



Development Matters

705-360-2656

www.timminsedc.com

The Timmins Economic Development Corporation (TEDC) is proud to present the first edition of its newsletter, which will highlight our work within the community. To learn more about our work in the City of Timmins, please visit our website at www.timminsedc.com or drop by our office at 12 Elm Street North.

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The average household consumption in Timmins is approximately \$5,000.00 more than in North Bay and \$3,500.00 more than Sault Ste Marie and Thunder Bay but \$500.00 less than Sudbury? The TEDC has the latest PCensus data that can be used to help entrepreneurs get a better understanding of consumer habits in Timmins. To access this information free of charge, contact James Parisi at extension 7079 today.

The Timmins & District Multicultural Centre's Grand Opening



Mayor Tom Laughren cuts the ribbon at the grand opening of the Timmins & District Multicultural Centre on Wednesday, June 8, 2011. To the left is Don Curry, Executive Director of the North Bay & District Multicultural Centre and to the right is Andrée Fortin, Settlement Counselor at the Centre and Shawn Gingras, Settlement Officer for Citizenship & Immigration Canada . (see page 4 for complete story)



Highlighted Services

For a complete listing of the TEDC's services, please visit the [Our Services](#) section of our website.

Business Planning

The TEDC provides entrepreneurs with free business planning in English and in French. Our Business Development Specialists are ready to help you mold your ideas into a viable business. From management and marketing to finances and funding, we have the expertise to guide your venture in the right direction. If you are simply starting up, looking to expand, or require succession planning; our goal is to ensure that you have all of the necessary information and resources to succeed.



Ross MacDonald, one of our Business Development Specialists, visits a client, Kashmira Patel, part-owner of the Taco Time and New York Fries outlets in the Timmins Square. Ross successfully helped guide Kashmira through the Northern Ontario Heritage Fund Corporation grant application process in order to obtain \$52,000.00 in funding for Taco Time.

Business Registration Services

Did you know that in order to open a commercial bank account your business must be registered with the Province of Ontario? Do you know when to start charging HST and how to remit it to the Federal Government? Our Business Development Specialists are available, free of charge, to help walk entrepreneurs through the various registration processes necessary to operate a successful business. Call us today to book your appointment.

Community Development Project Planning

Not-for-profit organizations in the community can receive assistance from the TEDC to enhance their skills and knowledge to leverage funding, build board capacity, and write proposals. Organizations such as the Porcupine Ski Runners were advised and directed to funding avenues and assisted by reviewing their grant proposal. The Community Development Team helped them successfully leverage \$733,650.00 in funding from the federal and provincial governments in order to build the Nordic Centre.



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2010

Business Enterprise Centre Statistics

- 14,714 general inquiries throughout the year
- 1,194 business consultations
 - 750 for repeat clients
 - 444 for new clients
- 95% of our clients came from the following sectors:
 - Service
 - Retail
 - Manufacturing
 - Hospitality and Foods
 - Construction
- 161 new businesses were started
 - 89 jobs were created from these start-ups
- over \$2,800,000.00 in funding was leverage for start-ups and expansion with the help of the TEDC

Success Stories

Conveyors Plus

[Conveyors Plus](#) is a local manufacturing company that supplies specialty tracking rollers worldwide. Their competitive edge is that their product can sense a misalignment of a belt and automatically steer it back into its centred position. Prior to its current expansion, Dave Sharp (photo below), owner of Conveyors Plus, visited the TEDC to obtain help with his business plan. He wanted to obtain funding to export his product to new markets. The TEDC helped him craft a business plan and then guided him through the Northern Ontario Heritage Fund Corporation funding application process. Our guidance helped Dave obtain \$162,000.00 in funding (\$81,000.00 of which is in the form of a non-repayable grant) to expand his business. The firm also joined the TEDC's [Western Canada Initiative](#), a program to help Northern Ontario businesses export their products and services to Western Canada.



Little Lamb

Little Lamb is a first-of-its-kind, fashionable, eco-friendly retail establishment that focuses on organic baby clothing and accessories. Prior to opening her retail outlet in the downtown core, Vicky Murphy (photo left), owner and operator of Little Lamb, scheduled an appointment with the TEDC to discuss funding options. Our Business Development Specialist helped revise Vicky's business plan in order to lead her through successful funding applications with the Northern Ontario Heritage Fund Corporation (for \$30,000.00) and the Canadian Youth Business Foundation/Business Development Bank of Canada (\$45,000.00). With the TEDC's help, Vicky was able to officially open her retail outlet in November 2010 and continues to provide high-end organic baby wares to consumers in Timmins.



Highlighted Projects

For a complete listing of the TEDC's current projects, please visit the [Our Projects](#) section of our website.

Ring of Fire

The Ring of Fire is a newly discovered large mineral deposit located in the James Bay Lowland near McFaulds Lake. The mineral occurrence consists of a chromite deposit held by Cliffs Resources and a copper and nickel deposit held by Noront Resources. The TEDC has been working to ensure Cliffs considers Timmins as a site for the Ferrochrome processing facility.

Discover Abitibi—Phase V

The goal of the [Discover Abitibi](#) Project is to help discover new mineral deposits in the Abitibi Greenstone belt of Northeastern Ontario. To date, the project has leveraged \$15 million dollars from the public and private sectors in order to complete 28 different projects. These projects helped overcome gaps in our geological knowledge of the area. As a result, an additional \$21 million dollars has been spent in the region by the private sector looking for the next mine.

Local Immigration Partnerships (LIP) —Phase I

Phase I of the LIP project received \$114,735.00 in funding and included the creation of one full-time position in Timmins. The goal of the project was to provide a collaborative framework to facilitate the successful attraction and retention of new talent to Timmins. The first recommendation from Phase I was implemented with the grand opening of the [Timmins & District Multicultural Centre](#) (a settlement office), which included the creation of another full-time position in the City of Timmins. This office will offer newcomers settlement, translation, and interpretation services. It also features a resource library stocked with books, pamphlets, and brochures about Canada, Canadian citizenship, and other issues relevant to newcomers.

Housing Survey

The TEDC is soliciting public opinion on the housing market in the City of Timmins through a [Housing Needs Survey](#). Housing is key to successful attraction and retention of talent and families to our community. Participation in the survey is essential in order to create a successful developer attraction strategy. The survey will be available online until Friday, July 8th, 2011.

Business Attraction

The TEDC diligently works on attracting new businesses to Timmins. We are currently focusing on two fronts concerning travel, the first being the attraction of a new airline in order to make travel to and from Timmins more affordable. The second is to work directly with developers in order to make more accommodations available to travelers to the city.