

SOUTH ISLAND
**PROSPERITY
PROJECT**

December 5, 2018

Dear Mayor Desjardins and Esquimalt Council,

CORPORATION OF THE TOWNSHIP OF ESQUIMALT		
For Information:		
<input type="checkbox"/> CAO	<input type="checkbox"/> Mayor/Council	
<input type="checkbox"/>		
RECEIVED: DEC 06 2018		
Referred:		
<input type="checkbox"/> For Action	<input type="checkbox"/> For Response	<input type="checkbox"/> COTW
<input type="checkbox"/> For Report	<input checked="" type="checkbox"/> Council Agenda	<input type="checkbox"/> IC

We are writing to request your continued support for the work of the South Island Prosperity Project (SIPP). As we wrap up our third year in March 2019, we are enthused about our success to date and look forward to continued growth and enhanced economic development in the South Island region.

The investment and collaboration provided to date by your municipality has been integral to SIPP's growth and our impact on the region. It is because of your support and leadership that in less than three years, the South Island region has earned a solid reputation which includes:

- Attracting investment to the region through our Business Attraction program. Examples include: the Daitan Group, a Brazil-based company that plans to grow from 10-15 employees this fall to over 100 in the next 24 months; NetMotion, a Seattle-based software company that selected our region over several others in Canada; and numerous others in our pipeline that are being nurtured through cumbersome decision cycles.
- Leveraging your investment by tripling our private sector membership, supporting key sectors, and helping grow export-oriented businesses throughout the region – municipal portion of funding went from 100% in start-up year to 49% in the current operating year.
- Increasing our First Nations membership from two to five and launching new, innovative economic development programs, such as IndigenousConnect and the Songhees Innovation Centre.
- Being shortlisted in Canada's Smart Cities Challenge from 199 applicants and earned a chance to win a \$10 million-dollar prize to enhance the region's multimodal transportation system.
- Developing *Smart South Island Vision 2040*, in collaboration with municipal, First Nations, and non-profit community leaders—our community's long-term regional vision that describes where we want to take our future.
- Receiving multiple international awards and distinctions for our work and unique collaborative economic development model, such as:
 - *Excellence in Economic Development award* from the International Economic Development Council (IEDC) for our Smart South Island initiatives
 - *Smart21 Community award* from the Intelligent Community Forum (ICF)
 - Invited to present at the prestigious *World Artificial Intelligence (AI) Conference* in Shanghai
 - Shortlisted for a *Governance award* from the Smart City World Expo Congress

We appreciate your renewed funding for a further two-year period to complete our 5-year strategic plan, endorsed by you in our founding by-laws. In our next fiscal year (April 1, 2019-March 31, 2020), the SIPP Board will invite you to participate in a strategic review of the first four years of SIPP's operation to make suggestions for improvement and evaluate SIPP's successes. Following a review, we will reengage our valued members in the cooperative development of a new five-year regional economic development strategy.



**SMART
SOUTH ISLAND**
Citizen-Inspired Transformation

Many Communities, One Vision, One Region

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A summary of funding from Esquimalt to date, as well as the percentage of municipal contributions to the total budget can be found below:

	Membership Fee	Total Budget	Municipal %	Invoiced
Start-Up*	\$5,122	\$89,543	100%	March 31, 2016
Year 1	\$15,365	\$476,976	56%	2016-2017
Year 2	\$34,621	\$1,021,733	59%	2017-2018
Year 3	\$34,621	\$1,246,761	49%	2018-2019

*Start-up fees included incorporation costs, legal fees, consulting fees (Darryl Harker), office and facilitation supplies, and basic administrative costs – these were administered by the South Vancouver Island Economic Development Association (SVIEDA)

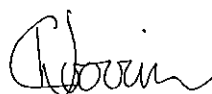
We look forward to an extremely exciting year ahead as, together, we shape a prosperous future for the region. If you wish to receive further information or a delegation from SIPP to present to your council, please let us know. We have also invited you to attend one of two new council orientation sessions, held on December 7 from 8:30-9:30am in the Council Chambers at North Saanich Municipal Hall, and December 14 from 2:00-3:00pm in the Council Chamber at View Royal Town Hall.

There are so many exciting opportunities for the region on the horizon. As Henry Ford said, "Coming together is the beginning; staying together is progress; and working together is success." We look forward to many more years of working together to make this region prosperous and resilient.

Sincerely,



Emilie de Rosenroll
Chief Executive Officer
South Island Prosperity Project
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Craig Norris
Chair of the Board
South Island Prosperity Project



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