

ECONOMIC DEVELOPMENT ADVISORY COMMITTEE

DATE: Wednesday, February 26, 2025

TIME: 7:00 p.m. to 9:00 p.m.

PLACE: Council Committee Room, Coquitlam City Hall

CALL TO ORDER

ADOPTION OF MINUTES

- 1. Minutes of the Economic Development Advisory Committee Meeting held on Wednesday, October 23, 2024**

Recommendation:

That the Minutes of the Economic Development Advisory Committee Meeting held on Wednesday, October 23, 2024 be approved.

NEW BUSINESS

- 2. Committee Welcome (Introductory Comments by the Committee Clerk)**
7:05 – 7:15 p.m. (10 minutes)
- 3. Review and Adoption of the 2025 Economic Development Advisory Committee Work Plan**
7:15 – 7:30 p.m. (15 minutes)
Recommendation:
That the Committee recommend to Council to approve the 2025 Economic Development Advisory Committee Work Plan.
- 4. Review of the Economic Development Division (Presentation by the Senior Manager Economic Development and the Manager Business Growth)**
7:30 - 8:00 p.m. (30 minutes)
- 5. Intelligence to Action – Responding to Tariff Threats (Presentation by the Senior Manager Economic Development, the Manager Business Growth and John Nan, Senior Account Manager, Bank of Canada)**
8:00 – 8:20 p.m. (20 minutes)
- 6. Support for Small Business (Presentation by the Senior Manager Economic Development and the Manager Business Growth)**
8:20 – 8:40 p.m. (20 minutes)



7. Committee Members' Roundtable / Emerging Issues (Standing Agenda Item)
8:40 - 9:00 p.m. (20 minutes)

OTHER BUSINESS

NEXT MEETING DATE - Wednesday, May 21, 2025

ADJOURNMENT

**ECONOMIC DEVELOPMENT ADVISORY COMMITTEE
Wednesday, October 23, 2024**

A Regular Meeting of the Economic Development Advisory Committee convened on Wednesday, October 23, 2024 at 7:00 p.m. in the Council Committee Room, City Hall, 3000 Guildford Way, Coquitlam, BC, with the following persons present:

COMMITTEE MEMBERS: Councillor Trish Mandewo, Vice Chair
Mohammad Darwish, Citizen Representative
Emma Friess, Citizen Representative
JJ Lee, Citizen Representative
Marion Lochhead, Citizen Representative
Rohith Manhas, Citizen Representative
Elizabeth Mayorga, Citizen Representative
Deryck Persaud, Citizen Representative
Matthew Sebastiani, Citizen Representative
John Toor, Citizen Representative
Vanessa Wideski, Citizen Representative

REGRETS: Councillor Steve Kim, Chair
Zorica Andjelic, Citizen Representative
Catherine Williams, Douglas College-Coquitlam Campus
Leslie Courchesne, Tri-Cities Chamber of Commerce

STAFF: Eric Kalnins, Senior Manager Economic Development
Edward Tain, Manager Business Growth
Heidi Hughes, Manager Tourism and Visitor Economy
Amalee Truong, Committee Clerk

CALL TO ORDER

The Vice Chair provided an Indigenous territorial acknowledgement.

ADOPTION OF MINUTES**1. Minutes of the Economic Development Advisory Committee Meeting held on Wednesday, July 24, 2024**

The Minutes of the Economic Development Advisory Committee Meeting held on Wednesday, July 24, 2024 were approved.

NEW BUSINESS**2. Corporate Partners Program 2024 Sponsorship Update**

The Senior Manager Economic Development provided a presentation entitled “Corporate Partners Program 2024 Sponsorship Update” that covered the following topics:

- Review of the program’s highlights and achievements in 2024
- Overview of next steps including a formal review of the Corporate Partners Program

Discussion ensued relative to the following:

- Desire to further understand plans to increase corporate partnerships in the future
- Desire to ensure corporate partnerships align with goals and values of specific events and civic facilities
- Appreciation for the accomplishments of the Corporate Partners program
- Support for large sponsors to be granted naming rights to civic facilities, infrastructure, and programs
- Desire for the City to collaborate with other municipalities in the Tri-Cities to attract substantial, long-term corporate sponsors
- Desire for the City to host more speaker events and tradeshows

3. 2024 Year End Review / Identify Potential Items for the Draft 2025 Work Plan

The Senior Manager Economic Development, Manager Business Growth, and Manager Tourism and Visitor Economy provided a presentation entitled “Economic Development Advisory Committee” that covered the following topics:

- Overview of implementation plan, priorities, and future goals of the economic development strategy
- Overview of the Advisory Committee’s accomplishments over the past two years
- Next steps in advancing the Economic Development Strategy
- Overview of the City’s film strategy in relation to economic development

- Updated film permitting and revenue numbers as compared to previous years
- Overview of sustainable economic growth through community-based tourism and community-led festivals and events
- Provided a conceptual overview of the Festival and Events Strategy scheduled to begin in 2025

There was no discussion to this item.

4. **Committee Members’ Roundtable / Emerging Issues**

The Chair invited Committee members to share information and emerging issues from their communities.

The following information was shared:

- Update regarding development and establishment of the Coquitlam North Road Business Improvement Association (BIA)

The Chair expressed gratitude to the Advisory Committee for the work they have done over the past two years.

OTHER BUSINESS

NEXT MEETING DATE - 2025

ADJOURNMENT

The meeting adjourned at 8:58 p.m.

MINUTES CERTIFIED CORRECT:

Trish Mandewo, Vice Chair

Amalee Truong, Committee Clerk

City of Coquitlam

2025 Advisory Committee Orientation Session



Coquitlam



2025 Advisory Committees

- Accessibility and Inclusion Advisory Committee (AIAC)
- Community Safety Advisory Committee (COSAC)
- Culture Services Advisory Committee (CSAC)
- Economic Development Advisory Committee (EDAC)
- Multiculturalism Advisory Committee (MAC)
- Sports and Recreation Advisory Committee (SRAC)
- Sustainability and Environmental Advisory Committee (SEAC)



Coquitlam

Coquitlam City Council



Left to Right: Councillor Dennis Marsden, Councillor Robert Mazzarolo, Councillor Trish Mandewo, Councillor Steve Kim, Mayor Richard Stewart, Councillor Craig Hodge, Councillor Teri Towner, Councillor Brent Asmundson, Councillor Matt Djonlic



Coquitlam

The City's Planning Process & You

Advisory committee volunteers are typically residents and community stakeholders.



Coquitlam



Committee Mandate

As directed and approved by Council, the foundation of all advisory committee mandates is to provide advice in the form of input/feedback, within the context of the Committee's area of responsibility, as it relates to the City's strategic goals, directions and priorities.

For more details, please refer to the Terms of Reference for the committee that you are serving on.



Address priorities that relate to economic development, tourism and the visitor economy, festivals and events, film and corporate partnerships

Provide advice on how to advance implementation strategies and work in collaboration to move forward the Economic Development Strategy

Identify economic development impediments and opportunities for the City; Advise on business attraction and business retention and expansion activities

Advise on ways to provide information about business to the general public; Attend to economic development matters which may be referred to the Committee by Council or other standing committees of Council

Consider and make recommendations to Council on matters identified in the Committee's work plan

Role of the Committee



Provide information and well considered advice to Council and staff on issues of concern to the public and the City.

Provide recommendations for consideration by Council and staff and undertake work referred by Council and work within the direction provided by Council .

Sub-committees & Working Groups are formed to address specific work plan topics that require investigation. They may support the Committee and staff in planning for and/or carrying out events.

Meetings are open to the public unless Closed under the *Community Charter* and require a minimum of 24 hours posted public notice.

Terms of Appointment

- The terms of appointment for the advisory committees is now 2 years in length, expiring in December of 2026
- Individuals may serve consecutive terms on any advisory committee



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Role of the Chair and Vice Chair

Set the agenda, ensure quorum and adherence to the agenda and work plan.

Open, close meetings and keep within 2-hour time frame.

Build consensus and seek agreement.

Assist Committee members with putting forward succinct motions.



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Role of Staff Liaison(s)

- Provide information and professional advice
- Support the Chair and Vice Chair to develop agenda and meeting materials
- Coordinate and provide presentations and engagement activities to the committee
- Draft Committee reports
- Provide updates relative to the approved work plan
- Help coordinate Committee events



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Role of Committee Clerk

- Prepares an agenda, based on the tasks identified in the work plan and in cooperation with the staff lead(s) and Chair
- Attends meetings and records minutes
- Assists with process and procedural issues
- Handles meeting logistics such as scheduling, tracking member attendance and providing other administrative support as necessary



Coquitlam

Conduct

- Regular attendance and active participation are expected
- Prepare for meetings by reading agenda material in advance
- Listen to others and observe the rule of one speaker at a time
- Speak when acknowledged by the Chair and through the Chair
- Observe rules of decorum and debate
- Put public interest about individual, group or social interests and consider this position as an opportunity to serve society
- Adhere to the City of Coquitlam Respectful Workplace Policy
- Do not misrepresent yourself as having any authority beyond that delegated by Council
- Never offer, give or accept gifts, favours, or services that might tend to influence the discharge of duties
- Never use your position to secure advantage
- Never disclose confidential information



Coquitlam

Conflict of Interest

Check with the Committee Clerk or Chair if you think you may have a conflict of interest on a particular topic.



You must declare a Conflict of Interest and withdraw from the meeting for that item and can return once that discussion has concluded.



Coquitlam

Housekeeping Items



Coquitlam

Lots of accessible parking.

We have refreshments – coffee, tea and cold drinks.

We have unisex and gender-specific washrooms.

The emergency exit is the stairwell to Guildford Way and the muster station is in the parking lot west of City Hall.

In case of an earthquake drop, cover & hold on.



Committee Meetings Administrative Information



Coquitlam

Agenda packages will be distributed one week in advance of the meeting via email.

When you receive your agenda package, you will be asked to confirm your attendance to ensure quorum.

You are responsible to respond to the Committee Clerk's email noting whether you will be in attendance prior to the meeting.

The Committee Clerk is your primary liaison, please email them if you have any questions, comments or concerns.

Electronic Meeting Participation



Coquitlam

In the spirit of transparency, in-progress meetings will be accessible via Zoom Webinar registration through a link on the City's website.

Pursuant to the *Council Procedure Bylaw*, a member may participate remotely if the Corporate Officer determines electronic participation should be made available.

Electronic participation is a tool to be utilized when in-person attendance is not an option. This is to be used as an emergency option only.

The City uses Zoom to electronically conduct advisory committee meetings when electronic participation is required.

To ensure a great Zoom meeting experience for all participants, please wear a headset with mic and join the meeting from a quiet space.

In some cases, members of the public may also participate in committee meetings remotely

Questions?

Meghan Malkowich
Committee Clerk

committeeclerk@coquitlam.ca

City Clerk's Office
604-927-3010



Coquitlam



**ECONOMIC DEVELOPMENT ADVISORY COMMITTEE
TERMS OF REFERENCE****Issue Date: March 2015****Revised: December 2024****Committee Mandate:**

The mandate of the Economic Development Advisory Committee (EDAC) is to provide a local perspective and advice to Council with respect to achieving the City's strategic goals and accompanying strategic directions. The Committee will:

- Address priorities that relate to economic development, tourism and the visitor economy, festivals and events, film and corporate partnerships;
- Provide advice on how to advance implementation strategies and work in collaboration to move forward the Economic Development Strategy;
- Identify economic development impediments and opportunities for the City;
- Advise on business attraction and business retention and expansion activities;
- Advise on ways to provide information about business to the general public;
- Attend to economic development matters which may be referred to the Committee by Council or other standing committees of Council; and
- Consider and make recommendations to Council on matters identified in the Committee's work plan.

Composition:

The Committee is an advisory body composed of two (2) Council members, one (1) organizational representative from the Tri-Cities Chamber of Commerce, one (1) organizational representative from Douglas College – Coquitlam Campus, and eleven (11) citizen representatives.

Chair, Committee Administrator, Recording Clerk and Staff Support:

Two Members of Council will be appointed by Council to serve as the Chair and Vice-Chair of the Committee.

The Corporate Officer or designate will prepare the agenda and notice of meeting and will serve as Committee Administrator and Recording Clerk.

The Manager of Economic Development or designate will serve as the staff liaison to support the Committee.

Staff serve in a support role and are not members of the Advisory Committee.

Quorum and Procedures:

A quorum will be a majority of the appointed members and must include at least one (1) of the Council members appointed.

Where quorum is present, minutes prepared by the Recording Clerk shall go forward to Council.

Where a quorum is not present, notes of the meeting shall go forward for receipt and consideration at the next convenient meeting of Council.

The meetings are scheduled quarterly and may be cancelled or re-scheduled at the call of the Chair. Meetings are not typically scheduled in August and December.

When a Committee makes a recommendation for Council action, it shall go forward to Council for consideration as a specific item within the minutes prepared by the Recording Clerk.

Working Groups or sub-committees may be established by the Economic Development Advisory Committee to pursue specific projects and issues. Committee working groups and sub-committees do not typically receive support from staff or the City Clerk's Office.

Governance Model:

City Council has distinct responsibilities to govern.

The Committee has distinct responsibilities to represent citizen interests and provide advice to Council.

The Committee represents one collective voice.

The role of staff is to provide support to the Committee including meeting coordination, agenda management, minute taking, minute distribution and providing information, in the form of reports and/or advice, when requested within the limits of the available resources and in accordance with the work plan approved by Council.

Work Plan:

An annual work plan will be prepared by the Committee and will be approved by Council prior to work commencing. It is recognized that work items may arise during the course of the year, and that additions to the work program may be recommended by Council, staff, or the Committee itself. Revised work plans will be subject to Council approval.

Duty of Members:

Members are expected to advance developments in the best public interest, in keeping with the mandate of the Committee and resolve any potential conflicts between their personal interests in order to support the overall well-being of the Committee.

Members are expected to attend all meetings and participate fully in order to bring the full range of their skills, experiences and diversity to each issue and thus provide the necessary input to the Committee as needed.

All Members are expected to review distributed material before the meeting.

Members shall advise the Recording Clerk of their anticipated absence prior to a scheduled meeting. Absences and regrets will be recorded. Citizen representatives are not permitted to designate alternate representation at meetings. Citizen representatives who are absent, without reasonable cause or having been granted a leave of absence, from three consecutive meetings of the Committee may be subject to dismissal from the Committee.

Any member of a Committee wishing to resign from a Committee is requested to provide the resignation in writing to the Committee Chair with a copy to the Recording Clerk.

Communication:

All official representation of the Committee is through the Chair or designate.

Communication with staff is through the staff liaison.

The media contact on behalf of the Committee is the Chair.

Reimbursement:

There is no financial reimbursement to Committee members.

Committee Member Terms:

Term of Duty for the Economic Development Advisory Committee is two years.

Upon expiration of the Term of Duty, outgoing members may re-apply for appointment during the recruitment process.

Termination of the Committee

The Committee exists at the pleasure of City Council.



2025 Economic Development Advisory Committee Meeting Schedule

Meetings are generally scheduled quarterly, or as needed, on the fourth Wednesday of the month from 7:00 p.m. – 9:00 p.m. Exceptions to this schedule are noted below with an asterisk (*).

DATE	TIME	LOCATION
February 26, 2025 (Wednesday)	7:00 – 9:00 p.m.	Council Committee Room
*May 21, 2025 (Wednesday)	7:00 – 9:00 p.m.	Council Committee Room
No meetings in August		
July 23, 2025 (Wednesday)	7:00 – 9:00 p.m.	Council Committee Room
October 22, 2025 (Wednesday)	7:00 – 9:00 p.m.	Council Committee Room
No meetings in December		

Notes:

- Meeting dates are subject to change, as needed.
- *May 21, 2025: Scheduled to avoid conflict with FCM (May 29 – 30)

2025-2026 Committee Orientation Manual

An Overview of the Advisory Committee Process

City Clerk's Office – City of Coquitlam

Updated: January 28, 2025

Reference Contacts:

Committee Clerk

Email: committeeclerk@coquitlam.ca

Phone: 604-927-3010

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Council and Committees

Coquitlam City Council

Coquitlam City Council is comprised of one Mayor and eight Councillors who are elected for a four-year term. The next General Local Election will be held in October 2026.

Members of the 2022-2026 term of Council include:

- Mayor:** Richard Stewart
- Councillors:** Brent Asmundson
Matt Djonlic
Craig Hodge
Steve Kim
Trish Mandewo
Dennis Marsden
Robert Mazzarolo
Teri Towner

Council is a legislative (lawmaking) body with responsibility for exercising all legislative and administrative authority conveyed upon the City of Coquitlam (“the City”) by the Provincial Government, primarily through the *Local Government Act* and the *Community Charter*. The Mayor is the head of Council and, as per the *Community Charter*, is the Executive Officer of the City.

Coquitlam Committee Structure

There are a number of different committees that exist in the City of Coquitlam. Each one differs based on its function, the members appointed to the Committee, and its meeting schedule.

Coquitlam Advisory Committees

Section 142 (1) of the *Community Charter* authorizes Council to establish and appoint an advisory committee to consider or inquire into any matter and to report its findings and opinion to the Council.

Council adopts Terms of Reference for each advisory committee which include its mandate, term, composition and procedures.

For 2025 and 2026, Council has established the following advisory committees:

- Accessibility and Inclusion Advisory Committee
- Community Safety Advisory Committee
- Culture Services Advisory Committee
- Economic Development Advisory Committee
- Multiculturalism Advisory Committee
- Sports and Recreation Advisory Committee
- Sustainability and Environmental Advisory Committee

Information regarding each of these committees, including meeting schedule, committee membership, mandates, Terms of Reference, and work plans, can be found on the City's website at www.coquitlam.ca/committees.

Statutory Committees

Statutory committees, also known as boards, commissions or committees, are established pursuant to facilitating legislation and serve at an arms-length capacity to the Council on behalf of, or in cooperation with, the municipality. Examples of such committees are:

- The Library Board (established pursuant to the *Library Act*); and
- The Board of Variance (established pursuant to the *Local Government Act* (s. 536)).

Composition and Expectations of Advisory Committees

The Role of the Committee Chair, Vice Chair, Members, and City Staff

The Role of Chair and Vice Chair

Advisory committees are established by Council and are typically comprised of Council members and residents. The Chair and Vice Chair of an advisory committee are Council members.

The role of the Chair is to lead the meeting and to ensure that all committee members present have the opportunity to participate. The following identifies more specific duties of the Chair:

- Sets the agenda
- Ensures that a quorum is present and opens the meeting at the prescribed time
- Ensures the committee adheres to the agenda
- Prevents new issues from side tracking the agenda
- Maintains the meeting length to two hours
- Enforces the rules of decorum
- Ensures the meeting adheres to the City of Coquitlam Respectful Workplace Policy
- Respects members' views
- Seeks agreement and builds consensus
- Assists committee members to state motions clearly and succinctly and calls for a vote on each motion
- Declares the meeting adjourned

The Vice Chair may attend any or all meetings and in the absence of the Chair, will chair the meetings.

The Role of Committees

Committees are established to:

- Provide information and well considered advice to Council and staff on issues of concern to the public and the City
- Provide recommendations for consideration by Council and staff
- Undertake work referred by Council and work within the direction provided by Council

The Terms of Reference sets out the Committee's mandate and duties. Committees can only consider issues within those areas specified in the Terms of Reference.

Once a Committee has submitted its recommendation to Council via the meeting minutes, it is Council's decision on how to proceed with the recommendation i.e. receive, approve, amend, defer, refer or decline the recommendation.

Committees require approval from Council before initiating projects or requesting the use of staff resources. If a Committee requires staff to undertake work, the staff liaison is obligated to advise the Committee whether or not staff can undertake the work and if authority is required from Council or the Chief Administrative Officer.

The Role of the Staff Liaison

A staff liaison is defined as the staff member assigned to assist a committee in a non-voting advisory and resource capacity.

The staff liaison:

- Provides information and professional advice
- Supports the Chair in developing agendas and supporting materials
- Coordinates and provides presentations and engagement activities to the committee
- Drafts committee reports
- Provides updates to the committee on committee work plan items

The staff liaison will advise the committee if a recommendation to Council is required prior to any staff activity on an issue. For example, committees will need to seek Council approval for new initiatives and projects requiring a significant amount of staff time or costs to determine if the resources can be allocated to the committee's request.

The Role of the City Clerk's Office

A Committee Clerk is assigned by the City Clerk's Office to provide administrative support to a Committee. The Committee Clerk:

- Prepares an agenda, based on the tasks identified in the work plan and in cooperation with the staff lead and the Chair
- Distributes the agenda once approved by the Chair
- Attends meetings and records minutes
- Assists with process and procedural issues
- Prepares minutes and forwards them to Council for consideration
- Handles meeting logistics such as providing a schedule of meeting dates, times and locations, booking meeting rooms, rescheduling meetings if required, tracking member attendance for reporting to Council, assisting with committee volunteer recruitment and providing other administrative support as necessary

Minutes provide a general overview of the meeting and capture any action items (i.e. recommendations) and are not verbatim. The advice and any recommendations made at the meeting are detailed in the minutes and then forwarded to Council for consideration.

Committee Terms of Appointment

The terms of appointment for most committees expire in December every two years, unless otherwise stated in the committee's Terms of Reference. Individuals may serve consecutive terms on any advisory committee. In the year of a General Local Election, committee meetings will wind up in September; however, appointments remain in place until December 31.

The terms and conditions of appointment for statutory committee members is determined by the enabling statute or establishing bylaw.

Attendance of Committee Members

Appointed members to an advisory committee or statutory committee are required to attend regularly scheduled meetings. **The Committee Clerk should be notified as soon as possible in advance of the meeting should the member not be able to attend a meeting.**

The Advisory Committee Meeting Schedule is set on an annual basis and available at www.coquitlam.ca/committees.

Any member who is absent from three consecutive regular meetings without notifying the Committee Clerk or the Chair in advance, or without a leave of absence, may be asked to resign or may have their appointment rescinded by Council.

Committee members are reminded that attendance is vital. Quorum, or the majority of appointed members present, must be in place throughout the duration of each meeting. Without quorum, the committee is unable to hold an official meeting and make recommendations to Council.

In-Person / Electronic Attendance. Members may participate in advisory committee meetings remotely via electronic or other communication facilities if the Committee Clerk has determined that electronic participation should be made available to members and is appropriate to the circumstance at the time the meeting is called. At present time hybrid meetings (in-person and electronic participation) are available.

Electronic Participation. Members joining electronically are encouraged to join from a quiet space with good internet connectivity, and to participate actively in the meeting without interruptions as if physically sitting at the meeting table. The Chair may make the decision to remove a member from the electronic meeting if the loss of their audio/video connection (i.e. repeated comings and goings) is deemed disruptive to the meeting process.

Conduct for Committee Members

All committee members should adhere to the following:

- Regularly attend meetings
- Prepare for meetings by reading agenda material in advance
- Listen to others and observe the rule of one speaker at a time
- Speak when acknowledged by the Chair and through the Chair
- Actively participate in discussion whether attending the meeting in person or electronically
- Observe rules of decorum and debate
- Do not misrepresent yourself as having any authority beyond that delegated by Council
- Put public interest above individual, group or social interests and consider this position as an opportunity to serve society
- Treat other committee members, elected officials, and municipal staff with respect and courtesy
- Adhere to the City of Coquitlam Respectful Workplace Policy
- Never offer, give or accept gifts, favors, or services that might tend to influence the discharge of duties
- Never use position to secure advantage
- Never disclose confidential information
- Declare a conflict of interest and withdraw from committee participation on any matter that involves a direct or indirect personal financial interest

*Committee members may not be given access to or use details of the committee member contact list for personal or non-committee related business.

Removal of a Member from a Committee

The City is also committed to providing a workplace that is inclusive and welcoming for all and will not disregard, ignore, or tolerate any inappropriate or disrespectful behaviour that any reasonable individual would consider in contravention to that which is outlined in this Policy.

The City believes no one should feel unsafe in the workplace and has zero-tolerance for behaviours that contravene the City of Coquitlam Respectful Workplace Policy ([Appendix "A"](#)) and has the right to investigate incident(s), with or without the person's consent, where there are concerns about the alleged disrespectful conduct or discrimination, bullying and/or harassment.

Council may rescind appointment of or ask that a committee member resign at the request of the committee or on its own initiative.

Resignation of a Member

Any member of a committee wishing to resign from the committee is requested to provide the resignation in writing to the Chair with a copy to the Committee Clerk.

Committee Vacancy Replacement Term

In the event that there is a vacancy on an advisory committee, Council may, at its discretion, appoint a new member to fill the vacancy. The newly appointed committee member holds that position for the remainder of the existing term.

The regulations regarding statutory committee vacancies are determined by the enabling statute or establishing bylaw.

At the Meetings

Time and Location of Advisory Committee Meetings

Advisory committee meetings are generally held in either the Council Chamber or the Council Committee Room located at City Hall, Main Floor, 3000 Guildford Way, Coquitlam, BC, and can be held electronically in accordance with *Council Procedure Bylaw* provisions.

The majority of advisory committee meetings commence at 7 p.m.; however, meetings may be held during the day if required. The date of the next meeting is identified on the current meeting agenda. Meetings are typically not held in August and December.

The Committee Clerk assigned to your committee will advise you of the meeting dates and times. Meeting dates and times are also provided on the City's website at www.coquitlam.ca/committees.

Quorum

Quorum of committee members for an advisory committee meeting is outlined in each committee's Terms of Reference, and typically consists of 50% plus one of the committee members in attendance. In some cases, the Terms of Reference stipulates that one of the appointed Council members must also be present for a quorum to be achieved.

Pursuant to the Council Procedure Bylaw, the Mayor is an ex-officio and voting member of all advisory committees, however the Mayor's attendance does not count towards quorum.

Quorum for statutory committee meetings is determined by the enabling statute or establishing bylaw for the committee.

Where a quorum is not present 30 minutes after the time established for a committee meeting to start, the person responsible for recording the minutes shall record the names of those members present and the meeting will be deemed to be cancelled. If quorum is not achieved or is lost during the meeting, the Chair may choose to continue the meeting on an informal basis. Should this occur, the Committee cannot vote on any issue or make any recommendations to Council. In this situation, while formal minutes will be taken for the portion of the meeting where quorum is upheld, only informal notes will be taken for the remainder of the time where quorum is not met.

Should quorum be lost due to a disruptive internet connection (e.g. a member's audio visual is lost or they repeatedly drop in and out of the meeting), the person responsible for recording the minutes shall note that quorum was lost, and add a notation to the minutes that states: *"Due to technical difficulties with internet access, a member could not vote/fully participate electronically and, therefore, could not be included as part of quorum."*

Rules of Procedure

The Rules of Procedure are outlined in [Appendix "A"](#) to this document. Advisory committees and statutory committees follow these guidelines, provided the guidelines are not inconsistent with the committee's enabling statute, establishing bylaw, the *Local Government Act*, the *Community Charter*, Council policy, or *Council Procedure Bylaw*. The Committee may also rely upon the advice of the Committee Clerk (or another representative from the City Clerk's Office) or the staff liaison for guidance.

Voting

All members of a committee, including the Chair and/or Vice Chair, (unless otherwise stated in a committee's Terms of Reference) may vote on any question before it. In the event of a tie vote, the motion is considered defeated. In accordance with the *Community Charter*, any member who abstains from voting, without having first declared a conflict of interest and leaving the meeting, is deemed to have voted in the affirmative. Proxy votes are not permitted.

Conflict of Interest

Committee members are subject to sections 100 to 104 of the *Community Charter*. A conflict of interest exists if a committee member is a director, member or employee of an organization seeking to benefit from the City or if the committee member has a direct or indirect pecuniary (financial) interest in the outcome of committee deliberations, or another interest in the matter that constitutes a conflict of interest.

Committee members who have a conflict of interest with a topic being discussed, must declare that they have a conflict of interest, describe the nature of the conflict and leave the room before any discussions and voting thereon.

A conflict of interest does not exist if the pecuniary (financial) interest of the committee member is in common with members of the general municipality or the pecuniary (financial) interest is so remote or insignificant that it cannot reasonably be regarded as likely to influence the member in relation to the matter.

The Committee Clerk notes in the minutes the committee member's declaration of a conflict of interest and the committee member's exit from, and return to, the meeting.

Remuneration

Committee members are volunteers and as such, serve without remuneration.

Sub-Committees and Working Groups

There are many ways in which committees may provide feedback to Council, although it is typically via the committee minutes. In some cases, there may be specific topics that require further investigation and research, or event planning to provide input to. In these instances, committees may establish sub-committees or working groups made up of a limited number of committee members. Their purpose is to conduct research, gather information and/or brainstorm event planning so that the committee can discuss the findings and events.

These groups may work on their own (or in partnership with staff leads) and report back to the committee. In general, these groups are meant to undertake their work without regular support from staff or the City Clerk's Office. Sub-committees and working groups should *not* bring forward recommendations or directions to the committee, as that is a discussion that needs to take place within the committee as a whole.

Sub-committees and working groups may only have a limited number of members; the number of group members cannot equal quorum (the majority) of the whole committee. Council is advised of the establishment of these sub-committees and working groups and their work through the committee meeting minutes.

Following are some suggestions to help guide the organization and work planning of sub-committees and working groups:

1. Select a group leader and choose a name for your sub-committee
2. Schedule meeting dates
3. Meet in person, or use electronic meeting platforms such as Zoom to hold meetings
4. Prepare a discussion outline for each meeting
5. Assign a note taker and capture key information / findings
6. Provide information updates to the committee during regularly scheduled advisory committee meetings

7. Prepare a verbal or written final report with findings for the committee's consideration

Any questions for staff regarding the purpose or work of sub-committees and working groups should be directed by email to the Committee Clerk at committeeclerk@coquitlam.ca.

Further clarification on sub-committees and working groups are outlined in [Appendix "B"](#) to this document.

Meetings Open to the Public

All regular meetings of advisory committees and statutory committees are open to the public. The public may not be excluded from a meeting unless it is specified in the committee's enabling statute, establishing bylaw or where the committee is considering an item where, in accordance with applicable legislation, the public interest requires the exclusion of the public (section 90 of the *Community Charter*). Any member of the public may be asked to leave a meeting due to improper conduct as identified in Section 11.4 of the *Council Procedure Bylaw*.

Members of the public are observers and may not participate in the discussion unless they are invited by the Chair to speak or appear as a delegation to the advisory committee or statutory committee. A member of the public may also be permitted, by the Chair and the committee, to participate in a discussion. However, only members or persons appointed to committees by Council may move, second or vote on motions.

Members of the public will be asked to take a seat in the chairs designated for the audience.

Special Committee Meetings

Special committee meetings may be held outside of the regular schedule at the call of the Chair, by the Mayor or by resolution of Council.

Evacuating During a Meeting

The Committee Clerk or the person serving as recording secretary for the meeting is the designated Floor Warden during the meetings. Please follow their directions for evacuating the meeting room, should it be necessary, in a safe and orderly manner.

If the nature of the emergency requires that committee members leave the City Hall, emergency assembly point "C" depicted in the image below will be the gathering place to ensure all members are accounted for.



Additional Information

Reporting to Council

Advisory committees report to Council through recommendations in staff reports or recommendations in the minutes recorded at the meeting. Recommendations should be worded in a concise, action-oriented manner.

In some instances, the committee does not require a recommendation to go forward to Council. For example, should the committee want to establish a working group, it is not necessary for this request to be handled through a recommendation, but can be identified through the committee minutes. Council is kept apprised of all committee activities through the regular distribution of committee minutes.

Authority

Advisory committees do not have the authority to communicate on behalf of the City, to pledge the credit of the City or authorize any expenditure on behalf of the City except as expressed in the advisory committee's Terms of Reference.

The authorized spokesperson for each advisory committee is the Committee's Chair.

Budget

Advisory committees and statutory committees do not typically have a budget allocated to them. They may request budget funds from Council in accordance with the City's budget preparation schedule and procedures. Any solicitation of funds from other organizations requires prior approval of Council. All committees have reasonable use of City services such as photocopying, paper supplies and meeting areas. Committee members may contact the Committee Clerk for more information on budgets or the use of City services.

Personal Liability

No member of a committee is liable for any debt or liability of the committee. It is the responsibility of the City to ensure that members of committees are insured against all liabilities related to fulfilling their responsibilities and duties as members of a civic committee.

Further Information

Committee members can obtain further information from the Chair or the Committee Clerk at committeeclerk@coquitlam.ca.

APPENDIX "A"

Committee Meeting Guidelines

The Agenda

An agenda is prepared and forwarded to all committee members approximately one week prior to the date of the meeting. For a meeting to be productive, members should:

- Review the agenda and accompanying reports ahead of time
- Prepare questions

Handling the Business of the Meeting

Good decision making requires:

- Background information
- Options and recommendations through discussion
- Preparation before the meeting
- Active participation in the meeting
- Regular attendance
- Cooperation by all meeting members
- Consideration of others' ideas and opinions

Voting and Debating Rights

Each member of a committee, including the Chair, may make or second motions, may debate motions and may vote, with the exception of the Culture Services Advisory Committee, Sports and Recreation Advisory Committee, and Sustainability and Environmental Advisory Committee as Council members appointed to these bodies are non-voting members. Proxy votes are not permitted.

Other Procedures

Council receives input from committee members through the committee's minutes. Members may establish sub-committees or working groups to conduct further research and prepare information for Council.

Making Motions - Committee Recommendation

A committee recommendation is a motion adopted by majority of the committee to ask for a formal action by Council. These motions or recommendations are recorded in the minutes and forwarded to Council.

The steps of handling a main motion are:

1. A committee member makes a motion:

“I move that...”

2. Another committee member seconds the motion:

“I second the motion”

3. The Chair states the motion:

“It is moved and seconded that...”

4. The Chair opens the floor to debate:

“Is there any discussion?”

5. The committee members debate the motion – members must indicate their desire to speak and be recognized by the Chair prior to providing comments

6. Once the debate is completed, the Chair puts the motion to a vote (also known as “calling the question”):

“We are now voting on the motion to..... Those in favour?” [those voting in favour raise their hands] “Those opposed?” [Those voting against indicate by raising their hands.]

7. The Chair announces the result:

“Motion passes.”; “Motion defeated”; or “Tie vote – motion defeated.”

Amending Motions

An amending motion is a motion to change the wording of the main/original motion before voting on it. An amendment is always dealt with before the main motion. In effect, the amendment temporarily sets aside the main motion which it proposes to modify. A motion to amend is debatable and requires the same steps as a main motion. An amendment cannot in the Chair's opinion negate the intent of the main motion.

Three methods of amending a motion:

1. By inserting or adding words

"I move that the motion be amended by inserting the word[s]... between the word ... and the word..."

OR

"I move that the motion be amended by adding the word[s]....."

2. By striking out words

"I move that the motion be amended by deleting the words ..."

3. By striking out words and inserting replacement words

"I move that the motion be amended by deleting the words And inserting the words in their place."

In the event an amendment is perceived by all members present as an enhancement to the original motion, often only as clarification or intent, it may be considered a "friendly amendment" and may be accepted by unanimous consent.

Debating Motions and Amendments

When an amendment is made, discussion is allowed on the amendment only, not on the main motion. Once the vote on the amendment is taken, discussion proceeds on the main motion (as amended if the amendment passed).

Motion to Withdraw a Motion

A motion may be withdrawn by the mover and seconder of a motion, with the consent of all members present. A motion may not be withdrawn after it has been voted on.

Point of Order

Point of Order is a statement that a rule of the committee is being violated. It is ruled on by the Chair whose decision may be appealed to committee and decided by committee resolution. The Chair must not vote on the resolution for their decision to be sustained. The resolution to sustain the Chair's decision passes in affirmative if the votes are equal.

Recess

Recess is a motion to take a break in the meeting. A motion or call for a recess should specify the amount of time to be taken for the recess.

Reading of Motions

A member may require the motion under consideration to be read. The Committee Clerk would then read the motion out loud. Sometimes the Committee Clerk will ask to read a motion if they are unsure what it is or if they feel others may not understand the exact motion being considered.

Rules of Decorum and Debate

Committee meetings tend to be more informal than a City Council meeting, however, here are some meeting rules which are helpful and should be used by the committee:

- The maker of a motion has the right to speak first to their motion
- In order to speak a second time, a member should wait until all those who wish to speak have done so for the first time
- Members must remain courteous and avoid personal attacks on each other and staff
- Remarks must be confined to the motion before the committee
- Remarks are always directed "through the Chair"
- Member should not interrupt another speaker except to raise a point of order
- Motions should be phrased concisely and clearly

CITY OF COQUITLAM RESPECTFUL WORKPLACE POLICY

Policy Statement

The City is committed to ensuring that all individuals working with us are treated with dignity and respect, free from discrimination and harassment, and supported in resolving workplace disputes in a constructive manner. This includes fostering a culture and creating an environment that respects diverse backgrounds and lived-experiences where everyone can bring their full-selves to work, and where all staff demonstrate personal and professional integrity, are accountable for their own conduct and behave in a civil, respectful, cooperative and non-discriminatory manner. The City is also committed to providing a workplace that is inclusive and welcoming for all and will not disregard, ignore, or tolerate any inappropriate or disrespectful behaviour that any reasonable individual would consider in contravention to that which is outlined in this Policy.

The City believes no one should feel unsafe in the workplace and has zero-tolerance for behaviours that contravene the Policy and has the right to investigate incident(s), with or without the person's consent, where there are concerns about the alleged disrespectful conduct or discrimination, bullying and/or harassment.

The fundamental objective of this Policy is to prevent harassment from occurring in the workplace and to provide procedures for resolving complaints that violate this Policy. Actions that seek to undermine or violate this Policy will not be tolerated or condoned.

Purpose of the Policy

- To ensure that City employees and volunteers are able to work in a respectful workplace, free from bullying, any form of harassment, discrimination and violence
- To confirm the City's commitment to a culture of respect and inclusion
- To promote and maintain a work environment in which all persons are comfortable to bring their full-selves to work, are treated with respect and dignity, and which is free from discrimination, harassment or bullying
- To ensure timely resolution of disrespectful conduct through clarifying conversations
- To outline the options, processes and resources for reporting and addressing disrespectful conduct, discrimination, harassment or bullying

Policy Violation

Any person found to be disrespectful, bullying and/or discriminatory during their term may be subject to remedial and/or disciplinary action up to and including termination of citizen or organization representative appointment.

Appendix "B"

Additional Information on Sub-Committees and Working Groups

Sub-Committees and Working Groups

Some important points to note:

- Council is advised of the establishment of sub-committees and working groups and their purpose through receipt of advisory committee meeting minutes
- If the establishment of either a sub-committee or working group would likely require the commitment of significant City resources and/or staff time, Council would want to consider a committee recommendation and/or a staff report (scope and process) prior to any work being undertaken by the proposed sub-committee or working group
- Sub-committees (and working groups) should not have a Terms of Reference because they are a product of the principal advisory committee (principal committee) and, therefore, operate under its guidelines
- Sub-committees and working groups, when struck, should be delegated with a specific task by the principal committee. That task (purpose) should be clearly understood by all the advisory committee members, and outlined in the meeting minutes of the advisory committee so that the direction and purpose of the sub-committee/working group is documented
- Sub-committees and working groups as a whole may not bring forward written or verbal recommendations (a.k.a. considerations or suggestions) to the principal committee, because sub-committees exist for research/investigative purposes only
- If a sub-committee or working group, as a "collective", were to bring forward recommendations (considerations or suggestions) to a principal committee for discussion, then the sub-committee or working group would essentially be "pointing the needle", which is work that should be done in a public meeting and, therefore, the sub-committee (or working group) would need to have an agenda, minutes, and a record of how those recommendations (or considerations or suggestions) came to be
- In a nutshell, sub-committees and working groups are a tool to assist a principal committee. Of course, when a sub-committee's or a working group's written or verbal report is presented during a principal committee meeting, members of the sub-committee or working group – as individual members of the principal committee – can state their individual suggestions during discussion of the item

- **Recommendations to Council, however, must be that of the majority of the principal committee, and not that of a few, select sub-committee or working group members**
- Sub-committees and working groups may only have a limited number of members. The number of group members must not equal a quorum of the principal committee members, i.e. must be less than the 50% majority of principal members needed for quorum
 - For example, a committee with 12 principal members (organization and citizen representatives, excluding the Chair/Vice Chair), could establish a sub-committee of five members or less
- Sub-committees and working groups may work on their own or in partnership with the staff lead(s) and report back about their investigative research and findings to the principal committee for discussion
- In general, these groups are meant to undertake their work without regular support from staff or the City Clerk's Office

Any questions for staff regarding the purpose or work of sub-committees and working groups should be directed by email to the Committee Clerk at committeeclerk@coquitlam.ca.

Economic Development Advisory Committee

Committee Mandate:

The mandate of the Committee is to advise Council and staff on economic development and investment related issues and opportunities. It is anticipated that advice would be sought for items such as:

- Providing a business perspective on economic development priorities which should be addressed;
- Identifying the pillars of economic development in the City;
- Identifying economic development impediments and opportunities for the City;
- Advising on business attraction and business retention and expansion activities;
- Advising on ways to provide information about business to the general public; and
- Attending to economic development matters which may be referred to the Committee by Council or other standing committees of Council.

WORK PLAN ITEMS	DEPARTMENT AND/OR PRESENTER	COMMENT (i.e. Initiated by, Priority Assignment A, B, C)
1) Committee Welcome	Chair / Committee Clerk	Staff
2) Review and Approve 2025 Work Plan	Chair / Staff Lead	Staff
3) Review of the Economic Development Division (initial meeting)	Ec Dev Staff	
4) Festivals and Events Strategy	Ec Dev Staff	B
5) Corporate Partners Program and Sponsorship Policy Review	Ec Dev Staff	B
6) Economic Development Strategy Implementation - Commercial Demand Study, Business Enterprise Zones, Marketing and Promotion, Business Visitation Program, BIA Advancement	Ec Dev Staff	FW

Economic Development Advisory Committee

WORK PLAN ITEMS	DEPARTMENT AND/OR PRESENTER	COMMENT (i.e. Initiated by, Priority Assignment A, B, C)
7) Guest Speakers (Invest Vancouver, Film, Corporate Partnerships, Tourism, Local Businesses)	Ec Dev Staff	
8) Business Visits	Ec Dev Staff	
9) Community Planning Request – Transit Orientated Areas Stage 2 Shoulders and Corridors Work (Tara Slater)	Community Planning	
10) 2025 Year-end Review / Identify potential items for the 2026 Work Plan – Committee feedback/input	Staff Lead / Committee	Staff
11) Committee Members’ Roundtable / Emerging Issues (Standing Agenda Item)	Committee	Committee

DRAFT



City of Coquitlam ECONOMIC DEVELOPMENT ADVISORY COMMITTEE

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Coquitlam

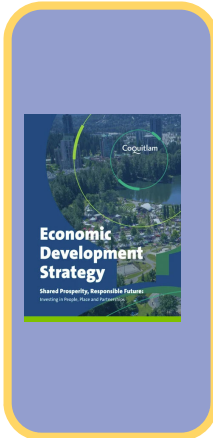
Agenda

1. Economic Development
2. Film & Creative Industry
3. Tourism & the Visitor Economy

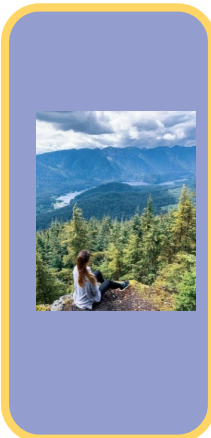


Coquitlam

Economic Development Portfolio



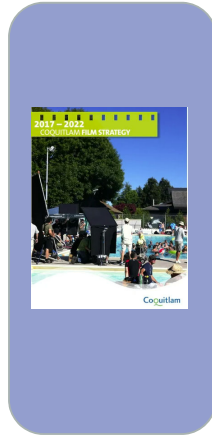
Economic Development



Tourism



Festivals & Events



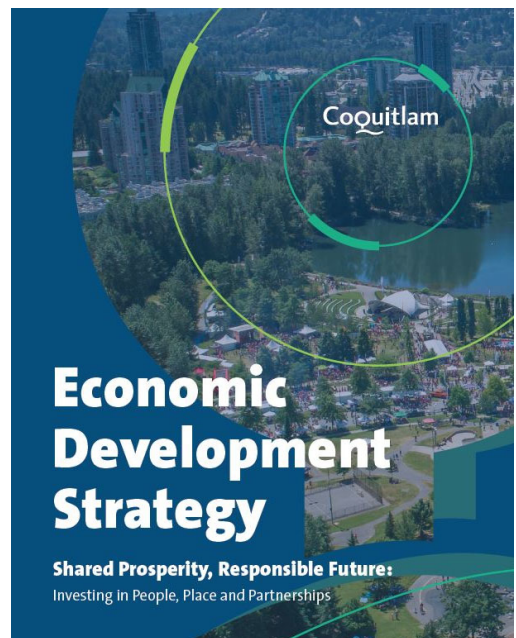
Film

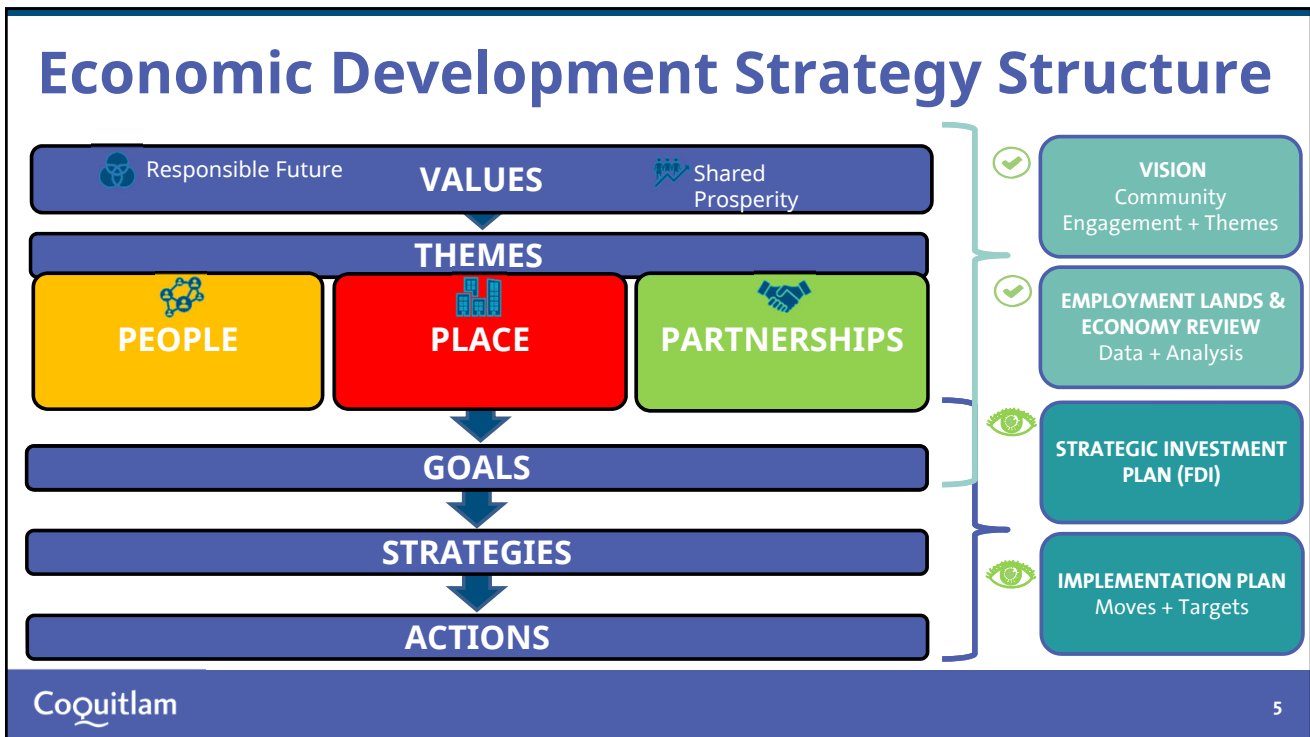


Corporate Partnerships

Shared Prosperity, Responsible Future: Investing in People, Place & Partnerships

Launched May 2023





Themes



PEOPLE

Advance Coquitlam's capacity to accommodate shared economic opportunities



PLACE

Be a leader in providing diverse and accessible local employment opportunities



PARTNERSHIPS

Strengthen and leverage partnerships with and between community members and other orders of government to support local vibrancy, business resiliency, and affordability

Key Sectors of Focus – Sector Development



ADVANCED MANUFACTURING

- Advanced Construction Materials
- Food & Nutrition



CREATIVE & CULTURAL

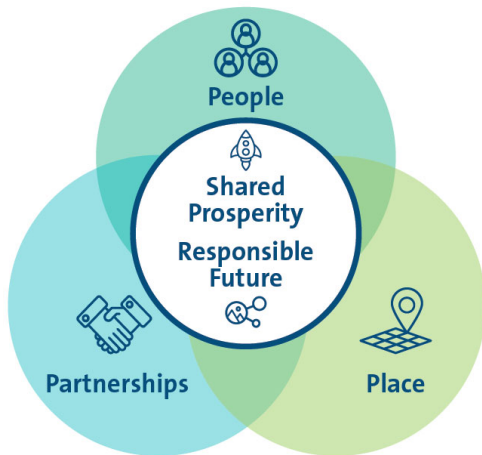
- Film Production
- Visual & Digital Effectst



NATURE & ENVIRONMENT

- Tourism
- Clean Tech

Implementation Plan Overview



- Organized into:
 - Themes (3), Goals (9), Strategies (24), Actions (54)
- Of the 54 actions, **20 Key Actions** (new) and **34 Ongoing Actions**
- CP is identified as a Lead:
 - Key Action: 7**
 - Ongoing Actions: 2
- List of actions for Coquitlam to undertake over next 5-year period



Top 5 Strategic Priorities 2023 - 2028

- Economic Development Competitiveness Study
- Explore policies, incentives to attract preferred forms of growth/investment
- Support the establishment of new Business Improvement Areas (BIAs)
- Attract education and skills training
- Update business promotion marketing materials based on the findings from the EDS



Business Visitation Program Launch

- Capturing Local Business Intelligence
- Addressing short-term obstacles
- Developing Programs for long-term success
- Facilitating Connections with Ecosystem Partners
- Celebrating Success

Establishing New BIAs

- Beautification Projects
- Conserving Heritage Properties
- Graffiti Removal
- Safety Initiatives
- Encouraging business



- North Road
- City Centre
- United Boulevard
- Maillardville

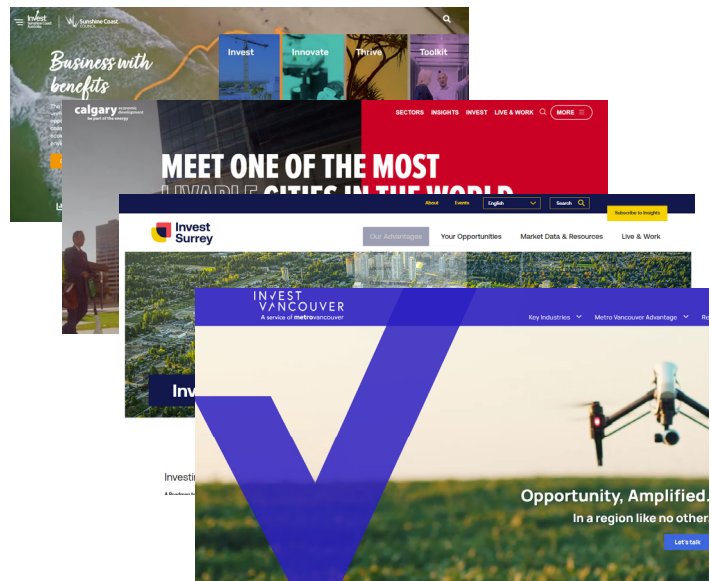
Small Business Support Function

- Identifying challenges and opportunities to leverage municipal mechanisms to support local businesses
- Opportunities include but not limited to:
 - Tax Revitalization Programs
 - Planning Policies for small CRUs
 - Business Linq
 - Flexible zoning opportunities
 - Live-work spaces



InvestCoquitlam Website

- \$43,000 CanExport Grant for Microsite and Promotional Materials
- Signaling to investors that Coquitlam is Invest-Ready and Business-Friendly
- Content strategy and wireframing completed February 2025



Commercial Demand Study

Driven by

- Provincial legislative changes in TOA areas
- Prevalence of mixed-use development
- Scarcity of land

Scope:

- Commercial Competitive Analysis for Burquitlam and CCAP
- Commercial Demand Projections
- Short and Long term strategies to induce commercial development

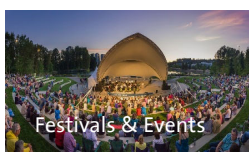
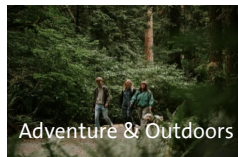
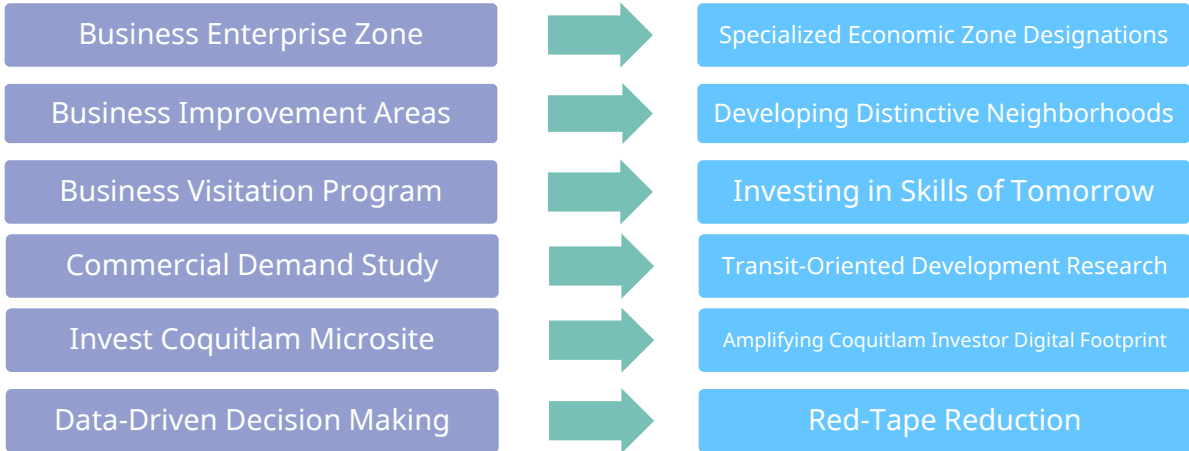


Business Enterprise Zone

- Review of Business Enterprise Zone
- Enabling Mixed-Use, Multi-level Industrial-Commercial Space
- Exploring Brewery District and other Urban Recreational Uses
- Partnership with UBC SCARP Program



2025 and beyond...



Tourism Coquitlam

Coquitlam will be a leader in sustainable economic growth through a community-based tourism program. Tourism will enrich the resident and visitor experience in Coquitlam and expand local jobs and local prosperity.

Fun is in Our Nature

Growing the Visitor Economy

Please follow us

Instagram
@visitcoquitlam

Facebook
Visit Coquitlam



Tourism Marketing Campaigns & Events

Taste of the Tri-Cities

<https://www.trilocal.ca/taste-of-the-tricities>

West Coast Food

<https://westcoastfood.ca/>

BC Ale Trail

<https://bcaletrail.ca/>

Scenic Route 7 (BC Route 7)

<https://scenic7bc.com/explore/>



Festivals and Events Strategy

A successful Festivals & Events Strategy for the City of Coquitlam will guide:

- The framework and evaluation criteria for the type, scope and right-sized events for the City's festivals and events venues.
- Key performance indicators for measuring event success.
- Future partnership considerations and overall funding model.



Community-led Festivals and Events



- 39 Community-led Festivals and Events supported

- Two funding streams available



- Marketing and promotional supports

City-led Festivals and Events



- Canada Day in Coquitlam
- Summer Concert Series
- Lights at Lafarge Kick-Off

Questions?

Eric Kalnins

Senior Manager, Economic Development

Edward Tain

Business Growth Manager



City of Coquitlam Intelligence to Action – Responding to Tariff Threats

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Coquitlam

Overview

1. Overview of Threat
2. Gathering Intelligence
3. Engaging Partners
4. Identifying Opportunities



Coquitlam

US Tariffs Timeline

- February 1** – 25% across the board; 10% energy
- February 4** – 30 day pause granted to Canada
- February 10** – 25% on Canadian steel and aluminum
- February 11** – Threat of tariffs on Canadian-made cars
- February 13** – Plan on reciprocal tariffs,
- March 4** – 30 day pause ends
- March 12** – Steel and aluminum tariffs take effect



Targeted Outreach

Utilizing Business Visitation Intel staff engaged local businesses:

- 25%+ of business conducted with USA
- Sectors targeted by US Tariffs (eg. Automotive, steel)
- Ongoing engagement with businesses conducting any business with US

Market Access	
Market Reach	International - Canada, US, Italy, France, Germany, UK, China
Key Industries	Medical Devices & Instruments

Market Access	
Market Reach	USA (50%) Canada & Mexico (50%)
Key Industries	50% Automotive (Trucking), 25% Graphics for Financial Institutions, 25% Third Party Logistics

Market Access	
Market Reach	Western Can/US (~90%) North America (~10%)
Key Industries	Pulp & Paper, Mining, Oil & Gas, Bulk Material Handling, Power Generation, Marine, Commercial

Market Access – TOP PRIORITY	
Market Reach	US – ~40% BC – ~60%
Key Industries	Automotive (Golf Cards and Semi-Trailers)

Feedback (Industrial / Commercial)

General Impressions

- Uncertainty – Approaching with Caution
- Exhausted from ongoing external pressures

Trade Relationships

- US vendors requiring Canadian Businesses to have a tariff mitigation response plan
- US Vendors unwilling to bare costs

Effects on Business Plans

- Pausing expansion and R&D projects
- Potential for downsizing

Immediate Response

- Significant movement of goods into the US for stockpiling
- Seeking support to establish subsidiary in US
- Reviewing sales contracts and tariff codes for degree of effect

Long-term Support

- Requesting support to prevent retaliatory tariffs in Canada
- Seeking large procurement projects to offset potential loss

Engaging our Innovation Ecosystem

Government Associations

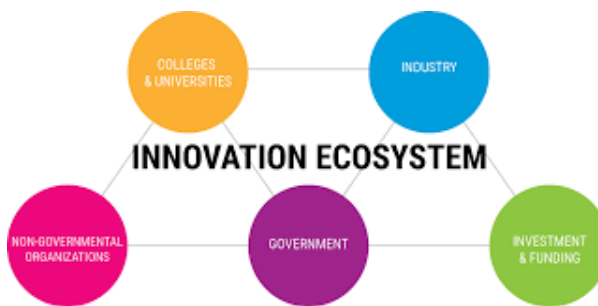
- Trade and Invest BC
- Pacifican
- Export Development Canada
- Business Development Bank of Canada
- Trade Commissioner Services
- Invest Vancouver

Trade Associations

- Tri-Cities Chambers of Commerce
- Greater Vancouver Board of Trade
- NAIOP

Programs

- Export Navigator



Opportunities

1. Series of workshops led by EDC and BDC around
 - Expanding exports to new countries
 - Reviewing existing sales agreements to adjust for tariff costs
 - Verifying eligibility of goods and materials under CUSMA
2. Staff working with partners to support
 - Warehousing expansions into the US markets
 - Identifying local supply chain partners for local businesses
 - Information & resource sharing (Tri-Cities Chambers)
3. Buy Local Campaigns



Questions & Feedback

1. What effects have the tariffs had on our business community?





City of Coquitlam

Supporting Small Business & Entrepreneurship and Coquitlam's Healthy Retail and Commercial Sectors

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Coquitlam

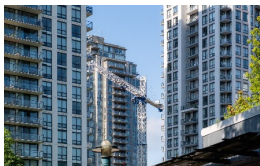
Overview

1. Challenges and Other Factors Impacting Retail and Commercial Areas
2. Supporting Small Business and Entrepreneurship



Coquitlam

Small Business Challenges



Market Disruption

Disruption resulting from development, supply chain, US tariffs



Imbalanced Business Mix

Optimal mix of small business, "big-box" retailers, anchor non-retailers and business supports is necessary



Cost of Doing Business

Increasing rents, higher wages, increasing cost of goods



Regulatory Understanding

Lack of expertise in applying and acquiring appropriate permits, inspections and licenses

Factors for Thriving Business District



Consistent Foot Traffic

Supporting foot traffic from local residents and visitors to support businesses.



Diverse Business Mix

A diverse mix of retail, dining, and service businesses.



Public Spaces & Activated Streets

Inviting public spaces like plazas, parks, and outdoor seating areas that encourage people to linger and socialize.



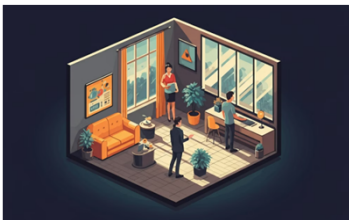
18 Hours - 6 Days

A thriving business district needs to service local demand but also provide a space for activities after work hours.

Multifaceted Supports



Small Scale Commercial Retail Units



Benefit to Business

- Startup at lower price point
- Similar-size competition and broad array of business
- Low barrier for market testing



Challenges

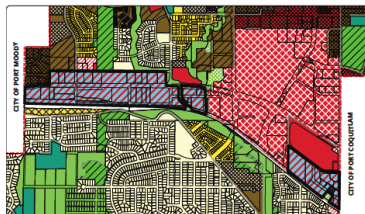
- No existing policy in region for development of smaller CRUs
- Increase developer risk compared to single large lease tenant



Case Study - New West

- Retail Strategy promoting micro-retail
- Site concepts require proximity to hotels, non-retail anchors, high density developments and Skytrain

Business Enterprise Zone



Benefit to Business

- Generates high-value jobs
- Adapt to changing nature of industrial uses
- Proximity to urban centres

Challenges

- Developer expertise
- Zone promotion
- Risk associated with emerging industries

Case Study – Coquitlam

- Collaboration with UBC SCARP
- Uses include breweries, lab/office space, quantum computing, engineering firms and data centres
- Local business interest

Business Associations: BIAs and Chambers



Benefit to Business

- Collective bargaining power
- Group benefits
- Joint marketing initiatives

Challenges

- Municipal administration and engagement
- Strategic alignment and program support

Case Study – North Shore

- Community-driven need to establish Central Lonsdale BIA
- Priorities of the BIA to address business challenges of today
- Opportunities for joint programming with City

Questions & Feedback

1. Are there other policy levers in other jurisdictions that enable or remove obstacles for small businesses?
2. What is the #1 obstacle small businesses are facing today?
 - Talent Acquisition / Retention
 - Market Access
 - Cost of Doing Business

