

**NORTH BAY  
ONTARIO**

**2017**

**Year in  
Review**





70 New client files opened in 2017

Hosted 17 industry delegations of which 11 were with international delegates



56 Business retention and expansion visits completed with local companies

Actively worked with 220+ companies

With the support of our team, private sector clients completed 16 public funding applications, representing \$26M+ in project value

42 New business start-ups and 21 expansions assisted through The Business Centre Nipissing Parry Sound Inc.'s various programs

And 140 seminars reaching 1,333 people

2017 Building permit values exceed \$91M, that is nearly 17% over 2016 permit values



11 Film /TV productions shot in North Bay and surrounding area in 2017

There were a total of 270 filming days, and 218 different filming locations



30+ conferences, events and market places attended outside of the region to promote North Bay's assets and investment opportunities

The Economic Development Department works with community partners to develop programs and leverage resources.

Investments of \$65,750 leveraged a total program value of \$1M+



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# ABOUT US

Our team assists existing businesses, prospective investors, and community partners with business and community development projects by providing services such as:

- Site searches and tours;
- Sale/lease of municipally-owned land;
- Public funding application and financial structuring assistance;
- Business retention and expansion assistance;
- Film/TV Division Administration;
- Support for company export initiatives;
- Market analysis; and
- Liaise with Provincial and Federal governments to support business and facilitate market development and trade opportunities.

## PARTNERSHIPS

Economic Development Department works with a number of community partners on various initiatives; some of the programs leveraged with partners include:



Tourism North Bay (TNB) promotes and raises awareness of tourism opportunities in the city. TNB officially launched in 2017 and created a new tourism guide, focussing its efforts on marketing, promotion and product development. TNB helped attract 6 new events, that will be held in 2018.



The Business Centre Nipissing Parry Sound Inc. provides support to start-up and small enterprises during their first five years of operation offering easy access to business consulting services and information. Throughout 2017, The Business Centre handled over 1,629 general inquiries, provided 425 business consultations, and assisted with start-ups/expansions which resulted in 71 jobs created. Small Business Week 2017 activities focussed on Innovative and Tech Panel Discussion.



Invest North Bay Development Corporation gives the City of North Bay greater ability and flexibility in addressing and responding to the business and development needs of the community. In 2017, the organization undertook the following initiatives: strategic plan, marketing research targeting Southern Ontario entrepreneurs, data centre and logistics hub feasibility studies, hydrogen community initiative, and cultivating international partnerships.



Through our partnership with the other four large urban centres in Northern Ontario, Ontario's North Economic Development Corporation (ONEDC) supports Export Marketing Assistance & Strategic Export Marketing Programs. The programs provide companies with access to export advisors, workshops, plan development and financial support to focus on market development outside of Northern Ontario. Since its inception, a total of 11 North Bay companies have participated, creating in excess of 50 new jobs in the mining supply and services sector.



## HAVE YOU HEARD?



### RECORD YEAR FOR FILM/TV IN NORTH BAY... AGAIN

Producers continue to be attracted to and choose North Bay because of its beautiful locations, no film permit fees, northern financial incentives, local skilled talent and streamlined approval process. The 2017 season was another record year for film in the City of North Bay. 11 Productions were filmed, including 3 high profile TV shows, with a number of projects already scheduled and in preparation for this year. Between 2009 and 2017, a total of 39 productions have been completed.



### HYDROGEN BUSINESS FORUM

With 70 professionals, academics and public officials in attendance, Invest North Bay Development Corporation hosted a 2-day event, focussed on hydrogen fuel for transportation, mining and industrial applications in the North, hydrogen infrastructure, government funding programs, building supply chains for the manufacture, servicing and storage equipment, as well as networking and "live" hydrogen vehicles presentations. Speakers ranging from industry experts to business users are shared their vision for the future of hydrogen and how the industry can address the environmental, energy and business goals faced by communities in Northern Ontario and across the country.



### INTERNATIONAL PARTNERSHIP

A number of international partnerships were established in 2017, such as signing a Memorandum of Understanding (MOU) between Invest North Bay Development Corporation and Invest Yakutia centred on development and exploration of business, educational, applied research and cultural projects between North Bay and the Republic of Sakha (Yakutia), Russia; Cooperation Agreement with Canada Eurasia Russia Business Association (CERBA) to foster business expansion of North Bay SMEs in Eurasia; and MOU between Canadore College and National Aviation University of Ukraine (NAU) with focus on student exchange programs, and joint research in aviation projects.



### MARKETING AND PROMOTION

A number of community videos were created in 2017, highlighting the various sectors, the quality of life, and a variety of activities that can be done in North Bay. As part of the Canada 150 Celebrations, North Bay paid tribute to the community's military history on Armed Forces Day. The event welcomed thousands to Canadore College's Aviation Campus, followed by an air demonstration and concert at the North Bay waterfront. All community videos can be found at [investinnorthbay.ca/videos](http://investinnorthbay.ca/videos).



### GROWING AEROSPACE AND AVIATION CAPACITY

North Bay Jack Garland Airport (YYB.ca) hosted the Ilyushin-76 transport plane. The Ilyushin made 21 flights from North Bay to the Mary River Project on Baffin Island, transporting a variety of mining equipment. The airport was chosen as a result of its 10,000 ft runway. In May 2017, the Ministry of National Resources and Forestry opened a new \$9.5M facility at the North Bay Jack Garland Airport YYB. The new building will serve as the Ministry's 'new fire management headquarters.



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