



Economic Recovery

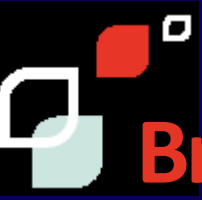
Durham Region CAOs, Chair & Mayors
Roundtable

April 28, 2020



Agenda

- | | |
|--|------------------------------------|
| 1. Welcome (5 min) | Chair Henry, Elaine Baxter-Trahair |
| 2. Broader Recovery Framework (5 min) | Elaine Baxter-Trahair |
| 3. Durham Economic Task Force (20 min) | |
| • Composition | Daniel Van Kampen |
| • Activities To-Date | Daniel Van Kampen |
| • Ongoing Projects & Recent Advocacy | Simon Gill |
| • Upcoming Activities | Simon Gill |
| 4. Economic Recovery Strategy | Simon Gill & Chair Henry |
| • Downtowns and the Creative Economy (20 min) | |
| • Vital Infrastructure (20 min) | |
| • Recovery Through Innovation: Clusters (20 min) | |
| 5. Round Table (30 min) | Chair Henry |



Broader Regional Recovery Framework

- Public health and safety is Durham Region's top priority
- Developing a comprehensive Regional Recovery Framework that considers health and social services, infrastructure and the built environment, economic recovery, and the restoration and enhancement of municipal services given significant fiscal impacts
- Action plan is being developed, including acceleration of projects identified in the 2020-2024 Regional Strategic Plan
- Work to be guided by a dedicated Task Force with representation from Regional senior leadership and key community partners
- Recovery efforts will be focused on the most urgent community needs and municipal best practices



Broader Regional Recovery Framework

Social

Health and safety
Housing
Mental health and well-being
Income support

Built

Infrastructure
Transit
Development
Sustainability

Economic

Business recovery
Investment
Post-secondary
Innovation

Municipal

Fiscal impacts
Return-to-work
Service enhancement
Advocacy

Sample Action Plan Items

- Housing Plan
- Long-term care and childcare
- Community Safety and Well-being Plan
- Mental health supports
- Emergency programs

- Major infrastructure projects
- Growing transit ridership / BRT
- Transit Oriented Development
- Residential retrofit program

- Business recovery programming
- Post-secondary workforce training
- Promotional campaigns
- Cluster growth

- Financial strategy
- Return to work/ social distancing
- Modernization of services and workplace
- Community investment
- Partnerships



Durham Economic Task Force

Responding to the economic crisis caused by COVID-19:

Durham Ec Dev; Municipal Ec Dev; Chambers and Boards; BIAs, and BACD. Priorities:

- Advocate
- Provide info and resources
- Guide Small Businesses
- Implement programming
- Develop and implement an Economic Recovery Strategy

Daniel

Clarington

Invest Durham

The Township of
UXBRIDGE
Trail Capital of Canada

TOWNSHIP OF
Scugog

Whitby

Ajax65

DURHAM
REGION

Brock
breathe it in.

Oshawa
Prepare To Be Amazed

City of
PICKERING

NEWCASTLE & DISTRICT
CHAMBER OF COMMERCE

AJAX-PICKERING
Board Trade

Clarington
Board of Trade and
Office of Economic Development

Whitby
Chamber
of Commerce

Chamber of Commerce
GREATER Oshawa
Established 1988

Scugog
Chamber of Commerce

BROCK
BOARD OF TRADE
Getting Your Business, SEEN, HEARD and
CONNECTED in Brock Township

UXBRIDGE
CHAMBER OF COMMERCE

DOWNTOWN
OSHAWA
DISCOVER THE VIBE

#DISCOVERPORTPERRY

discover....
UXBRIDGE
BIA

EXPLORE
ORONO

VILLAGE
ESTABLISHED 1988

BACD
Business Advisory Centre Durham

Downtown Whitby
BIA

HISTORIC
DOWNTOWN BOWMANVILLE
SPRING • GIBRE • DISCOVER

downtownajax.ca
DOWNTOWN AJAX BIA
BUSINESS IMPROVEMENT AREA
shop local shop downtown

Village of Newcastle
More than our history



Durham Economic Task Force

Early Activities: Crisis Triage & Response

- Two business surveys gathering 1000+ responses
- Central webpage investdurham.ca/covidresponse
- Advocacy to Province and Federal Government
- Emergency loans to Chambers & Boards of Trade
- Tax deferrals, water/sewer bill deferrals
- Assist with appeal for medical supplies

[Government Support and Funding](#)[Business Support](#)[Opportunities to Help](#)

COVID-19 is significantly impacting your business.

The Durham Economic Task Force is here to help you navigate this crisis.

[Government Support and Funding](#)[Business Supports](#)[Opportunities to Help](#)[Daniel](#)[Contact Us for Help](#)[Broadband Survey](#)[Local Food](#)



Most Recent Activities

Simon Gill

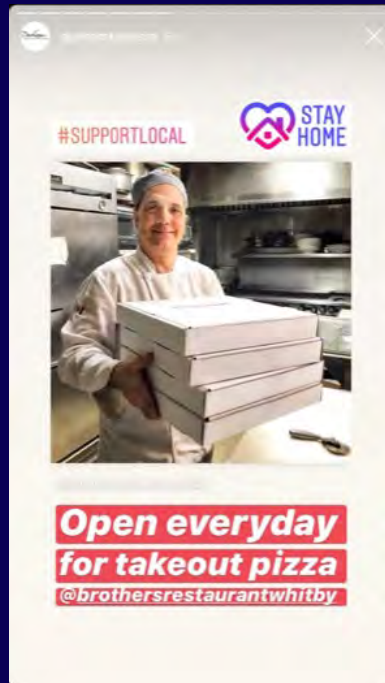


Virtual Farmers Markets and Farm-Fresh Deliveries

Durham Economic Task Force

Recent Activities: Support Programming

- Converted business support page into a portal
- Local Food Campaign:
www.investdurham.ca/localfood
- #SupportLocal Campaigns
- Supporting & Sharing Good News Stories
- Webinar Calendar for the Business Community
- Continued Advocacy
- Guidance for small business to access funds



Recent Advocacy Efforts

- Calls with MPs & MPPs
- Letters to PM & Premier
 - Temporary ban on commercial evictions
 - Review of Eligibility Requirements:
 - Draw, Dividend & Payroll to account for \$20k payroll
 - Business owner to use an employee's wage as baseline
 - Unpaid business owners to qualify for CERB
 - Encourage interest relief on commercial debt
 - Prioritize businesses providing medical supplies
 - Funding for Digital Main Street & similar programs
 - Expansion of CFDC Territory to include Durham
 - Advance Broadband infrastructure funding
 - Share conditions and criteria for reopening of economy



Durham Economic Task Force Next Steps

Current and Planned Activities:

- Ramping up service to provide live help to businesses through phone or online chat tool
- 'Recovery Series' digital sector roundtables
- 'Downtowns of Durham' website project with BIAs
- Support for those businesses experiencing growth
- Developing targeted webinars (eg. Pivoting your business model, transitioning to eCommerce, reopening toolkit)
- Supply chain support: making new connections and diversifying
- Ramping up small business advisory services
- Economic Recovery Strategy

Lorem ipsum dolor
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Find Businesses That Are Open

Downtown ▾
Scugog

Business Type ▾
Select a Business Type

Find Businesses That Are Open

Downtown
Downtown
Downtown

[Explore](#) the Downtowns of Durham

Lorem Ipsum Dolor Sit
Amet Consetetur



Recovery Series Sector Roundtables

Share Best Practices & Help Form Economic Recovery Strategy

1. Not-For-Profit & Charity Sectors (Chambers/DWA)
2. Manufacturing (Oshawa Ec Dev)
3. Logistics, Transportation & Warehousing (Ajax Ec Dev)
4. Energy, Utilities, Scientific (Environmental, Engineering) (CBOT & Pickering Ec Dev)
5. Professional Services (Financial, Insurance, Accounting, etc.) (Whitby Ec Dev)
6. Large Employers (Region Ec Dev)
7. Local Food, Food Processing & Agriculture (Region Ec Dev)
8. Hospitality and Tourism Industry (WBIA/Durham Tourism/Central Counties)

Recovery Strategy Discussion (60min)

Recovery will require a massive coordinated effort.

Chair Henry & Simon Gill



Recovery Theme 1: Downtowns and the Creative Economy

Observations

Ensuring main streets survive is critical for continued economic development. These downtowns and main street communities lend unique characteristics to Durham cities and towns, and attract a talented workforce.

How can key projects be designed with a lens for long term growth and prosperity in our downtowns?

Discussion Questions:

1. What are key factors and considerations in revitalizing our downtowns through a recovery?
2. What are some quick wins to support downtowns?
3. What are some medium-term and long-term strategies that we could support?

Examples and considerations

- Repurposing public spaces (to support continued need for physical distancing)
- Activations for artists and the creative economy
- Integrating remote work into community spaces
 - Integration of local-food into downtowns



Recovery Theme 2: Vital Infrastructure

Observations

How can key infrastructure projects be planned and designed with a lens for long term growth and economic recovery?
The importance of broadband has been highlighted in this pandemic, especially the gaps in service for rural and agricultural businesses in the Region. We are also looking at shovel-worthy as opposed to shovel-ready infrastructure with a lens to economic recovery.

Discussion Questions:

1. What is the Region's role in Broadband Servicing as an essential service for businesses?
2. What are the low-cost / high-impact, bold and transformative ways we can change or convert infrastructure in urban cores for the 'new normal'?
3. What are the major infrastructure advocacy opportunities to kick-start the economy?

Considerations

Federal & Provincial infrastructure stimulus
Other jurisdictions completely re-thinking their built infrastructure
Employment Land Servicing Projects
Criteria to evaluate economic shovel-worthiness



Recovery Theme 3: Innovation Support for Cluster Growth

Observations

Large, stable businesses are crucially important to support a faster recovery. Durham has focused its economic development efforts on agri-business; energy, environment and engineering; film and television; innovative technology; life sciences; manufacturing and tourism sectors to drive business investment growth.

Discussion Questions:

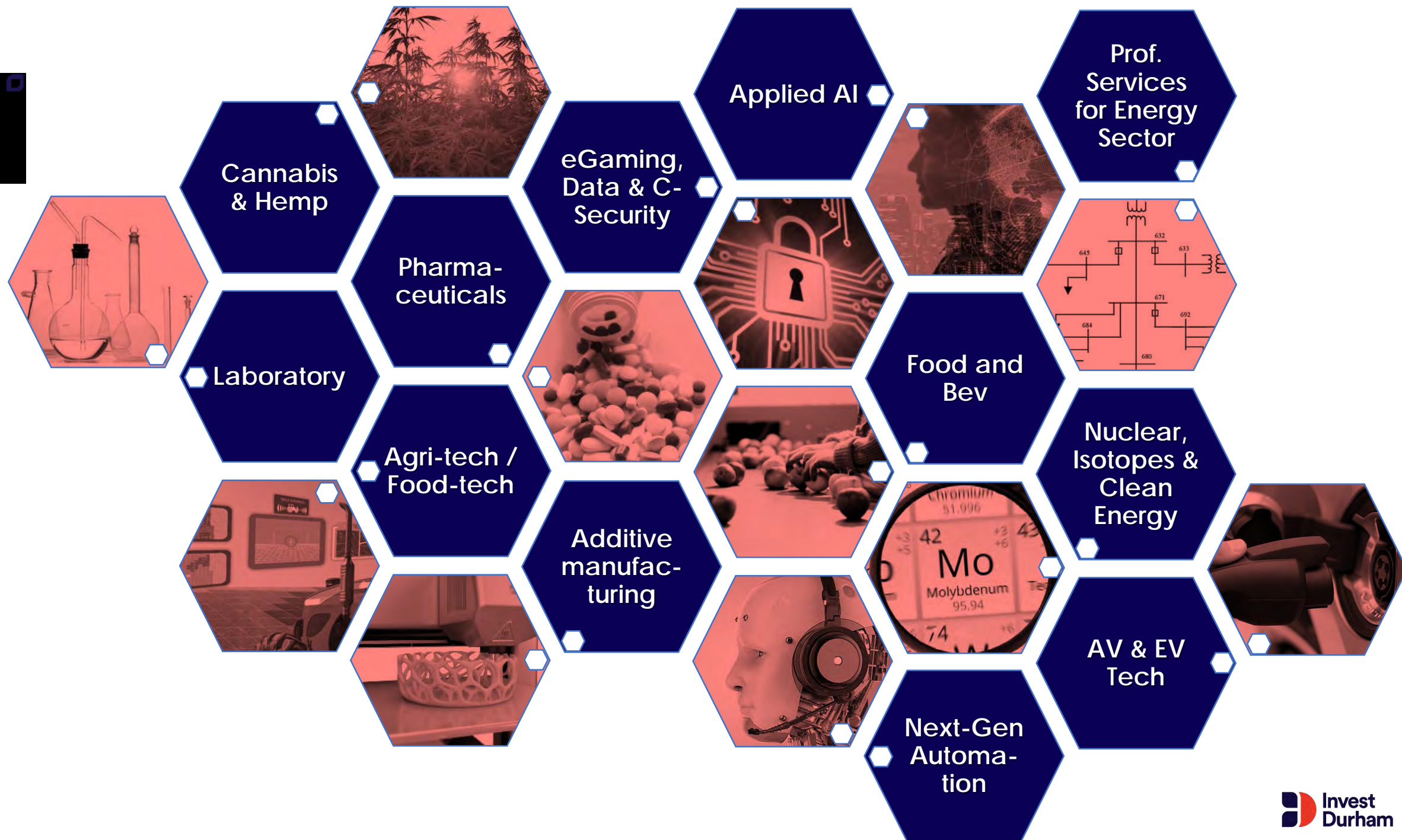
1. How can the innovation community be a contributor to regrowth of existing business?
2. How do we support essential service sectors such as: agriculture/agri-food; manufacturing; logistics, transportation and distribution; life sciences?
3. Does the arts, culture and creative industry service offering change if businesses in these sectors have thrived in the region?

Considerations

People employed in essential services will have weathered the economic storm better than non-essential services.

There may be opportunities to capitalize on Canadian mandates for the supply chain in key sectors
(medical device manufacturing)

Collision 2020 & 2021



Round-table Discussion (30min)

Moderated by Chair Henry

Appendix



Baseline: Economy



Durham Region Economy

12,600 Businesses

200,300 Jobs

Business size by employment

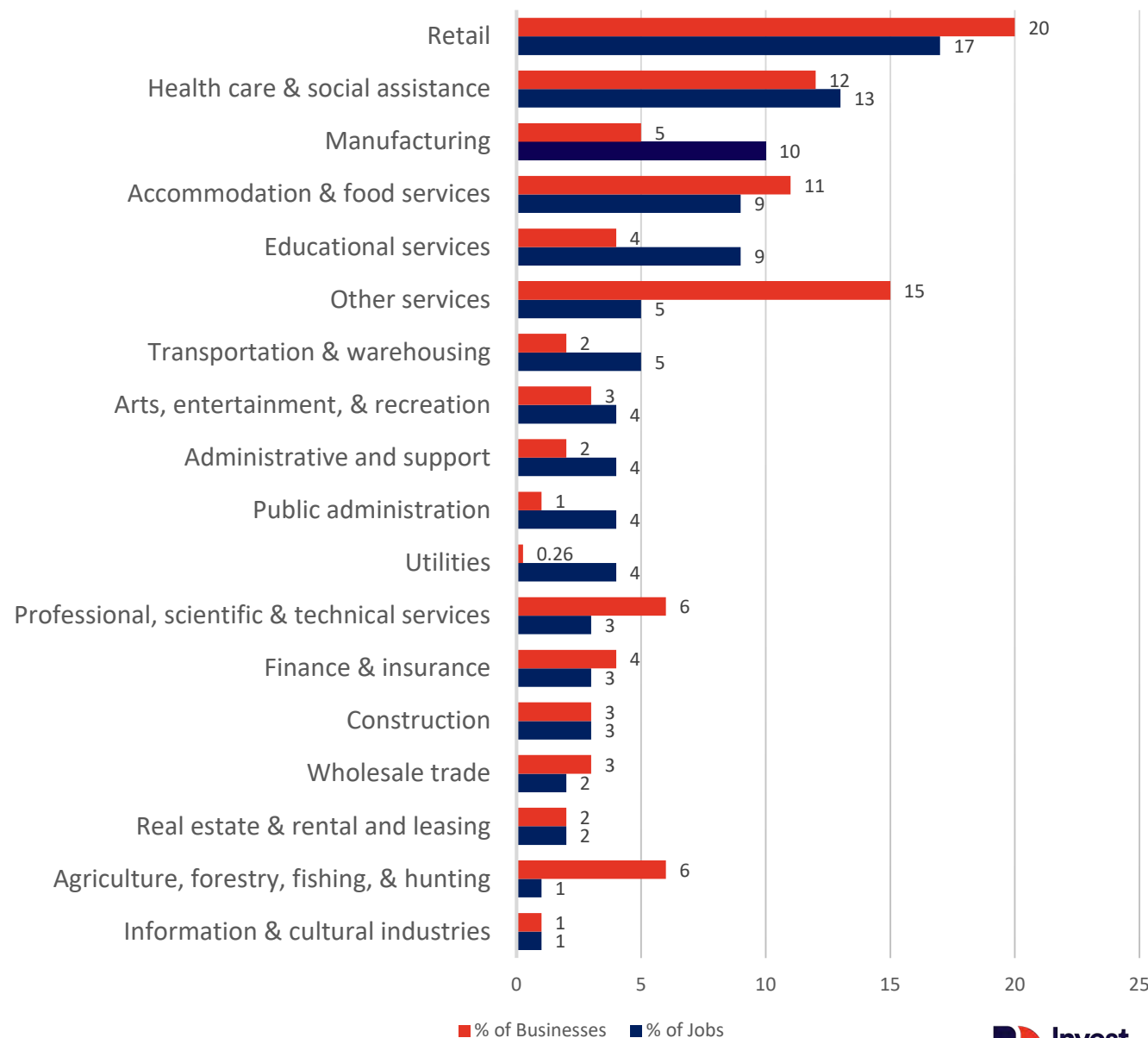
<10: 9,418 businesses employ 34,921

11 - 100: 2,873 businesses employ 80,941

>100: 308 businesses employ 84,429

Source: Durham 2018-Business-Count-Highlights

Sector Distribution (%) of Businesses, by Qty and Jobs



Industries based on North American classification system (NAICS), Canada 2017



Survey #2 Results



Survey Analysis

Layoff information was provided to all levels of government to highlight impacts

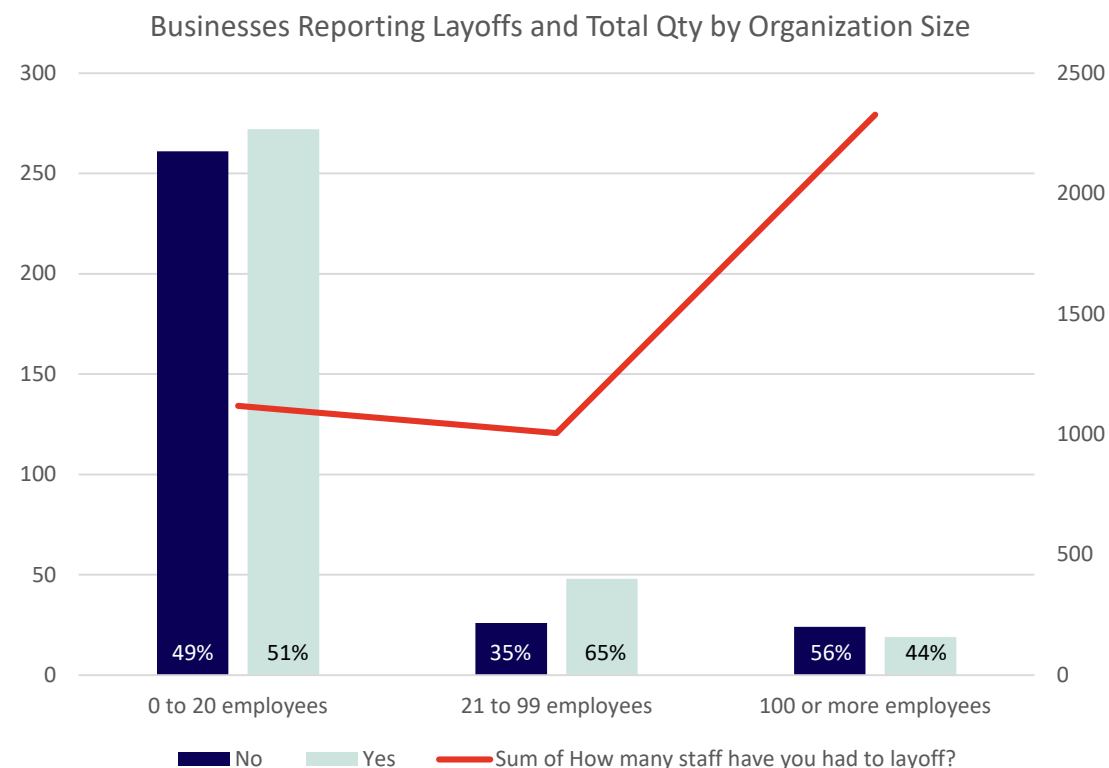
Observations

51% of small businesses reported layoffs
65% of medium-sized businesses reported layoffs
44% of large businesses reported layoffs

38% of the total number of employee layoffs were from large businesses

By total numbers, layoffs are highest from large companies

65%
Of companies with 21-99 employees reported layoffs





Survey Analysis

Most industries have experienced major impacts due to the pandemic

Observations

85% of 'Hospitality and Tourism' have had to lay off staff, representing almost a third of all layoffs.

The top 5 industries by number of layoffs:

- Hospitality and Tourism
- Health and Wellness
- Manufacturing
- Automotive
- Not for profit

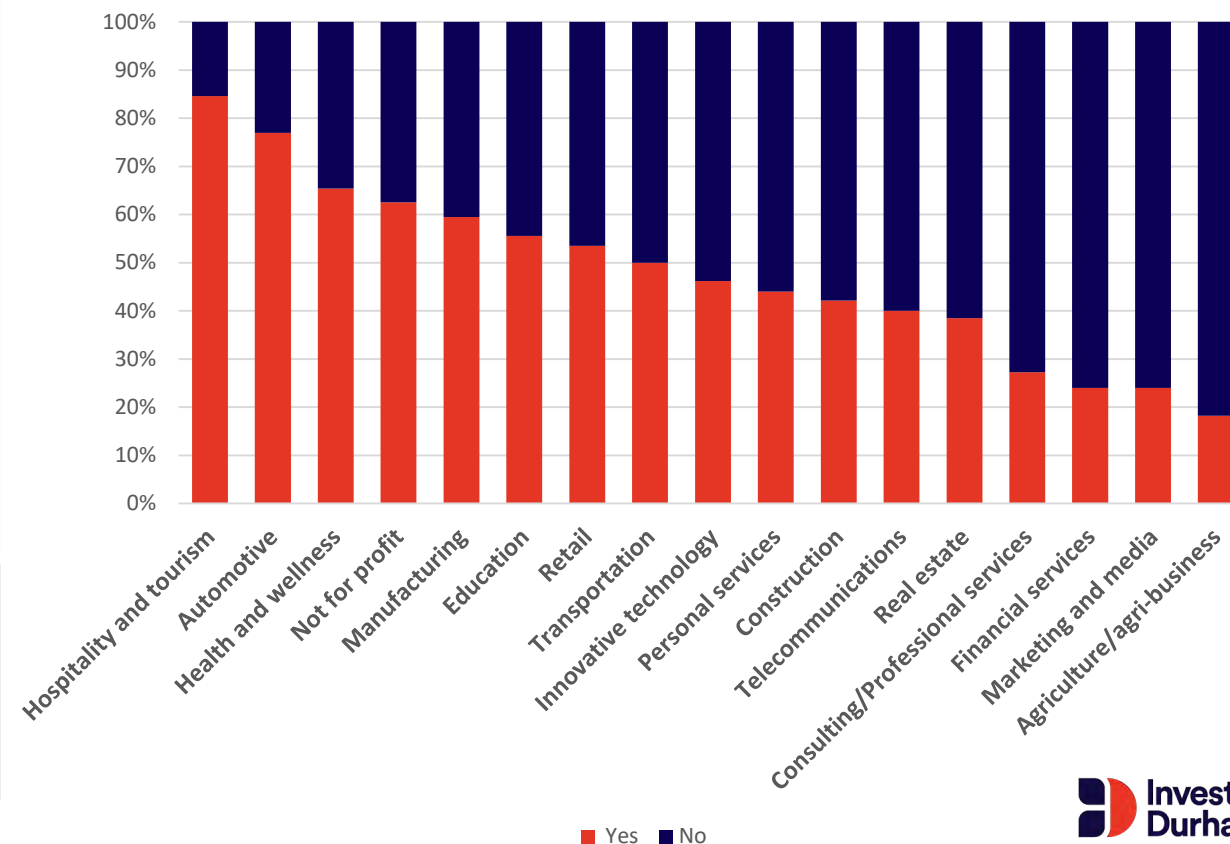
29%

of all layoffs attributed to the Hospitality and Tourism Sector

54%

of all layoffs reported came from only 5 industries (listed)

Businesses Reporting Layoffs by Industry





Survey Analysis

The majority of businesses are experiencing severe impacts as a result of COVID 19

58%

Of large businesses report minor/insignificant impact

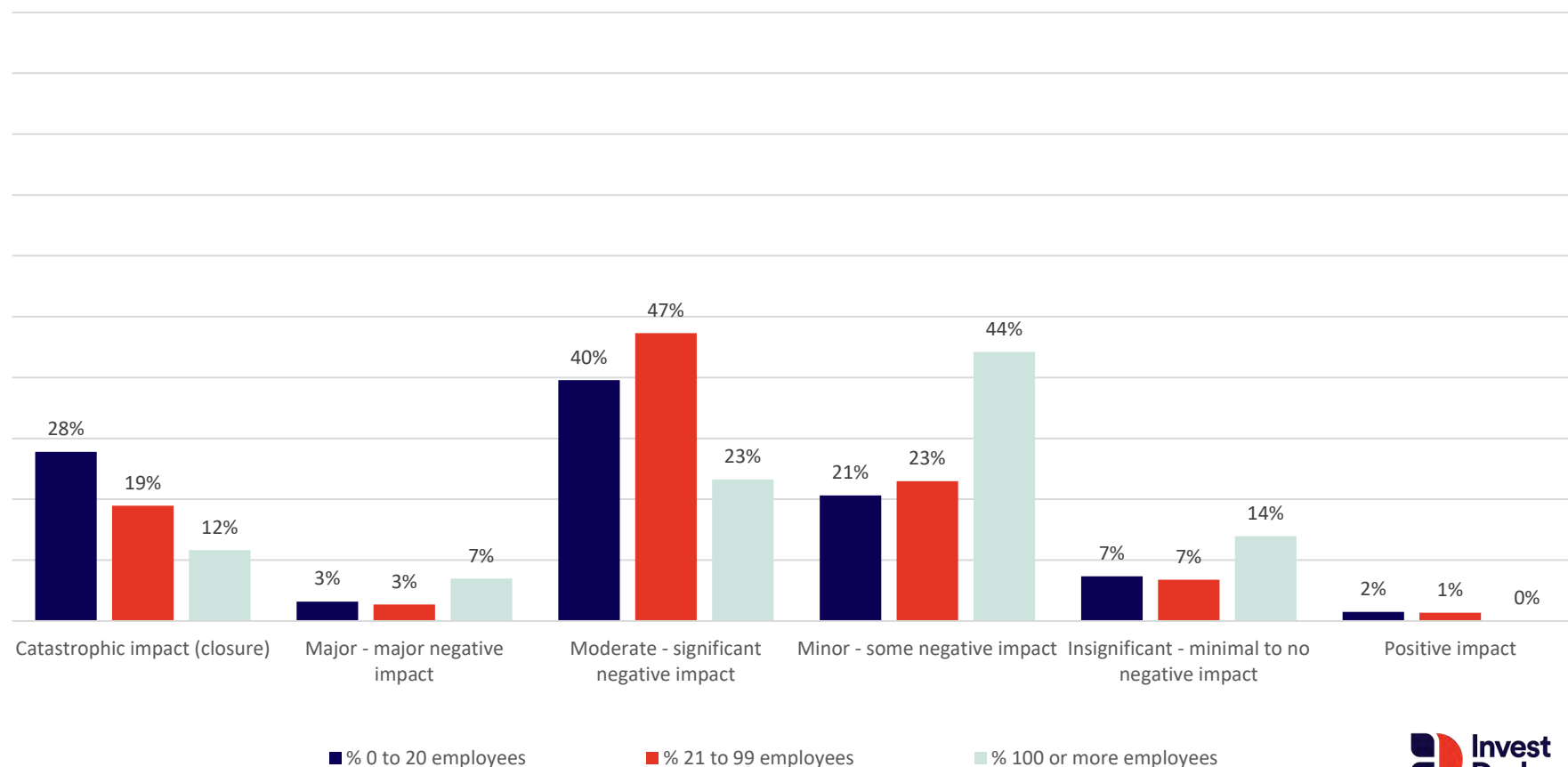
71%

Of small businesses with at least moderate negative impact

28%

Of small businesses experiencing catastrophic impact

Severity of Impact by Business Size





Survey Analysis

Operational status continues to be impacted by the Provincial closure order

Observations

Half of survey was **prior to** the Provincial closure order.
57% of all businesses were shutdown or partially shutdown.

- 61% of businesses <20 employees
- 48% of businesses 21-99 employees
- 39% of businesses >100 employees

56% of large businesses are open/operating

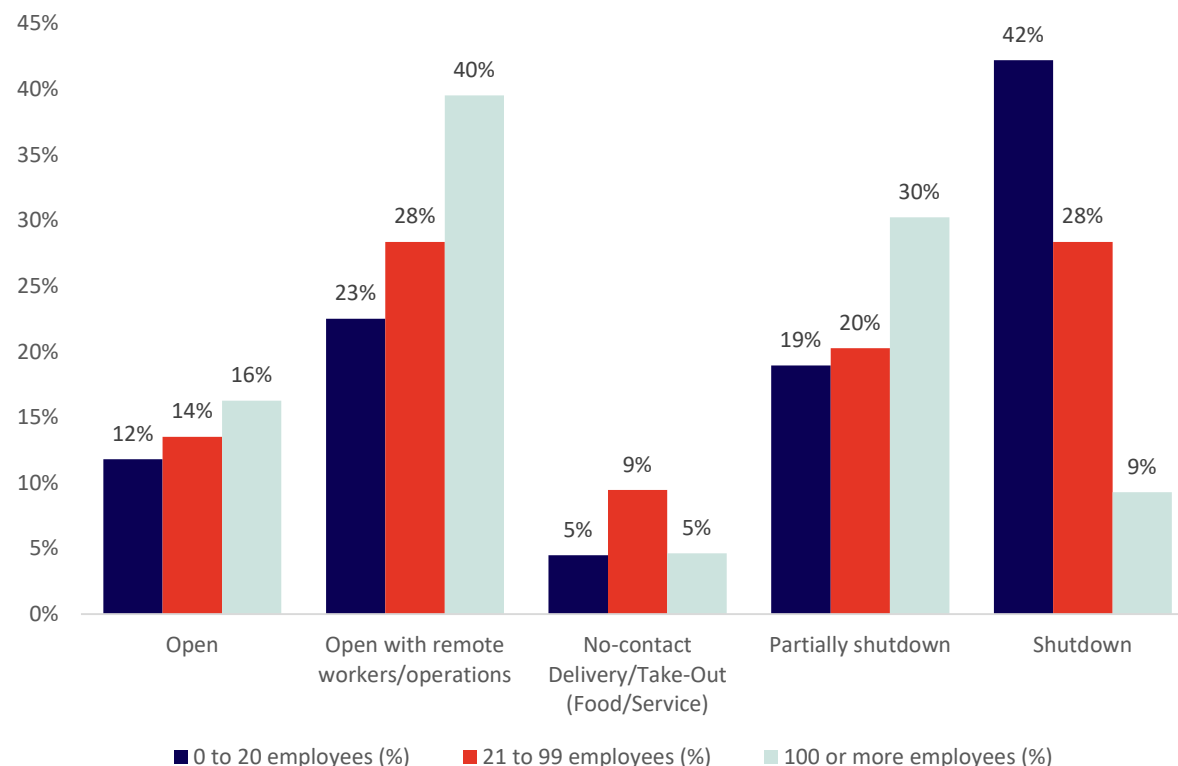
61%

Of small businesses are shutdown or partially shutdown

9%

Of large businesses are completely shutdown

Current Status by Organization Size





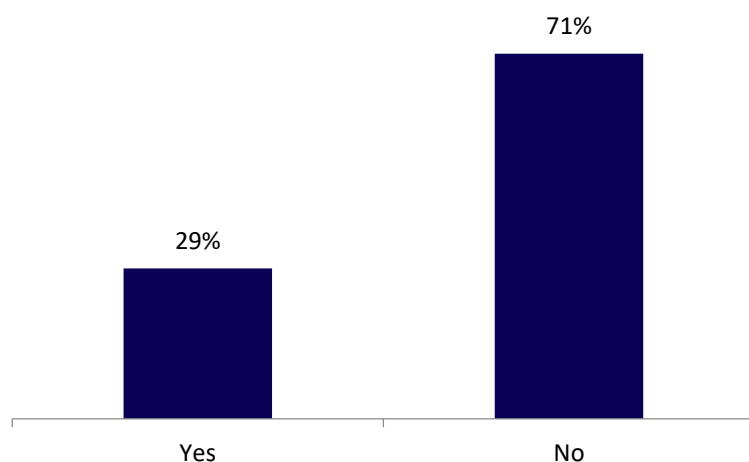
Survey Response: Summary

Some businesses are experiencing increased demand

Observations

Q8

Are you struggling to meet demand?

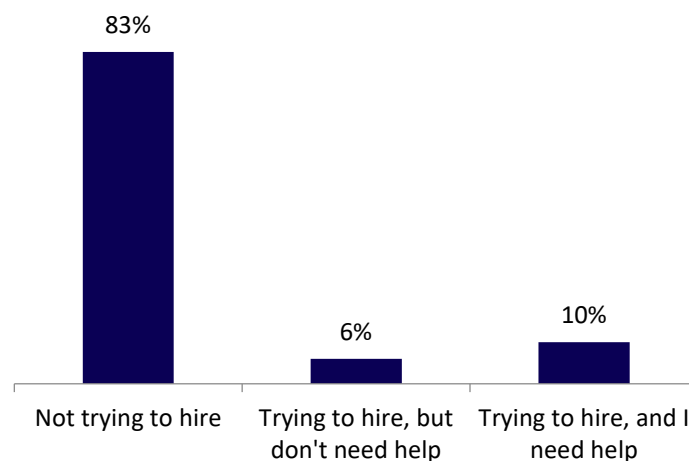


14

Struggling to meet demand

Q9

Are you trying to hire new staff to meet demand, and do you need help?

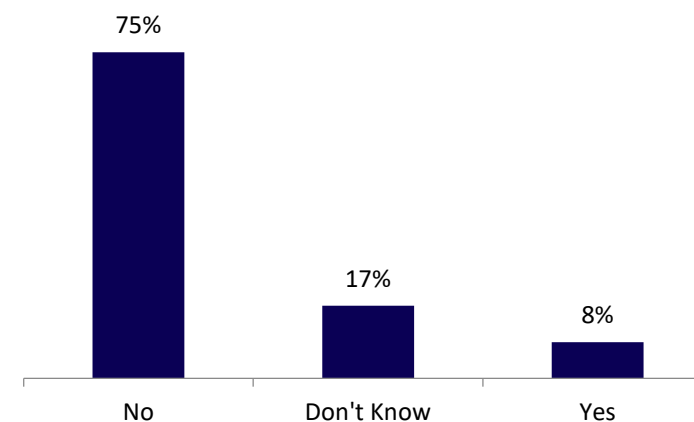


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Trying to hire new staff

Q10

Do you need help in pivoting your business model?



4

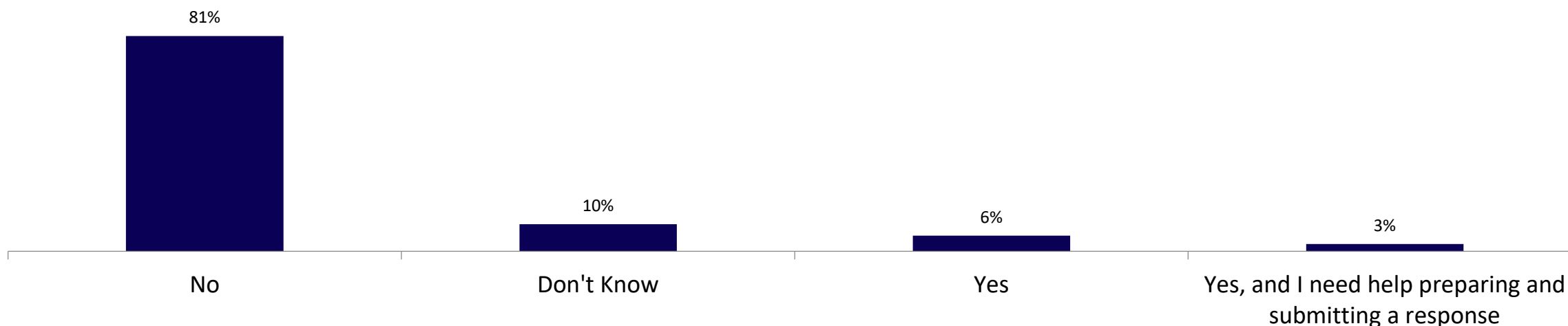
Asked for help pivoting their business model



Survey Response: Summary

59 local businesses noted the ability to provide critical medical supplies/equipment

Does your business have the ability to provide critical supplies/innovative ideas?



59

Businesses can provide help with medical supplies/equipment.



Survey Response: Summary

Areas of concern for businesses

Respondents were asked to note their level of concern across various factors. These factors came from our initial Survey #1. A selection was made from the options: “Highly concerned, concerned, somewhat concerned and not concerned”

Observations

Number of responses: 654
Number skipped: 216

