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**Present:**

Mayor McCallum – Chair  
Councillor Nagra  
Councillor Patton  
M. Heeney, President & CEO, SCDC

**Regrets:****Staff Present:**

D. Jones, General Manager, Investment & Intergovernmental Relations  
V. Lalonde, City Manager  
S. Simpson, Director, Information Technology  
S. Wu, Manager, Economic Development  
L. Anderson, Legislative Services

**Guests:**

E. Model, Downtown Surrey BIA

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**A. ADOPTION OF MINUTES**

It was

Moved by Councillor Nagra  
Seconded by Councillor Patton  
That the minutes of the Investment & Innovation Impact Committee meeting of September 10, 2020, be adopted.  
Carried

**B. DELEGATIONS****C. OUTSTANDING BUSINESS****D. NEW BUSINESS****1. Economic Development Update**

Stephen Wu, Manager, Economic Development, provided a brief presentation and update on economic development activity, in terms of economic recovery and support since the last meeting of the Committee.

Comments were as follows:

- The City continues to engage with businesses; there will be a new survey on how businesses are adapting to the new realities and their outlook moving through the second wave of COVID-19.
- Relaunching programs and building up from early COVID-19; not only what we have and the support now, but also looking forward to how we prepare for recovery and building to a robust economy for Surrey.
- There has been tremendous success with the City initiated Buy Local and Surrey Door to Door programs. Due to the overwhelming positive response, there have been upgrades to the Surrey Store to Door program and further promote where to buy in Surrey without having to go outside the community:

- Expanded business eligibility to allow all Surrey retailers to participate
- Expanded campaign reach to Metro Vancouver
- Enhanced customer experience with filtering functionality that allows ease of search for business types and services (curbside pickup, online shopping, delivery, etc.)
- Addition of promotions (discount codes, etc.) for local companies to highlight holiday and other special pricing
- Over the coming days/weeks there will be an increase in the overall marketing and social media to raise the profile of Surrey's small and medium businesses with an emphasis on buy local.
- To support employment in Surrey, the City is working with provincial counterparts, BC Infrastructure Benefits (BCIB), partnering to raise awareness for current job opportunities and upskilling opportunities for the Pattullo Bridge construction project and other profile projects to build Surrey. BCIB will be hiring 250–350 people per year over the next four years; prioritizing people who live in the area. Campaign launch November 2020 – January 2021, will be strongly messaged to get involved and get involved now.
- PPE manufacturing in Surrey continues to grow considerably. Although there are many manufacturers of PPE, the reality is Surrey manufacturers all required PPE. The City started supporting manufacturers by creating a 'sample box' of the various PPE and shipping across the country. Almost every level of government with a good need received the sample box (which includes a list of the businesses) and are purchasing from Surrey. This also provides for group buying; informing governments that other agencies are buying and encouraging them to buy together (e.g. several communities joined to purchase medical gowns in bulk). Sales have been generated
- Demand will continue for PPE for the foreseeable future and Surrey's manufacturers are well positioned to realize that. New N95s is "just the beginning" reported by the CEO of the newest Surrey manufacturer. Initial investment for the 13,000 sq. ft. space was \$4m, with the intention to provide up to 55 new jobs. The company is looking to produce 2.5 million masks per month. A great story for Surrey which will be supported with a grand opening.
- Additionally, Surrey was successful over other communities to win the UBCM Community Excellence in Service Delivery Award for Surrey Makes PPE. Providing effective and beneficial services to the community in a proactive manner and drawing on performance measures, benchmarks and standards to ensure that service delivery is sustainable. Presented to City for delivering the following program impact from Surrey Makes PPE:
  - 25 manufacturers – producing and retooling to produce PPE
  - \$5+ million of private capital equipment investment and property improvements
  - \$10+ million of total PPE salesA testament to the work: "we are here, ready, willing and able".
- Changing world dynamics and identifying new opportunities brought a real focus on PPE investments in Surrey. PPE manufacturing and sales has resulted in continual growth, with \$11.7m in goods now sold; an increase since the last meeting and still climbing.

- The UK Henry Jackson Society produced a report identifying Canada's supply chain dependencies to China in relation to critical sectors and core industry 4.0 areas including:
  - Food and Agriculture
  - Information Technologies
  - Artificial Intelligence / Machine Learning
  - Computing Hardware
  - Quantum Technology

Manufacturing was identified as an area to build up to retain competitive advantage; understanding how to play to our strengths. The City and CanExport is commissioning research to identify niche and emerging sectors opportunities in order to proactively enhance our investment attraction strategy post pandemic.

- Discussions with Amazon are ongoing. Currently, Amazon's GVA presence consists of:
  - Logistics: 1 hub
  - Fulfillment: 4 warehouses
  - Retail: 6 Whole Foods Markets
  - Software Development: 6 offices

(Of the four fulfillment warehouses, one is in Surrey, which speeds up time for distribution over a larger footprint - relying on a lot of the talent originating from Surrey.)

- Proactively working with businesses to secure for the future and build on opportunities. Current initiatives:
  - Economic Recovery Action Plan
  - Surrey Makes PPE
  - Surrey Store to Door / Shop Local Upgrade
  - Digital Main Street ShopHERE Program
  - Emergency Operations Centre
  - COVID Resource Centre & Business Communications
  - SparkBIZ Program – Business engagement
  - Investment Attraction
  - Expedited Permitting

The Committee expressed their appreciation for the presentation, highlighting Surrey's capacity to be involved in national and international operations, providing continued business growth and job creation for Surrey.

## **E. INFORMATION ITEMS**

## **F. OTHER BUSINESS**

**G. NEXT MEETING**

The next meeting of the Investment & Innovation Impact Committee will be held on Thursday, November 26, 2020 at 11:00 a.m.

**H. MOTION TO HOLD A MEETING IN A CLOSED SESSION**

It was Moved by Councillor Nagra  
Seconded by Councillor Patton  
That the Investment & Innovation Impact Committee close the meeting to the public pursuant to Section 90 (1) (j), (k) and (m), and Section 90 (2) (d) of the *Community Charter*, which states:

- "(90) (1) A part of a council meeting may be closed to the public if the subject matter being considered relates to or is one or more of the following:
  - (j) information that is prohibited, or information that if it were presented in a document would be prohibited, from disclosure under section 21 of the Freedom of Information and Protection of Privacy Act;
  - (k) negotiations and related discussions respecting the proposed provision of a municipal service that are at their preliminary stages and that, in the view of the council, could reasonably be expected to harm the interests of the municipality if they were held in public.
  - (m) a matter that, under another enactment, is such that the public may be excluded from the meeting; and
- (2) A part of a council meeting must be closed to the public if the subject matter being considered relates to one or more of the following:
  - (d) a matter that, under another enactment, is such that the public must be excluded from the meeting."

Carried

**I. ADJOURNMENT**

It was Moved by Councillor Nagra  
Seconded by Councillor Patton  
That the Investment & Innovation Impact Committee adjourn.

Carried

The Investment & Innovation Impact Committee adjourned at 11:22 a.m.

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Jennifer Ficocelli, City Clerk

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Mayor McCallum, Chair  
Investment & Innovation Impact Committee