

# City of Mississauga Corporate Report



<p>Date: February 22, 2022</p> <p>To: Chair and Members of General Committee</p>	<p>Originator's files:</p>
<p>From: Andrew Whittemore, M.U.R.P., Commissioner of Planning &amp; Building</p>	<p>Meeting date: March 9, 2022</p>

## Subject

**Ontario Transfer Payment Agreement for Small Business Enterprise Centre Program**

## Recommendation

1. That the Corporate Report entitled "Ontario Transfer Payment Agreement for Small Business Enterprise Centre Program" dated February 22, 2022, from the Commissioner of Planning and Building be approved.
2. That a by-law be enacted to authorize the City Manager or Commissioner of Planning and Building and City Clerk or their respective designate to execute on behalf of the Corporation of the City of Mississauga the Ontario Transfer Payment Agreement for the Small Business Enterprise Centre (SBEC) Program with the Province of Ontario for the period of April 1, 2022 to March 31, 2024, including all necessary amendments, extensions and/or documents ancillary thereto, in a form satisfactory to Legal Services.

## Executive Summary

- For 23 years, the City of Mississauga's Economic Development Office has received funding from the Province of Ontario to deliver small business and entrepreneurship services and programs through its Mississauga Business Entrepreneur Centre (MBEC).
- The City of Mississauga will be presented with a new two-year transfer payment agreement with an option for an additional one year for a total of three years from the Ministry of Economic Development, Job Creation and Trade for a total of \$630,450 in funding for MBEC to continue to deliver the SBEC Core initiative, Starter Company Plus initiative and Summer Company initiative from April 1, 2022 to March 31, 2025.
- This new agreement requires the City to pass a municipal by-law authorizing the City to enter into the agreement before funds are transferred to the City.

## Background

Small businesses and entrepreneurs make a strong contribution to the local economy and community. In Mississauga, small businesses are a strong source of employment. As of 2021, 17,691 non-home-based small businesses (with 0-99 employees) employed 188,328 people locally and account for 96.2 percent of all non-home based businesses in Mississauga. This employment accounts for 45.6 percent of the City's employed labour force, as recorded through the City of Mississauga, 2021 Employment Survey.

Entrepreneurial and small business activity remains a key priority for the City of Mississauga's Economic Development Office (EDO) agenda. The need to continue to support the small business and entrepreneurship ecosystem was validated by the Entrepreneurship & Innovation Study, which was approved by Council on July 3<sup>rd</sup>, 2019.

EDO provides information and services to help businesses grow and prosper in Mississauga. Since 1999, the Mississauga Business Entrepreneur Centre (MBEC) has been an integral component of EDO and the local entrepreneurship and innovation ecosystem. MBEC assists small business owners and entrepreneurs to start new businesses, expand existing small businesses and create jobs in Mississauga.

MBEC is one of over 50 Small Business Enterprise Centres (SBEC) across Ontario established by the Province of Ontario ("the" Province) to deliver the SBEC Program. MBEC has been receiving funding from the Province for the past 23 years to deliver three key initiatives: its core services and entrepreneurship programs such as Summer Company and Starter Company Plus.

### Core Services

MBEC core services include: business guidance, business consultations, business plan reviews, seminars/webinars and events.

### Summer Company Program

Program offers students (ages 15-29) free business training, skills development, mentorship and micro financing up to \$3,000 to help them start and operate a business in Mississauga during the summer.

### Starter Company Plus program

Program offers entrepreneurs (age 18+) free business training, skills development, mentorship and an opportunity to apply for micro financing up to \$5,000 to help them start, expand or purchase a business in Mississauga.

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## Comments

Effective April 1, 2022, the Province is providing a new two-year transfer payment agreement with an option for an additional one year which would cover the period of funding effective April 1, 2022 to March 31, 2025.

The two-year agreement received from the Province through its Ministry of Economic Development, Job Creation and Trade commits \$420,300 with an option for an additional one year amount of approximately \$210,150 to the City of Mississauga (the “City”) for MBEC to continue to maintain its service level of delivering its core services and entrepreneurship programs (i.e. Starter Company Plus and Summer Company). This new agreement includes a provision for Council to authorize the execution of the agreement by municipal by-law before funds are transferred to the City.

The City through its Economic Development Office is seeking Council approval for MBEC to continue to deliver its core services and entrepreneurship programs by entering into the new two-year transfer payment agreement with the province with an option for an additional one year as represented by the Minister of Economic Development, Job Creation and Trade.

## Strategic Plan

The SBEC Program supports the City’s Strategic Plan’s ‘Prosper’ pillar – Cultivating Creative and Innovative Businesses, and supports the “Belong” pillar by ensuring youth, older adults and new immigrants thrive by nurturing opportunities for youth and new immigrant entrepreneurship.

## Financial Impact

The City of Mississauga’s Economic Development Office will receive \$420,300 over two years to continue to deliver the SBEC Program in Mississauga through the MBEC office.

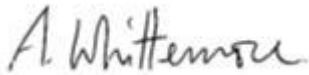
Contract staff position(s) will be funded with a portion of the funds received through the new transfer payment agreement. It is anticipated there will be no budget impact to the City of Mississauga.

## Conclusion

The Province’s new two-year transfer payment agreement with an option for an additional one year requires the City of Mississauga to provide evidence that its Council has authorized the execution of this agreement by municipal by-law. This will be required for the City to receive its

funding so that MBEC can continue to deliver the core services and programs as described in the “Background” section of this report.

The prosperity of Mississauga’s small employer businesses is reliant on the right supports to enable entrepreneurs and small businesses to thrive and grow in the local and global economy. EDO’s role in supporting local entrepreneurs through MBEC is integral to strengthening the entrepreneurship ecosystem and contribute to local economic development, while supporting the Economic Development Office to achieve its strategic goals.



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