



Business Capacity Inventory – Press Releases

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GEDC Business Capacity Inventory Launch

The Greenstone Economic Development Corporation (GEDC), in partnership with Greenstone Gold Mines, AV Terrace Bay Inc. and the Municipality of Greenstone, is pleased to announce the launch of the Business Capacity Inventory project at the annual Trade Show in Geraldton on April 13-14, 2018. The prospect of the imminent development of the Greenstone Gold Mine, in addition to the present opportunities available in the region through the forestry industry and municipal services have made it necessary for GEDC to ensure that these entities are fully aware of the expertise and resources available in the Greenstone area. GEDC has retained SNC Lavalin Inc. to assist in the execution of this project, building upon previous analysis conducted for GEDC.

The goal of this inventory will be to outline the capacity of Greenstone businesses, as well as indicate their interest level in partnering to become suppliers to regional development projects. As such, we have tailored this undertaking to the needs of the region by actively engaging with the three largest procurement sectors within the Greenstone region: Mining, Forestry and Municipal Services. The business capacity inventory will allow procurement departments from these sectors to identify potential local suppliers that can execute contracts, or parts of contracts, on their respective projects.

Previous meetings with businesses have identified a disconnect that exists between operations occurring within the Greenstone region and local businesses, resulting in missed opportunities locally. GEDC aims to rectify this by engaging with local businesses in order to identify:

- Inventory of skilled labourers within the Greenstone region;
- Inventory of available equipment and technology; and
- Barriers to business growth.

This information will allow GEDC to further engage with project partners to identify potential suppliers for goods and services during the contract tendering process for their respective operations. GEDC will also be able to use this information to share between compatible businesses, locally and regionally, for contracts that may be too large to have a successful bid as a single entity. These partnering opportunities will assist small to medium-sized businesses to collaborate so they can take advantage of a combined workforce and capital.

The types of businesses that GEDC is interested in engaging with during this process include those in the following sectors:

- Construction Services;
- Skilled Labour;
- Heavy Equipment;
- Professional, Scientific and Technical Services;

- Transportation;
- Manufacturing;
- Education Providers / Training Centres;
- Wholesale and Retail Trade;
- Tourism and Leisure; and
- Finance.

The team at GEDC looks forward to engaging with members of the local business community to help showcase their capability, experience and entrepreneurship to the key drivers of regional economic development. We thank you for your interest, and look forward to working with you as we execute this important project in our continuing effort towards our mutual goals of maximizing local procurement, and promoting business sector within the Greenstone region.

If you are interested in collaborating with us in our Business Capacity Inventory and to receive additional information; please email us at info@gedc.ca or telephone at 807-854-2273.

(April 12, 2018)

GEDC Business Capacity Inventory Visits In-progress!

Greenstone Business visits will be made along with mail-out packages to relevant businesses over the next couple of months, to gain their input and information for our inventory.

The Business Capacity Inventory project is a partnership between Greenstone Economic Development Corporation (GEDC), Greenstone Gold Mines, AV Terrace Bay Inc. and the Municipality of Greenstone. The goal of this inventory will be to outline the capacity of Greenstone businesses, as well as indicate their interest level in partnering to become suppliers to regional development projects. As such, we have tailored this undertaking to the needs of the region by actively engaging with the three largest procurement sectors within the Greenstone region: Mining, Forestry and Municipal Services.

We are approaching businesses in the following sectors for their input:

- Construction Services;
- Skilled Labour;
- Heavy Equipment;
- Professional, Scientific and Technical Services;
- Transportation;
- Manufacturing;
- Education Providers / Training Centres;
- Wholesale and Retail Trade;
- Tourism and Leisure; and
- Finance.

Help us build an inventory of suppliers for possible future procurement opportunities in Greenstone.

Contact us today info@gedc.ca or 854-2273 if you are interested in partaking.

(May 10, 2018)



The approach to the Business Capacity Inventory!

We are approaching targeted local businesses through face-to-face visits and mail-out packages over the next month. We are visiting businesses throughout Greenstone, so if we miss you on a face-to-face visit we will send out a survey/questionnaire package afterwards. All businesses who have been supplied with a survey will receive a follow-up call to gauge interest level and inquire if there are any questions.

The Business Capacity Inventory project is a partnership between Greenstone Economic Development Corporation (GEDC), Greenstone Gold Mines, AV Terrace Bay Inc. and the Municipality of Greenstone. The prospect of the imminent development of the Greenstone Gold Mine, in addition to the present opportunities available in the region through the forestry industry and municipal services have made it necessary for GEDC to ensure that these entities are fully aware of the expertise and resources available in the Greenstone area.

The goal of this inventory will be to outline the capacity of Greenstone businesses, as well as indicate their interest level in partnering to become suppliers to regional development projects. Get your business on the radar! Help us build an inventory of suppliers for possible future procurement opportunities in Greenstone. Complete a survey today!

If we have not reached out to you and you are interested in partaking, please contact us at info@gedc.ca or 807-854-2273.

(May 17, 2018)



Business Capacity Inventory – Survey Stage deadline approaching.

The Survey stage of the project is nearing completion; final follow-up calls, visits and emails are being conducted with businesses regarding pending surveys. There is a pocket flashlight, as a token of appreciation, for every business that submits a survey!

The response to date has been great with the majority of businesses wanting to partake and help us compile the information; but finding the time to do so have been difficult for them. GEDC has worked with business owners through visits, phone-calls, emails, and electronic forms to help the process, in addition to extending the survey stage timeline several weeks to June 30, 2018.

The goal of the inventory is to benefit the local business community and provide services/resources to the Mining, Forestry and Municipal Services sectors. Some regional businesses, referred by other survey respondents and working in the area, have been included in the inventory to round out the services/resources available.

After the survey stage, the information will be compiled into an inventory of suppliers for possible future procurement opportunities in Greenstone and public summary report will be released. The only way to get your business on the radar is to complete a survey!

For more information you can contact us, via email info@gedc.ca, telephone 807-854-2273 or visit our website www.gedc.ca .

(June 12, 2018)



Business Capacity Inventory—Survey Stage Complete!

The Survey stage is now complete; during the last three months GEDC has approached targeted businesses, based on their relevance to the project scope, to complete a questionnaire/survey. GEDC made initial contact via community visits, mail-out packages, telephone calls and emails pending business owner availability. Through media pieces and referrals additional interested businesses were added to the list. During the follow-up stage additional community visits, telephone calls and emails were completed as necessary to assist those interested in completing the questionnaire.

GEDC is pleased to report we obtained over a 50% response rate on our completed questionnaire/surveys. This is a great rate considering some areas can suffer survey fatigue and business owners are generally busy running their business. Thank you to everyone who participated!

The businesses that submitted their questionnaire will be added to an inventory which will be provided to companies looking for services/resources in the mining, forestry and municipal sectors. The inventory is a live document so updates will be made accordingly upon request of the businesses. GEDC will also review their online business directory at www.gedc.ca and update contact information accordingly for those businesses applicable. Past press releases on the project progress can also be viewed on the GEDC website.

A public summary report will be released on the findings of the project and recommendations. Stay tuned for updates!

Please feel free to contact GEDC with any questions or concerns at 807-854-2273 or info@gedc.ca

(July 19, 2018)

Business Capacity Inventory Project in Final Stages!

The Survey stage of the project was completed at the end of July 2018 with over a 50% response rate from regional businesses. The businesses that submitted their questionnaire have been added to an inventory which will be provided to companies looking for services/resources.

The inventory will be a live public document so updates can be made accordingly upon request of the businesses. The inventory includes a summary of services and resources that were outlined in the questionnaires; which are kept on file should a company require more detailed information. The survey respondents were sent a copy of the draft inventory for review prior to release.

There will be a public presentation on the findings and recommendations of the project on November 6, 2018 in both Longlac and Geraldton. The first session will be held at the Longlac Senior Citizens Club from 2:00 p.m. – 3:00 p.m. and second session will be held at the Geraldton Administration Office from 6:30 p.m. to 7:30 p.m. The public summary report and inventory will be released at that time to attendees and then will be made available on our website.

The Business Capacity Inventory project is a partnership between Greenstone Economic Development Corporation (GEDC), Greenstone Gold Mines, AV Terrace Bay Inc. and the Municipality of Greenstone.

To register, please contact GEDC Business Centre via email info@gedc.ca or by telephone (807) 854-2273 ext. 21 or ext. 27.

(October 25, 2018)

Business Capacity Inventory and Report Release

Public presentations on the findings and recommendations of the project were held on November 6, 2018 in Longlac and Geraldton - approximately 30 attendees were present.

The report highlights the study purpose, assessment and inventory methodology, survey results, recommendations and suggested actions, and next steps. Attendees were pleased to hear that there will be continuity in the project, with Municipality of Greenstone's new project focused on some of the actions.



The inventory at time of publication is comprised of the 56 businesses that completed the questionnaires; this was over a 50% response rate of businesses approached. The initial “target list” of businesses was derived from the GEDC Business Directory and drilled down to within the project scope; in addition to those who were referred to us or requested to be part of the project. It was reiterated in the presentations that the inventory would be a live public document and updated periodically; this includes changes by existing businesses on the list or new ones who wish to be added. Some felt that the inventory was not applicable to them but it was noted that every business could benefit. For example: for every direct dollar spent in a construction phase there is typically an additional \$3 spent in spin-off/in-direct expenses.

The inventory includes a summary of services and resources that were outlined in the questionnaires; which provides “a local insight level” of information for companies looking for certain resources and services. In addition, it outlines businesses/organizations who indicated an interest in partnering. Stephen Lindley, the consultant and presenter, discussed the benefits of partnering and the importance of allowing time to build relationships for partnering - waiting until the contracts come out to tender can be late to prepare. Partnering can include “business to business locally” and “business locally to business regionally” for example. Partnering can increase your capacity without necessarily increasing your risk, and link synergies between different types of businesses/organizations. The importance of aligning training programs and providers to future needs was also noted, which could include partnerships. A show of hands indicated the benefit and interest level of a “Partnering 101” workshop.

The Business Capacity Inventory project was a partnership between Greenstone Economic Development Corporation (GEDC), Greenstone Gold Mines, AV Terrace Bay Inc. and the Municipality of Greenstone.

The report and inventory will be available in both official languages on the GEDC website www.gedc.ca along with other updates and contact information.

(November 15, 2018)