

2019 Civic Partner Annual Report

Calgary Economic Development

2019 Highlights

Calgary Economic Development made some significant strides in fulfilling its mandate within the community's economic strategy – *Calgary in the New Economy*

Major Community Milestones:

- Advanced Micro Devices (AMD) opened its second Canadian office in Calgary to advance its graphic processing unit (GPU) software to help drive industrial sector innovation.
- Global chemical company BASF relocated its Agriculture Solutions Headquarters in Canada from Mississauga to Calgary.
- Solium Capital was acquired by US banking giant Morgan Stanley for \$1.1 billion and is expanding its presence in Calgary.
- WestJet Airlines was purchased by Onex Corp for \$5 billion and is committed to remain in Calgary.

2019 Performance Measures

- *Calgary Economic Development* attracted 82 companies, delivered over 700 qualified leads and supported 11,455 direct and indirect jobs.
- *Start Up Calgary* held over 90 events that saw 4,300 people attend and our signature event, Launch Party, saw a 50% increase in attendance.
- The *Trade Accelerator Program* worked with 104 local companies and 17 graduates participated in trade missions and 11 companies signed trade deals.
- The EDGE UP training program was established in conjunction with 3 local Post Secondary Institutions to help displaced energy workers transition to roles within the digital economy.
- *Film & Television Production* in southern Alberta saw a record economic value of \$197 million dollars through notable productions including *Ghostbusters: Afterlife*, *Jumanji* and *Let Him Go*.
- *The Calgary Film Centre* saw all three sound stages fully occupied for the second half of 2019 and there were over 345 filming permits issued throughout the year.
- Our corporate partnership program, *Team Calgary*, saw 9 new members join the program in 2019 bringing the total number of partners to over 70 with seven celebrating their 10th anniversary.

BALANCED SCORECARD

	2017	2018	2019
Accelerate sector development & diversification			
Companies attracted, expanded, retained	67	87	82
Trade and Investment deals supported	6	4	13
Direct/indirect jobs created/retained	5,719	8,074	11,455
Commercial industrial space absorbed (sq ft)	240,598	448,408	512,930
Capital investment for land, building & construction	\$151M	\$117M	\$185M
Film production	\$179M	\$181M	\$197M

2019 WINS & NOTEABLE PRODUCTIONS

wework

BASF
We create chemistry

FINGER FOOD ADVANCED TECHNOLOGY GROUP

H T C H
BRIGHTSQUID

npower canada

AERIUM
ANALYTICS

PARKLAND

NuLeaf
Farms

GHOSTBUSTERS
AFTERLIFE

JUMANJI

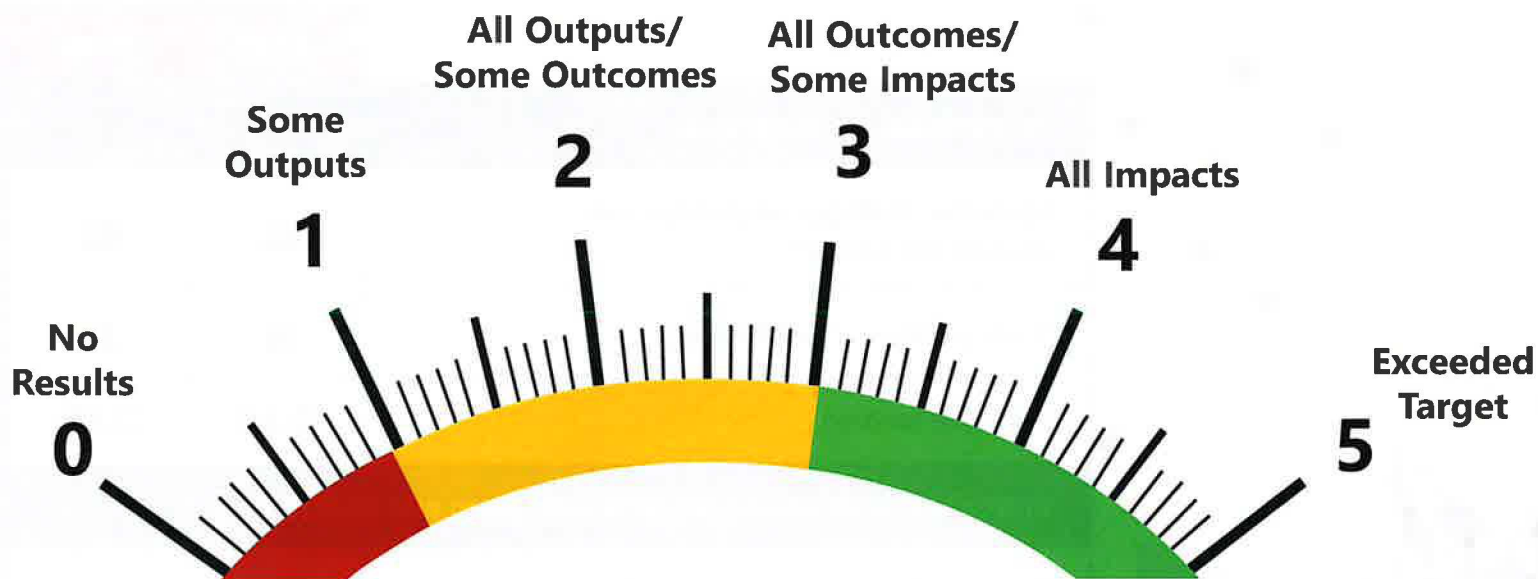
WYNONNA
EARP

BALANCED SCORECARD



	2017	2018	2019
Exceptional client service			
Economic Strategy stakeholders see positive momentum	NA	NA	76%
Startup Calgary client funding*	16	26	42
Non-core fundnig	\$2.4M	\$2.5M	\$3.9M
Global recognition as a place to live, learn and do business			
Canadian business leaders have favourable preception of Calgary	80%	NA	81%
High performing and engaged team			
Overall staff engagement	59%	65%	76%
Overall board satsifaction with effectiveness and engagement	NA	NA	75%

2019 Performance



BUSINESS PLAN TACTICS

Red	0
Yellow	0
Green	12
Score	4.0



OPPORTUNITY CALGARY INVESTMENT FUND

FUNDING
COMMITTED

**\$17.5
million**

INVESTMENT
SPURRED

**\$127
million**

JOBS CREATED
& RETAINED

688

OFFICE/INDUSTRIAL
SPACE ABSORBED

250,300^{ft²}

Calgary Companies Supported

RECIPIENTS & SECTORS

Brightsquid (health)

Life Sciences Innovation Hub (health)

InterGen (talent/tech)

Parkland Fuel (energy/AI)

Npower Canada (talent)

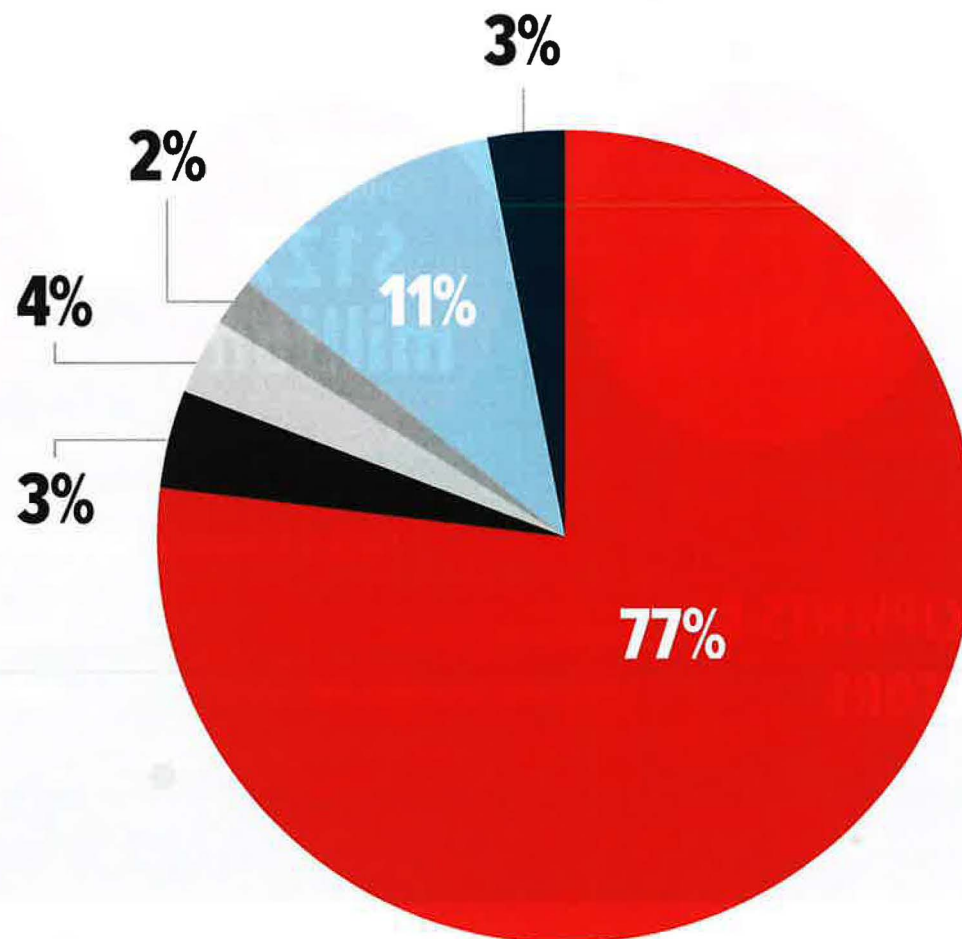
Lighthouse Labs (talent)

Finger Food (tech)

FUNDING SOURCES

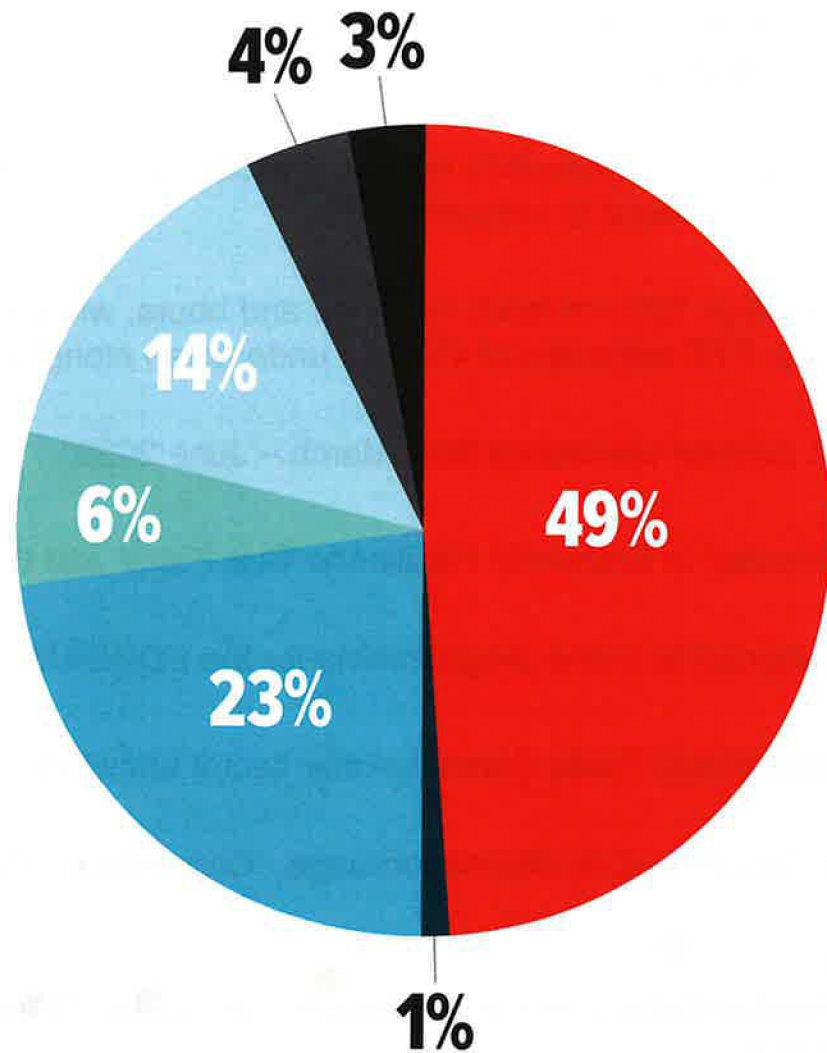
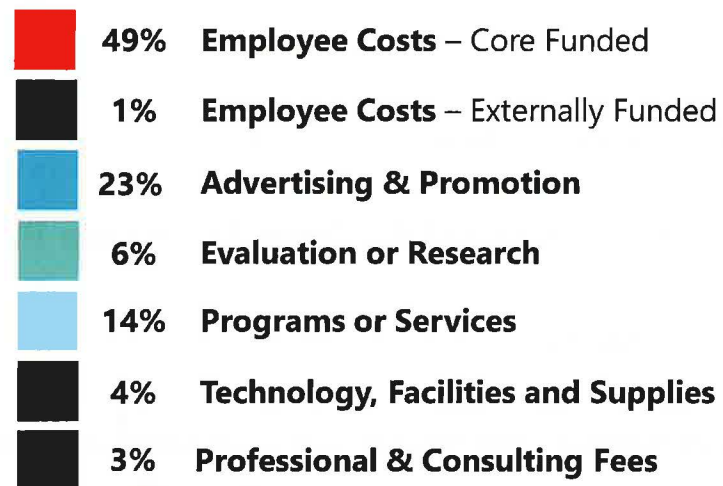
REVENUES:

\$12,824,688



EXPENSES

EXPENSES:
\$12, 213, 295





Current State: Impact of COVID-19

- Developed a revised 2020 workplan to include three phases of the pandemic – Respond, Rebuild, Recover.
- Business development focused 70% of their time on Business Retention and Expansion and 30% on Foreign Direct Investment.
- Projected a 39% reduction in local corporate partnership investments through Team Calgary program as companies looked to conserve cash.
- Staff took at 10% roll back in wages and hours, while senior management took a 10% roll back in wages only. An FTE reduction of 4% was undertaken along with a new employee hiring freeze.
- CFCL paused operations from March – June 2020
- Participated in Economic Resilience Task Force and Business Sector Support City Task Force.
- Transitioned to online programming for the EDGE UP retraining program and the Trade Accelerator Program.
- Initiated Virtual Trade Commissioner sector knowledge training series.
- Launched an online information page - Connecting YYC Marketplace, Job Board and a Student matching site.
- Delivered a Calgary virtual job fair partnering with 34 tech companies, 300 plus jobs and over 1,200 registrants.

Questions



CITY OF CALGARY
RECEIVED
IN COUNCIL CHAMBER

OCT 20 2020

ITEM: 7.1 CPS2020-1051
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