

Present:

Mayor McCallum – Chair
Councillor Annis
Councillor Guerra
Councillor Nagra
Councillor Patton

Regrets:**Staff Present:**

V. Lalonde, City Manager
K. Grewal, General Manager, Finance
D. Jones, General Manager, Investment &
Intergovernmental Relations
S. Simpson, Director, IT
S. Wu, Manager, Economic Development
L. Anderson, Legislative Services

Guests:

A. Huberman, Surrey Board of Trade
E. Model, Downtown BIA

A. ADOPTIONS**1. Adoption of the Agenda**

It was

Moved by Councillor Guerra
Seconded by Councillor Nagra
That:

1. The agenda of the May 6, 2021 Investment & Innovation Impact Committee meeting be amended by adding the following item under Other Business:
 - Plogging; and
2. The agenda be adopted as amended.

Carried

2. Adoption of the Minutes

It was

Moved by Councillor Guerra
Seconded by Councillor Nagra
That the minutes of the Investment &
Innovation Impact Committee meeting of March 12, 2021, be adopted.

Carried

A brief discussion ensued with respect to items noted in the minutes and the following was reported:

- The formal application to participate in Invest in Canada has been submitted. They will be meeting as a Board in June to assess the City's status. In speaking with a number of existing members, the general sense is favourable to join the alliance.
- At the next Committee meeting, S. Neuman, General Manager, Engineering, will provide a follow-up discussion regarding the Committee's favourable direction with respect to the City-owned property at 20575 – 0 Avenue in the Township of Langley (Langley gravel site).

- Staff will coordinate the details to have a drone fly over Latimer Pond to investigate the area further in order to determine the possibility for improvement and expansion opportunities. A presentation will be provided to the Committee at the next meeting.

B. DELEGATIONS

C. OUTSTANDING BUSINESS

D. NEW BUSINESS

1. Transportation Innovation Trends and Economic Spin Offs

Dave Harkness, Parking Services Manager, and Rafael Villarreal, Manager, Transportation, were in attendance to provide the presentation.

A PowerPoint presentation was given, providing an overview of Surrey's responses to disruptions and leveraging opportunities within the new mobility ecosystem.

The following was highlighted:

- The future of transportation is changing, providing a new mobility eco system such as utilizing smart phones to connect to any mode (e.g., transit, car, etc.), and consumers are taking the opportunity to change as well.
- There are four new mobility pillars that did not exist five years ago (and still rapidly evolving):
 1. Connected – vehicles are connected to smart phones.
 2. Shared – such as the current Modo and EVO cars, but will grow to things that not here yet, but coming.
 3. Autonomous – already happening (and will need to smart on how this is addressed).
 4. Electric – already quite advanced, with electric cars just the beginning, and opportunities for the City to take advantage right away.
- Similar to various banking regulations and processes being disrupted by a technology form that nobody could have anticipated (e.g., bitcoin and other crypto currencies), the past five years has started to see very disruptive transportation technology in the public realm. Five common characteristics of this are:
 1. Venture-capital funded and for-profit but operating on public roads or sidewalks.
 2. Operated outside established local government policies and regulations.
 3. No applicable engineering, safety or transportation planning standards or practices because there is no operational data.

4. App-based.
 5. Initial explosive growth and public uptake (e.g., e-scooters and bike share) but continuing to evolve.
- It has become clear that ongoing technology disruption to managing mobility is the new normal; instead of transportation planning, it is becoming transportation reacting. This doesn't mean that these new disruptive technologies don't come with benefits, a good example is accelerating EV adoption:
 - Sustainability outcomes -- helps achieve City GHG / Climate Emergency objectives;
 - Economic Development -- local supplier(s) growing from Surrey demand but scaling for US and International markets (Electrum Charging Solutions);
 - New revenue streams (user fees and LCFS transfers); and
 - Auto-maker transition accelerating rapidly (China now by far the largest market for EV and pushing aggressively between private and commercial vehicles).

Note: Surrey has an excellent adoption rate.

A guest, Dan Turdel of Electrum Charging Solutions (ECS), a local company that can help in providing EV infrastructure, was introduced. Mr. Turdel provided a brief overview of ECS as an example of the local economic development from electrification, as follows:

- ECS was founded in 2016 to address the need to establish turnkey solutions for EV charging infrastructure.
- To date growth in sales increased by 400%, the original number of employees grew from three to 34, looking to expand space from 7,000 sq. ft. to a minimum of 15,000 sq. ft. and bring on more trucks, and have opened service centres/offices in Toronto, Montreal, Everett, Wa., Jakarta, Indonesia and Jaipur, India, and in the process of opening a small office in Hong Kong.
- Equipment supplier partnerships have been established with Foxxconn, Siemens, ABB, Porsche, Delta and Pertamina Power Indonesia.
- Further information on the company can be found online at <https://www.youtube.com/watch?v=GpDsD3mU5QU>.

The Committee thanked Mr. Turdel for his comments and information on ECS and the presentation continued with highlights as follows:

- Another local example of economic development from electrification is Moment Energy, a Surrey based cleantech start-up by four SFU Surrey Mechatronics program graduates. Through funding partnerships with Nissan and Coast Capital Ventures, the company repurposes EV batteries for remote community/off-grid power supply.
- With respect to new revenue stream from value added public services, user fee for EV charging network, consultant revenue models indicate the potential for up to \$3M annual net revenue by 2030, and similarly with investment of approximately \$400k per year, built out over the next 10-20 years, could start

to see a revenue stream in the range of \$4M net. There is also a significant portion of revenue from the sale of Low Carbon Fuel Standard Credits, which the City would be able to sell back.

- However, there are still challenges with vehicle electrification. Even though anyone with single residential can install easy, 56% of Surrey households have obstacles as a result of being multi-residential. A public network and at-work charging become a critical factor in allowing these households to transition to clean energy transportation. Next steps will require defining levels of capital required to achieve EV Strategy objectives and support Sustainability policy.
- It should be noted that e-bikes may start to follow the EV trend forming a new community of people getting to and from work using e-bikes, which could also drive demand for expanded cycling infrastructure.
- Another example of evolving technology is with autonomous vehicles. In 2017 there were projections for rapid uptake of private self-driving vehicles, but interestingly, the industries put most of their technology into air and ground delivery "bots". However, the challenges are use of sidewalk/ROW for small parcel delivery by ground bots is not defined in any jurisdiction (see e-scooters four years ago) and air bot (UAV) regulation/licensing will require coordination with federal aviation authorities/NAVCanada.
- Another new mobility challenge is curb-space management. 10 years ago there was a relatively simple balance between public parking, transit utilization and pedestrian flow. Now, ROW is highly valuable (and often unregulated) space for multiple and overlapping commercial entities including car share, taxis, ride-hailing, bike share/e-scooter/e-bike, delivery bots and restaurant/bar patio expansions.
- Managing new mobility - what we've learned:
 1. Local governments can't stop new technology waves, but can control the space they want to work in.
 2. Vehicle electrification has shown there can be economic development benefits, e.g., Electrum Charging Solutions).
 3. New revenue streams can come from new mobility technologies (i.e. value added services such as user fees for curb-space, EV charging, etc.).

Managing new mobility - what we'll do:

1. Continue building staff expertise in new mobility.
 2. Per EV Strategy, implement EV user fees and build largest EV network in the province.
 3. Complete analysis of annual capital to achieve (2.) in other areas such as Fleetwood, Newton, Cloverdale.
 4. Continue to update the Committee regarding new mobility initiatives and policy changes.
- Once the pandemic passes and gatherings are allowed to be held, partnerships will be leveraged to offer citizens the opportunity to learn about new mobility at the Plug 'N Drive Civic Plaza Discovery Centre. Automakers will be ready

to debut new models in Surrey, with the Discovery Centre on the Plaza fully funded by industry and community partners (Concord, BC Hudrpo, Electrum, Volvo, Ford, GM).

The Committee expressed their appreciation for the informative presentation and the following comments were noted:

- Perhaps the fourth pillar could be broader to include sustainability or have a fifth pillar for innovation that could encompass biofuels or waste management.
- It is important to keep looking at not putting so much money in projecting too far in the future as things can change at the drop of a hat.
- The action plan within the EV Strategy calls for the largest in the province. The study that should be available in the third quarter will indicate how much investment will be needed and where it will be allocated in order to achieve the goals.
- With respect to ground bot delivery, the City is currently tied into a Translink study pertaining to delivering ISO curb space that will save to a bot operator, but unsure of when to expect completion and results of the study. In the meantime, a company operating in Toronto has been in touch expressing interest in a west coast pilot project. Staff will follow-up for further information and potential opportunity.
- There have been all sorts of studies that indicate the general public believe there should be user fees for public battery charging locations. A corporate report to Council is anticipated in September that will outline recommendations in that regard. In the meantime, upgrades will be made to some of the chargers with a lower output. As outlined in the presentation, user fees could drive revenue to \$4M.
- Similarly, it would be interesting to know how the Tesla charging stations at Guildford.
- With respect to the question of EVs possible for the Surrey Police Services fleet, it is noted that a 2019 pilot in Los Angeles found it was possible for administrative vehicles but there weren't any adequate pursuit vehicles with enough power. The largest was the Tesla, which has the power, but lacks the back seat space required. Currently there is no EV manufacturer that has set out a model that supports a pursuit vehicle.
- It may make sense to look into EVs for the administrative vehicles of the Surrey Police Service, keeping in mind the necessity to have fast charge availability.

2. Experience Surrey Platform

Stephen Wu, Manager, Economic Development, provided a brief demonstration of the Experience Surrey platform ("Platform") in response to the Committee's request to find ways to promote the City further through drone videos. The following was highlighted:

- A few years ago, staff designed a platform to provide a way to come and experience Surrey. It was designed with a global audience in mind.
- Through the Experience Surrey Platform, one can view a virtual experience, currently focused on City Centre with updates to include why to invest, etc.
- The Platform also demonstrates how Surrey is regionally connected, not just to the Vancouver and Abbotsford airports, but also Bellingham (once the borders open up). Additionally, it shows not only the existing network in City Centre, but also the future SkyTrain stops, revealing the infrastructure investments that are coming.
- The zooming ability of the Platform allow viewers to see other features in greater detail such as the Fraser Surrey Docks, the financial district, the government hub, as well as other notable areas within Surrey City Centre.
- Working with developers to list out investment ready and commercial sites ready for move-in or pre-leased has also been added, e.g. Central City Tower uploaded their marketing presentation to provide a feel for the developments that are happening in Surrey City Centre. With the fly-through video of City Centre, one can imagine themselves in some of these spaces.
- Finally, the Platform has the ability to show, on a daily basis, all the active listings to look for space. Currently a one-stop shop portal focused on City Centre, and within the year will include all industrial space across Surrey.
- Investors are actively using the Platform, and there has been increased interest as a result of the pandemic.

The Committee expressed their appreciation for the demonstration of the Platform and the technology available to experience Surrey in greater detail and the following comments were noted:

- Currently the Platform is not linked to surrey.ca portal, but it is something that can be included.
- With such a great tech advantage, Surrey needs to be promoted more with the information easily accessible to the general public and a broader audience.
- The next iteration of the Platform will capture all industrial spaces across Surrey and will also include office space in South Surrey.
- Can certainly see how the information can help businesses see where they could locate in the City. Perhaps the City could also eventually become a hub other communities come to for assistance and leadership on building similar platforms.
- Can certainly see how the information can come together and, with certain areas starting to have a particular focus, perhaps eventually becoming a hub for reaching out (a network point) for all of the other areas that look to Surrey for assistance and leadership.

3. Q1 Investment Statistics and Trends

Stephen Wu, Manager, Economic Development, provided a brief presentation and summary of the first quarter investment statistics and trends.

The following was highlighted:

- With current fees waived, there have been 33 restaurants approved since the beginning of the Parking to Patio Program. Starting to see clusters build out in other areas, businesses have been very appreciative and patrons are very happy to be able to dine out.
- Surrey has received significant recognition for the Surrey Makes PPE program, consulted from other levels of government and tapped to upscale the methodology to help prepare other jurisdictions. Through the City's leadership, we have invited the City of Richmond and the Township of Langley to pilot this methodology under the Supply Chain Resiliency Program, which was funded by the Provincial government. This funding will be allocated for the inventorying of industrial capabilities, community business outreach, a DEMO toolkit and a number of industry roundtables.
- Since 2017, when the City began to get into investment attraction, staff have been tracking leads on a digital platform, noting continual growth each year through to 2019, a record-breaking year. With the restrictions of the pandemic in 2020, investment attraction decreased, however once the restrictions were relaxed a pent-up demand for investment wanting to happen was observed, resulting in surpassing the number of leads received for the year in 2020 within the first quarter of 2021.
- In the first quarter, leads by industry have increased especially in manufacturing, warehousing, technology and food processing. With less than one percent industry vacancy, more industrial space is needed to sustain the growth Surrey is seeing.
- Leads most generally come from Economic Development programming, with some that come from working closely with provincial counterparts. For the most part, staff know the City best and that is the methodology taken, not really relying others.
- When looking at investment attraction versus expansion leads, year over year (2018-April 2021), reinvestment has outpaced new investments from abroad into the City. Local businesses want to invest today and grow before they are priced out from future expansion due to limited industrial land supply; demand for industrial far exceeding retail commercial, and interest in office commercial starting to climb.
- All in all, it is great news for Surrey, while the pandemic has affected some, there have also been many companies that have taken the opportunity to grow as well.

- Current initiatives:
 - Economic Recovery Action Plan
 - Supply Chain Resiliency Program
 - Surrey EconomIQ & data framework
 - Investment Prospectus
 - Reimagining Your Business Model workshops (partnership with SFU)
 - Emergency Operations Centre
 - COVID Resource Centre & Business Communications
 - SparkBIZ Program – Business engagement
 - Investment attraction outreach
 - Surrey Store to Door
 - Parking to patio & façade enhancement grants
 - State of the City
 - Ongoing support: Build Pattullo Campaign with BCIB

The Committee congratulated staff for putting Surrey on the map, achieving the Supply Chain Resiliency Program, establishing and follow-up of investment attraction leads, and for their continued support of Surrey businesses throughout the pandemic.

Additional comments were as follows:

- The information presented is so important and inspiring. The raw facts and data from the first quarter already exceeding all of 2020 is very impressive and should be communicated when and wherever possible, beginning with the next Council meeting, providing the opportunity for local news to report.
- Staff confirmed that a report, including the information as presented, could be prepared for the upcoming May 10th Regular Council – Public Hearing meeting, and that a similar presentation would be provided at the Council-in-Committee meeting on the same date.

E. INFORMATION ITEMS

F. OTHER BUSINESS

1. Plogging

At the April 26, 2021 Regular Council – Public Hearing meeting, Councillor Guerra put forward the following Notice of Motion: *"That the City research options to increase promotion and engagement opportunities to encourage walking as a healthy activity and develop strategies to connect community members to walk together to enhance the health benefits through increased social connections and increasing access to outdoor space and further, that this be achieved through a social marketing campaign utilizing City channels and various promotional initiatives."*

Staff reported that upon research for environmental initiatives to support a City campaign to promote exercise, an article for an eco-friendly mash up of jogging and quickly stopping to pick up trash, known as plogging, was discovered.

Comments were as follows:

- Plogging is a practical down to earth exercise trend and environmental initiative that has taken off in Scandinavian countries, starting to spread through Europe and has the potential to spread even further (some mention beginning to appear in North America).
- Most ploggers bring gloves and a trash bag, and as they see litter while jogging (or walking), they simply stop and bend down to pick it up. The idea with plogging is combining some sort of exercise while helping clean up litter. One can walk, jog, take their dog, go as a group, whatever suits.
- Surrey could be out in front of the trend. Just as Norway is centered on forest areas and Sweden focused in urban areas, Surrey could not only encourage exercise, but also combine exercise (such as walking and jogging) with connecting community by plogging, and also added to the "Love Where You Live" initiative.
- Staff are encouraged to look at various ideas to develop and promote plogging opportunities in Surrey as early as possible.

G. NEXT MEETING

The next meeting of the Investment & Innovation Impact Committee will be at the call of the Chair.

H. MOTION TO HOLD A MEETING IN A CLOSED SESSION

It was

Moved by Councillor Guerra

Seconded by Councillor Patton

That the Investment & Innovation Impact Committee close the meeting to the public pursuant to Section 90 (1) (j) 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."

Carried

I. ADJOURNMENT

It was

Moved by Councillor Guerra
Seconded by Councillor Patton
That the Investment & Innovation Impact

Committee adjourn.

Carried

The Investment & Innovation Impact Committee adjourned at 10:18 a.m.

Jennifer Ficocelli, City Clerk

Mayor McCallum, Chair
Investment & Innovation Impact Committee