

INVEST. BUILD. GROW.

MANITOBA



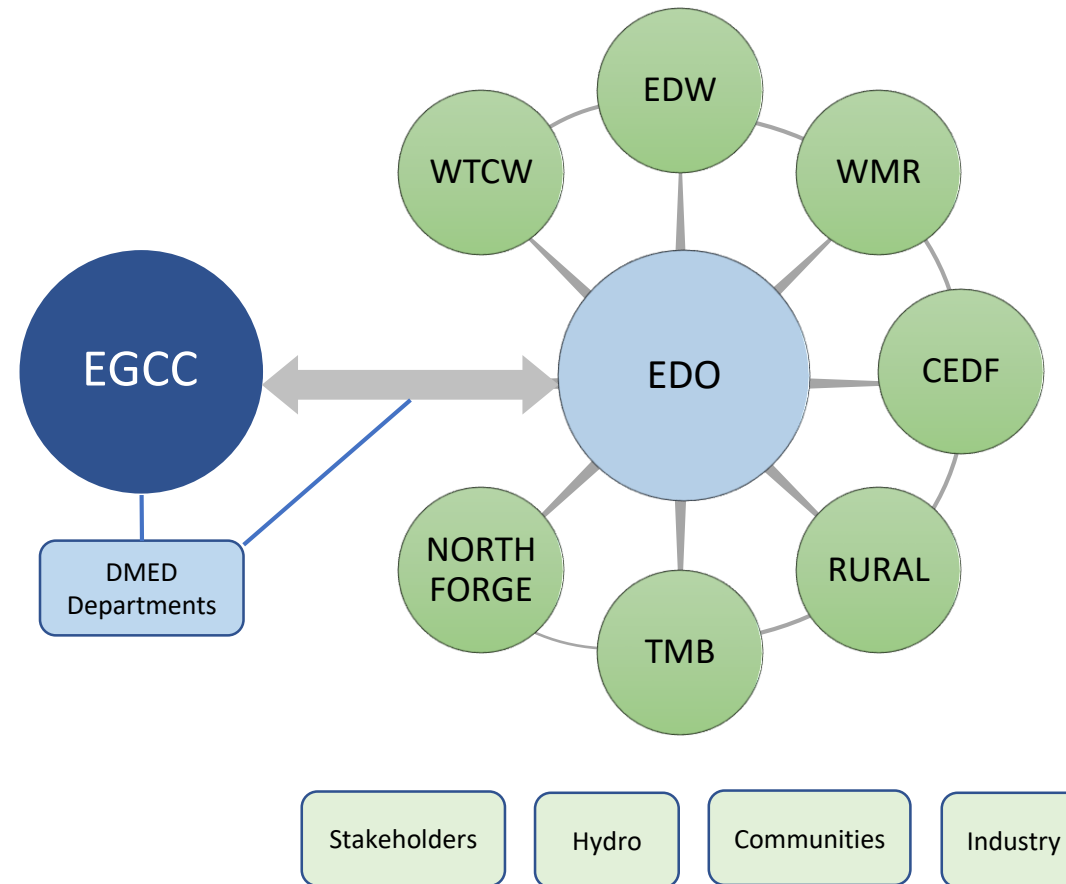
Economic Development and Training Economic Development Office

Manitoba Works

Economic Growth Action Plan – to date

- Announced EGAP on December 18th
- New structures put in place to support a *Team Manitoba* approach to growth
 - Within government – EGCC, EDO, EDT, Deputy Ministers Ec Dev committee (DMED)
 - Non–government strategic and regional partners
- Several supporting strategies have been launched
 - *Provincial Tourism Strategy*
 - *Manitoba's Culture Policy and Action Plan*
 - *Manitoba Protein Advantage*
 - *Skills, Talent and Knowledge Strategy* in progress
 - *Manitoba Liaison Committee* established
- New programs introduced
 - *Innovation Growth Program*
 - Tax Increment Financing

Team Manitoba



Team Manitoba

- Working collaboratively to enable economic growth and attract investment
- Triage based on client needs
- No wrong door
- Provide 'best-in-class' service
- EDO role to facilitate economic development projects with partners, provincial departments and other economic development agencies

Team Manitoba Headlines



Manitoba

World's biggest pea processing plant coming to Portage la Prairie



Video game giant Ubisoft to open Winnipeg office



Manitoba

World's best travel destinations include Italy, Peru and ... Manitoba

Winnipeg Free Press

Living the HyLife: pork producer finishes \$176-M expansion

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Manitoba 

Manitoba Works - Economic Growth Action Plan

- Create 40,000 private sector jobs over four years
- Expands on the *Economic Growth Action Plan*
- Regulatory Reform: Reduce Red Tape, Faster permitting, Increased accountability, Faster credential recognition
- Growth: Ten-year strategic infrastructure capital plan, Build on sector strengths, Expand export markets, Enhance connectivity, Open cannabis market
- Partnership: Look North, Municipal & Indigenous partnerships

Manitoba Works - Priorities

- Establish rural regional partner organization
- Launch *Skills, Talent and Knowledge Strategy*
- Continue working with departments, partners & industry to identify growth opportunities in key sectors
- Trade strategy
- Access to capital
- Focus on key sectors

Manitoba Works – Next Steps

- Skills, Talent and Knowledge Online Town hall in December (first in a series of online town halls focused on specific priorities)
- First meeting of the Rural Interim Board of Directors
- Deadline for the Innovation Growth Program is December 16, 2019

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World Trade Centre Winnipeg

WTC Winnipeg

- > Serving all of Manitoba
- > Support all sectors
- > Develop and deliver trade services
- > Partner collaboration approach
- > Promote Manitoba around the world

STRATEGIC PARTNERS

TRADE
World Trade
Centre Winnipeg

INNOVATION
North Forge

TOURISM
Travel Manitoba

REGIONAL PARTNERS

Economic
Development
Winnipeg

Communities
Economic
Development Fund

Winnipeg
Metropolitan
Region

Rural
(TBD)

SECTOR COUNCILS AND CHAMBERS OF COMMERCE

WORLD TRADE CENTRES ASSOCIATION (300+)

Anchorage
Arkansas
Atlanta
Atlantic Canada - Halifax
Baltimore
Boston
Bualo Niagara
Charleston
Chicago
Curacao
Delaware
Denver
Detroit/Windsor
Dulles Airport
Edmonton
El Paso/Juarez
Fort Lauderdale
Greenville-Spartanburg
Haiti

Los Angeles
McAllen
Miami
Mississippi
Montana
Montreal
New Orleans
New York
Norfolk
Orlando
Oxnard
Palm Beach

Philadelphia
Phoenix
Portland
Raleigh
San Antonio
San Diego
San Francisco
Seattle
Tampa
Tucson
Tulsa
Vancouver
Washington, D.C.
Winnipeg

Maracaibo
Medellin
Merida
Mexico City
Monterrey
Montevideo
Panama
Portlamar
Puerto La Cruz
Puerto Ordaz
Punta del Este

Sao Paulo
Tijuana
Toluca
Valencia
Veracruz

Abu Dhabi
Abuja
Accra
Al Khobar
Aleppo
Algiers
Antananarivo
Baghdad
Bahrain
Basra
Beirut
Benghazi
Cairo
Casablanca
Dakar
Damascus
Dead Sea
Dubai
Erbil
Jeddah
Lagos
Luanda
Muscat
Nairobi
Praia
Qatar
Ramallah
Riyadh
Sanaa
Sharjah
Tunis

Almaty
Amsterdam
Antwerp
Arnhem Nijmegen
Ballerup
Barcelona
Basilicata
Belfast
Belgrade
Berlin
Bordeaux
Breda
Bremen
Brussels
Bucharest
Chelyabinsk
Cordoba
Cyprus
Dresden
Dublin
Eindhoven
Ekaterinburg
Frankfurt (Oder)
Geneva
Genoa
Ghent (AF)
Gibraltar
Glasgow
Gothenburg
Gran Canaria
Grenoble
Hamburg
Heerlen Aachen
Helsingborg
Helsinki
Helsinki Airport
Hull and Humber
Istanbul
Karlskrona
Kazan
Kiel
Krasnodar
Lausanne
Leeuwarden
Lille
Lille-Arras
Lisbon
London
Lugano
Lund
Luxembourg

Paris
Pescara
Pilsen
Poitiers Futuroscope
Poznan
Rennes Bretagne
Rostock
Rostov on Don
Rotterdam
San Marino
Schiphol Airport
Sevilla
Sochi
Soa
Soa (AF)
Southampton
St. Petersburg
Stockholm
Strasbourg
Tallinn
Tenerife
The Hague
Trieste
Turku
Twente
Utrecht
Utrecht-Papendorp
Branch
Vaxjo
Venlo
Warsaw
Zaragoza, Spain
Zurich

Ahmedabad
Amaravati
Amritsar
Anyang
Bangalore
Beijing
Bhopal
Bhubaneswar
Binzhou
Chandigarh
Changsha Wanjiali
Changzhou
Chengdu
Chennai
China (Beijing)
Chittagong
Chongqing
Colombo
Daejeon
Dhaka
Dandong
Delhi-Gurgaon
Faridabad
Foshan
Fuzhou
GIFT City
Goa
Guangzhou
Guiyang
Harbin
Hefei
Hong Kong (AF)
Hong Kong
International Airport
Hunchun
Hyderabad
Islamabad
Jaipur
Jakarta
Jiaxing
Jinzhang
Kaohsiung
Karachi
Kochi
Kolkata
Kuala Lumpur
Kunming
Lucknow
Luohe
Macau
Manesar
Melbourne

Penang
Perth
Pune
Quanzhou
Saigon
Seoul
Shanghai
Shenzhen
Surabaya
Surat
Suwon
Suzhou
Taichung
Taipei
Thiruvananthapuram
Tianjin
Tokyo
Tokyo (AF)
Ulaanbaatar
Vadodara
Wenzhou
Wuhan
Wuhan - CBD
Wuxi
Xiamen
Xian
Xuzhou
Yancheng
Yongkang
Zhengzhou



WORLD TRADE CENTRES CANADIAN PRESENCE



KEY SERVICES



**BUSINESS AND
TRADE SERVICES**



**TRAINING AND
EDUCATION**



**NETWORK
CONNECTIONS**



TRADE ACCELERATOR PROGRAM

- > Export plan development
- > Industry experts as program partners
- > Next session: March 2020
- > *Subsidy available for rural companies*



Supported by Innovation, Science and Economic Development Canada (ISED)

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North Forge Technology Exchange

North Forge's Mandate Action Plan

- To coordinate innovation-based economic development initiatives and services to entrepreneurs and businesses across Manitoba.

North Forge's Contribution to Partners

Support partner's by focusing on innovation and entrepreneurship as a driver of economic growth

1. Offer innovation-based initiatives and services
2. Act as a hub for innovation; connecting people with the services they need

North Forge's Area of Expertise

- Innovation Labs
- Incubation program for local and international startups
- Innovation support for large businesses and government

North Forge's Action Plan:

Expanded:

- Entrepreneurship program
- Corporate Innovation program
- Recruitment of International start-up companies to Manitoba
- To Northern Manitoba

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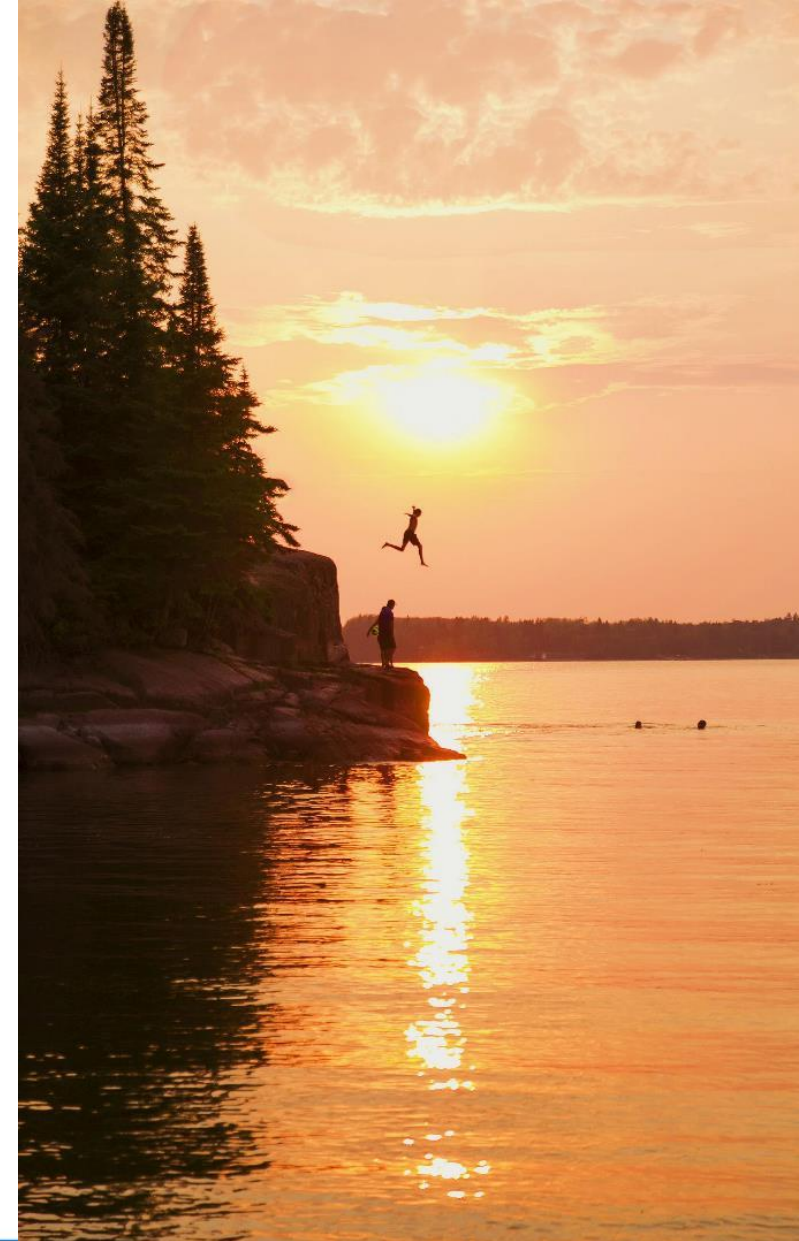
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Travel Manitoba

Vision

Manitoba is a must-visit four season destination generating significant and sustainable economic growth by delivering inspiring and authentic experiences in its unique urban, rural and wild settings.



Mission

Travel Manitoba will increase tourism's contribution to the provincial economy by leading the marketing of Manitoba as a tourism destination and by fostering a competitive and sustainable tourism industry.



Plan 96/4 – A Sustainable Funding Model

- Increased tourism revenues by \$175 million
- Increased provincial tax revenues by \$35 million



Plan 95/5 – 25% Increase to Travel Manitoba's Budget

- Provincial Events Strategy
- New Business Model for Provincial Parks
- Expanded Marketing for Place Brands and New Attractions



Tourism is a Strong Export Sector

Travel Manitoba showcases the people, the places, the culture and the stories that demonstrate why Manitoba is where Canada's Heart Beats.



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Communities Economic Development Fund (CEDF)



LOOK  NORTH

Look North Video

CEDF's Mandate

To coordinate economic development programming in northern Manitoba and lead implementation of the Look North Strategy.

Look North

- An economic movement **by northerners, for northerners** to grow the economy in northern Manitoba.
- The *Look North Report and Action Plan* identifies six priority areas including:
 - Northern mineral and other resource potential
 - Indigenous engagements and partnerships
 - Strategic infrastructure investment
 - Housing challenges and opportunities
 - Enterprise eco-system of support
 - Education, training and workforce development

Action Plan

- Deploy CEDF's new organizational strategy, including seven staff recently hired to support delivery of Look North.
- Developing a marketing and communications strategy.
- Collaborate and coordinate with partners and stakeholders to ensure alignment of CEDF's services and avoid duplication.
- Develop economic development strategies for commercial fishing and forestry in the region.
- Establish a suite of business concierge services.

Economic Development Programming

- Implement the *Look North Action Plan*.
- Promote the region, that is comprised of 28 First Nation, 13 Indigenous and Northern Relations, and 11 Urban/Industrial communities, as an opportunity for business development.
- Provide access to regional and economic information as well as economic development tools/resources.
- Build capacity and engage with communities on economic development strategies with an approach that is community based, builds awareness, capacity focused, complementary, flexible and multifaceted, and a team/stakeholder approach.
- Offer business concierge services.



Business Concierge Services

CEDF will become the key contact point for businesses in the North looking to grow and scale.

- Connect investors and businesses
- Direct entrepreneurs to market information, resources and access to capital
- Build entrepreneurial capacity
- Support innovation



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Rural Partner

What has been done:

- Government of Manitoba asked Chuck Davidson and Joe Masi to lead the process of establishing a rural partner organization.
- We engaged key stakeholders including EDAM, AMBM/CDEM, Aboriginal Chamber of Commerce, AMM, MCC, Southern Chiefs Economic Development Corporation who each provided names for consideration for the interim board.

Interim Board of Directors:

- Chuck Davidson, Co-Chair
- Joe Masi, Co-Chair
- Marilyn Crewe
- Darrell Brown
- Louis Allain
- Kerry Swanson
- Gail Halko
- Jeff Hood
- Charlotte Unrau



What's next:

- First Board meeting in December
- Incorporate the organization
- Work with the province on contribution agreement
- Establish an office/hub in Brandon and operationalize the organization
- Build partnerships across rural Manitoba with local Chambers and community economic development organizations

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Thank You