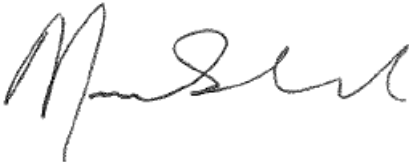




CITY OF HAMILTON
PLANNING AND ECONOMIC DEVELOPMENT DEPARTMENT
Economic Development Division

TO:	Mayor and Members General Issues Committee
COMMITTEE DATE:	September 23, 2020
SUBJECT/REPORT NO:	Synapse Life Sciences Consortium Funding Update (PED19057(a)) (City Wide) (Outstanding Business List Item)
WARD(S) AFFECTED:	City Wide
PREPARED BY:	Carolynn Reid (905) 546-2424 Ext. 4381
SUBMITTED BY:	Norm Schleeahn Director, Economic Development Planning and Economic Development Department
SIGNATURE:	

RECOMMENDATION

- (a) Per Report PED19057, that City staff, together with the Synapse Life Sciences Consortium report back to General Issues Committee with a review of the Municipal Funding Program prior to the approval of a renewal option for 2020 and satisfactory Key Performance Indicator results of previous year;
- (b) That the renewal option of a \$10 K funding request by the Synapse Life Sciences Consortium of the City of Hamilton's 2020 community partnership contribution be approved;
- (c) That this \$10 K contribution for the Synapse Life Sciences Consortium be conditional on the Council established KPIs (Key Performance Indicators);
- (d) That this \$10 K contribution for the Synapse Life Sciences Consortium be funded from the Economic Development Initiatives/Investment Reserve Account No. 112221;
- (e) That City staff, together with the Synapse Life Sciences Consortium report back to the General Issues Committee with a review of the Municipal Funding Program

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.

prior to the approval of a renewal option for 2021 and satisfactory Key Performance Indicator results of previous year.

EXECUTIVE SUMMARY

At its meeting of April 3, 2019, the General Issues Committee (GIC) 19-007 approved Report PED19057 funding request by the Synapse Life Sciences Consortium. This \$25 K contribution was conditional on the Council established KPIs (Key Performance Indicators) as contained in the report. Report PED19057(a) provides a review of the KPIs and an indication on how the Synapse Life Sciences Consortium has supported the creation and cultivation of an inclusive business driven ecosystem, enhanced the City of Hamilton's global and regional cluster connectivity and its life sciences sector growth and attraction.

With other stakeholders joining and some increasing their support of Synapse's efforts, the City of Hamilton will be reducing its 2020 funding contribution to \$10 K (See Appendix "A". Economic Development Division staff will also remain an active voice on the Synapse Life Sciences Consortium board of directors.

Alternatives for Consideration – See Page 5

FINANCIAL – STAFFING – LEGAL IMPLICATIONS

Financial: The request can be accommodated through the Economic Development Initiatives/Investment Reserve Account with no impact on the Levy.

Staffing: N/A

Legal: N/A

HISTORICAL BACKGROUND

The Synapse Life Science Consortium was established in 2017 to be an impartial champion and advocate for Hamilton's strong life sciences cluster. Representing Hamilton's leading institutions McMaster University, Mohawk College, McMaster Innovation Park, Hamilton Health Sciences, St. Joseph's Healthcare, Bay Area Health Trust and Innovation Factory, the Consortium's goal was to leverage our collective strengths to drive commercialization and investment.

Hamilton's life sciences cluster strengths identified include:

- World-class research and innovation capabilities;
- Expertise in digital health, biomedicine, and clinical trials;

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- Strong supporting academic institutions; and,
- Culture of collaboration and cooperation.

Supported by the following assets:

- +36,000 people employed in hospitals, academic institutions and private sector businesses in the region;
- +2,500 researchers;
- + \$450 million in annual innovative research;
- Second largest hospital network in Canada;
- #1 research-intensive university in Canada; and,
- More than 40 world-class research institutes and centers focused on life sciences.

Consequently, three strategic pillars had been established as core drivers:

- Communicate successes and impact of the life science cluster to raise visibility and reach of the consortium both within the region and beyond;
- Collaborate with key partners and stakeholders to foster a more dynamic and cooperative ecosystem for life science innovation and commercialization; and,
- Accelerate efforts to attract and secure life science companies and investment.

The City of Hamilton's Economic Development Action Plan 2016-2020 had identified life sciences as a key sector for growth. Together with our community stakeholders, the Synapse Life Science Consortium continues to be intent on supporting Hamilton's economic diversification and growth through the attraction of private sector investment, partnerships and the commercialization of innovation to enable the creation of new enterprises and scaling up of existing operations.

Key Performance Indicators (KPIs) had been established in Report PED19057 to support the Synapse Life Science Consortium's funding request. The following identifies the KPI's together with outcomes for the period of April 2019 – March 2020:

Create and cultivate an inclusive business driven ecosystem:

- Number of Synapse Life Science Consortium meetings held annually: 15;
- Number of industry related theme events hosted/supported annually: 2 events including the Synapse Life Sciences Competition and Hamilton Health Innovation Week with over 1500 attendees participating;
- Number of attendees participating in Consortium meetings and events annually: Hosted 11 monthly health community check-ins attended by +375 innovators, entrepreneurs, researchers and clinicians; and,

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- Number of collisions or connections created annually: 348 curated introductory collisions, connecting 724 innovators, entrepreneurs, researchers, clinicians and investors.

Enhance global and regional cluster connectivity:

- Number of new Synapse Life Sciences Consortium stakeholders and champions identified: includes Stryker, Mariner Endosurgery, Gowlings and CBRE to act as champions to promote Hamilton ecosystem;
- Number of marketing initiatives:
 - Monthly newsletter of events and opportunities in Hamilton sent to over 750 people across Ontario and beyond;
 - Maintained dedicated website as landing pad for incoming interest into Hamilton; and,
 - Attended +5 conferences and events, including Collision and MedTech Conference, conducted over 50 B2B meetings to identify potential leads for companies looking to come to Hamilton.
- Number of partnerships initiated with international life sciences clusters and organizations: +5 partnerships initiated and maintained including:
 - Jacobs Institute – connected Hamilton companies to perform applied research and commercialization engagements;
 - AdvaMed – supporting standing up the MedTech 2020 Conference coming to Toronto for the first time;
 - Buffalo-Niagara Medical Campus – enabled Hamilton company to secure first U.S. sales;
 - Innovation Norway – facilitated visit of Nordic companies to Hamilton and Hamilton company to secure first European sale in Norway; and,
 - BIOCOM – provide connections and contacts for Hamilton companies looking to access California market.

City of Hamilton life sciences sector growth and attraction:

- Number of new life sciences business investment leads: Supported City of Hamilton staff on +20 new life sciences business investment leads;
- Number of company visits: Led and participated in 17 curated company and organizational visits to Hamilton;
- Number of life sciences start-ups and SMEs supported and connected: +50 life sciences start-ups and SMEs supported and connected with local partners in Hamilton, including university, hospitals and commercial institutions; and,

- Number of funding and grant applications pursued: Organized and coordinated on behalf of the Synapse Consortium partners four funding and grant applications, including National Research Council – Industry Research Assistance Program (NRC-IRAP), Federal Economic Development Agency of Ontario Regional Innovation Ecosystem stream and the Innovation, Science and Economic Development Canada (ISED) Stream IV and V.

POLICY IMPLICATIONS AND LEGISLATED REQUIREMENTS

N/A

RELEVANT CONSULTATION

Synapse Life Sciences Consortium partners:

- Hamilton Health Sciences
- St Joseph's Healthcare
- Bay Area Health Trust
- McMaster University
- Mohawk College
- McMaster Innovation Park
- Innovation Factory

ANALYSIS AND RATIONALE FOR RECOMMENDATION

The Synapse Life Sciences Consortium is now into its third year of operation having provided tremendous value to the Consortium partners and the community that it serves. It has been recognized as a best practise for municipalities to align their strengths and drive their life science sector by both the Ministry of Economic Development, Job Creation and Trade as well as Global Affairs Canada. Hamilton is seen as a community that 'gets it' working collectively and collaboratively to grow this emerging industry.

ALTERNATIVES FOR CONSIDERATION

Provision of a reduced community partnership contribution by the City of Hamilton or eliminate the contribution. Either option would require the Synapse Life Sciences Consortium to scale back efforts to create an ecosystem to attract investment and develop a collaborative hub to drive global health innovation. The result would most certainly have an impact on meeting their current KPIs and literally handicap Ontario's leading regional cluster initiative supporting life science growth and development.

ALIGNMENT TO THE 2016 – 2025 STRATEGIC PLAN

Economic Prosperity and Growth

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

APPENDICES AND SCHEDULES ATTACHED

Appendix “A” – 2020 Funding Request Synapse Life Sciences Consortium

CR:dt