

**From:** Anne Norris <[annenorris@collingwood.ca](mailto:annenorris@collingwood.ca)>  
**Sent:** Friday, November 10, 2023 3:32 PM  
**To:** [clerks@clearview.ca](mailto:clerks@clearview.ca); [clerk@wasagabeach.com](mailto:clerk@wasagabeach.com); Town Clerk <[townclerk@thebluemountains.ca](mailto:townclerk@thebluemountains.ca)>  
**Cc:** Sonya Skinner <[sskinner@collingwood.ca](mailto:sskinner@collingwood.ca)>; Sara Almas <[salmas@collingwood.ca](mailto:salmas@collingwood.ca)>; Becky Dahl <[rdahl@collingwood.ca](mailto:rdahl@collingwood.ca)>; Kathy Jeffery <[kjeffery@collingwood.ca](mailto:kjeffery@collingwood.ca)>; Johanna Griggs <[jgriggs@collingwood.ca](mailto:jgriggs@collingwood.ca)>; [Brian.Saunderson@pc.ola.org](mailto:Brian.Saunderson@pc.ola.org); Tim Newton <[tnewton@collingwood.ca](mailto:tnewton@collingwood.ca)>  
**Subject:** 20231016 Town of Collingwood - Motion re: Small Business Enterprise Centre & Letter from Mayor Hamlin

**From:** Anne Norris  
**Sent:** Friday, November 10, 2023 3:21 PM  
**To:** [Vic.Fedelico@pc.ola.org](mailto:Vic.Fedelico@pc.ola.org); [MEDJCT.Minister@ontario.ca](mailto:MEDJCT.Minister@ontario.ca)  
**Cc:** Sonya Skinner <[sskinner@collingwood.ca](mailto:sskinner@collingwood.ca)>; Sara Almas <[salmas@collingwood.ca](mailto:salmas@collingwood.ca)>; Becky Dahl <[rdahl@collingwood.ca](mailto:rdahl@collingwood.ca)>; Kathy Jeffery <[kjeffery@collingwood.ca](mailto:kjeffery@collingwood.ca)>; Johanna Griggs <[jgriggs@collingwood.ca](mailto:jgriggs@collingwood.ca)>; [Brian.Saunderson@pc.ola.org](mailto:Brian.Saunderson@pc.ola.org); Tim Newton <[tnewton@collingwood.ca](mailto:tnewton@collingwood.ca)>  
**Subject:** 20231016 Town of Collingwood - Motion re: Small Business Enterprise Centre & Letter from Mayor Hamlin

Ministry of Economic Development, Job Creation, and Trade  
777 Bay St., 18th Floor  
Toronto, ON M7A 1S5  
Canada

**Re: Motion re: Small Business Enterprise Centre (SGB SBEC)**

During its meeting held October 16<sup>th</sup>, 2023, Council of the Town of Collingwood passed the following resolution regarding the Town of Collingwood regarding the South Georgian Bay Small Business Enterprise Centre:

WHEREAS the South Georgian Bay Small Business Enterprise Centre provides essential services to the business community and is supported by provincial and municipal funding;

AND WHEREAS core funding from the province has remained unchanged since 2014 and municipalities have increased their contributions by 68% over that time period;

AND WHEREAS without an increase in provincial funding, there will be a risk of future service or program reductions starting in 2024;

BE IT RESOLVED THAT Council send letters to the Minister of Economic Development, Job Creation and Trade and the Associate Minister of Minister of Economic Development, Job Creation and Trade, with a copy to MPP Saunderson for awareness and action regarding an increase in funding for the South Georgian Bay Small Business Enterprise Centre;

AND THAT the letter include an invitation for the Ministers to visit the Town of Collingwood to meet local businesses that have benefited from the programs and services delivered by the South Georgian Bay Small Business Enterprise Centre;

AND THAT Council take every opportunity to advocate for additional financial support from the province for the South Georgian Bay Small Business Enterprise Centre;

AND THAT a copy of the letter be forwarded to the municipalities that support the Town's Small Business Enterprise Center financially with request that they send a similar letter to the Ministers.

Should you require anything further, please do not hesitate to contact the undersigned at 705-445-1030 or [clerk@collingwood.ca](mailto:clerk@collingwood.ca).

Yours truly,

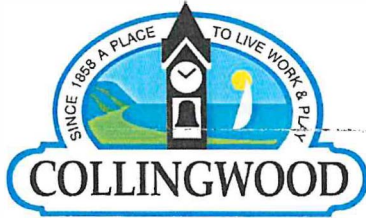
TOWN OF COLLINGWOOD

CC: Sonya Skinner, CAO, Town of Collingwood  
Sara Almas, Clerk, Town of Collingwood  
Becky Dahl, Deputy Clerk, Town of Collingwood  
Kathy Jeffery, Councillor, Town of Collingwood  
Johanna Griggs, Manager Economic Development, Town of Collingwood  
MPP Brian Saunderson

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Town of Collingwood  
97 Hurontario Street, PO Box 157  
Collingwood, ON L9Y 3Z5  
T. 705-445-1030 | [www.collingwood.ca](http://www.collingwood.ca)

October 17<sup>th</sup>, 2023

Ministry of Economic Development, Job Creation, and Trade  
777 Bay St., 18th Floor  
Toronto, ON M7A 1S5  
Canada

**Re: Motion re: Small Business Enterprise Centre (SGB SBEC)**

I am writing you today on behalf of the Town of Collingwood regarding the South Georgian Bay Small Business Enterprise Centre (SGB SBEC). Small businesses are the backbone of the economy, making up 98% of all employer businesses in Ontario and Collingwood is no different. The SGB SBEC provides much needed support to the local business community and entrepreneurship ecosystem throughout the region, and we appreciate the support the province has provided to support these services. The SGB SBEC programs and services are delivered by the Town of Collingwood economic development staff, under an agreement with the Province.

We would be honored to welcome you to Collingwood, Ontario to showcase the impact the services of the SGB SBEC have had in support of starting, growing, and purchasing business. We would like to take you on a tour of some of the businesses that have benefited from the SGB SBEC programs and services and demonstrate the impact their collaborative relationships with complementary entrepreneurship ecosystem partners are having within, and outside, our community. We are pleased to share the perspective of some of their clients through the following video: [IamSBEC](#).

Collingwood has seen rapid growth with an increase of 16% in population since 2016, a trend that is expected to continue with our population forecasted to grow by 66% from 26,050 to 43,230 by 2051. Since April 2019 over 50% of SBEC 'Exploring or Starting a business' consultations have been with people who describe themselves as having recently relocated or moved to the area. They are using the SGB SBEC's services to learn about the local area, business opportunities, implementation of business strategies, and networking.

The Town of Collingwood has been identified by the CFIB as the #1 place for entrepreneurship in Canada. This is in large part because of the impact of the SGB SBEC and its collaborative partnerships with the Community Futures South Georgian Bay, Georgian College's Henry Bernick Entrepreneurship Centre, The Foundry (co working space), neighbouring municipal economic development offices and chambers of commerce.

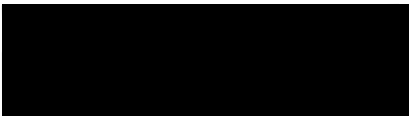
The province has provided the SGB SBEC with \$92,640 in annual core funding dating back to 2014/2015 which has remained unchanged over the years. The Town of Collingwood is happy to provide additional contributions to funding the SGB SBEC as it is an important investment in our community. We continue to work with neighboring municipalities that the SGB SBEC serves (The Town of Wasaga Beach, Town of the Blue Mountains, and the Township of Clearview) to

ensure that there is sufficient operational funding for the organization to provide a consistent level of service to meet demand.

However, with increasing operating costs, including staff salaries, along with the cost of inflation (CPI increased by 25% since the initial agreement) the local municipalities have increased their funding for the SGB SBEC by 68%, while the provincial funding envelope has remained stagnant for almost a decade. Even with additional municipal contributions, we are anticipating a gap in funding for the SGB SBEC of at least \$36,000 in 2024. It is imperative that the province give serious consideration to providing additional support to the SGB SBEC in the next fiscal year as the existing agreement expires March 31, 2024. Our staff are ready to work with your team to discuss the funding model as well as timelines for ensuring an agreement is in place come April 1, 2024, in order to provide continuity of service.

Were the province to exercise its option to 'extend' the contract by one year to March 2025 it is highly likely that service levels will be interrupted without increased funding. The SGB SBEC has implemented efficiencies such as enhanced client intake processes, streamlined marketing and partnering in event delivery, but the economies of scale are at a tipping point. The very last thing we want to see is the SGB SBEC have to turn a client away due to lack of resources.

Thank you for your attention to this matter. If you have any questions or would like to discuss this in more detail, please contact Johanna Griggs, Manager of Economic Development at [jgriggs@collingwood.ca](mailto:jgriggs@collingwood.ca).



Yvonne Hamlin

Mayor, Town of Collingwood

CC: Associate Minister of Minister of Economic Development, Job Creation and Trade  
MPP Brian Saunderson



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November 10<sup>th</sup>, 2023

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777 Bay St., 18th Floor  
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Yours truly,

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