



Calgary

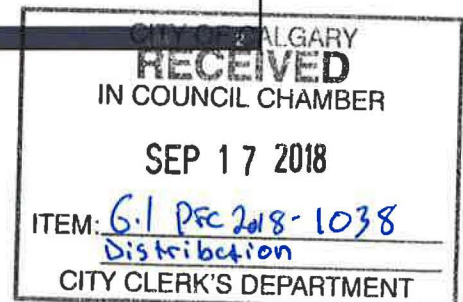
About our Work

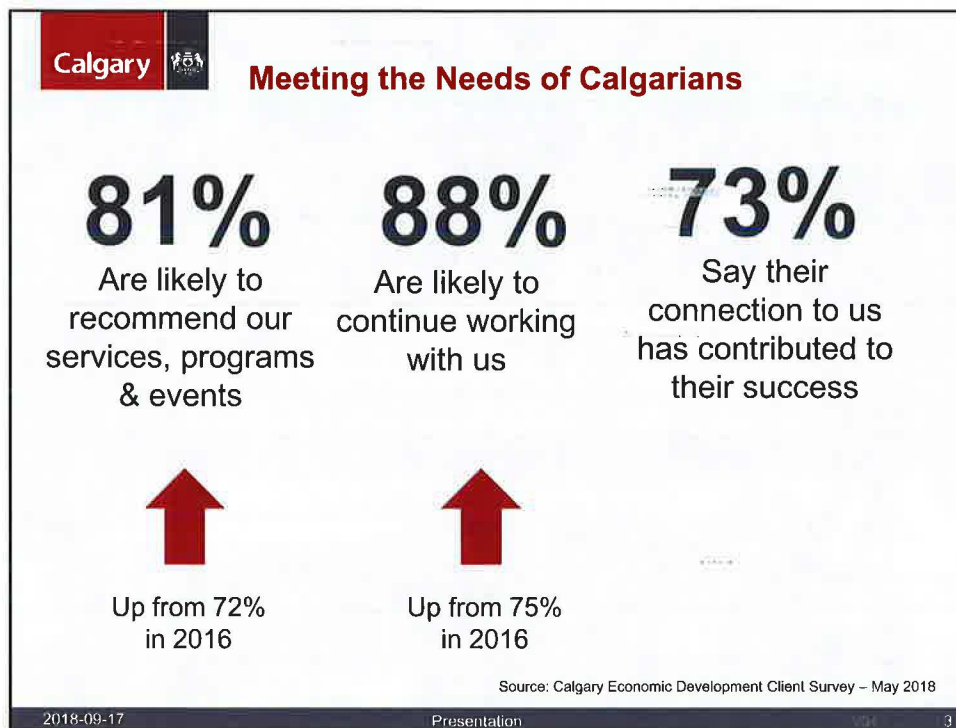
Calgary Economic Development works with business, government and community partners to position Calgary as the location of choice for the purpose of **attracting business investment, fostering trade and growing Calgary's workforce.**

From 2016 to 2018, with the **\$7 million resiliency funding** combined with core funding, Calgary Economic Development will **support 200 company wins and over 12,000 direct and indirect jobs.**

Calgary Economic Development supports 6 sectors and 7 signature programs and provides management services to the Opportunity Calgary Investment Fund and the Calgary Film Centre.

2018-09-17 Presentation







Calgary 

Alignment with Citizen Priorities & Council Directives – A Prosperous City

- Position Calgary as the **best place to start and grow a business** through programs like Business Model Canvas and Trade Accelerator program as well as working with The City of Calgary on removing barriers to business.
- **Revitalize the downtown core** with a focus on absorption of commercial and industrial space while continuing to build complete communities.
- **Attract and retain talent** by promoting our innovation ecosystem and the opportunities in our core sectors with a view to creating 10,000 direct and indirect jobs annually.
- Relentlessly **promote Calgary as a place to live, work and do business** and partner with the City of Calgary in pursuing opportunities as a “living lab”.

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2019-2022 Business Plan – key areas of focus

- Support our high **performing and engaged team**.
- Deliver **exceptional client services** focusing on impact – job creation, commercial/industrial space absorption & tax assessment growth.
- **Expand our sector development and diversification** efforts to attract companies, jobs and investment. We will segment leads, create a star list and target markets, with a focus on ROI.
- Be **globally recognized** as a place to learn, live and do business.
- Pursue **new opportunities and leveraged funding** wherever possible.



Results and Measuring Performance

	2019	2020	2021	2022
 7,000 jobs	7,000 jobs	8,000 jobs	9,000 jobs	10,000 jobs
 500,000 sq ft*	500,000 sq ft*	750,000 sq ft*	1,000,000 sq ft*	1,250,000 sq ft*
 100 companies	100 companies	100 companies	100 companies	100 companies

**For every \$1 invested in Calgary
Economic Development, the City will
receive \$60 additional in GDP value**

* Incremental commercial & industrial absorption

2019-2022 Operating Budget

Operations (000's)	2019	2020	2021	2022
City of Calgary proposed operating grants	10,000	10,311	10,620	10,938
Other operating grants	1,390	1,102	1,113	1,125
Earned revenue from operations	1,129	1,148	1,163	1,177
Donations & fundraising revenue	900	1,000	1,500	2,000
Operating expenses	13,419	13,561	14,396	15,240
Net of revenue and expenses	0	0	0	0
Opening operating reserves	999	999	999	999
Ending operating reserves	999	999	999	999

Increase in grant request of \$1.7 million or 20%* will support additional sectors (Digital Animation, Music, Life Sciences, Health and Clean Tech) increased marketing and a focused effort on office vacancy absorption, increased jobs, and growth in GDP.

*City funding in 2018 \$8.3 million, 2017 \$8 million and 2016 \$7 million from Core and Economic Resiliency Funding.

2019-2022 Capital Budget

Capital (000's)	2019	2020	2021	2022
Opening capital reserves	0	0	0	0
Requested City of Calgary lifecycle grants	0	0	0	0
Other City of Calgary capital grants	270	70	70	70
Other capital revenues	0	0	0	0
Capital expenditures	270	70	70	70
Ending capital reserves	0	0	0	0