



TOWNTALK™

INFORMATION SUMMARY

Peer to Peer Solutions to Community Issues



BCEDA

BC Economic Development Association

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Introduction

For the past several years, BCEDA has hosted the TownTalk™ session at the annual BC Economic Summit. Participants are broken down by three population sizes:

- 1-10,000
- 10,000-25,000
- 25,000 and higher

The TownTalk Sessions continue to grow as we get more local and Indigenous government delegates attending the Summit.

The delegates are seated in tables of 8 and are asked to identify issues that they are facing. The papers are then collected and passed to neighboring tables, where those delegates then discuss possible solutions. After an hour of discussion, groups are then asked to report back on the issues identified and the solutions proposed.

The goal is to find ways to help communities find solutions to problems, issues or opportunities they may be facing. The sharing of solutions and best practices is an essential part of successful economic development.

Due to time constraints, some issues had yet to receive any solutions. **BCEDA Members can continue the conversation online on the [BCEDA Message Board](#).**

The following summarizes the issues and possible solutions discussed at the 2019 BC Economic Summit, held from March 3-5, 2019 in Richmond, BC.

Please note, these are not the views of BCEDA, but rather suggestions provided by session participants.

Small Community – Population: 1-10,000

Issue: Resident attraction/subdivision development in a post-wildfire situation

Solutions Discussed:

- Tourism attraction – can lead to residents:
 - a. Specific Marketing Strategy
 - b. Create attraction through events/festivals ([Penticton Farmers' Market](#))
 - c. Community Identity Determination/Strategy
 - d. Sense of Community (Parks and Recreation)
 - e. Attraction Incentives/Subsidies/Partnerships

Issue: Expanding the tourism season

Solutions Discussed:

- Depends on experiences available – look at what is available and what is needed to be invested into to develop
 - a. Natural Assets -need product/product development
 - b. Partnerships – collaborate
 - c. Market uniqueness of each season and community
 - d. Packaging Product and experience regionally
 - e. Find a niche – what do the locals do during the off-season?
 - f. Develop festivals and events (can plan for season) – culinary, Indigenous culture, cultural tourism

Issue: Attracting skilled labour

Solutions Discussed:

- Provincial Nominee Program
 - a. [Entrepreneur Immigration](#) – Regional Pilot
- Apprenticeship Training

- a. Locals/youth engagement ([Ucluelet Business and Employment Retention and Expansion Program](#))
- b. Relationships with colleges/schools

Issue: Housing

Solutions Discussed:

- [MRDT](#) to go towards housing initiatives
- Rezoning
- Local resources to be utilized as much as possible

Issue: Businesses have a difficult time getting staff (people are relying on services and benefits)

Solutions Discussed:

- Review HR practices
- Have a health and welfare program
- Sensitivity training and supportive work environment
- Ensure opportunities for spouses and family support systems
- Staff sharing in a coordinated way
- Living wage
- Look at surrounding communities; partner
- Employment subsidies
- [Provincial Nominee Program](#)
- Encourage businesses to connect with local employment agencies
- Build succession plan and mentorship program
- Flexible work schedules and benefits
- Build a retention program
- Work experience program
 - a. Profit sharing

- b. Incentives
- c. Competitive compensation

Issue: Seasonal/rental housing (no availability)

Solutions Discussed:

- [BC Housing](#) programs
- Partnerships with developers
- Unique housing solutions through partnerships with:
 - a. First Nations ([M'akola Housing Society](#))
 - b. Seniors groups
 - c. Church organizations
- Establishing housing society to access funding through federal and provincial programs
- Consider alternative housing forms

Issue: Lack of/access to affordable childcare

Solutions Discussed:

- [\\$10 per day program](#)
- In-Community Training
- Physical space
- Mentorship of ECE's in community
- Flexible work arrangements
- [Remote working](#)
- Informal parent agreements
- Municipal subsidies

Issue: No economic development plan or committee (how to form an advisory committee & e.d. plan)

Solutions Discussed:

- Government BC toolkit
 - a. Start [Strategic Planning Toolkit](#) on province's website
 - b. Contact your [Regional Manager](#) for advice

Issue: Finding e.d. commonality and agreement with First Nations groups

Solutions Discussed:

- Cultural Sensitivity Training
- [Community to Community Forum through UBCM \(C2C\)](#)
- Select the right ambassador to communicate/build relations, and start dialogue
- Build relationship between Mayor and Chief

Issue: Youth retention and attraction

Solutions Discussed:

- Broadband (telecommuting)
 - a. Broadband entire neighbourhood; cell phone coverage
- Innovation
 - a. Local culture
 - b. Hand in hand
- Outreach
 - a. Schools
 - b. Job fairs
 - c. Education
 - d. Summer programs
 - e. Rural specialized degrees
- Online

- a. Social Media
- b. You Tube
- Selling the Lifestyle (negative perceptors)
- Framing/Marketing of the Community

Issue: Affordable housing (appropriate housing assessed at the market rate, which matches local employment wages or salaries)

Solutions Discussed:

- Change Perceptions of affordable housing
- Deal with wages (living wage)
- Density and/or shared living opportunities
- Change council's perception of what is 'affordable' – not single family homes
- Get building practices lined up as an incentive
- Push local government for policy changes including DCC changes, etc.
- Legislation for housing needs assessments – mandatory is good

Issue: Lack of human capacity (aptitude, skillsets, entrepreneurial skills, management, etc.)

Solutions Discussed:

- [BC Federal Rural and Northern Immigration Pilot Program](#)
- [BC Entrepreneur Immigration Pilot Program](#)
- Secondary School and College Programs beyond:
 - a. high school regular programs
 - b. Partner or support trade college skilled work
 - c. Programs with First Nations
- Work with local businesses on promoting and educating public on work opportunities
- Establish Community Career Counselors
- Work with Regional District on soliciting professionals and promoting communities

Issue: Lack of transportation (between communities and lack of capacity on ferries/airlines)

Solutions Discussed:

- Uber BC Rural
- Change legislation

Issue: Worker retention (loss of economic benefit when workers live outside your community)

Solutions Discussed:

- Partner with educational institutions to offer training locally
- Mentorships for skills training
- Incentivize training

Issue: Public transit (Current para transit (Handi-Dart) is available but does not meet needs of students, non-drivers, seniors, rec (ski) users, commuters, etc.)

Solutions Discussed:

- Rebrand and market service to appeal to wider riderships
- Change legislation to allow for Uber-type services, collaborate with taxi drivers to come up with solution

Issue: Shop locally (keep residents' money in their community)

Solutions Discussed:

- Behavioral shift – less consumerism
- Delivery option
- Internet buying
- Build interest by marketing locally – online marketing and delivery
- Use the [co-op model](#) to create a local food hub/business – gain local buy-in and keep wealth local

- a. Responds better to community needs

Issue: Disaster preparedness and recovery (ie: wildfires/mudslides)

Solutions Discussed:

- Province is developing framework
- Budget needs to include more preparedness
- Proper communication about what is being done, and local input

Issue: Growth management issues related to Agriculture Land Commission (ALC to set guidelines for land exclusion)

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Economic development partnerships between town and regional districts

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Education (local community college courses, ie: tourism and trades)

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Tourist accommodations; conference attraction

Solutions Discussed:

- Ensure this is a Community Ec. Dev. Priority. Leverage existing businesses and resident assets, if possible
- Conduct market research ([Destination BC](#))
 - a. Is community ready to take on this project?
 - b. What are your existing hotel vacancy rates?
 - c. Understand who is visiting your community already and what accommodation types they seek out.
 - d. Seek to fit your accommodation and food services to people who are already coming to the geographic area

- e. Conduct market research
- Develop strategy to implement business plan
- Identify potential development lands with proper zoning and who owns it. Ensure your community has the infrastructure to support a development
- Consider incentives (ie: property tax incentives) to attract, market to potential investors. Develop relationships. This is a long term effort. Be prepared for some investors to walk away.
- Discuss entrepreneur attraction programs
- List on British Columbia.ca
- Potential Resources:
 - a. Community Development Programs, ie: Neighbour First Nation
 - b. [Indigenous Tourism BC](#)
 - c. [Rural Dividend](#) Fund for planning, marketing, staffing, capacity, etc.
 - d. Revitalization Tax Incentive option ([Kamloops](#))
 - e. [Investing in Canada Infrastructure Program](#) through Municipal Affairs and Housing (Prov of BC)
 - f. [NDIT/SIDIT](#)

Issue: Capacity issues for economic development

Solutions Discussed:

- Strategic Plan for Economic Development:
 - a. Assess previous documents for vision, mission, goals.
 - b. Engage community to build a plan
 - c. “Stay the course” even in face of disaster
- Short term (2 yr) positions can be funded through [Rural Dividend](#).
 - a. Apply and utilize their person to build capacity
 - b. Prioritize capacity building before project
- Engage community
 - a. Stakeholders partnerships
 - b. Build collective efforts with Chambers

- Utilize (ie: [NDIT](#)) Ec. Dev. Capacity Building, Grant Writer Internship Programs. Be sure to follow up with Grant applications.
- Look to organizations with capacity/resources (ie: [TOTA](#), [Southern Interior Trust](#), [ICET](#), etc.)

Issue: Workforce attraction and relocation

Solutions Discussed:

- Market your community ([Tumbler Ridge](#))
- Work with employment agencies
- Relocation incentives ([Northern Health Authority](#))

Issue: Skilled workers (ie: teachers, professionals)

Solutions Discussed:

- Lifestyle – selling features
- Affordable
- Immigration Agencies
- Look into cost of living allowances
- Work with unions and professional organizations
- Trade schools
- [Community Futures](#)

Issue: Social impacts of development projects

Solutions Discussed:

- Transparency in all Communication, should be consistent and ongoing
- First Nations and Municipal Government work together to utilize [UBCM C2C Program](#) prior to development
- Build positive relationships and engage with both communities' citizens for buy in prior to development

Issue: Communications (cell and broadband is limited and lacking)

Solutions Discussed:

- Lobby, contact all providers (Fibre Optic, etc.)
- Provide stats
- Provide information
- What leverage you can provide
- Develop business plan
- Political support (local, provincial, etc.)
- Invite all providers to the table

Issue: Resources and infrastructure to capitalize on tourism

Solutions Discussed:

- Transportation – BC Ferries target tourism
- Accommodation – Diversification
- Connectivity for internet – public, private partnership
- Job creation for all off-season to avoid feast or famine

Issue: Housing, homelessness (absent landlord, senior housing, workers)

Solutions Discussed:

- Provincial/federal funding for municipalities
- Need flexibility/sliding scale for low income housing eligibility
- Simplifying bylaws etc., to facilitate suites/carriage homes
- Research:
 - a. Determine services required
 - b. International Studies
 - c. Address homelessness for mental health and addicts

Issue: Affordable housing (or lack thereof)

Solutions Discussed:

- Support innovation in lower cost construction options
 - a. Modules, 3D printing houses, etc.
 - b. Need to get below \$100-150/sq. ft.
- Updating bylaws to support secondary suites
- Attract developers for 4-plexes, etc., patio homes
- Add/change bylaws to allow for housing in commercial areas/multiuse
- Develop close to amenities
- Look at partnerships with industry for workers (ie: [Pemberton](#))
- Housing inventory/needs assessments
 - a. Funding – [BC Rural Dividend](#); Municipal Affairs
- Social Enterprises

Issue: Business retention in downtown core (local shopping and support)

Solutions Discussed:

- Provide platform to showcase businesses (ie: farmers markets, trade shows)
- [Love Northern BC](#)
- Connecting entrepreneurs, industry, storefront landlords, council:
- Entrepreneurship support
 - a. Pop-up stores, essentially
 - b. Help entrepreneurs get a start
 - c. Community raises entrepreneurs
- Incubator
 - a. Work space sharing with business mentorship
 - b. For new entrepreneurs
- Change perspective of succession planning

- a. Not just transaction
- b. Community Futures provides succession planning
- c. 2-3 year process

Issue: Transportation (access for work commute is difficult)

Solutions Discussed:

- Ridesharing
- Community buses (non-profits) (ie: Fraser Lake, [Granisle](#))
- Help individuals with Drivers License training (this could also help entrepreneurs)
- Work with Industry to provide transportation to workplaces

Issue: Youth opportunities and retention

Solutions Discussed:

- Broadband
- Access to resources
- Expanded trades/technical training in high schools
- Entrepreneurship training
- Develop recreational opportunities
- Involve youth in community planning, get them invested in their community
- Share information about programs around self-employment funding options:
 - a. CF, [Futurpreneur](#), [YELL program](#)
 - b. Mentorship Program Development
- Share options with youth, not just 9-5 jobs/shift work, etc.
- Education in community to avoid them from leaving the community

Mid-Size Community – Population: 10,000-25,000

Issue: Growing homeless population, challenging businesses in downtown core

Solutions Discussed:

- Work with Community Policing
- Empower business community as to what their rights are
- Social/mental health support: increase
- [GABOR MATÉ](#) – Author

Issue: No economic development plan, no staff resources

Solutions Discussed:

- [BC Rural Dividend](#)
- [Invest Community Canada Initiative](#) – Foreign Direct Investment, have to match funds
- Tax payers need to be educated why economic development is important to their community, eg: tax base

Issue: Struggling to implement MRDT (hotel tax)

Solutions Discussed:

- Need to present a case to hoteliers as to why [MRDT](#) can help their future bottom line.
- Awareness campaign – Meet one on one and in groups
- Demonstrate power of the investment. Every marketing dollar generates X times tourism dollar.
- Reach out to [Destination BC](#)
- Campbell River's Mayor met individually with hoteliers
- Relationship building and dollar value
- Reach out to Castlegar Chamber to learn what they did

Issue: Need more commercial and clean light industry for tax base and jobs

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Snow clearing (where to put it?)

Solutions Discussed:

- Snow dump (find use for the H2O, opportunities for BC to clean the H2O – Int'l partners?)
- Storing/monitor
- Possibly altering to reuse
- Reinject for tracing process

Issue: Transit (infrequent, poor hours and long waits)

Solutions Discussed:

- Dispatch through municipalities
- BC Transit new model (small cars)
- New business opportunities
- UBCM
- Subsidies for businesses

Issue: Work force housing (low vacancy rates)

Solutions Discussed:

- Offer more incentives
- Can we make use of existing housing stock?
- Bylaws to force homeowners to rent rooms ([Banff](#))
- Cities can have 'camp' model for work force housing. Seasonal module or hostels ([Red Mountain](#)) (*Terry Van Horn can connect anyone in this*)
- Incentives for homeowners (including Seniors) to rent rooms
- Find the balance
- Treat seasonal housing as provincial infrastructure and find workforce is a municipal service

Issue: Need to attract workforce to fill entry-level positions

Solutions Discussed:

- [PNP Program for entry level workers](#)

Issue: Aging infrastructure needs vs. development servicing

Solutions Discussed:

- [Asset Management](#)

Issue: Unserved industrial land (roads) *MOTI approvals

Solutions Discussed:

- Target based on competitive advantage
- [Terrace – Chinese development](#)
- Market as cluster development
 - a. Explore local service areas – city pays cost and taxes on increased rate for that area

*[Terry Van Horn](#) – would be interested in further discussion

Issue: Seasonal tourism (summer-focused, seasonal employment, difficult housing availability)

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Affordable housing (rental and purchased units, affordable to workers)

Solutions Discussed:

- [Whistler Housing Authority](#)
 - a. Use City owned land – BC Housing
- Terrace
 - a. [Affordable Housing Fund](#) from land sold by the city – access to the fund for housing development must include affordable units

Issue: Staffing/capacity demographics (training, cost of real estate, focus on seniors vs. younger generation)

Solutions Discussed:

- Break down housing issue into ‘buckets’ and solve
 - a. Low Income – work with NGO & non-profits to get great funding
 - b. 2/3 market housing – for working families – encourage and incent developers to build 2/3 market value accommodation
 - c. Near market value housing
 - d. Resort owners should build staff accommodation to reduce demand for housing in rest of community
- Try to attract diverse population of residents – don’t just attract Seniors!!
- Look at zoning & incentives by local government to incent & encourage developers to build the right kind of housing
- Matching/succession planning to ensure businesses can transition when they retire and want to sell
- Large employers in a community may need to consider finding and maybe building housing for their staff (to ensure that there is proper accommodation for their workers)

Issue: Rethinking transit/traffic in rural vs. urban

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Transitioning housing (seniors to transitional housing to free up homes for new residents; workforce)

Solutions Discussed:

- Unique ways to finance development housing for seniors to offset short term (seniors)
- Government housing regulations for rental housing, de-incentivize rentals; tenants have so many rights

Issue: Affordable housing (can't attract new residents due to cost)

Solutions Discussed:

- De-incentivized rental units

Issue: Changing retail landscape (downtown suffering)

Solutions Discussed:

- Downtown revitalization tax credit
- Have an effective downtown business association
- Beautify run-down buildings thru paint/improvement incentives – [NDIT Business Façade Improvement](#)
- Give people a reason to be/go downtown – make it someplace people want to be

Issue: Growth management (funding of infrastructure renewal)

Solutions Discussed:

- Industrial development
- Look at [brownfield](#) sites
- Work as a region on [DCC](#) increase

Issue: Downtown revitalization

Solutions Discussed:

- Brown lots
- City owned lots
- Encouraging development of vacant sites ([Fort St. John](#))

Issue: Lack of regional transportation (no more Greyhound)

Solutions Discussed:

- New business opportunity for entrepreneurs – start transportation
- Municipalities to help in coordination
 - a. Dispatch
 - b. People willing to volunteer to transport others
- Opportunity for BC Transit to expand services to support the gap (various buses)
 - a. Taxes to residents to support the service for the community (could be brought up with UBCM)
- What are other countries doing? (ie: trains – is this feasible, probably not)

Large Community – Population: 25,000 +

Issue: Workforce affordable housing (for lower income brackets)

Solutions Discussed:

- Consider [DCC incentives](#) or tax deferral incentives that will end up in the hands of the developer, not eventual owner
- New developments could start with rental units; but build into framework the option to stability. Serve the immediate need and plan for future needs.
- Lean on [BC Housing's affordable housing partnerships](#) which allow developers to access grants per unit of affordable housing.

Issue: Meth crisis (cheap meth flooding city, increasing crime, health and police costs)

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Increased downtown homeless population

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Increased competition in workforce with salary expectations

Solutions Discussed:

- Explore the concept of Marketing the community's quality of life; live, work, and play
- Attract workforce from neighbouring communities
- Encourage trades education

Issue: Affordable housing – ie: workforce housing

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Negative community reputation (inhibits attraction of new business and business growth)

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Availability of power for new industrial development

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Lack of skilled workforce (labour market literacy)

Solutions Discussed:

- Workforce gap analysis to identify which skills are most needed
- Liaise with industry to identify training needs that can be shared to local University/College
- Regional collaboration

Issue: Skills Gap – Job Seekers Who Lack Desired Skill Set

Solutions Discussed:

- Consider immigration
- Educate employers on training and growing their own workforce (succession planning)
- Social enterprise model to uptrain vulnerable people with potential to succeed (Restaurant training facility – train servers, bussers, chefs, etc.)
- Shared workers for multiple companies that may not need all full time employees

Issue: Employers lack of receptiveness to working with current job seekers (ie: youth)

Solutions Discussed:

- [Understand the new workforce](#) and what they want in an employer
 - a. Later work time
 - b. Work from home
 - c. Training Opportunities

- d. Vacation (unpaid)
- Overcome negative perceptions of jobs like ‘plumbers’ so that youth will want these jobs.

Issue: Public transportation and parking in downtown core

Solutions Discussed:

- Encourage staff of businesses to park exclusively off street to have spaces available for customers
- Encourage developers of buildings to provide their own shuttle services for residences/residents.
- Communicate and promote downtown parking options in downtown areas to the broad community
- Possibility of mixed use development to include public parking requirements as part of new developments ([Edmonton](#))

Issue: Lack commercial/industrial activity

Solutions Discussed:

- Collect good data on investment opportunities for community and industrial development
- Prioritize for community and industrial development
- Need a visioning exercise to understand what your total build-out would be and what you could possibly expect to draw
- Identify highest return on investment and focus there (instead of large parcels used for staff such as self-storage, recycling sites, you need to divide into smaller-best use)
- Consider rezoning to best use and provide incentives for redevelopment

Issue: Workforce (lack of skilled workers), housing (lack of)

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Housing that matches wages

Solutions Discussed:

- Active participation by municipalities in land banking and splitting

- Other non-commercial participants in housing
- Partnerships in development of industry

Issue: Housing (lack of middle housing, rental housing is impacting employee attraction)

Solutions Discussed:

- Look to best practices in other communities where innovative housing is being fast-tracked
- Skills training
- Change of mindset
- Development activity

Issue: Greenfield/Brownfield development challenges

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Cannabis Issues (Food Security, Use of Buildings, Smell, Sales)

No solutions discussed. Continue this conversation online on the [BCEDA Message Board](#).

Issue: Loss of Businesses Due to Technological Change and Changing Consumer Practices

Solutions Discussed:

- Providing business planning support services (businesses often don't have the time, experience or resources to do a business plan)
- Hidden Professionals Information (ie: [Vernon surveyed hidden professionals](#)) – wanted to be more involved in community.
- Innovation/work space/co-worker space centre (ie: [Kelowna](#))
- Spectrum of supports from:
 - a. Bringing co-working spaces together ("[Geek Beer](#)")
 - b. Create social events for hidden professionals (ie: Coffee socials)

- c. Business plans: ditching the biz plan to [business mapping](#) or [business canvas](#), but must do the training
- Understanding and program the new ways to post and seek jobs

More Tools

BCEDA



Advertising

- [Website Advertising](#)
- [Newsletter Advertising](#)
- [Social Media Advertising](#)
- [Job Postings](#)
- [RFP Postings](#)
- [Event Postings](#)

Mentorship

- [Message Board](#)
- [Mentorship Program](#)
- [Membership Directory](#)

Professional Development

- [BC Economic Summit](#)
- Minister's Dinner – Coming soon!
- [Western Basic Economic Development Course](#)
- [Webinars](#)
- [In-community Training](#)
- [Online Resource Library](#)
- [Online store](#)

Tools

- [Economic Disaster Recovery](#)
- [BC Economic Development Awards](#)
- [BC BusinessCounts](#)
- [BCEDA Insider App](#)
- [Member Consultant List](#)
- [Economic Development Online](#)

Province of BC



Economic growth and diversification benefits communities, industries and families in regions across B.C. Find funding, tools, resources, best practices and services to realize your community's economic development potential.

- [Search Funding & Grants](#)
- [Find Support Organizations & Community Partners](#)
- [Plan & Measure Your Economic Development Efforts](#)
- [Support Your Business Community](#)
- [Market Your Community & Attract Investment](#)
- [BC Ideas Exchange: Learn From Experts](#)
- [Develop Economic Sectors](#)
- [BC Economic Atlas](#)
- [Search for the Regional Manager in your area](#)

Please feel free to connect with us for questions and/or feedback - we're here to help!

Email us at: EconomicDevelopment@gov.bc.ca

Resonance Consultancy



Resonance Consultancy combines business strategy and marketing creativity to help shape the future of countries, cities and communities around the world.

[Resonance Reports](#) help all our clients understand trends and demographics, identify new market opportunities, and create plans for the future. They help cities and destinations understand their strengths and weaknesses so they can better attract visitors, talent and investment.

Don't miss the [Latest Insights](#) on topics such as Real Estate, Tourism and Economic Development.

BC Hydro



BC Hydro is a Crown corporation, owned by the government and people of British Columbia. It's our job to generate, and to purchase, reliable, affordable electricity for our customers.

BC Hydro offers a [variety of programs](#) to help improve a business' energy efficiency, including incentives for making energy-efficient upgrades and opportunities to learn from experts.

Use our business [program eligibility tool](#) to see what programs your businesses can participate in, or [search by business type](#) to learn about the opportunities available for each sector.

FortisBC



FortisBC's natural gas and electricity utilities serve 1.2 million customers across 135 communities in British Columbia. We have 2,300 dedicated employees deeply rooted in BC, where we live, work and give back.

FortisBC has specialized tools, programs and services for large commercial and industrial customers. Find out how we can help you save energy and money.

- [Energy-efficiency Tools for Natural Gas Business Customers](#)
- [Energy Solutions for Transportation](#)
- [Alternative Energy Solutions](#)
- [Measurement Services](#)

Vancity



As a financial services co-operative, we work in partnership with First Nation government and Indigenous not-for-profit organizations to help build stronger communities. Read about [Stories of Impact](#) online.

Find [Resources for Business](#) online including:

- Small business and start-up tools
- Each One Grow One Seminars
- Climate Smart Training
- Grants

We'd love to talk to you about investing in Indigenous communities to achieve economic strength and independence. Tell us about how we can work with your organization or initiative: Mia Morin 604.877.4567 or mia_morin@vancity.com

BDC



We are BDC, the Business Development Bank of Canada and the only financial institution devoted exclusively to entrepreneurs.

We help create and develop strong Canadian businesses through [financing](#), [advisory services](#) and [capital](#), with a focus on small and medium-sized enterprises.

Explore online tools and articles including:

- [Entrepreneur's Toolkit](#) – Business assessments, financial tools, templates and guides
- [Entrepreneur's Learning Centre](#)
- A selection of free [webinars](#) designed specifically for Canadian entrepreneurs

CAPP



The Canadian Association of Petroleum Producers (CAPP) is the voice of Canada's upstream oil, oil sands and natural gas industry.

CAPP maintains a variety of publications, presentations, statistics and background information on the oil and natural gas industry.

- [Statistics](#)
- [Economic Report Series](#)
- [Presentations and Third-Party Reports](#)

Co-Operatives First



Our job is to make sure community leaders understand the benefits and versatility of the co-operative business model, and group entrepreneurs have every available tool to make their venture a reality.

Explore an extensive collection of tools and resources for all stages of co-op business development. If you are creating a co-op, this is your one-stop-shop to get it up and running.

- [The Co-Op Creator](#)
- [Feasibility Study](#)
- [Workshops](#) on Co-Ops 101, Exploring Opportunities and Board Governance

Consulate General of the United States - Vancouver, Canada



As the Public Diplomacy arm of the U.S. Consulate General, the Office of Press and Cultural Affairs in Vancouver provides information from and about the United States to Canadians in British Columbia and Yukon Territory.

The Vancouver Consular District, consisting of British Columbia and the Yukon Territory, would be the tenth largest trading partner of the United States, if considered as an independent economic unit. The economy of the district is greatly diversified, between traditional resource industries such as forestry, mining and fisheries, but containing important new, high technology industries such as bio-medical

development, fuel cell manufacturing and film production. Agriculture, retail trade, light manufacturing, finance and hydroelectric energy generation are also important components of the district's economy.

Tourism is also a major part of the district's economy with over 22 million overnight visitors to the province per year. With its strategic location on Canada's Pacific coast, Vancouver, B.C. is the economic hub of the district. The port of Vancouver is a world-class deep-water port, ideally situated to handle both exports and imports of goods to the United States and Latin America. It is also an ideal location for trade with Asia. With its highly trained work force, diverse population, outstanding resource base, and ideal location, the Vancouver Consular District offers great potential for business and trade.

The Consulate General in Vancouver has a small Economic Section which follows economic developments and advocates for U.S. economic interests in the district.

- [U.S. Mission to Canada Public Affairs Grants Program Statement](#)
- [Getting Started in Canada](#)
- [Getting Started in the U.S.](#)
- [Procurement](#)
- [Economic Data & Reports](#)

Pacific Coastal Airlines



We support local business and the economy by providing efficient and competitively priced [travel and transportation options](#), creating local jobs, and servicing new and existing trade and travel routes throughout BC and Western Canada.

65+ Destinations

- Regularly scheduled flights to 15 airports in B.C.
- Connecting to 50+ coastal destinations in B.C.

Western Canada at Your Doorstep

- Charter flights to western Canada and the United States.

Mail and Cargo

- Carrying products and supplies in British Columbia, western Canada, and beyond
- Partner agreements with CargoJet, WestJet; Canada Post, Dynamex, and more.

Essential Service

- Connecting remote communities in B.C.
- Medical travel, blood, and organ transport
- Emergency support including transportation of people, equipment, and supplies

Aboriginal

- Providing health travel, mail and cargo transportation
- Creating local jobs and supporting Aboriginal business development
- Supporting Aboriginal language, culture, and charities

Government Services

- Providing travel options to federal, provincial, crown corporations, and local government

Economic Growth

- Supporting companies in resource, mining, and renewable energy sectors
- Transportation of goods and services
- Creating local jobs

Futurpreneur Canada



[Futurpreneur Canada](#) has been fueling the entrepreneurial passions of Canada's young enterprise for two decades. We are the only national, non-profit organization that provides financing, mentoring and support tools to aspiring business owners aged 18-39.

Enhancing entrepreneurship opportunities and empowering youth in Northern British Columbia, [ThriveNorth](#) connects current and aspiring business owners, aged 18-39, to resources, financing and mentoring in order to inspire and support them as they launch and grow.

Futurpreneur Canada is proud to present our new [Growth Accelerator](#), an exciting opportunity for innovative entrepreneurs who are looking to take their business to new heights.

If you've launched an innovative business, have demonstrated a track record of revenue growth and are ready to make key decisions about expansion, the Growth Accelerator could be just what you need to take your start-up to the next level.

The [Entrepreneurship Pathway](#) is our recommended route to success. From developing your idea through to launching your business, you'll find resources for every step in your journey – organized into four key stages in a start-up's life-cycle.

Western Economic Diversification Canada



Western Economic
Diversification Canada

Diversification de l'économie
de l'Ouest Canada

For more than 30 years, Western Economic Diversification Canada (WD) has been working to diversify the western economy while improving the quality of life of western Canadians. We aim to be a leader in building a strong, competitive West by focusing on business development, innovation and community development.

- [Western Canada Business Services Network](#)
- [Business support for entrepreneurs](#)
- [Innovation funding and support](#)
- [Funding for not-for-profits](#)
- [Supporting your communities](#)
- [Economic overview and opportunities](#)

Office of Small and Medium Enterprises; Public Works and Government Services Canada

Engaging, assisting, and informing SMEs on doing business with the Government of Canada

- the [Tenders](#) minisite - the Government Electronic Tendering Service (GETS), which buyers must use to publish tender opportunities and related procurement notices that are subject to trade agreements and other departmental policies.
- [GSIN Codes](#) - Businesses use Goods and Services Identification Number codes to identify the goods and/or services they provide when registering in the Supplier Registration Information (SRI) system as potential suppliers to the federal government. As well, GSIN codes connect all of the procurement data on Buyandsell.gc.ca, including Tenders, Standing Offers and Supply Arrangements, and Contract History.
- [Contract History](#) - contains information on contracts awarded by PWGSC on behalf of all federal government departments and agencies since 2009.
- [Standing Offers and Supply Arrangements \(SOSA\)](#) - is open data about active standing offers and supply arrangements for goods and/or services held by pre-qualified suppliers. Public Works and Government Services Canada (PWGSC) issues standing offers and supply arrangements on behalf of all federal departments and agencies.
- [Supplier Registration Information \(SRI\)](#) - is a database of registered suppliers interested in selling to the federal government.

GIS Planning



GIS Planning is the world leader in online economic development solutions, and leading provider of Geographic Information System (GIS) technology to EDOs.

Using ZoomProspector Enterprise and ZoomProspector.com, our clients have attracted billions of dollars of investment, created tens of thousands of jobs and revitalized communities. [View Case Studies.](#)

- [Webinars](#)
- [Economic Development Blog](#)

Localintel



Localintel's [Small Communities Program](#) helps municipalities and chambers build a better online presence to engage business, promote opportunities and support local business growth. The program makes it easier for communities with limited resources to access Localintel's award winning technology, education and marketing support. If you're a small community looking to help local business grow, we want to hear from you.

Community Futures British Columbia



Community Futures offers a variety of services and tools to help entrepreneurs and small business owners achieve their goals, including business support services, business planning advice, loans and self-employment assistance.

Community Futures provides financing alternatives to small and medium enterprises when access to credit is a challenge to starting or growing their business. Different than a bank, Community Futures uses different lending criteria, focusing on rural development and providing business financing to small local businesses. We also work in partnership with other business lenders, educational institutions, not-for-profits and community governments to grow and diversify the local economy.

- [Self-Employment Program](#)
- [Entrepreneurs With Disabilities Program](#)
- [Small Business Toolkit](#)
- [Financial Calculators](#)
- [Wildfire Business Transition Project](#)
- [Export Navigator Program](#)

BCBusiness



BCBusiness is the Publisher of BCEDA's Invest in BC Magazine. Invest in BC provides a one-stop guide for business leaders, investors and skilled employees considering setting up shop in or moving to cities and towns around British Columbia. Along with a comprehensive, provincewide economic outlook and statistics, it offers an update on business conditions and identifies opportunities in each of B.C.'s eight economic regions. Municipalities, regional economic development bodies and First Nations can choose to have their community profiled in greater depth within the regional sections.

[Read the 2019 Invest in BC Magazine.](#)

Kwantlen Polytechnic University



[Kwantlen Polytechnic University](#) has four campuses located in the Metro Vancouver region of British Columbia. KPU offers bachelor's degrees, associate degrees, diplomas, certificates and citations in more than 120 programs. Almost 20,000 students annually attend courses at KPU campuses in Surrey, Richmond, Langley and Cloverdale.

Kwantlen Polytechnic University currently offers a range of credentials, many of which are completely unique, to successfully meet the evolving needs of regional and global employment markets.



International Council of Shopping Centers

ICSC's mission is to ensure the retail real estate industry is broadly recognized for the integral role it plays in the social, civic and economic vibrancy of communities across the globe.

Research's [Industry Insights](#) provides in-depth data on today's business landscape. We take the temperature of the industry so you can better plan ahead.



MDB Insight

The short story is that we are management consultants who help people and places thrive in the 21st century economy. For us, this work isn't about churning out strategies. It's a commitment to improving the world around us, even if it's just one community at a time.

Our passion for our work extends across the industry. We actively contribute to the growth of our profession and spark conversation about new ideas, emerging trends, and useful tools. In this spirit we have developed several industry [resources](#), including [EconomicDevelopment.org](#) and [TINAN](#).

Appendix A: Accessing the BCEDA Message Board (*BCEDA Members Only*)

Visit www.bceda.ca and click the yellow *Member Login* button.

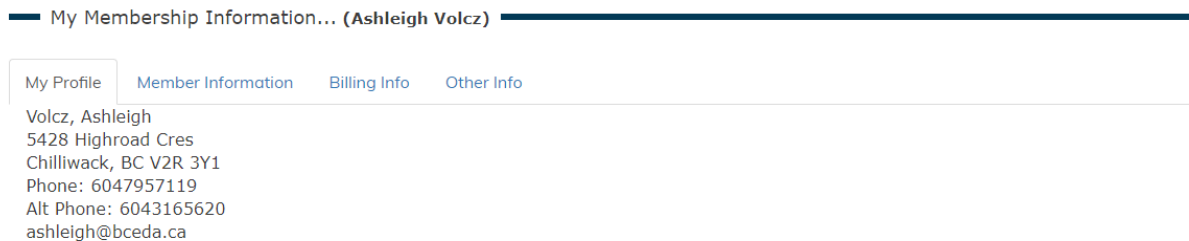
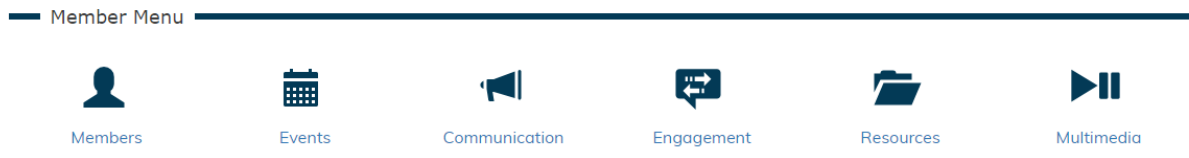


Enter your username and password. If you are unable to access your login via the *Forgot Password* link, please email info@bceda.ca for assistance.

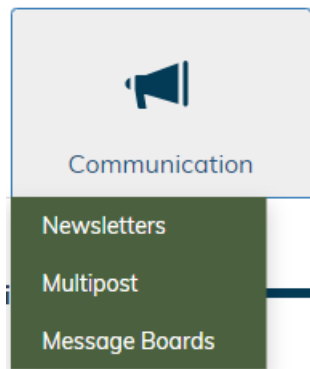
A screenshot of the 'Member Login' form. The form has a title 'Member Login' with a close button (X). It contains two input fields: the first is for the username, with 'ashleigh' entered; the second is for the password, shown as a series of dots. Below the password field is a link that says 'Forgot Password?'. At the bottom of the form is a large orange button labeled 'Sign In'.

BCEDA TownTalk Information Summary

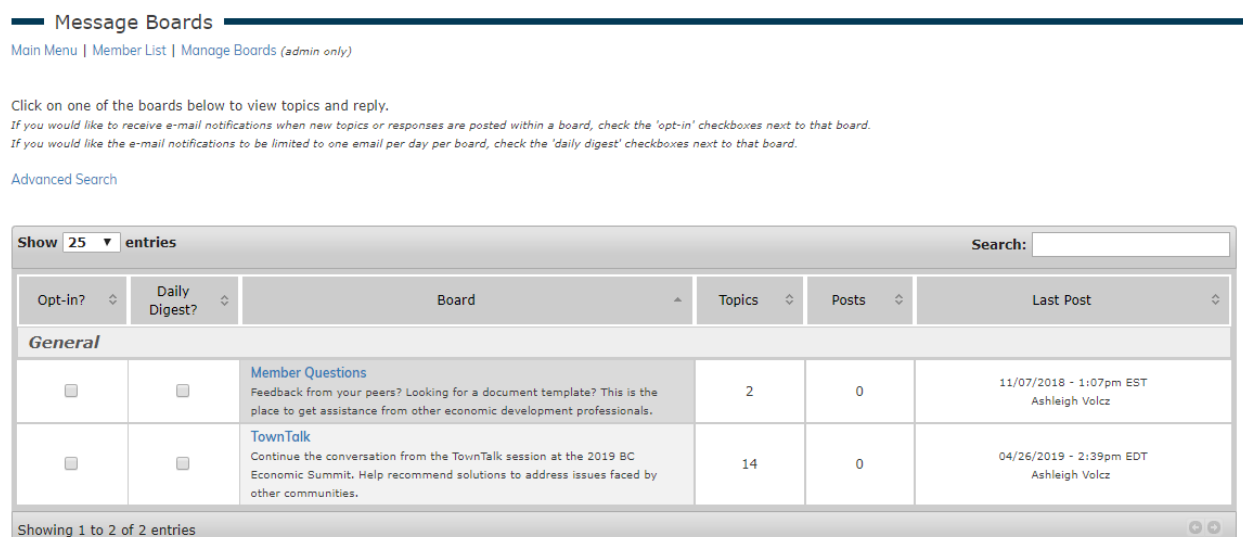
The Member Menu should now be visible.



Mouse over *Communication* and click on *Message Boards*



In the Message Boards menu, click *TownTalk*.



BCEDA TownTalk Information Summary

Click on any Message Board Topic to join the conversation.

Message Board Topics

[Main Menu](#) | [Board List](#) | [Member List](#) | [Manage Topics \(admin only\)](#)

Board: TownTalk

[Advanced Search](#)

Add Topic

Opt-InOpt-OutDaily-InDaily-Out

Show 25 entries

Search:

Topics	Replies	Author	Last Post
Cannabis Issues (food Security, Use Of Buildings, Smell, Sales)	0	Ashleigh Volcz	04/26/2019 - 2:39pm EDT Ashleigh Volcz
Greenfield/brownfield Development Challenges	0	Ashleigh Volcz	04/26/2019 - 2:38pm EDT Ashleigh Volcz
Workforce (lack Of Skilled Workers), Housing (lack Of)	0	Ashleigh Volcz	04/26/2019 - 2:38pm EDT Ashleigh Volcz
Availability Of Power For New Industrial Development	0	Ashleigh Volcz	04/26/2019 - 2:37pm EDT Ashleigh Volcz
Negative Community Reputation	0	Ashleigh Volcz	04/26/2019 - 2:35pm EDT Ashleigh Volcz
Affordable Housing – Ie: Workforce Housing	0	Ashleigh Volcz	04/26/2019 - 2:35pm EDT Ashleigh Volcz
Increased Downtown Homeless Population	0	Ashleigh Volcz	04/26/2019 - 2:34pm EDT Ashleigh Volcz
Meth Crisis (cheap Meth Flooding City, Increasing Crime, Health And Police Costs)	0	Ashleigh Volcz	04/26/2019 - 2:34pm EDT Ashleigh Volcz
Seasonal Tourism (summer-focused, Seasonal Employment, Difficult Housing Availability)	0	Ashleigh Volcz	04/26/2019 - 2:32pm EDT Ashleigh Volcz
Rethinking Transit/traffic In Rural Vs. Urban	0	Ashleigh Volcz	04/26/2019 - 2:11pm EDT Ashleigh Volcz