



Departmental Showcase

Regional Development Agencies



Allison Lever



- Allison started her career at ACOA as a Junior Policy Analyst for her co-op work term during her Master of Public Administration degree. Upon graduation in Winter 2022, Allison moved into her current role as an Assistant Economic Development Officer working in Enterprise Development at the Halifax, Nova Scotia office.
- As an Assistant Economic Development Officer, Allison works in the Nova Scotia Advanced Manufacturing unit, working with clients from a wide variety of industries, including Ocean Technology, Clean Technology, and Processing. In this role, Allison has gained experience in client service, project management, and Process Improvement.
- Serving as Co-chair of the ACOA Youth Professional Network since September 2022, Allison has lead various network events and has supported the development of onboarding and leadership development initiatives within the Agency.



Agenda

- Instructions and Welcome
- Presentation from Atlantic Canada Opportunities Agency (ACOA)
- Presentation from Federal Economic Development Agency for Southern Ontario (FedDev Ontario)
- Presentation from Prairies Economic Development Canada (PrairiesCan)
- Presentation from Pacific Economic Development Canada (PacifiCan)
- Question & Answer period

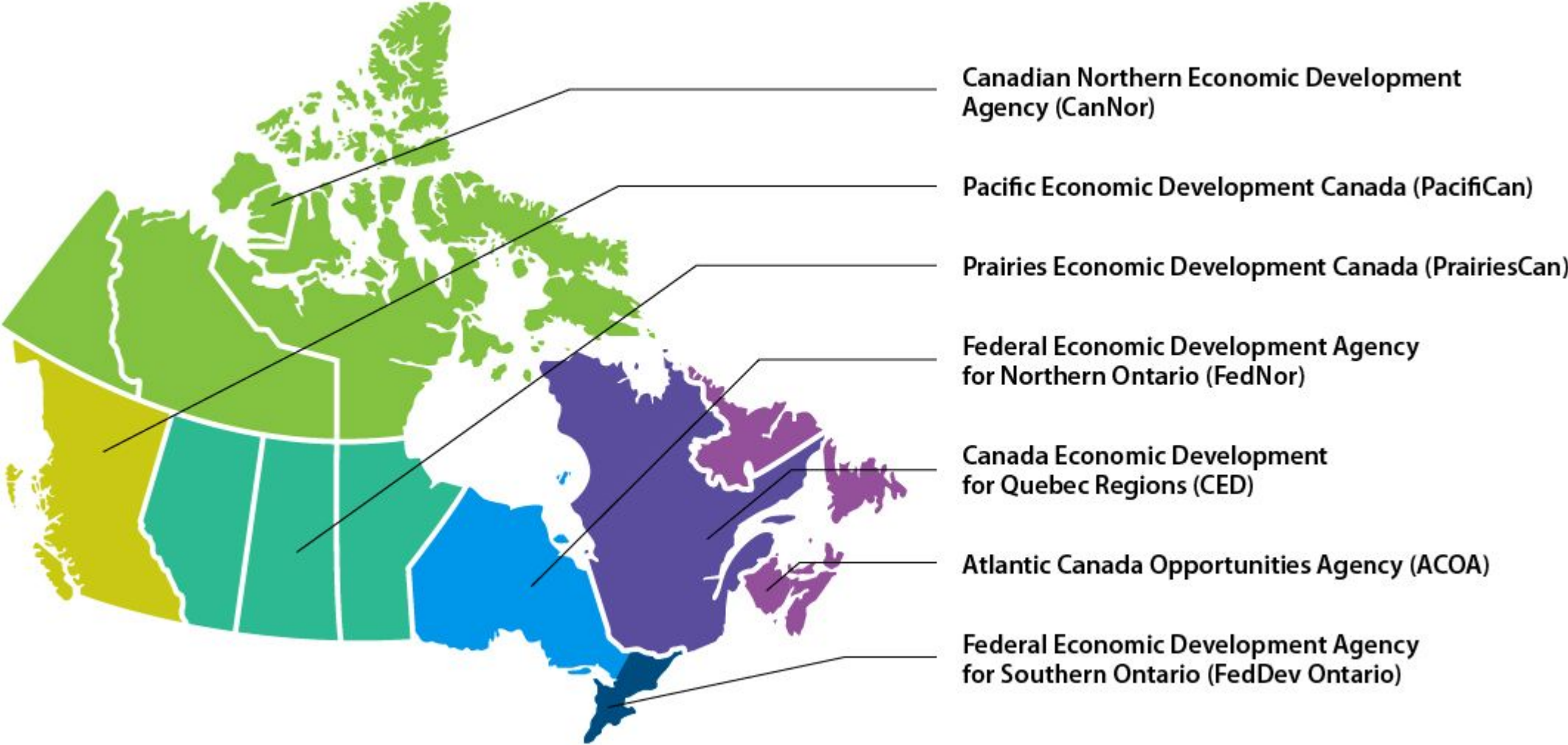


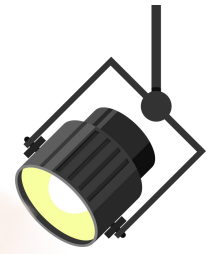
Instructions

- All attendee microphones and cameras are deactivated. The chat is disabled for attendees, but we will use it to send resources.
- Please use the **Q&A** button to ask your questions. Vote for a question you like by pressing the Thumbs Up button.
- This session will be given in English only. The French session will follow at 3:00 - 4:00 EST.
- All the sessions are being recorded and will be available on the FYN-RJFF YouTube channel in the 24 hours following the session.



Canada's Regional Development Agencies (RDAs)





Atlantic Canada Opportunities Agency (ACOA)



Joseph Claybourne

BSc, MBA, PMP



Joseph is an Economic Development Officer and has been with the Atlantic Canada Opportunities Agency (ACOA) for seven years. Joseph began his career with ACOA as an Account Assistant and has occupied several positions within the Agency including Junior Economic Development Officer and Strategic Advisor for the Office of Inclusion, Equity, and Anti-Racism.

Prior to working for the Federal Government, Joseph spent 12 years working for a financial institution in several roles including Bank Teller, Customer Service Coordinator, Financial Advisor, and Manager. It was his time work for a bank that taught Joseph the importance of relationship building, which plays a significant part in his current role as an Economic Development Officer.

Joseph holds bachelor's degree in science with a major in bio-chemistry, a master's degree in business administration and a project management professional (PMP) certification through the Project Management Institute (PMI). In his spare time, Joseph enjoys reading, travelling, camping, hiking, paddling, yoga, and playing board games with his friends.



Agenda

ACOA at a Glance

- Leadership and Offices
- ACOA's Mission

What guides our work

- Atlantic Growth Strategy
- ACOA's "Must-Win Battles"

Success Stories

- Commercial
- Non-commercial

Working at ACOA

- Employee Profiles
- IDEA at ACOA



Atlantic Canada Opportunities Agency (ACOA)



The Honourable Gudie Hutchings

Minister of Rural Economic Development and Minister Responsible for ACOA



Daryell Nowlan

Acting President, Atlantic Canada Opportunities Agency



Laura Lee Langley

Incoming President, Atlantic Canada Opportunities Agency



Our Role

- **ACOA's mission** is to fuel economic development in Atlantic Canada by working to build a strong, resilient economy that is innovative, diverse, and inclusive.
- We work with **businesses, organizations, and communities** to strengthen the Atlantic economy through:
 - ✓ **Economic development**
 - ✓ **Community development**
 - ✓ **Policy, Advocacy, and Coordination**



ATLANTIC GROWTH STRATEGY

WORKING FOR ATLANTIC CANADIANS SINCE 2016



The **AGS** is a collaborative initiative between the Government of Canada and the Atlantic provincial governments. Its goal is to accelerate economic growth in Atlantic Canada by focusing on several key areas:

- 1. Leveraging population growth to build a stronger workforce**
- 2. Spurring increased productivity and competitiveness**
- 3. Supporting the transition to a green economy**

Our efforts are guided by four “Must-Win Battles”:

1. Decarbonize Atlantic Canada’s grid and foster energy innovation
2. Support strategic economic infrastructure
3. Develop and attract the workforce of the future
4. Increase productivity and digitalization

How do we measure success?

We work to make sure that:

- ✓ businesses are innovative and growing
- ✓ businesses invest in developing new technologies and bringing them to market
- ✓ communities are economically diversified



Success Stories

Commercial

- Graphite Innovation & Technologies Inc.
- Dartmouth, Nova Scotia

Non-commercial

- Charlottetown Port Authority Inc.
- Charlottetown, Prince Edward Island

Graphite Innovation & Technologies Inc. (GIT)

Dartmouth, Nova Scotia

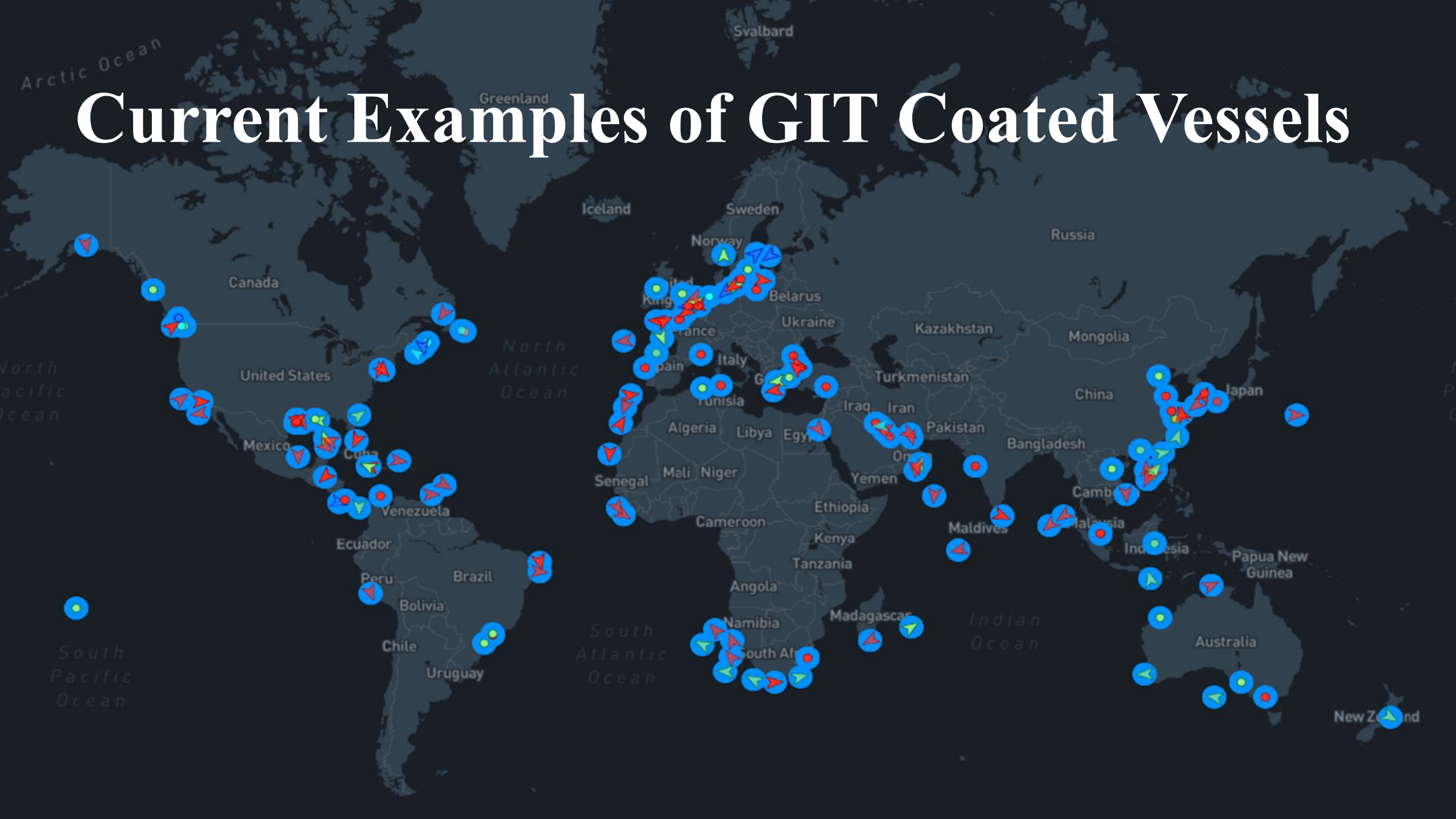
- GIT is a start-up (est. 2017) marine vessel coating technology company committed to advancing the shipping industry toward a more environmentally friendly future. They achieve this by offering sustainable and effective graphene-based coatings used on the hulls of vessels.
- Their coating technology offers:
 - Low friction – decreasing drag and subsequently reducing fuel consumption
 - Self cleaning of biofoul
 - Stronger & less layers of coating required
 - Minimal leaching of product into oceans
- How GIT aligns with ACOA's priorities:
 - ✓ Export oriented
 - ✓ Marine decarbonization
 - ✓ Greening SMEs
 - ✓ Innovative technology
 - ✓ Knowledge-based company

How has ACOA supported GIT?

- ✓ Salary support for specialized expertise to aid company's growth, boost export, and commercialize products
- ✓ Support market expansion efforts into Europe and Asia
- ✓ Support to establish 17,000 sqft carbon neutral manufacturing facility in Dartmouth, NS to better meet the worldwide demand for their products



Current Examples of GIT Coated Vessels



Charlottetown Harbour Authority Inc.

Charlottetown, PEI

- Est. in 2005, CHAI is a non-profit organization responsible for the operational and business management of the Charlottetown Port.
- CHAI plays a crucial role in facilitating maritime and waterfront activities in the region, ensuring efficient and safe movement of goods, passengers, and vessels as well as cruise tourism experience opportunities and amenities.





Since 2005, ACOA has supported CHAI to:

- ✓ Undertake infrastructure equipment, and waterfront improvements at the Port and Founders Hall
- ✓ Develop strategic plan for PEI cruise sector
- ✓ construct second cruise ship berth
- ✓ Establish multi-purpose event facility
- ✓ Conduct shore power feasibility study
- ✓ COVID-19 recovery efforts

Working at ACOA – check out some of our employee profiles!

- A large percentage of our employees are Atlantic Canadians, living and working to grow the economy of the region. We see first-hand the impacts the work we do has for our communities and our neighbours.
- Hear from our employees, and the pride they have in working to grow Atlantic Canada now, and for future generations.



Inclusion, Diversity, Equity, and Accessibility at ACOA

ACOA's EE,
Inclusion and
Anti-Racism
Committee

Accessibility
Advisory
Committee

ACOA Connex

ACOA Youth
Professional
Network

Employees with
Disabilities
Network

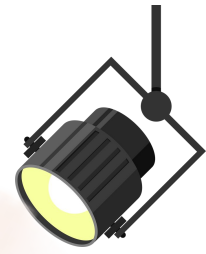
Multicultural
Employees
Network

Positive Space

Indigenous
Employee
Network

Women and Allies
Network

Black Employee
Network



Federal Economic Development Agency for Southern Ontario (FedDev Ontario)



Todd Stewart



- Todd Stewart been Director General, Partnerships and External Relations, at the Federal Economic Development Agency for Southern Ontario since 2023. He was previously Director of the Consular Program Management and Analytics division at Global Affairs Canada from 2021 to 2023, and Director of Partnerships at FedDev Ontario from 2018 to 2021.
- Prior to this, Todd spent his career at Global Affairs Canada as a foreign service officer, working abroad in London, UK; Mexico City, Mexico; and Lima, Peru, in addition to a variety of roles at GAC headquarters in Ottawa.





Michael Pisarchuk

About Me:

- I started as a student at FedDev Ontario in June 2016.
- I bridged as a student into a term contract.
- I have experience working in multiple departments across the Agency, including programs, human resources, and communications.
- I am currently a Communications Advisor supporting ministerial events.
- I also serve as a Regional Ambassador in Waterloo, ON for the Young Professionals Network at FedDev Ontario.

Our Mandate and Vision



Mandate

To strengthen the capacity for innovation and clean, inclusive economic growth in every region of southern Ontario.

Vision

A green, inclusive and globally competitive southern Ontario that fosters innovative and growing businesses, economically diversified and resilient communities, and meaningful employment.



Our Roles

Champion

Promote the assets and strategic interests of southern Ontario to raise the profile and inform government priorities in the region.

Co-Investor

Invest funding in targeted projects along with other partners and investors to stimulate the economy.

Convenor

Bring together stakeholders to explore collaborations to advance and diversify the region's economy.

Collaborator

Coordinate with strategic delivery partners in the region and beyond to build capacity and advance regional interests.

Pathfinder

Refer applicants to other available funding partners if not a match.



Our Commitment: **Diversity, Equity And Inclusion**



- A fairer, more inclusive southern Ontario economy
 - Prioritizing inclusive growth
 - Dedicated Indigenous support
 - Accessibility Plan
 - Framework for Diversity, Equity and Inclusion
 - Gender-based analysis plus
 - Broad and diverse network of stakeholders

Our Impact

Since November 2015 FedDev Ontario has:



Invested

More than \$2.6 billion



Supported

over **3,350** projects with southern Ontario firms and organizations

For every **\$100 million** of investments through regional ongoing programs:



~30 Projects
are supported



5,500+ jobs
are created and/or maintained



\$225M leveraged
in additional investment

Our **Funding**

Funding designed in and for southern Ontario

- ➔ Funding for businesses
- ➔ Funding for organizations that help businesses grow

National programs tailored for southern Ontario

- ➔ Community Futures Program
- ➔ Economic Development Initiative
- ➔ Tourism Growth Program

Same Mandate, **New Process**

FedDev Ontario has streamlined its application process to offer:

3 annual intakes

Application intake opens three times per year

2 simplified streams

Funding for businesses (for profit)

Funding for organizations that help businesses grow (not-for-profit)

1 set of parameters

\$125,000 - \$10 million per project

Up to 50% of eligible project costs

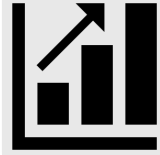
Our **Priorities**

We are looking for projects that focus on one or more of:

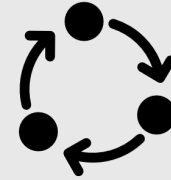
Clean growth



Growth
companies



Technology



Industrial
transition

Inclusive growth



Regional coverage



Business **Services**

Small Business Services

Provides information on government programs and services that help entrepreneurs start and grow their businesses

Industrial Technological Benefits

Supports the region's aerospace and defence sectors by facilitating participation in Canadian defence and security procurement

Accelerated Growth Service

Helps established, high-growth firms grow and expand more rapidly, both domestically and globally

Global Skills Strategy

Helps Canadian businesses attract the global talent they need to scale-up and succeed in the global marketplace and to promote global investment in Canada by high-value foreign/ multinational investors

[FedDev-Ontario.Canada.ca](https://www.feddev-ontario.canada.ca)

1-866-593-5505



@FedDevOntario



**Federal Economic Development Agency for
Southern Ontario**

**Sign up for regular economic
development updates in your inbox**



Working at FedDev Ontario

What I Like:

- A Hybrid Working Model approach.
- A position that is constantly changing and which I get experience in many different roles.
- A workplace committed to the health and well-being of its staff.
- A supportive management / executive team.
- Modernized offices and equipment.



FedDev Ontario Headquarters
in Waterloo

Champions



Initiative Champions

GCWCC
Kerri Dunning

National Public Service Week (NPSW)
Linda Cousineau



Community Champions

Diversity, Equity & Inclusion*
Cindy Weeks

Workplace of Choice
Shannon Rosset
Jordan Grensewich
Allison Watson

Wellness
Kayla Monteiro
Amanda Moir
Thomas Regier

Executive Cadre
Erin Cimino

Managers Forum
Paulette Prentice

Accessibility
Carole Bourget

Values & Ethics*
Raquel Fragoso

Recognition
Kerri Dunning

Admin Forum
Raquel Fragoso

Official Languages*
Steve Masson & Christos Bakalakis

Young Professionals Network
Todd Stewart, Rob Crabtree & Irwin Cortez



Functional Networks

Conflict of Interest (Senior Official)*
Raquel Fragoso

Disclosure (Senior Official)*
Todd Stewart

Service (Designated Official)*
Todd Stewart

Classification Renewal
Raquel Fragoso

**Chief Information Officer*
Cyber Security Management***
David Schwindt

Workplace Harassment & Violence (Designated Recipients)*
Carole Bourget (OP, BICD, PPC & HRB)
Raquel Fragoso (CSB)

**Statutory legislative requirement
Last updated May 2024*

Government of Canada Workplace Charitable Campaign (GCWCC)

Acclamations:

- Awarded the 2021 National Chair's Cup Award for Small Organizations.
- Awarded the 2022 National Chair's Cup Award for Small Organizations
- Award the 2023 National Youth Chair's Cup Award.





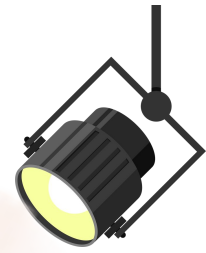
Support for the Social Committee in Waterloo



In conclusion....

- **Advice:** Be a self-advocate, take any opportunity, get involved in committees outside your regular job, and understand that your journey might not be as simple!

Questions?



Prairies Economic Development Canada (PrairiesCan)





Prairies Economic Development Canada





Meet Marta Gomez

Content

Who We Are

Employee Profile 1

Employee Profile 2

- Marta Gomez has been a dedicated member of PrairiesCan's team since July 2020, serving as a Senior Business Officer in the Edmonton office.
- Her role focuses on contributing to the growth and diversification of the economy through program and service delivery.





Meet Rob St. Denis

Content

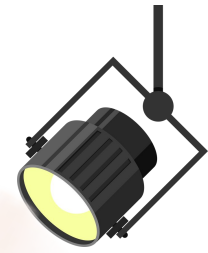
Who We Are

Employee Profile 1

Employee Profile 2

- In August 2023, Rob joined Prairies Economic Development Canada to provide supports for Indigenous communities that are evaluating a transition to clean energy.
- In addition to working full time with the federal government, Rob is a sessional instructor with the University of Lethbridge, teaching Indigenous Governance and Business Management.





Pacific Economic Development Canada (PacifiCan)



Building a Brighter Future

PacifiCan leads in building a strong, competitive Canadian economy.



PacifiCan

Mandate

- Created in 2021, the Pacific Economic Development Agency of Canada (PacifiCan) is mandated to develop and diversify the British Columbian economy and advance its interests in Ottawa
 - “By British Columbians, for British Columbians”
 - Our third anniversary is this August!
- PacificCan’s roles are as a convenor, collaborator, investor, advisor, and pathfinder
- We invest in regional innovation ecosystems, supports business scale-up, provides business services through network partners, and supports community economic development
- PacificCan also delivers priority projects (Lytton economic recovery) and national programs in British Columbia (B24 Housing and AI funds)



Pacific Economic
Development Canada

Développement économique
Canada pour le Pacifique

Canada

New Service Delivery Model



Pathfind

Helping businesses, innovators, and communities navigate federal economic policies and programs



Invest

Investing in opportunities for jobs, competitiveness, growth and unique government objectives

**Serving BC
Businesses
Non-profits
Communities**



Convene

Bringing stakeholders together to develop and advance priority sectors and initiatives



Collaborate

Partnering with economic development organizations on strategic initiatives



Advise

Deploying regional insights and local perspectives to inform national economic decision-making

Points of Service



Improving economic development outcomes for British Columbians and Canadians

Support for Businesses and Communities

Partners and programs that help businesses start up or grow, and help communities create the environment in which diverse businesses can thrive.

- Community Futures
- Women's Enterprise Initiative
- Francophone Economic Development
 - Business services to official language minority communities in BC





Where culture is key



PacifiCan

- As a new Agency, it was important to set the tone and the culture early
- Took a bottom-up approach – senior management didn't dictate the values, but let staff lead a consultative approach
- This led to the development of a “Culture Canvas”, which clearly sets out the Agency's culture, as decided by its employees, and which also sets out the Agency's central values

Kindness

Excellence

Curiosity



Thank you for your
Interest and time.

Q&A Period

