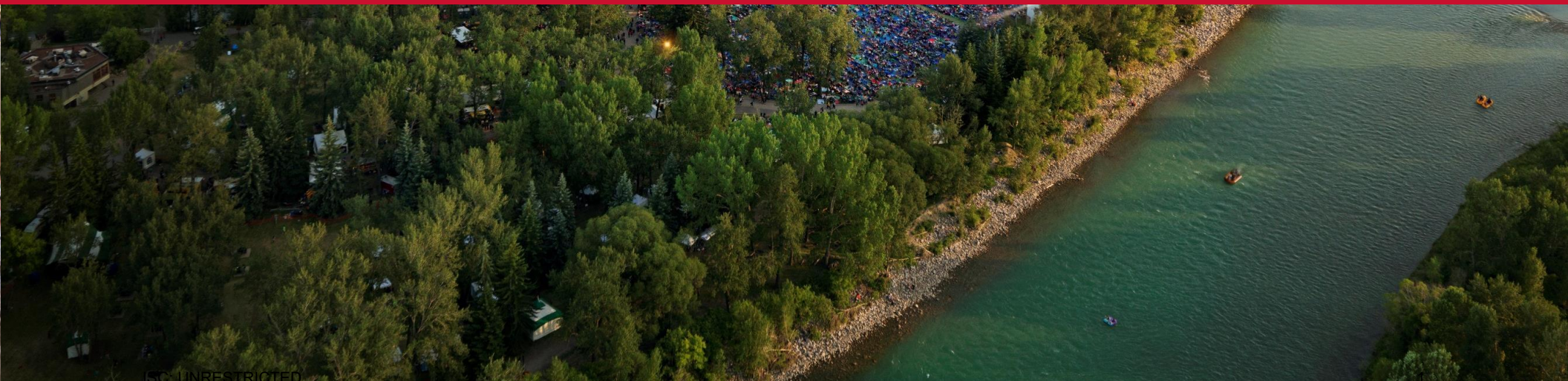




# 2021 Civic Partner Annual Report

## *Calgary Economic Development*





## 2021 Performance Measures

- **Focus on larger impact clients:** We attracted or retained 30 companies; and helped create and or retain 5,330 jobs.
- **Global focus on our startup ecosystem:** Attraction of Plug and Play, 500 Startups, Endeavor Canada, Thrive by SVG Ventures, and Accelerate III Fund Manager to Calgary.
- **The Trade Accelerator Program:** Held 6 cohorts with 72 graduating local companies, including the first women-led business cohort. TAP alumni signed a record 34 trade export deals.
- **Film & TV Production:** Surged to a record \$522M million in investment, creating 4,985 jobs and conversion of 451,735 sq. ft. of commercial and industrial space to studio space. The Calgary Film Centre was fully occupied in 2021.
- **EDGE UP 2.0:** Tech training for another 320 displaced oil and gas industry professionals after securing almost \$5.4M from the Future Skills Centre.
- **Work Integrated Learning:** Pilot project launched with 7 Calgary PSIs to develop regional WIL experiences for students after securing funding from GoA and GoC.
- **Talent attraction:** 185 local companies attended virtual talent fairs with 5,500 attendees; Our showcase Live Tech Love Life career fair had 48 companies and 980 attendees.
- **Team Calgary:** 8 new members in 2021 with 90%+ retention rate, with 41 partners supporting CED for 5+ years.
- **Cleantech:** Research conducted demonstrated the \$61B economic & job growth (170k) opportunity of cleantech in Alberta by 2050.



## TOP TECH INVESTMENTS 2021

- AWS to establish a Data Centre Region in Calgary and invest \$4.3 billion in Alberta.
- Infosys to open major Canadian office in Calgary and create 500 jobs.
- Mphasis, GoA, and U Calgary launch Quantum City Centre of Excellence will create up to 1,000 jobs.
- RBC will open Calgary Innovation Hub and create 300 technology jobs.

# 2021 BALANCED SCORECARD

Enhanced Stakeholder & Government Relations	2019	2020	2021
Non-core revenue	\$2.95M	\$2.8M	\$3.8M
Core shareholder funding	\$9.9M	\$10.0M	\$9.8M
Stakeholders see progress on economic strategy	N/A	66%	80%
Build Strong & Recognizable Brands			
Favourable impressions of Calgary Economic Development	78%	77%	85%
Canadian workers/leaders familiar with Calgary	71/88%	67/83%	67/89%
Canadian business leaders who say Calgary has a diverse economy	64%	68%	71%
Deliver Client Excellence to Accelerate Sector Development & Diversification			
Companies attracted and retained (excludes Film, TV, IDM*)	61	43	30
Companies attracted and retained (Film, TV, IDM*)	21	11	28
Film, TV and IDM* spend	\$197M	\$87M	\$522M
Trade export deals	13	16	34
Sustained jobs created/retained/expanded (excludes Film, TV, IDM*)	3,808	1,224	5,330
Jobs created/retained/expanded (Film, TV, IDM*)	3,792	1,649	4,985
EDGE UP participants securing jobs or more training	N/A	35	53
Downtown office space absorbed **	295,434	167,385	297,401
Commercial industrial space absorbed (excludes Film, TV, IDM)**	217,496	90,670	570,167
Commercial industrial space absorbed (Film, TV, IDM)**	N/A	N/A	451,735
Total commercial/industrial space absorbed	512,930	258,055	1,319,303

\*IDM: Interactive Digital Media \*\*Square feet

## OCIF HIGHLIGHTS 2021

**\$59.1M**

*total funds  
committed*

**\$13.6M**

*total funds  
disbursed*

**20**

*projects  
supported  
since 2018*

**70%**

*projects with  
Calgary  
orgs*

### FUNDING AGREEMENTS IN 2021 FOCUSED ON ACCELERATING OUR CITY'S INNOVATION ECOSYSTEM

- Endeavor Canada
- Thrive by SVG Ventures
- Plug and Play
- Accelerate Fund III
- Creative Destruction Labs – Rockies
- Movement51 – The51



## 2022 MOMENTUM

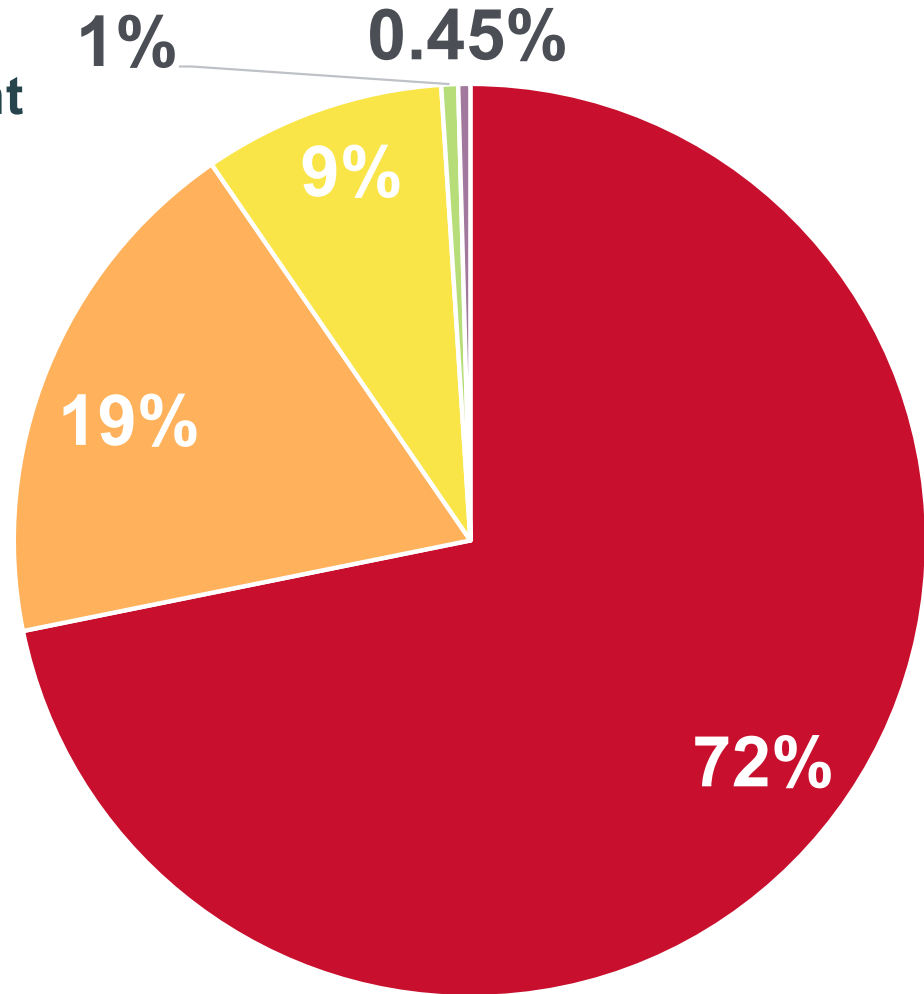
- Neo Financial becomes Canada's fastest growing unicorn, Calgary's fifth unicorn in 2.5 years.
- EY selects Calgary for Canadian Finance Centre of Excellence, creating 500 jobs.
- Unity, a gaming and virtual reality platform developer, establishes an Innovation Centre in Calgary.
- Lynx Air, Canada's newest low-cost carrier, opened into doors in Calgary targeting growth to 3,000 employees within five years.
- Rogers Inc. to open Rogers THINKLab National Centre of Technology and Engineering Excellence in Calgary.
- De Havilland Aircraft of Canada shifting its head office to Calgary.
- The Calgary Film Commission won an award for its Environmental, Social and Governance (ESG) Strategy for Film and Television.



# 2021 FUNDING SOURCES

2021 TOTAL REVENUE = \$13,579,255

- City of Calgary – Operating Grant**  
 \$9,752,765 (72% vs. 79%)
- Government of Canada**  
 \$2,523,918 (19% vs. 13%)
- Private Sector Investment**  
 \$1,163,872 (9% vs. 7.6%)
- Government of Alberta**  
 \$80,627 (1% vs. 0.1%)
- Other**  
 \$58,073 (0.45% vs. 0.5%)

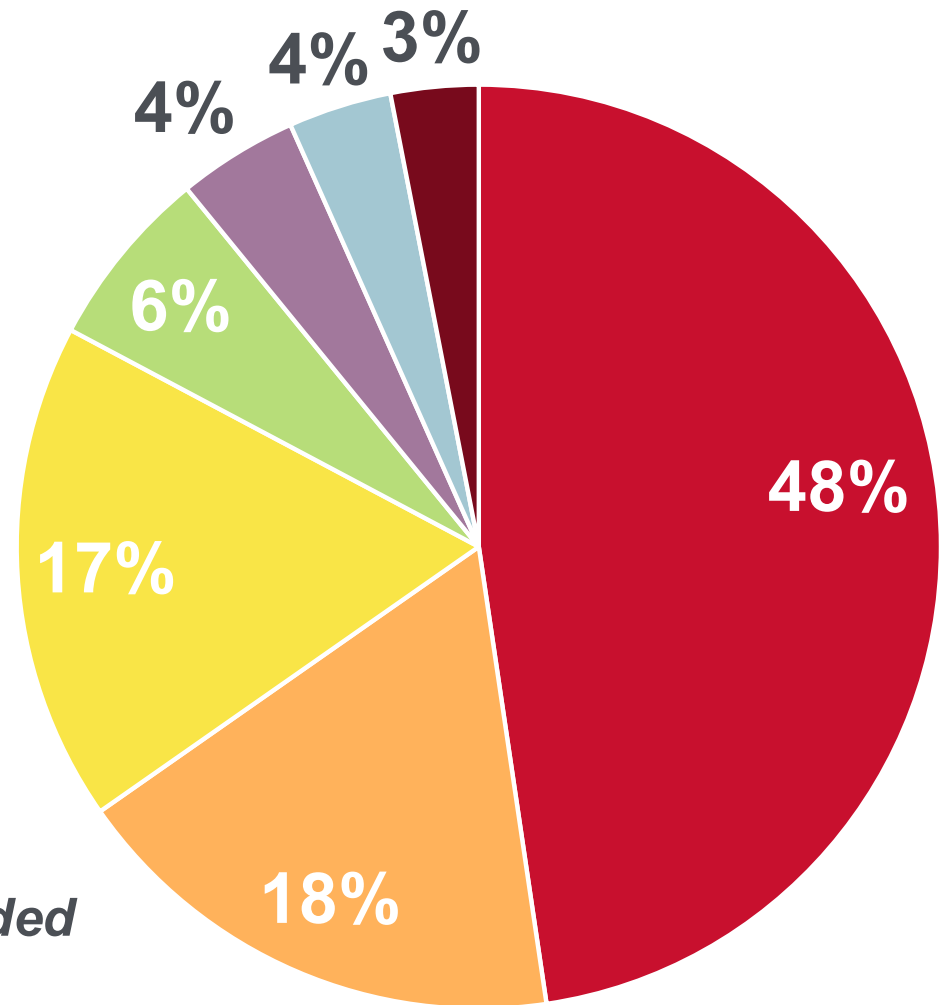




# 2021 EXPENSES

2021 TOTAL EXPENSES = \$14,196,535

-  **Employee costs – Core Funded**  
48%
-  **Advertising and Promotion**  
18%
-  **Programs and Services**  
17%
-  **Evaluation or Research**  
6%
-  **Professional and Consulting**  
4%
-  **Employee costs – Externally Funded**  
4%
-  **Technology and Consulting**  
3%



ISC: UNRESTRICTED



# Questions?