

B R + E

Volunteer Appreciation Luncheon

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Four Stage Approach

**Project Planning &
Business Surveys**



**Immediate
Follow-up**



Data Analysis



Implementation

Successes to date

<i># of volunteers</i>	50+
<i># of hours volunteered</i>	100+
<i># of businesses visited</i>	73
<i># of red flag issues identified</i>	7
<i># of referrals</i>	7
<i># of requests for information addressed</i>	10

Communication Partners

- Chamber of Commerce
- BIA, BNI, NGBB
- Gord Brown (MP) – “Communicator”
- Steve Clark (MPP)
- North Grenville Community Newsletter
- Kemptville Advance
- EMC
- Leeds & Grenville Business News
- Ottawa Valley Business (OVB)

A Municipality That Gets It North Grenville is poised for success in Eastern Ontario

By Jennifer Layman
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The majority of business owners would likely agree that most people don't "get" running a business. It is why consistently frustrated with employees for the self-employment and "business building" and "business improvement" strategies that all of the other programs that are developed to increase

program, offered by OMAFRA (Ontario Ministry for Agriculture, Food and Rural Affairs). The program is not new, having been around since 1997, and North Grenville is certainly not the only municipality that also allowed them to

"willing to listen and respond in the needs of local business-owners," says Terri Devine, North Grenville Economic Development Coordinator and Chair of the Business Retention and Expansion Committee, and other business organisations

years and the expected growth this year. The Economic Development Committee, in partnership with the North Grenville Chamber of Commerce, had its first time to reconvene with the North Grenville Economic Development Committee, and Chair of the Business Retention and Expansion Committee, and other business organisations

It wasn't just another report on a shelf. It was a roadmap for growth that was followed.

Terri Devine, BR+E Coordinator
 Municipality of North Grenville



North Grenville Is Booming And they're doing the BR+E anyway

"As a volunteer driven project, participation shows local business the commitment not only by the municipality's Economic Development Committee, the Chamber and others, but by their peers. A lot of the volunteers are other

APRIL 20 2010

millions of dollars in spinoffs, you might think it would cost an equal amount to participate. Actually, it doesn't. North Grenville estimated it would cost them \$7.5,000 for a coordinator and budget. After they received funding for 50%

www.greemandorville.com or contact Forbes Symon at 613-258-9569 x125 or fsm@nongrenville.on.ca
 For more information on the BR+E Program, 80 to 100, www.nongrenville.ca. You can also contact the BR+E

2009, and believe that the forecast for 2010 is even better. They will be seeing a "substantial increase" in commercial development this year. They will build a new library in Old Town Kemptville, will add a new high school, plan to

Retention, expansion plan to take one year

NORTH GRENVILLE
 Work is well under way on the retention and expansion (BR+E) program.

formed and business visits are about half-done. The BR+E program aims to conduct a broad-based survey of many different business sectors in the community. Devine noted businesses across the spectrum so far, have responded so far, have included respondents in the

North Grenville business initiative gathers material

"Our goal is 80 hours" to be surveyed throughout the municipality," Devine said. Once the information has been collected from the businesses and compiled, it will be used by members of the BR+E leadership team and volunteers

JOSEPH MORIN

North Grenville gears up for BR+E program

The Municipality of North Grenville is stepping up and paying attention to local business. Through partnership with the North Grenville Chamber of Commerce and partial funding through the provincial fund, Economic Development Program (EDP), the Municipality will be delivering the Business Retention and Expansion Program (BR+E) to the local business community in

2010. "It's about retaining and expanding local business. We want to know what you're experiencing as a local business owner," says Councillor Terry Butler, newly hired Business Retention and Expansion (BR+E) Program

Coordinator Terri Devine notes that we need to work with our local business community to identify the current employee base and support their efforts to expand and

grow. Terri also says that a successful BR+E project depends on how much participation it receives from community/business leaders and local business people.

BR+E
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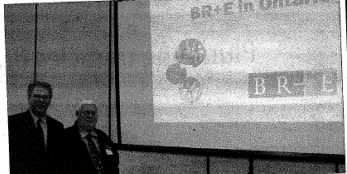


A Business Retention initiative in North Grenville attracted wide interest and included Councillor Terry Butler, Gord and Mayor Bill Goach.

BR+E stakeholders meeting achieves immediate goals

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Anywhere from 40 to 80 per cent of new job growth is created by existing businesses, according to David Birch at the Massachusetts Institute of Technology. This is exactly why North Grenville, and many other municipalities in Ontario, is going through the early stages of their new Business Retention and Expansion programs, following up on the success of a similar initiative that ended in 1999.



Brian Ritchie, left, an economic development consultant and North Grenville Coun. Terry Butler, a member of the BR+E leadership team, pause for a photo before Thursday night's stakeholders meeting.

And last Thursday night, residents of North Grenville had an opportunity to attend a stakeholders meeting and learn a little bit more about the program, which is part of a partnership with the North Grenville Chamber of Commerce and partial funding from the Ontario Rural Economic Development program.

Devine said she needs approximately 80 volunteers to take part in the

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Ready, aim, fire!

BR+E program a key tool in economic development
 By ASHLEY KULP

EMC News Staff Writer
 With so much already having been done throughout the municipality to improve economic development (retention, expansion) of the public and members of the community-wide BR+E program, Devine said it was important to build on this foundation. An integral part of this will be sustaining

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Thank you!

www.northgrenville.ca/BRandE.cfm

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ECONOMIC DEVELOPMENT