

City of Mississauga
Corporate Report



<p>Date: February 19, 2025</p> <p>To: Mayor and Members of Council</p>	<p>Originator's files:</p>
<p>From: Andrew Whittemore, M.U.R.P., Commissioner of Planning & Building</p>	<p>Meeting date: February 26, 2025</p>

Subject

Invest Mississauga – Collaboration and Partnership Agreements with External Partners

Recommendation

That the Director of the Economic Development Division or their designate be authorized to negotiate and execute, on behalf of the Corporation of the City of Mississauga, collaboration and partnership agreements with external partners to support the City's economic development strategic goals and sector development strategies, along with any necessary agreements, amendments, extensions and related ancillary documents, all in a form satisfactory to the City Solicitor.

Executive Summary

- The Economic Development Division (“EDD”) for the City of Mississauga (“City”) delivers programs to support local companies to launch, sustain and grow their businesses through various programs and services
- Part of this EDD service involves partnering with external agents to deliver the services and programs
- Such partnerships require EDD to enter into agreements with external agents, and may also include receiving funding support

Background

The EDD promotes Mississauga as a prime business destination, attracts global investment and talent, supports existing businesses and key growth sectors, nurtures local entrepreneurs, and fosters innovation.

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Staff offer a range of services and support to help businesses start, grow, and thrive. Whether businesses are just starting out, expanding, consolidating, or relocating, the EDD provides tailored assistance to meet their needs.

In delivering its programs and services, staff collaborate with various partners including private sector organizations, non-profits, academic institutions, research institutions, and government agencies.

Collaborative Initiatives can include events, trade missions, training programs, trade shows, and seminars, all aimed at providing essential insights into accessing resources, programs, in-kind support and funding opportunities.

Funding can come over multiple years usually in the form of grants at values of \$30,000 to \$80,000. For example, EDD through IDEA Mississauga was recently granted \$30,000 annually for two years by the Black Entrepreneurship Alliance (BEA) to support the addition of 3-5 companies to the IDEA Step-Up Program.

Comments

At present, the Division does not have authority to receive funds from external partners on behalf of the City. Such funds are critical for leveraging the expertise and strength of its partners to provide services and support to businesses.

Staff are seeking Council's approval to enter into partnership agreements, which may include receiving funds by way of grants or other contributions to support starting, sustaining and expanding businesses and strategic sectors.

Strategic Plan

The EDD initiatives support the City's Strategic Plan's 'Prosper' pillar – Cultivating Creative and Innovative Businesses and support the 'Belong' pillar by ensuring youth, older adults and new immigrants thrive by nurturing opportunities through talent and entrepreneurship programs and services.

Financial Impact

The Economic Development division works partly on a fee recovery and revenue-based model. While Council's approval to authorize staff to enter future agreements has no direct financial impact, such agreement may result in new revenue opportunities.

Conclusion

In delivering its programs and services, the EDD collaborates with various partners including private sector organizations, non-profits, academic institutions, research institutions, and government agencies. In order to execute agreements with external parties Council must provide authorization.



Andrew Whitemore, M.U.R.P., Commissioner of Planning & Building

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