



Report
Staff Report
The Corporation of the City of Brampton
2/21/2024

Date: 2024-02-15

Subject: **Budget Amendment – Attracting International Entrepreneurs to the City of Brampton**

Contact: Clare Barnett, Director, Economic Development and International Relations

Report number: CAO's Office-2024-166

RECOMMENDATIONS:

1. That the report from Denise McClure, Senior Manager, Economic Development, to the Committee of Council Meeting of February 21, 2024, re: **Budget Amendment – Attracting International Entrepreneurs to the City of Brampton**, be received;
2. That the Mayor and City Clerk be authorized to execute a funding agreement with the Ministry of Labour, Immigration, Training and Skills Development regarding the delivery of business services in the City of Brampton, in a form satisfactory to the City Solicitor (or designate);
3. That the Mayor and City Clerk be authorized to sign an agreement with the Toronto Business Development Centre (TBDC), a not-for-profit corporation, to implement the funding agreement, in keeping with the priorities of supporting International Entrepreneurs in the City of Brampton, and that the form of such agreement is satisfactory to the City Solicitor (or designate);
4. That staff report back to Council on achievements and results of the funding agreement on an annual basis; and
5. That a budget amendment be approved, and a new capital project established in the amount of \$4,000,000 for Economic Development, in partnership with the TBDC, to attract more entrepreneurs and business investment, and to be funded from the Ministry of Labour, Immigration, Training and Skills Development.

OVERVIEW:

- **On March 23, 2023, the 2023 Ontario Budget announced funding to support the City of Brampton in attracting more entrepreneurs and business investment to help drive business and economic growth in the City.**
- **The Entrepreneurship Skills and Talent Development Program (the Program) aims to build the City of Brampton’s programming capacity for immigrant entrepreneurs and their families through skills training and settlement services.**
- **The Program is a provincial initiative that will be located in the Innovation District, administered at Brampton BHive (BHive) by the TBDC on behalf of the City of Brampton, and will involve working closely with the Economic Development Office.**
- **The Program aligns with the work of the City of Brampton Economic Development Office and the Brampton Entrepreneur Centre and supports the opportunities identified by the Economic Development Office for the City of Brampton to attract new business investment from global markets.**
- **The Economic Development Office will continue to develop plans, projects and initiatives that focus on attracting investment in key markets to bring jobs and investment to the City.**
- **A budget amendment and new capital project are required in the amount of \$4,000,000 for this initiative. Once these allocated funds are exhausted, the City of Brampton will not provide additional funding or top-ups for this initiative.**

BACKGROUND:**Attracting International Entrepreneurs to the City of Brampton**

The City of Brampton, as an internationally competitive city, helps newcomer entrepreneurs to relocate to the City with a goal of establishing their businesses. With an initial investment made by City Council in 2020, the Economic Development Office established Brampton BHive (BHive), a startup incubator program administered by the Toronto Business Development Centre (TBDC) that offers international startups the tools, resources, and space to establish their businesses in Ontario. Since its inception in 2021, more than 200 entrepreneurs have been attracted to the City through BHive.

On March 23, 2023, the 2023 Ontario Budget announced funding to support the City of Brampton in attracting more entrepreneurs and business investment to help drive

business and economic growth in the city. The \$4,000,000 investment by the Ontario Government will help attract and support an estimated 100 new entrepreneurs who will establish Micro, Small, and Medium Enterprises (MSMEs) through BHive's programming and facilities.

CURRENT SITUATION:

Closing the Service Gaps for International Entrepreneurs

Building on previous investments made in BHive, the Entrepreneurship Skills and Talent Development Program (the Program) aims to increase the City of Brampton's programming capacity for immigrant entrepreneurs and their families through skills training and settlement services.

The Program is a provincial initiative that will be located in the Innovation District, administered at BHive by the TBDC on behalf of the City of Brampton.

Working closely with the Economic Development Office, the Program will deliver three streams of support:

1) **Awareness and Attraction**

Efforts will be taken to raise awareness and accelerate the attraction of international entrepreneurs and MSME businesses.

2) **Business Immigration Support**

Support will be provided to attract entrepreneurs and business owners through immigration programs such as Global Talent Stream, C-11 Work Permit, LMIA-based Work Permits and Inter-company transfers.

3) **Programming Services, Including Resettlement Supports**

The City aims to provide personalized support to international entrepreneurs through enhanced programming services and settlement supports. This involves tailoring assistance to entrepreneurs with a view to aiding their success and integration into the local business community.

The Program is expected to generate in excess of \$25,000,000 in revenue and create 300 new jobs.

By providing support to interested entrepreneurs through various immigration programs, the City of Brampton aims to attract MSMEs that are aligned with its growth agenda and with Brampton's Innovation District.

The investments from the Ontario government will further help to expand the scope of current programming to service a wider array of entrepreneurs from a range of countries who have diverse needs, such as referring qualified entrepreneurs to immigrant settlement services and filling the gaps in current services.

This proposed agreement allocates annual funding for BHive, administered by the TBDC, of approximately \$4,000,000 over 18 months, starting on April 1, 2024. The Economic Development Office will enter into an agreement with the TBDC to fulfill the mandate of the Provincial Transfer Payment Agreement. The Agreement with the TBDC will outline the funding allocations for each proposed support stream.

CORPORATE IMPLICATIONS:

Financial Implications:

A budget amendment and new capital project are required in the amount of \$4,000,000 for Economic Development, in partnership with the TBDC, to attract more entrepreneurs and business investment with funding to be provided from the Ministry of Labour, Immigration, Training and Skills Development (MLITSD). Once these allocated funds are exhausted, the City of Brampton will not provide additional funding or top-ups for this initiative.

Legal Implications:

This report recommends a Transfer Payment Agreement be executed between the City of Brampton and the MLITSD. Upon Council approval, this Agreement is proposed to be executed by the Mayor and City Clerk.

Subsequently, the City of Brampton will enter into an agreement with the TBDC, the administrator of BHive. The subject matter shall be satisfactory to the Director of Economic Development and the form of such an agreement satisfactory to the City Solicitor (or designate).

STRATEGIC FOCUS AREA:

This report supports the Strategic Focus Area of Growing Urban Centres and Neighbourhoods to stimulate Innovation, Create Jobs, and Grow Investment.

CONCLUSION:

The Entrepreneurship Skills and Talent Development Program aligns with the work of the Economic Development Office and the Brampton Entrepreneur Centre. There are significant opportunities for the City of Brampton to attract and support entrepreneurs. This report recommends that the City of Brampton enter into a Transfer Payment

Agreement with the Ministry of Labour, Immigration, Training and Skills Development and a subsequent agreement with the Toronto Business Development Centre to allocate \$4,000,000 of funding from the Province of Ontario to BHive, starting on April 1, 2024, to implement the Program.

Authored by:

Reviewed by:

Denise McClure
Senior Manager, Economic
Development & International
Relations
Economic Development

Clare Barnett
Director, Economic Development &
International Relations
Economic Development

Approved by:

Approved by:

Marlon Kallideen
Chief Administrative Officer
Office of the CAO

Marlon Kallideen
Chief Administrative Officer

Attachments:

- Attachment 1 – Brampton Entrepreneurship Skills & Talent Development Proposal