

To: COUNCIL

Meeting Date: 03/16/2021

Subject: Cambridge Economic Response Plan

Submitted By: James Goodram, Director, Economic Development

Prepared By: James Goodram, Director, Economic Development

Report No.: 21-010(CRE)

File No.: C1101

Recommendation(s)

THAT Report 21-010 (CRE), re: Cambridge Economic Response Plan be received;

AND THAT Council approve funding in the amount of \$75,000 be provided to the Waterloo Region Tourism and Marketing Corporation from the City's Municipal Accommodation Tax Reserve Fund to support the second round of the tourism business support program as outlined in this report;

AND THAT modifications to core area parking lot regulations and fees be adopted when a Provincial lockdown or similar order is in place as outlined in this report;

AND FURTHER THAT Report 21-010 (CRE), be referred to the Cambridge Economic Development Advisory Committee (EDAC) for information.

Executive Summary

Purpose

The purpose of this report is to update Council and the public of the activities that the City has undertaken to support residents and the business community during the COVID-19 pandemic. In addition, there are two recommendations for continued support and initiatives explained below.

Key Findings

The City continues to monitor and bring forward opportunities to support both businesses and residents in the City of Cambridge during the pandemic. The City of Cambridge Economic Response Plan details its activities and programs to date.

The next step in the City's economic response is to continue to work with our partner organizations in the Region and Province as recovery efforts continue.

Financial Implications

The COVID 19 pandemic has had an unprecedented impact on the global economy. All levels of government have announced programs to support people and businesses who have been impacted by the downturn in the economy.

The pace of recovery and economic impact will continue to be monitored and the City continues to evaluate and propose initiatives to support recovery efforts.

Background

On March 25, 2020, staff provided Council with a report titled Financial Implications Related to COVID-19 (Report 20-108 CRS). That report contained the City's Economic Response Plan. A subsequent update report was presented to Council on June 16, 2020. This report is for information purposes to provide an update to Council and the public of the activities of the City has undertaken to support residents and the business community during the COVID-19 pandemic as we approach the one year anniversary of the Emergency declaration.

Analysis

Strategic Alignment

PROSPERITY: To support and encourage the growth of a highly competitive local economy where there is opportunity for everyone to contribute and succeed.

Goal #6 - Economic Development and Tourism

Objective 6.3 Identify local economic strengths and leverage opportunities through collaboration with our partners.

The City of Cambridge's response to the COVID-19 pandemic aligns has been guided in part by the objective of sustaining local economic strengths and finding opportunities for community support through a challenging time.

Comments

City activities to support local businesses during the COVID-19 pandemic

Since the beginning of the pandemic, the City has continuously endeavored to evaluate opportunities to support both residents and businesses. The attached Attachment "A" provides the City's Economic Response Plan, updated with the additional activities that have taken place since the June 16th report was provided to Council.

The next step in the City's economic response is to continue to work with our partner organizations in the Region and Province as support and recovery efforts continue.

Waterloo Region Tourism Marketing Corporation (WRTMC) Support Program

In November Council approved providing WRTMC with \$25,000 to help support an application to Fed Dev Ontario for funding to assist local tourism businesses during the COVID-19 pandemic. This funding was secured.

WRTMC proceeded to implement a grant program for Waterloo Region businesses with the Fed Dev and municipalities' funding. The purpose of the grants is to provide funding or reimbursement for:

- Support the tourism industry on the ground level.
- Help businesses safely re-open or remain open.
- Protect the health and safety of employees, residents and visitors.
- Build consumer confidence in our region's tourism sector by showing we are a proactive and prepared destination.

The application process has taken place, and applications were evaluated by a working group with members from each Regional municipality. A total of 14 Cambridge businesses applied with 9 approved for funding as they met the application criteria. A total of approximately \$45,000 was awarded to these 9 successful businesses. No funding from the City's contribution of \$25,000 was expended. Each municipality in the Region participated and their contributions were not expended either.

Given this, and the success of this first round of the program, it has been recommended that a second round will occur in April with more flexible criteria. In addition, the program will be marketed over a longer period of time so it is anticipated that there will be even greater uptake.

With that said, staff recommends contributing an additional \$75,000 to the initiative so there will be a total of \$100,000 of funding available to qualifying Cambridge tourism businesses. Any unspent funds will be returned to the City.

An expected outcome is anticipated to be additional outdoor dining opportunities in the coming months for restaurants.

Parking Permit Fees and Enforcement

In addition to further WRTMC funding, staff is proposing that parking permit fees and enforcement framework be implemented.

Daytime core area parking lot restrictions are primarily in place to support commercial operations and require significant staff resources to enforce. During a lockdown situation non-residential parking demand drops considerably while other pandemic related enforcement needs to increase.

Suspending daytime parking lot enforcement during lockdowns allows for better allocation of resources. It is also not equitable to charge for parking permits while enforcement is suspended and commerce has decreased. It is therefore recommended that the following be adopted:

Red Zone, Lockdown (or similar) Modifications

- Parking permit fees suspended.
- Unrestricted daytime parking in City operated core area public lots (no time limits or fees).
- Late night parking enforcement continues to ensure proper use of the parking lots and effective winter maintenance. While fees are suspended it will still be necessary to display Residential parking permits. In the absence of paid overnight guest parking the 5 night guest exemption used in Downtown Hespeler will be available in all core areas.
- On-street parking regulations and enforcement remain in effect to ensure easy access for curbside pickup.

Orange, Yellow & Green Zones (or similar)

- Normal parking operations.

Using this type of structure not only provides consistency with the Provincial Covid-19 Response Framework, but also allows the City to remain flexible as the economy gradually re-opens and we start to see an increase in the movement of people throughout the Region.

Initiatives and Programs since June 2020

Below are some of the initiatives and good news stories since the June 16th report. A complete list is attached as Attachment A.

Film Industry Recovery:

The City has been working with Ontario Creates (OC) and various municipal partners to develop a recovery strategy for the return of filming to our communities.

- Weekly meeting with OC and 20 other municipalities/DGC representatives.
- Weekly production/scouting update with OC and 4 other municipalities.
- Monthly update meetings with local municipalities, and working collaboratively to promote South West Ontario as a film destination of choice (Brantford, Waterloo, Kitchener).
- Community outreach to find innovative spaces for use as temporary studio facilities.

- Development of a community of practice to ensure policies and processes across Waterloo Region are compatible.
- Promotion of BIA videos via Toronto International Film Festival “regional reels” program.
- 59 film inquiries to date (15 pre-covid, 44 post), 27 days of filming scheduled over 11 projects (Hotel Paranormal, Letters, Handmaid’s Tale, Odd Squad, Good Witch, Murdoch Mysteries and Locke & Key - 4 days pre-covid, 23 days post). Estimated local economic impact to date ~\$325,000.
- 2020 saw the Preston Towne Centre used as the backdrop for “Police Station No. 1” for Murdoch Mysteries, which will hopefully become a recurring location in future seasons.
- Both inquiries and days of filming exceeded 2017 totals, but not the 2018 or 2019 statistics.
- Inquiries were down 25% over 2019 totals as a whole, however, the August through December inquiries were up 6% over the same timeframe in 2019.

Temporary Patio Program

In an effort to assist restaurants during the pandemic restrictions, the City developed a permitting process for the creation of temporary patios that would allow patrons to enjoy restaurants in a safe environment. This process included:

1. A City initiated temporary use by-law that allows patios on private property in zones that permit restaurants during the COVID-19 pandemic. This by-law applies to all zones throughout the City that permit restaurants (e.g. commercial and industrial zones within the core areas, Hespeler Rd. corridor, commercial plazas and industrial malls). The temporary use by-law also ensures that minimum site requirements such as fire route and daylight triangles were not impacted by the location of a proposed patio. The temporary use by-law was approved by Cambridge Council for a period of three (3) years ending September 22, 2023.
2. A streamlined permit process to accelerate approvals for new or expanded temporary outdoor private and sidewalk patios.

With the creation of this Temporary Patio Program, restaurant and bar owners now have the ability to apply for a patio permit allowing them to do business on a temporary outdoor private patio or on a City sidewalk/property. The streamlined Temporary Patio Program is currently in effect until December 31, 2021.

Queen Street Closure 2020

At the beginning of July 2020, City forces assisted the Hespeler BIA in closing a portion of Queen Street East, between Adam Street and Tannery Street, in an effort to provide additional room for social distancing, patio expansions, and pedestrian safety for

commercial businesses. The road closure occurred every Saturday (one day a week) and Queen Street was opened at the end of the day. The Saturday road closures were very successful in assisting businesses during the challenging pandemic times.

The final closure date of 2020 was Saturday, October 10th, 2020. This project was funded by both the City and the Hespeler BIA.

#ShopFromHome (for the Holidays)

In order to encourage residents to consider shopping at local establishment to fulfill their holiday needs, staff ran a three-week social media campaign to promote the #ShopFromHome page on the website. This campaign resulted in 1,073 click throughs to the #ShopFromHome webpage, a reach of almost 14,000 (13,992) and 47,643 impressions online. A retail google “my map” for the City of Cambridge was also created. Eight (8) new businesses were added to this asset during the promotional campaign. This map has over 10,100 views from our web site and has over 100 businesses listed.

Webpage Statistics (November 1-December 31):

Order From Home page – 1,944

Core Area Connections page – 71

COVID-19 Business Supports page – 123

Cambridge Small Business Support through Small Business Centre

- **Digital Main Street Program** - The Waterloo Region Small Business Centre re-launched its Digital Main Street Service Squad to help small businesses reopen and recover from the impacts of COVID-19. 375 businesses in Cambridge have applied and taken part in the program. 79 businesses have set up new ShopHere pages and 28 have received the Digital Transformation Ontario Grants for a total of \$70,000 in funding. Eight (8) businesses also qualified for the Transformation Teams Program through Communitech.
- **Starter Company Plus Program COVID Recovery Cohort** – Through the Starter Company Plus Program 7 Cambridge businesses were approved for \$5,000 grants for a total of \$35,000 in recovery funding for Cambridge.

Cambridge and Kitchener/Waterloo Chambers of Commerce

On Tuesday and Thursday afternoons, the Chambers host an access to professionals to assist businesses to navigate the programs that the Federal and Provincial governments have offered to businesses as a result of the pandemic. The City markets this valuable resource through our networks.

Downtown Development Team and Core Area Connections web page

Over the course of the past several months the Downtown Development Team was established. The Directors and a staff member from each of the Building Services, Planning Services and Economic Development Divisions meet monthly. Developing and renovating properties/buildings in core areas present significant challenges. In an effort to provide enhanced customer service and address these unique challenges this development team was established.

In addition, in the same vein of providing enhanced customer service, a Core Area Connections web page was created. This web page allows the added functionality of permitting users to subscribe to it so that they receive an electronic notice anytime information is updated. The Core Areas are a key focus of the City's resources and many divisions undertake initiatives and programs that affect the Core Areas. This page is a one stop shop for all information as it relates to the Core Areas in Cambridge.

A Few New Good News Stories

In addition to the City's Economic Response Plan, Staff are tracking good news stories from our business community.

Prescientx - Cambridge Company Building N95 Mask Disinfection Units - <https://www.kitchentoday.com/local-news/local-cambridge-company-building-n95-mask-disinfection-units-2208119>

Eclipse Automation - Cambridge's Eclipse Automation diving deep into respirator business with new agreement - <https://www.cambridgetimes.ca/news-story/9960162-cambridge-s-eclipse-automation-diving-deep-into-respirator-business-with-new-agreement/>

Eclipse Automation – Awarded \$1.4m from Ontario Together Fund - <https://news.ontario.ca/en/release/57587/province-supports-development-of-made-in-ontario-n95-respirators>

ATS - ATS awarded \$65M order for rapid scale-up of virus test kit - <https://www.plant.ca/general/ats-awarded-65m-order-for-rapid-scale-up-of-virus-test-kit-192111/>

PRI-med Chooses Cambridge for Medical Manufacturing - <https://www.areadevelopment.com/newsItems/8-27-2020/primed-medical-products-manufacturing-cambridge-ontario.shtml>

Amazon Delivery Station to Open in Cambridge - <https://www.therecord.com/news/waterloo-region/2020/08/21/amazons-vote-of-confidence-in-this-region.html>

Precision Biomonitoring NGen Funding - http://www.globenewswire.com/news-release/2020/06/02/2042502/0/en/NGen-Funding-Continues-to-Support-Canada-s-COVID-19-Response.html?utm_content=130764989&utm_medium=social&utm_source=linkedin&utm_channel=lcp-11478705

North Cambridge Business Park

Intermarket, the owners of a significant land holding within the Park have closed two deals with the first two new occupants of this newly developed business park.

Over the coming year Angstrom Engineering will open a new facility in Cambridge. https://angstromengineering.com/?utm_medium=cpc&utm_source=google&utm_term=angstrom%20engineering&utm_campaign=s-branded&utm_content=&qclid=Cj0KCQiAvbiBBhD-ARIsAGM48bzkLef2IGGa-j7Wxf9pLwQkLQtKMHM6r8IsJqSQYyscEN5YLqC4otMaAjKNEALw_wcB

Fusion Products will also open a new manufacturing facility in the Park as well. <http://www.fusionproducts.ca/public/index.php>

Staff across the corporation, continue to facilitate business development and there are several more opportunities that will come to fruition over the course of 2021.

Existing Policy/By-Law

There is no existing policy/by-law.

Financial Impact

The COVID 19 pandemic has had an unprecedented impact on the global economy. The City remains committed to remaining responsive and strategic in its economic support and recovery initiatives.

Due to the Provincial stay at home order and under the authority of the City Manager, parking permit fees have not been collected for 2021. However, as we start to transition into reopening it is recommended that permit fees resume on the date the Region enters the orange zone within the Provincial Covid-19 Response Framework. Invoices will be issued accordingly within 2 weeks of this date. Expected revenue for 2021 if permits were charged in full for the remainder of the year is \$139,500, down from a projected \$230,000 pre-pandemic. As such, should a future lockdown or similar order be put in place and while in a red zone, waiving parking permit fees will decrease this revenue by approximately \$15,500 per month. Potential revenue loss related to other parking fees is unpredictable, but could be in the order of \$500-\$1000 per month.

The financial impact of the proposed additional WRTMC funding (\$75,000) is from the Municipal Accommodation Tax Reserve Fund, which currently has a balance of \$365,553 at December 31, 2020.

The pace of recovery and economic impact will continue to be monitored and the City will be prepared to plan for and react accordingly.

Public Input

Posted publicly as part of the report process.

Internal/External Consultation

There was no internal/external consultation undertaken.

Conclusion

This report is part of the City's economic response program to ensure that Council, the Economic Development Advisory Committee and the public are aware of City Initiatives to support residents and the business community as part of the City's response to the COVID 19 pandemic.

Signature

Division Approval



Name: James Goodram

Title: Director of Economic Development

Reviewed by the CFO

Reviewed by Legal Services

Departmental Approval



Name: Cheryl Zahnleiter

Title: Deputy City Manager Corporate Enterprise

City Manager Approval

A handwritten signature in black ink that reads "David Calder". The signature is written in a cursive, flowing style.

Name: David Calder

Title: City Manager

Attachments

Attachment A – Cambridge COVID 19 Economic Response Activities

INVEST Cambridge

Economic Development activities to support local businesses during the COVID-19 pandemic

Development of a dedicated COVID-19 business resource page on the Invest Cambridge website where residents and business owners can get up-to-date information on government programs, economic responses, municipal services and other important information.

As the region has progressed through the various stages of the pandemic, a page was developed to focus on business recovery and is updated as new programs and initiatives become available. www.investcambridge.ca/COVID19.

Business Assistance Statistics:

Connected with the Province	6
B2B Connections made	156
Assistance with new products	12
Restaurants promoted via map	109
Retail promoted via web	104
Small business assistance provided	1,175
Small business virtual seminars	61
Small business consultations	213
Assisted with finding funding	251
Paired to assist in PPE production	4
Assisted by posting information on available space	4
Other	20
	2115

Outreach – completed using City of Cambridge Social media platforms, INVEST Cambridge newsletter, direct contact and Business Support page on investcambridge.ca

1. Eclipse Automation – assistance with identifying local companies who can supply components for ventilator manufacturing and machining services. This callout yielded the largest response with 64 local companies offering assistance.
2. Sensor Health – assistance with finding local space for production of COVID-19 testing kits. Assisted with coordination of interview with the Mayor's office (<https://www.youtube.com/watch?v=TNM1r35C4mQ>)
3. Outreach for staff to compile a list of companies who manufacture/produce/supply PPE (see list below).

4. Outreach for a provincial client looking for local warehouse and/or industrial space to be repurposed as a creative production facility (film), and leased for the medium to long term.

Business Outreach Program:

The Economic Development team undertook outreach to businesses in the City to gain a better understanding of how they have been affected by COVID -19. The goal of the program was to understand the effectiveness of Federal and Provincial assistance programs and identify any gaps, while understanding any unique issues that Cambridge is facing. This valuable feedback has positioned the City to advocate on behalf of the community, as well as lead to actions that the City can undertake to support the local business community. The program utilized Engage Cambridge and consisted of a 13 question survey, with follow up. The program launched the week of May 25, 2020 and ran for approximately 4 weeks. We have heard that it is critical that the City advocate on behalf of the business community as well as continue to provide them with information of programs etc. that may assist them.

Business Connections:

1. Plastics Redeemed and Ontario Die International – Staff connected these companies for Lexan material for creation of face shields and custom injection moldings.
2. Versocet and Sensor Health – Staff connected Versocet who had additional space with a local company looking for space. (did not come to fruition)
3. F5 industries – connected to the Province of Ontario for assistance with manufacturing PPE.
4. RoadTrek – connected to the Province of Ontario – allowing them to resume manufacturing.

Order from Home series:

#DineFromHome

This initiative was developed as a means to support the local restaurants and food service industry, staff identified this industry as one of the first feeling the effect of provincial emergency orders and closures.

- Development and maintenance of mapping to promote restaurants/food service businesses open and offering service to the community.
- Development of #OrderFromHome website to promote both the #DineFromHome and #ShopFromHome initiatives.
- Development of communications plan and graphics to support.
- Monitoring of social media impact on page views and reach.

- Promotion of operating patios throughout the community once encouraged by the provincial reopening plan, connecting with information relating to the safe operation of and requirements for winter patios.

#ShopFromHome

This initiative was developed as a means to support the local retail establishments as they pivot to offer unique and innovative services to our community as a result of provincial emergency orders and closures.

- Development and maintenance of a listing of retail businesses open and offering service to the community.
- Development of #OrderFromHome website to promote both the #DineFromHome and #ShopFromHome initiatives.
- Development of communications plan and graphics to support.
- Monitoring of social media impact on page views and reach.

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approved by Cambridge Council for a period of three (3) years ending September 22, 2023.

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Working with Ontario Creates and various municipal partners to develop a recovery strategy for the return of filming to our communities.

- Weekly meeting with OC and 20 other municipalities/DGC representatives.
- Weekly production/scouting update with OC and 4 other municipalities.
- Monthly update meetings w/ local municipalities, and working collaboratively to promote SWO as a film destination of choice (Brantford, Waterloo, Kitchener).
- Community outreach to find innovative spaces for use as temporary studio facilities.
- Development of a community of practice to ensure policies and processes across the region (CKW) are compatible.
- Promotion of BIA videos via Toronto International Film Festival “regional reels” program.
- 59 film inquiries to date (15 pre-covid, 44 post), 27 days of filming scheduled over 11 projects (Hotel Paranormal, Letters, Handmaid’s Tale, Odd Squad, Good Witch, Murdoch Mysteries and Locke & Key - 4 days pre-covid, 23 days post). Estimated local economic impact to date ~\$325,000.

- 2020 saw the Preston Towne Centre used as the backdrop for “Police Station No. 1” for Murdoch Mysteries, which will hopefully become a recurring location in future seasons.
- Both inquiries and days of filming exceeded 2017 totals, but not the 2018 or 2019 statistics.
- Inquiries were down 25% over 2019 totals as a whole, however, the August through December inquiries were up 6% over the same timeframe in 2019.

COVID-19 Committees and activities:

Business and Economic Support Team of Waterloo Region (BESTWR)

The Region of Waterloo, all seven area municipalities, Waterloo EDC (Waterloo Region Economic Development Corporation) and local partners have created the Business and Economic Support Team of Waterloo Region (BESTWR) to help all types of local businesses cope with challenges caused by COVID-19. Collectively, this group is a point of contact for governments as they make rapid decisions to support the evolving economic and business environment, and helps to promptly disseminate these decisions to the business communities. Economic Development Staff are part of the Industry, Manufacturing and Agriculture, Workforce and Small Business Sub-Committees.

Small Business Programs:

- **Outreach Recovery Program** - is geared toward supporting small businesses of all kinds. Helped to provide consultations and support to the businesses that reached out.
- **Digital Main Street Program** - The Waterloo Region Small Business Centre is re-launching its Digital Main Street Service Squad to help small businesses reopen and recover from the impacts of COVID-19. 375 Businesses in Cambridge have applied and taken part in the program. 79 businesses have set up new ShopHere pages and 28 have received the Digital Transformation Ontario Grants for a total of \$70,000 in funding. 8 businesses also qualified for the Transformation Teams Program through Communitech.
- **Starter Company Plus Program COVID Recovery Cohort** – Through the Starter Company Plus Program 7 Cambridge businesses were approved for \$5,000 grants for a total of \$35,000 in recovery funding for Cambridge.
- **Peer2Peer Group** - Peer2Peer groups help professionals in the Waterloo Region share challenges and lessons-learned in a friendly, informal environment. Participated and lead several of the peer2peer groups for various industries.
- **Ask an Expert Panel** – Provided advice and support to many local small businesses looking for assistance across the 4 weeks of the program.

- **CRA Covid Response Sessions** – Invest Cambridge led three seminars for over 60 businesses across the region. The CRA provided help and guidance on the programs available to these businesses and how to apply.
- **Accounting Seminars Series** – The small business office has booked 5 accounting sessions with the CRA and local accounting firms to provide help to local businesses affected by Covid.

Other small business activities:

- Provided several #businesstips to communications department to share with local small businesses. Also shared various posts with communications on small business and helped to share information through corporate channels.
- Worked with City of Waterloo and Kitchener on a google my maps solution for the three cities, this includes all City of Cambridge food based businesses open. The map to date has received over 304,000 times.
- Worked with the BEST WR team to facilitate 2 seminars on restaurant recovery and re-opening led by local experts and public health. Over 150 restaurants and food based businesses from Waterloo Region attended the sessions.
- 251 Funding Conversations – 102 COVID related, 149 non-COVID related.
- Seminars – 27 regular seminars with 312 registrants and 245 attendees for regular seminars (Business Basics, Social Media, etc.).
- 1,175 business inquiries – 281 COVID related, 894 regular inquiries.
- 37 new business registrations.

BIAs:

Each BIA created a new “Explore the Core from home” series for their Instagram pages. The purpose is to invite their followers to get to know some of the businesses in a new way. Each segment is 10-15 minutes in length hosted on our IGTV (Instagram TV) showcasing select business owners in a cross-section of categories; bakeshops sharing how-to recipes, restaurant chefs walking us through a simple at-home dinner inspired by their restaurant's menu, etc. This is all about the businesses connecting with our community during a time of self-isolation. Economic Development supported this program by providing \$250 per video up to \$2,500 per BIA.

The BIA developed a COVID-19 [business resiliency grant](#), where businesses will be able to apply for a small amount of money to either help with any changes they need inside their store or develop their e-commerce platforms.

Staff assisted in the re-allocation of public and private properties such as road allowances, sidewalks and parking lots for patio space, and worked collaboratively with the transportation division to expedite patio expansion requests.

Staff developed a **Core Area Connections** communications page and promotional assets, to connect core area stakeholders with timely information that may impact them.

Good news stories:

Staff are tracking of good news stories from our business community, as well as business closures as we move through the pandemic.

NGen Funding (Cambridge companies – Prescientx, Eclipse automation, Precision Biomonitoring, BIG nano [soon to be a Cambridge company]):

<https://financialpost.com/globe-newswire/canadian-supercluster-helping-manufacturers-build-strategic-supply-to-support-covid-efforts-ngen-co-funded-projects-total-over-60-million-in-new-advanced-manufacturing-capacity>

Prescientx - Cambridge company building N95 mask disinfection units -

<https://www.kitchenertoday.com/local-news/local-cambridge-company-building-n95-mask-disinfection-units-2208119>

NGen Disinfection Robot Challenge (Prescientx) -

<http://www.globenewswire.com/news-release/2020/07/06/2058078/0/en/NGen-Supports-Manufacturing-of-Disinfection-Robots.html>

UPDATE: <https://www.cambridgetimes.ca/news-story/10308480-cambridge-company-sells-covid-19-destroying-uv-technology/>

Violet Launch Video: <https://huckleberryfilmstudios.wistia.com/medias/oid1315qkn>

Eclipse Automation - Cambridge's Eclipse Automation diving deep into respirator business with new agreement - <https://www.cambridgetimes.ca/news-story/9960162-cambridge-s-eclipse-automation-diving-deep-into-respirator-business-with-new-agreement/>

Eclipse Automation – Awarded \$1.4m from Ontario Together Fund -

<https://news.ontario.ca/en/release/57587/province-supports-development-of-made-in-ontario-n95-respirators>

ATS - ATS awarded \$65M order for rapid scale-up of virus test kit -

<https://www.plant.ca/general/ats-awarded-65m-order-for-rapid-scale-up-of-virus-test-kit-192111/>

Dare Foods - Dare Foods Steps Up to Support Canadians During COVID-19 -

<https://www.newswire.ca/news-releases/dare-foods-steps-up-to-support-canadians-during-covid-19-819413407.html>

Canway Cleaning - Cambridge company killing COVID-19 - <https://www.kitchenertoday.com/coronavirus-covid-19-local-news/cambridge-company-killing-covid-19-2334352>

Driverseat Cambridge - Cambridge driving company offers free grocery delivery to seniors, those in need - <https://www.cambridgetimes.ca/community-story/9958057-cambridge-driving-company-offers-free-grocery-delivery-to-seniors-those-in-need/>

Sensor Health - <https://www.youtube.com/watch?v=TNM1r35C4mQ>

PRI-med Chooses Cambridge for Medical Manufacturing - <https://www.areadevelopment.com/newsItems/8-27-2020/primed-medical-products-manufacturing-cambridge-ontario.shtml>

Amazon Delivery Station to Open in Cambridge - <https://www.therecord.com/news/waterloo-region/2020/08/21/amazons-vote-of-confidence-in-this-region.html>

Precision Biomonitoring NGen Funding - http://www.globenewswire.com/news-release/2020/06/02/2042502/0/en/NGen-Funding-Continues-to-Support-Canada-s-COVID-19-Response.html?utm_content=130764989&utm_medium=social&utm_source=linkedin&utm_channel=lcp-11478705

Received almost \$5m in NGen funding (with additional funding received from NRC IRAP), funding supported 13 jobs and they expect to grow by 27 more within the next two years.

Core Areas:

Business Closures: Galt – 9, Preston - 6, Hespeler – 3

Business Opens: Galt – 13, Preston - 8, Hespeler – 2

Local companies supplying PPE:

34 local companies supplying PPE (list is still being generated)

Disinfection	6
Face Shields	2
Floor Markings	4
Hand Sanitizer	5
Masks/Gloves and Gowns	8
Tabletop Shields	3
Other	6

Local companies pivoted regular operations to assist with COVID-19 related items

Company	Product
Septodont	Hand Sanitizer
Avaria Beauty	Hand Sanitizer
Plastics Redeemed	Lexan for creation of face shields
Prescientx	Portable disinfectant conveyors for medical masks
Driverseat	Shuttle service turned free grocery delivery for seniors
Allcard	Germicidal Irradiation Unit
Dare foods	Donation of 100,000 boxes of Bear Paws to Canadian foodbanks
Eclipse	N95 and surgical mask production for domestic use
ATS	Automated system for testing kits, filtering facepiece respirators, ventilator components
City-wide Building Maintenance Solutions	Donations of food and industrial strength disinfectant materials to local foodbanks.
Lens Mill	Selling fabric mask, cap and gown diy kits
Canway Cleaning	Specializing in office/industrial disinfecting
OTHER:	
Cambridge Chamber	Free advertising for restaurants on Gateway TV