprise Centre (SBEC) Core Initiative, Starter Company Plus Initiative and Summer Company Initiative funding. By signing the TPA, the City will be bound to operate the funded programs in accordance with the terms and conditions contained in the TPA.

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OUR Vision: To be the best place to raise a child and age successfully.

OUR Mission: To provide high quality cost conscious public services that contribute to a healthy, safe and prosperous community, in a sustainable manner.

OUR Culture: Collective Ownership, Steadfast Integrity, Courageous Change, Sensational Service, Engaged Empowered Employees.

## **HISTORICAL BACKGROUND**

The Hamilton Business Centre has been a service delivery agent for programs and services with the OSBEC network since 2001. Through continued delivery of the SBEC network programs and service, the City of Hamilton will further leverage vital programming fostering the vibrant business growth seen today.

Core programming with the Ministry has been in place since April 2001 and to date consists of consultation services, training and workshop modules along with general inquiry support as it relates to the start-up and growth of a business in Hamilton. In 2018 there were more than 78,000 general inquiries, over 500 consultations and 82 seminars delivered that assisted in the development of 74 new businesses and 130 new jobs in Hamilton.

Starter Company Plus has been delivered by the Hamilton Business Centre since April 1, 2015. This program combines training, mentorship and a successful grant of \$5,000 to successful businesses. To date the Hamilton Business Centre has issued 89 grants, disbursing \$420,000 that assisted in the creation of 148 new businesses, 49 business expansions and 196 new jobs.

Summer Company has been delivered by the Hamilton Business Centre for 19 years and continues to be the flag ship for youth entrepreneurship across Ontario. Providing a winning combination of training, mentoring and a micro-grant of up to \$3,000 enterprising young entrepreneurs learn hands-on the merits of entrepreneurship.

The Hamilton Business Centre continues to explore opportunities and means to sustain and enhance current programming. The above-noted opportunities allow for continued efforts to leverage community partnerships and create sustainable business growth for Hamilton.

## **POLICY IMPLICATIONS AND LEGISLATED REQUIREMENTS**

City of Hamilton is required to enter into a TPA to receive the SBEC Core Initiative, Starter Company Plus Initiative and Summer Company Initiative funding. By signing the TPA, the City will be bound to operate the funded programs in accordance with the terms and conditions contained in the TPA.

## **RELEVANT CONSULTATION**

N/A

## **ANALYSIS AND RATIONALE FOR RECOMMENDATION**

The Ontario TPA for the SBEC Program provides funding and resources to support and foster the growth of the local business community.

## **ALTERNATIVES FOR CONSIDERATION**

The current programs could not be pursued resulting in lost access to capital, training, mentoring and grants to support the business community.

## **ALIGNMENT TO THE 2016 – 2025 STRATEGIC PLAN**

### **Community Engagement and Participation**

Hamilton has an open, transparent and accessible approach to City government that engages with and empowers all citizens to be involved in their community.

### **Economic Prosperity and Growth**

Hamilton has a prosperous and diverse local economy where people have opportunities to grow and develop.

### **Healthy and Safe Communities**

Hamilton is a safe and supportive City where people are active, healthy, and have a high quality of life.

## **APPENDICES AND SCHEDULES ATTACHED**

N/A

KH:dt