

**Present:**

Mayor McCallum – Chair  
Councillor Guerra  
Councillor Patton

**Regrets:**

Councillor Nagra

**Staff Present:**

V. Lalonde, City Manager  
D. Jones, General Manager, Investment &  
Intergovernmental Relations  
S. Wu, Manager, Economic Development  
L. Blake, Legislative Services

**Guests:**

A. Huberman, Surrey Board of Trade

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

It was Moved by Councillor Guerra  
Seconded by Councillor Patton  
That the agenda of the September 16, 2021  
Investment & Innovation Impact Committee meeting be adopted.  
Carried

**2. Adoption of the Minutes**

It was Moved by Councillor Guerra  
Seconded by Councillor Patton  
That the minutes of the Investment &  
Innovation Impact Committee meeting of June 21, 2021, be adopted.  
Carried

**B. DELEGATIONS**

This section had no items to consider.

**C. OUTSTANDING BUSINESS**

This section had no items to consider.

**D. NEW BUSINESS**

**1. Economic Development Update**

Stephen Wu, Manager, Economic Development, provided an update and brief PowerPoint presentation highlighting the following:

**Consider Canada City Alliance**

- Following a presentation from Sean Elbe, Invest in Canada at the March 12, 2021 meeting, it was suggested that the City consider applying to be a member of the Consider Canada City Alliance (CCCA), which is the largest alliance of economic agencies in Canada. CCCA supports foreign direct investment in Canada and membership benefits include "white glove service" with the federal government, as well as networking access to their global trade offices.
- The criteria to be a member of the CCCA includes: must have a population of at least 250,000; previous foreign direct investment; and may not be represented by any other regional economic development agency.
- Surrey has been selected as a member to the CCCA. A press release will be announced, as it is a big accomplishment.

In response to questions from the Committee, the following was reported:

- Surrey will use its investment attracting branding and logo (Invest Surrey & Partners) to represent its membership in the CCCA. The Invest Surrey & Partners branding indicates that we are not just investing in the City but also our partners, such as Kwantlen Polytechnic University, Simon Fraser University and Powertech Labs. Globally, this is a unique model that works well for cities looking at a holistic community engagement and development culture. Staff will work with marketing to select a background image for the CCCA branding.

The Committee commended staff for the successful application and noted the following:

- These types of national and international connections put Surrey on the map. Surrey is also receiving attention during the federal election campaigns, which further indicates our national importance.
- Membership in the CCCA will attract large projects which will bring more employment. More employment and company headquarters will be necessary as immigration re-opens and the population continues to increase.
- Surrey has a good presence on the Big City Mayors' Caucus and is especially recognized for innovation.
- The City's CCCA branding should stand out from others.

**Surrey Industrial Business Tour**

- The Surrey Industrial Business Tour is a guided tour aimed at senior provincial and federal government officials to showcase Surrey's industrial strength to better promote Surrey's foreign direct investment opportunities. Industrial and manufacturing policies at senior levels of government impact Surrey and the tour is intended to showcase that new manufacturing is innovative, utilizes technology and requires high-level talent such as engineers and programmers. Tour attendees can use this information to advocate for Surrey. It is anticipated that tours will be provided quarterly.

**Surrey Economic Intelligence Briefings**

- The Surrey Economic Intelligent Briefings provide quarterly highlights of economic activity in Surrey for government officials to help them make better decisions regarding programming and strategies for Surrey. Highlighted information includes industrial land availability, company clustering locations and economic opportunities and challenges.
- Highlights of the most recent Surrey Economic Intelligent Briefing include:
  - There is strong economic growth despite the challenges of COVID-19. Surrey is on track to surpass pre-COVID-19 economic numbers by the end of 2021 and 2022 is anticipated to produce even higher growth;
  - A record level number of companies are looking to relocate to Surrey and Surrey is proving to be a desirable location for businesses to grow. There are many specialize food processing opportunities, specifically for plant-based protein;
  - There is clean energy vehicle supply chain consolidation due to talent and research at Simon Fraser University Surrey;
  - A new professional Masters Program at Simon Fraser University Surrey.

The Committee commended staff for their work, noting that their energy and innovation greatly contributes to the City's success. The Committee requested that the Briefings be distributed to Council when available.

**Damon Motorcycle**

- Damon Motorcycles, the first large-scale electric vehicle production facility is scheduled to begin production in September 2022, with ground breaking for their 200,000 square foot facility in Surrey scheduled for October 5, 2021.
- There are currently \$30 million in presales that have to be fulfilled. Damon Motorcycles is expected to bring 300 manufacturing jobs to Surrey by 2025, with an estimated in \$64 million in annual salaries.

**Zoning Inquiry Analysis**

- Traditionally, prior to receiving a business licence, a potential business owner would provide general information regarding the type of business they wanted to open. Staff have recently began using information regarding the types of businesses in different parts of the city. Staff can advise potential business owners where there are gaps in different markets and help business owners make more informed decisions.

- Only 7 – 10% of zoning inquiries actually result in a new business opening in Surrey. Staff are seeking to increase the conversion rate of successful zoning inquiries.

In response to a question from the Commission, Mr. Wu advised that there are fewer commercial inquiries in Fleetwood due to the limited commercial spaces available. It is anticipated that as the Fleetwood Town Centre Plan is developed and more commercial space is released as part of mixed-use developments, there will be an increase in commercial inquiries.

### **Supply Chain Resiliency Program**

- The Supply Chain Resiliency Program is a database of Surrey business capabilities. The program was supported by the provincial government with a \$400,000 grant.
- When businesses complete a business licence application, they will be provided an opportunity to complete an additional in-take form that collects details regarding their capabilities. This information will help staff with clustering information and analysis in order to strengthen supply chains.

### **Future of Work**

- The COVID-19 pandemic has resulted in much of the talented workforce relocating to Surrey, as workers are able to afford more space. Staff have been researching these workers, the drivers that will keep them in Surrey and how the City can capitalize on this information. Research indicates that these individuals value their time, flexible work hours and do not want long commutes. However, working from home exclusively has risks, including decreased productivity and innovation and mental health issues. There is a strategic opportunity for the City to attract businesses with staff in Surrey to set up satellite or micro-offices.
- As workers have indicated that they would rather leave their jobs if they are not provided flexibility or are forced to commute, the City will host a virtual job fair to advertise local employment opportunities.
- Further research on this topic will be conducted by Research West.

### **Urban Tech Testing Zone Pilot**

- There is demand from tech companies to test their technology in BC. An opportunity example is Stratus Aeronautics conducting drone test flights using City assets on a site near Bose Farms. Surrey is an ideal location for these tests as there are large swaths of open land with a variety of assets that allow drones to fly without impacting air traffic.
- The provincial government has identified tech testing as an economic opportunity and has launched the BC Fast Piloting Program, which provides funding for companies to do testing. Staff are working to integrate Surrey into the program. The available funding would be able to cover the cost of the program, such as permitting fees.

**List of Ongoing Projects**

- List of ongoing projects:
  - Investment Prospectus & Launch
  - Future of Work
  - Surrey EconomiQ Data Framework
  - Urban Technology Test Zone Pilot
  - Supply Chain Resiliency Project
  - SparkBIZ Program – Business Engagement
  - Investment Attraction Outreach
  - Economic Recovery Roadmap
  - Urban Tech Zones
  - Surrey Economic Intelligence Briefings

**E. INFORMATION ITEMS**

This section had no items to consider.

**F. OTHER BUSINESS**

This section had no items to consider.

**G. NEXT MEETING**

The next meeting of the Investment & Innovation Impact Committee will be held on October 28, 2021, at 11:00 a.m.

**H. 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 9:59 a.m.

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Jennifer Ficocelli, City Clerk

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Mayor McCallum, Chair  
Investment & Innovation Impact Committee