

2023 YEAR IN REVIEW



QUINTE ECONOMIC DEVELOPMENT COMMISSION



CONTENTS

Board Chair and CEO Message

Meet the Team

QEDC BDO Recognized as
Economic Developer of the Year

New Investments and Announcements

Funding Projects

Investment Attraction

Supporting Industry

Bay of Quinte Business Centre



WWW.QUINTEDEVELOPMENT.COM



INTRODUCTION FROM THE “ “ 2023 BOARD CHAIR



“The Quinte Economic Development Commission (QEDC) stands as a testament to the power of partnership and collaboration among the City of Belleville, the City of Quinte West, and the Municipality of Brighton. In the spirit of collective effort, our member municipalities have joined forces to deliver a highly effective industrial attraction and support program. This collaborative approach allows us to maximize the impact of our resources, leverage funding dollars efficiently, and avoid unnecessary duplication of efforts, all at a reduced cost.

Throughout the past year, the QEDC has achieved numerous successes, reflecting the strength that comes from working together towards common goals. The Board and staff of the QEDC are now focused on building upon these achievements as we plan for new opportunities in 2024. Our commitment to strategic planning ensures that we remain adaptable and forward-thinking in the ever-evolving landscape of economic development.

As we reflect on our accomplishments and look ahead to the future, we express our gratitude to the dedicated individuals who form the backbone of the QEDC, as well as our valued partners and stakeholders. Together, we continue to shape and enhance the economic prosperity of our region, laying the groundwork for a promising future.”

Mayor Brian Ostrander, Board Chair



MESSAGE FROM THE CEO

“As we reflect on the year that was, the Quinte Economic Development Commission Year-End Report serves as a reminder of the successes and accomplishments of the Bay of Quinte Region in 2023! Economic development plays a crucial role in fostering growth and creating opportunities for communities. The collaborative efforts between the Quinte Economic Development Commission (QEDC), municipal, provincial, and federal partners, as well as key stakeholders, demonstrate the power of teamwork and relationships in driving positive change. The economic eco-system is in place to support those businesses that ultimately, make investments and create jobs that benefit the entire community. We are fortunate to have a large and diverse industrial base in our region.

QEDC focuses on target sectors such as food processing, advanced manufacturing, logistics, and the technology sector through a strategic approach to attract and support businesses that can contribute significantly to the region’s economic vitality.

QEDC team of Rachael Lamb, Vicki Bristow Ferguson, and Mike Hewitt, are acknowledged for their dedication and hard work in achieving such success at the QEDC. I also want to thank the QEDC Board of Directors, led by Brian Ostrander, Mayor of Brighton, for volunteering their time, energy, and expertise in guiding our organization.

Here’s to continued success and growth in the years to come!”

Chris King, Ec.D.
Chief Executive Officer



MEET THE TEAM

The Quinte Economic Development Commission team proudly delivers economic development services on behalf of our member municipalities, providing business investment attraction and retention & growth programs in targeted industry sectors.



Chris King, Ec. D.
Chief Executive Officer



Vicki Bristow Ferguson
Business Development Officer



Mike Hewitt
Manufacturing Resource
Centre Coordinator



Rachael Lamb
Administrative
Assistant

QEDC BDO RECEIVES ONTARIO EAST EDO OF THE YEAR AWARD



The Ontario East Economic Development Commission (Ontario East) recognized Vicki Bristow Ferguson, Business Development Officer, Quinte Economic Development Commission as the “Ontario East EDO of the Year” during the Ontario East Municipal Conference (OEMC) hosted at the Ottawa Conference and Event Centre September 6-8, 2023. The award is sponsored by ResearchFDI, one of Canada’s leading investment attraction agencies, founded by Bruce Takefman, who was a member of the awards selection committee.



QEDC TARGET SECTORS

The QEDC’s investment attraction activities are based on the findings and recommendations of the QEDC Target Market Study and Strategic Plan completed at the end of 2019. QEDC Staff and Board Members watch for new trends and opportunities regularly and adjust the plan as required.





NEW INVESTMENTS AND ANNOUNCEMENTS

NEW AMAZON FACILITY IN BELLEVILLE

A 1 million sq. ft. distribution and logistics centre for Amazon is under construction at the City of Belleville’s North East Industrial Park. The facility will be handling larger item orders.



QUINTE CUSTOM FOODS EXPANSION & FACTORY OUTLET

Quinte Custom Foods added 50,000 sq. ft. on its facility. In addition to the expansion, a Factory Outlet store has opened on-site offering various food products.



WK KELLOGG CO BELLEVILLE FACILITY EXPANSION

A 12.7 million permit has been issued for a 65,000 sq. ft. expansion of the College Street East cereal plant.



YO VEGGIE GROUND BREAKING

Yo Veggie has broken ground at it’s new location in the Municipality of Brighton. The planned 10,500 sq. ft. facility will manufacture yogurt and vegetable dips. The project represents a 3-million-dollar investment in Brighton. The team hopes to be up and operational by mid-2024.



MAGNA INVESTS \$35 MILLION INTO LIGHTING DIVISION LOCATED IN BELLEVILLE

Magna International has announced they are investing \$471 million dollars at a number of facilities across the province, resulting in an increase of more than 1000 new jobs. **A \$35 million investment will be made in Magna’s lighting division in Belleville, creating up to 100 new new jobs.** In total, up to 475 new jobs will be created across Magna’s five other facilities in Guelph, Windsor, Belleville, Newmarket, and Penetanguishene, while a new \$265 million EV battery enclosure facility will open in Brampton resulting in 560 new jobs. These projects are supported by \$23.6 million in funding from the province through Invest Ontario.



VISION TRANSPORTATION EXPANSION

The group at Vision Transportation purchased a 25-acre parcel of land on College Street East to construct 250,000 sq. ft. of new industrial space, resulting in the addition of 50-100 new employees in Belleville. The Vision Transportation Group has been a consistent investor in Belleville for more than 10 years and they currently occupy almost 1 million sq. ft. of industrial space in Belleville's North East Industrial Park.



ANAMET CANADA INC.

Anamet Canada Inc. has expanded its Frankford, Ontario location by 21,000 sq. ft.. The expansion includes a new roof system, and a 20' drift bay and the end wall is expandable to accommodate future growth.



MIKHAIEL LOGISTICS NEW FACILITY

The City of Belleville announced an 18.6-acre land sale on University Avenue in the Northeast Industrial Park to Highfield Investment Group. Highfield will develop a 375,000-sq. ft. distribution centre building to be operated by Mikhaiel Logistics on behalf of Rolf C. Hagen Inc. Hagen has grown to become the world's largest privately-owned, multi-national pet products manufacturer and distributor.



CARMICHAEL ENGINEERING OPENS NEW OFFICE IN BELLEVILLE

Carmichael Engineering, the nationwide commercial HVAC service, maintenance, design and installation organization with locations in 22 metropolitan areas across the country, has opened its first 'operational Net Zero' branch office in Belleville. Built from the ground up, the new one-level commercial building features a combined 10,000 sq. ft. office and warehouse space for Carmichael, along with two additional smaller units for lease. Carmichael celebrated its 100 Year Anniversary in 2022.



NOD APIARY PRODUCTS GRAND OPENING

NOD Apiary Products held a grand opening of its new City of Quinte West facility on June 22. NOD Apiary Products Ltd. was founded by beekeepers in 1997, and has striven ever since to bring the most sustainable, convenient and effective honey bee health products to the global marketplace.



THE PROVINCE OF ONTARIO INVESTS IN BAY OF QUINTE REGION INDUSTRIES



The QEDC works with local businesses and local government representatives to help secure funding to support expansions. See below announcements which QEDC was actively involved in:

ALL SEASON FENCING INC.

FUND: Eastern Ontario Development Fund (EODF)

AMOUNT: \$394,046



The Ontario government is supporting an investment of \$4,165,000 by All Season Fencing Inc. to boost local manufacturing and bring over 70 well-paying jobs to the Bay of Quinte region. As part of the investment, the government is providing All Season Fencing with \$394,046 through the Eastern Ontario Development Fund. All Season Fencing, located in the City of Quinte West, engineers and manufactures PVC vinyl fencing, decks, and railings. Its process uses recycled plastics to minimize waste.



DR'S CHOICE OPTICAL

FUND: Eastern Ontario Development Fund (EODF)

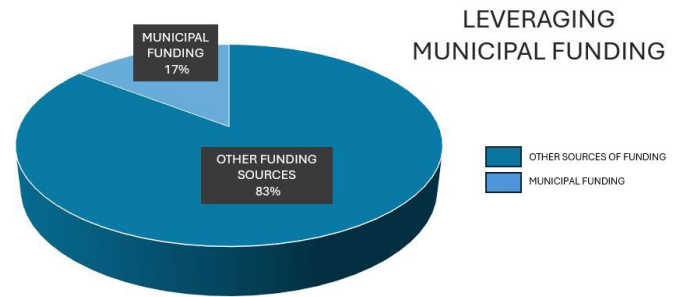
AMOUNT: \$337,500

Dr's Choice Optical, located in the City of Quinte West, received a \$337,500 investment from the Eastern Ontario Development Fund. Dr's Choice Optical is a manufacturer of eyeglass lenses including basic to progressives adding digitized servicing and state-of-the-art coatings – producing top-quality lenses for clients in five different provinces. The facility includes a fully automated line of surfacing equipment, a state-of-the-art coating capability offering custom hydrophobic, oleophobic and anti-static AR coatings, blue blockers and mirror coatings and enhanced edging equipment to ensure lenses fit perfectly in frames. The province's investment will help increase their workforce from 14 to 20.



FUNDING PROJECTS

Through a number of partnerships, the QEDC continues to research, identify and develop programs to effectively support industry. These programs also provide funding to coordinate, facilitate and administer these initiatives.



SKILLS DEVELOPMENT FUND 2022-2023

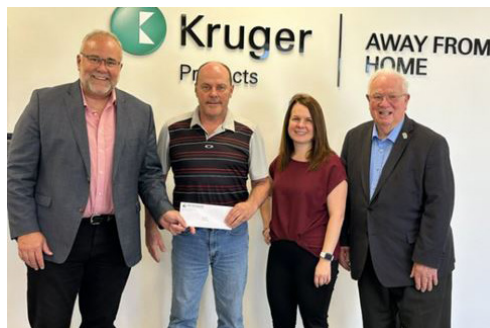


DURATION: April 1 2022 - March 31 2023
FUNDING: \$1,323,670

The Province of Ontario's Skills Development Fund provided \$1,323,670 to support the Quinte Economic Development Commission (QEDC) to address workforce challenges, complex business conditions and new opportunities in Bay of Quinte's growing, diverse manufacturing sector and industrial supply chain. The program addressed workforce needs in the local manufacturing sector including:

- **REMOVED** barriers to employment and providing skills training through Elevate Plus training program to support 40 individuals looking to enter the manufacturing sector
- **SUPPORTED** 700+ incumbent workers in the sector to enhance and modernize their skills

Presenting Employee Training Rebates to Bay of Quinte Industry



SKILLS DEVELOPMENT FUND 2023-2024

Elevate Plus - Creating the Future for Manufacturers and Workers



DURATION: April 1 2023 - March 31 2024

FUNDING: \$1,287,060



The Province of Ontario's Skills Development Fund is providing \$1,287,060 to support the Quinte Economic Development Commission (QEDC) to address workforce challenges, complex business conditions and new opportunities in Bay of Quinte's growing, diverse manufacturing sector and industrial supply chain. The program addresses workforce needs in the local manufacturing sector including:

- **REMOVING** barriers to employment and providing skills training through Elevate Plus training program to support 24 individuals looking to enter the manufacturing sector
- **SUPPORTING** 500+ incumbent workers in the sector to enhance and modernize their skills



ELEVATE PLUS

Advancing Change, Creating Hope, Building Resilience

Skills Development Fund programs like ELEVATE PLUS are unique in that they combine:

- Employer defined "technical" skills training with the other skills needed to ensure participants will be successful in the workplace.
- The supports necessary to address issues such as transportation or childcare while in the program and a plan to deal with these going forward.
- A job at the end of the program with an engaged employer.
- Ongoing support for at least a year to ensure job success.



SINCE 2016

- 1,930+** INCUMBENT WORKERS TRAINED
- 286+** GRADUATES TO DATE
- 21+** EMPLOYER PARTNERS HAVE PROVIDED **286 FULL TIME JOBS**
- 36** COHORTS



CANEXPORT COMMUNITY INVESTMENTS PROGRAM



Government of Canada

Gouvernement du Canada

DURATION: January 1 - December 31 2023
FUNDING: \$18,050

The Bay of Quinte Region was one of the communities across Canada to have received federal funding through the Global Affairs Canada CanExport Community Investments Program. Funding supported foreign direct investment related marketing and promoting Bay of Quinte Region initiatives including:

- **INDUSTRY CASE STUDIES** to profile existing companies and highlight their successes
- **FOREIGN DIRECT INVESTMENT (FDI) FOCUSED EVENTS** and opportunities raising awareness of the benefits of doing business in the Bay of Quinte Region

ONTARIO LABOUR MARKET PARTNERSHIP PROGRAM TO SUPPORT MANUFACTURING AWARENESS 2022-2023



DURATION: April 1 2021 - March 31 2023
FUNDING: \$557,500

COMPLETED

The Quinte Economic Development Commission (QEDC) received \$577,500 to assist local manufacturers in identifying specific needs and creating sector-specific awareness to fill an anticipated 2,100 job openings. The work built on previous QEDC efforts to survey employers about labour force challenges in the region. Supported activities included the following:

INDUSTRY OUTREACH - TALKING TO OUR CUSTOMERS

Engaged with local industry to identify company specific opportunities, barriers or assistance required. This involved tracking overall industry trends in the Bay of Quinte Region to best position the QEDC to react to industry needs. A final report of findings has been completed.

MAJOR THEMES UNCOVERED FROM OUTREACH


- **Ongoing** workforce hiring requirement
- **Plans** for growth and expansion
- **Developing** new products and product mandates
- **Implementing** new technologies and automation

MANUFACTURING SECTOR AWARENESS MARKETING OUTREACH CAMPAIGN Proudly Made in Bay Campaign to raise awareness of the benefits of a career in manufacturing, companies that are located here and products that they manufacture, as follows:

Awareness: Case Study Development, Marketing Materials

Advertisements: Radio, Digital, Print

Awareness Events: Coordination, Partner Event Participation / Support

 **RESUME DATABASE:** Marketing & Awareness, Database Management
Supporting Work In Quinte website platform connecting Employers and Job Seekers
www.WorkinQuinte.ca

72+ INDUSTRY INTERVIEWS





INVESTMENT ATTRACTION

QEDC PRESENCE AT TRADESHOWS AND CONFERENCES



Economic Developers Council of Ontario (EDCO) Conference

QEDC attended EDCO's first full conference since 2020. QEDC CEO Chris King participated as a panel expert for the foreign direct investment session with Research FDI.



Economic Developers Association of Canada (EDAC) Conference

EDAC is Canada's national organization of economic developers. The association offers its members professional development, networking opportunities and a comprehensive offering of resources, both on and offline



SIAL

SIAL Canada is now the only event of its scale in Canada, with more than 1,200 national and international exhibitors from 50 countries hosting over 25,000 buyers from Canada, the United States, and 60 other countries.



Restaurants Canada Show

Restaurants Canada Show, held at Toronto's Enercare Centre, combines the best of the in-person and virtual experience. The event included a dynamic in-person trade show, top-quality seminars, workshops, competitions and events. Local food processors have the opportunity to attend and promote their products.



QEDC CEO Chris King, and Derrick Morgan, of the BDC, with OMAFRA Minister Lisa Thompson



Number E Tea Company



Saucy Dotty's

Food and Beverage Processing Summit

The QEDC participated in the Brampton Food and Beverage Processing Summit. Hosted by the City of Brampton, the inaugural Food and Beverage Processing Summit brought together municipal, provincial and federal elected officials to focus on the challenges and opportunities that exist within the sector, while also creating potential for continued collaboration in support of Ontario's food and beverage processing sector.





Ontario East Municipal Conference (OEMC)

QEDC participated at the Ontario East Municipal Conference in September. The conference provided key learning opportunities for best practices in economic development and investment attraction along with excellent networking with Provincial and Federal workforce and investment staff. At this event QEDC business Development Officer Vicki Bristow Ferguson was awarded Eastern Ontario Economic Developer of the Year.



Institute for Food Technology Trade Show (IFT)

QEDC led the Ontario Food Cluster delegation at the IFT trade show in Chicago. The team met with investment officials at the Canadian Consulate to discuss the Food Cluster and individual community/region's mandates for FDI.



Canada Manufacturing Technology Show (CMTS)

CMTS is Canada's stage for manufacturing technologies, best practices and industry connections. Leading industries including automotive and aerospace have come together to source solutions and knowledge from the global leaders in machine tools and tooling, metalworking, and advanced manufacturing.



BIO International Trade Show

QEDC participated in the BIO International Trade Show. Priorities at this event were the promotion of the available life science facility at 231 Dundas St. East in Belleville and connecting with the Invest Canada, Invest Ontario staff along with the investment trade commissioners operating the Canadian pavilion. QEDC also leveraged a relationship with a leading international engineering firm in the bio and pharma space to assist with the promotion of the facility at the show.



Grocery Innovations Canada

QEDC attended Grocery Innovations Canada. Grocery Innovations Canada is the largest, and only, premier B2B grocery and specialty food show. This is the only show that bring together all facets of the grocery trade together, under one roof.



Canadian Manufacturers & Exporters Conference

QEDC attended the Canadian Manufacturer & Exporters (CM&E) Conference. This national event is one of Canada's largest cross-sectoral assembly of manufacturing industry leaders and executives, who come together to create connections, build relationships, share perspectives, and learn from one another. The conference provides a venue to share knowledge, leveraging CME's clear position as the voice of manufacturing, and advance the industry as a whole. QEDC was a bronze level sponsor of the event.



Queens Park Event Hosted EDCO and OEEDC

QEDC Business Development Officer Vicki Bristow Ferguson attended the Queens Park Event. The event provided an opportunity for EDCO members to meet with MPP's and provide information on economic development initiatives.



Private Label Manufacturers Association (PLMA) Trade Show

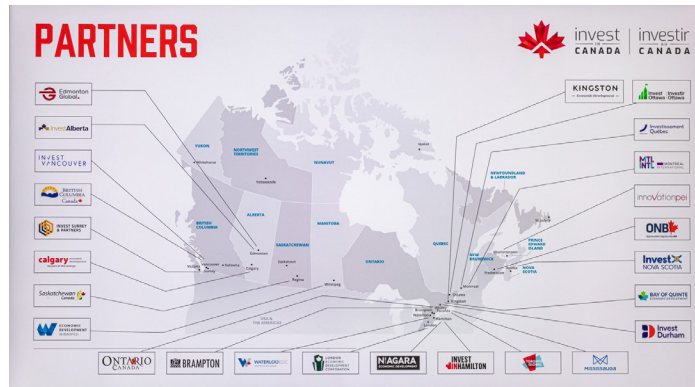
As part of the Ontario Food Cluster (OFC) QEDC attended PLMA's 2023 Private Label Trade Show providing an opportunity to learn more about emerging Private Label trends as well as products, practices and people. Thousands of exhibitors from around the world attended.



INTERNATIONAL AWARENESS

Global Affairs Canada Investment Roadshow

QEDC was invited to participate in Global Affairs Canada’s investment roadshow. Global Affairs organizes exclusive investment missions for communities in Canada to participate in lead generation activities and one-on-one meetings with companies considering investment in Canada. The mission is centred primarily around the Hanover Messe, the world’s largest manufacturing trade show. This is also part of an overall effort on Global Affairs’ part for a build up to Canada being the featured country at Hanover Messe in 2025.



Site Selectors Guild

Chris King attended the Site Selector’s Guild Conference. The Site Selectors Guild is the only association of the world’s foremost professional site selection consultants. Guild members provide location strategy services to corporations across the globe and for every industry, sector and function.



Anuga

QEDC Business Development Officer Vicki Bristow Ferguson attended Anuga with the Ontario Food Cluster (OFC). Anuga, held ever 2 years in Cologne, Germany, is the biggest trade fair and key industry event for Food and Beverage. The event showcases the latest innovations and attracts exhibitors and visitors worldwide, providing a platform for business opportunities and networking. With approximately 7,900 exhibitors and 140,000 attendees, Anuga is sub-divided into ten separately themed fairs.



LEAD GENERATION - COLLABORATIVE PARTNERSHIPS



Ontario East Economic Development Commission (OEEDC)

Membership with OEEDC provides opportunities to leverage funding and international/national exposure to potential investors. QEDC is a member of the regional Marketing Committee focused on foreign direct investment in the food processing, advanced manufacturing and logistics sectors. Membership provides shared event opportunities with the Ontario Food Cluster work and Ontario Manufacturing Communities Alliance.

QEDC Business Development Officer Vicki Bristow Ferguson is the OEEDC food sector liaison.



Ontario Food Cluster (OFC)

The Ontario Food Cluster attracts international investment to its thriving cluster of 3,000 food and beverage companies. Ontario is one of North America's largest agri-food sectors. Companies locate in Ontario because they are close to more than 200 agricultural commodities and a market of 460 million consumers.

QEDC Business Development Officer Vicki Bristow Ferguson was Co-Chair of the OFC in 2023 and will also serve as Co-Chair for 2024.

MARKETING - LOCAL AND EXTERNAL

In 2023, QEDC participated in events, networking opportunities and placed targeted sector advertisements using on-line digital platforms as well as traditional print.

COMPANY PROFILES and DIGITAL PROMOTION



INDUSTRY VIDEOS



PUBLICATIONS



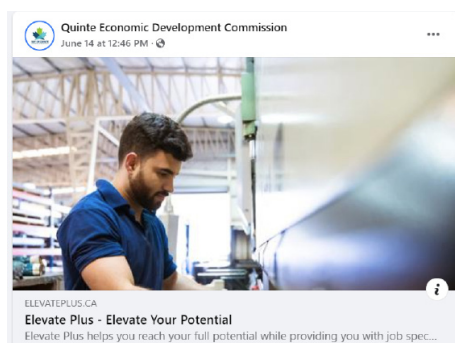
STUFF Made and Built in Eastern Ontario Publication

Business Facilities

Career Pathways Magazine: Trades, Manufacturing and Technology and Bay of Quinte Region feature

SOCIAL MEDIA

QEDC is very active on social media raising awareness of available investment opportunities, promoting available jobs in manufacturing, promoting locally made products and more.



PROUDLY MADE IN BAY OF QUINTE REGION

Marketing Campaign Promoting Manufacturing

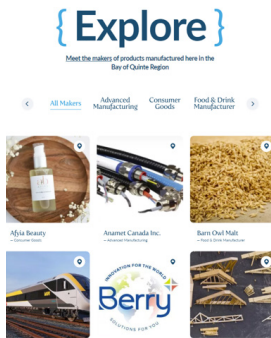


The "Proudly Made in Bay of Quinte" is an awareness campaign developed by the QEDC in response to needs identified by local manufacturers including:

- The importance of manufacturing to our local economy
- Encourage careers in manufacturing
- Promote products manufactured in the Bay of Quinte Region

The lead marketing agency worked with the QEDC team to develop key messaging and campaign strategy including the following deliverables:

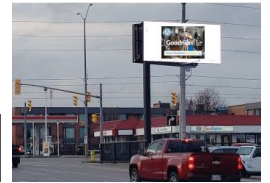
DEDICATED WEBSITE
WWW.MADEINQUINTE.CA



BUS WRAPS



TARGETED OUTDOOR BILLBOARD



RADIO CAMPAIGN



PRINT / DIGITAL MEDIA CAMPAIGN



IN-STORE PROMO DAYS AT SMLIE'S and MCDOWELL'S YOUR INDEPENDENT

The Proudly Made in Bay of Quinte Team handed out custom 'Made In Quinte' shopping lists identifying locally manufacturers products. In-store shelf tags further identify products on shelving and QR codes on the tags directs to MadeInQuinte.ca for more information on manufacturing in the region.



SUPPORTING INDUSTRY

The QEDC is mandated with investment attraction initiatives, as well as providing industry support / retention services and more.

REGULAR UPDATES TO INDUSTRY



93 EMAILED UPDATES SHARING INFORMATION & RESOURCES

QEDC uses the online marketing platform, Constant Contact, to share information, news, and resources on a variety of topics, including:

- **Government Announcements**
- **Available Funding Programs and Support Services**
- **Virtual/In Person Webinars, Information Sessions and Networking Opportunities**

DOING BUSINESS WITH VARIOUS LEVELS OF GOVERNMENT AND LOYALIST COLLEGE

This forum brought together reps from various levels of government (provincial, federal and municipal) to provide assistance to small and medium sized businesses interested in doing business with government. Loyalist College also participated providing info on how to do business with the College.



OCI DCC INFORMATION SESSION FOR MANUFACTURERS

The Ontario Centre of Innovation (OCI), in partnership with the Quinte Economic Development Commission (QEDC) hosted an information session on the Digital Competence Centre (DCC). Eligible companies can receive up to \$165,000 to identify and implement technology solutions.




PRECISION METALWORKING SECTOR WAGE SUBSIDIES PROGRAM INFORMATION SESSION





Manufacturers in the precision metalworking sector had an opportunity to attend an information session on a wage subsidy program for new apprentices, high school graduates, post-secondary graduates or co-op students looking for full-time employment, and existing employees looking to upskill.



QEDC PROMOTES AND SUPPORTS EXTERNAL PARTNER RESOURCES

QEDC is pleased to promote available resources, webinars, information sessions and learning opportunities on behalf of external partner organizations including:

-  Canadian Manufacturers and Exporters
-  Quinte West Chamber of Commerce
-  Belleville Chamber of Commerce
-  Ontario Chamber of Commerce
-  Canadian Chamber of Commerce
-  BDC
-  Trenval

-  Small Business Centre
-  Loyalist College
-  Ministry of Small Business, Export Promotion and International Trade
-  Ministry of Economic Development, Job Creation and Trade

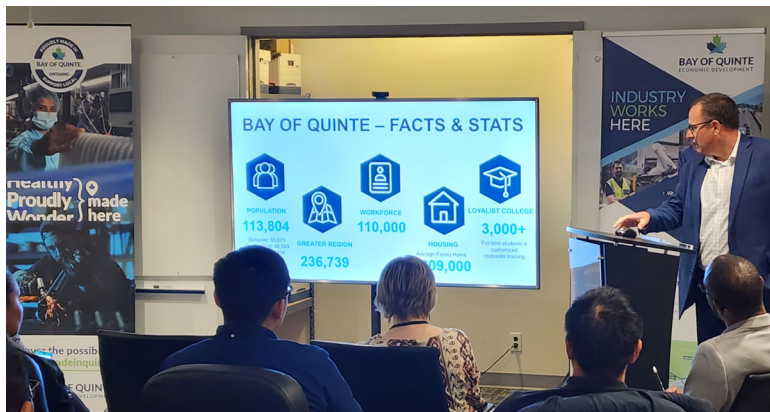
QEDC PROVIDES AND SUPPORTS VARIOUS WORKFORCE RECRUITMENT AND RETENTION INITIATIVES

- Proudly Made in Bay of Quinte - Awareness Campaign
- www.jobs.quintemanufacturing.com
- www.workinquinte.ca
- Elevate Plus - Manufacturing
- Employee Training Funding Support
- Quinte Region Career Fair
- Labour Market Project Industry Outreach - Identifying Needs
- Ontario East Economic Development Commission - LinkedIn Recruiter
- Annual Bay of Quinte Industry Wage and Benefit Survey
- EmployerOne Survey



EASTERN ONTARIO INNOVATION CORRIDOR (EOIC) CONNECTS EVENT

Corridor Connects, organized through the Spark Innovation Centre of Durham, was a two-day bus tour to visit Eastern Ontario Innovation Corridor economic development partners. This was a first-of-its-kind tour designed to introduce newly landed entrepreneurs to four 'Landing Pads' (communities). Companies provided a brief overview of their products, and in turn Economic Development and Community Partners presented on their services.



KNDL: ANGEL INVESTORS ONTARIO

KNDL (formerly the Southeastern Ontario Angel Network/SOAN), a not-for-profit corporation, has been created to facilitate the mobilization of investments from accredited investors into companies being developed in Southeastern Ontario. This network is closely associated with our regional innovation centre, local economic development agencies, research institutions, the Ontario Network of Entrepreneurs, and other recognized Angel networks in Ontario, Canada, and the US. QEDC is supporting KNDL and working with local investors and stakeholders to build the Bay of Quinte Chapter of KNDL to connect entrepreneurs with potential investors.



LOYALIST COLLEGE SUPPORTS INDUSTRY



Loyalist College offers over 70 full-time diploma, certificate, and apprenticeship programs in biosciences, building sciences, business, community service, health and wellness, media studies, public safety, and skilled trades. The Quinte Economic Development Commission works with Loyalist College on a number of projects and initiatives. Below are some examples of collaborative partnership activities:

- Supports the Quinte Manufacturers Association (QMA)
- Industry Partnership Officers working with Economic Development and Community Partners
- QEDC links industry to research and projects at Loyalist College
- Loyalist College is the training delivery partner for the Skills Development Fund funded Elevate Plus Program



LOYALIST COLLEGE'S TECHNOLOGY ACCESS CENTRE FOR NATURAL PRODUCTS AND CANNABIS

Loyalist College is home to the first Canadian launched Technology Access Centre (TAC) for natural products and cannabis. TACs provide companies with access to cutting-edge technology and equipment to help small & medium entrepreneurs (SMEs). SMEs create market-ready products or adopt new technologies to become more innovative and productive. Bay of Quinte SMEs operating in the natural products and cannabis sectors, get access to technology and research, expert talent, and market-ready products they normally would not when they work with the Loyalist College TAC.



ESTABLISHMENT OF INDUSTRY PARTNERSHIP OFFICERS

A team of three Industry Partnership Officers are responsible for identifying and building industry-academic collaborations that maximize and grow the assets of Loyalist College. The day-to-day responsibilities of this role will be a mix of strategic visioning, business development and public relations in support of the College leadership team and academic units across the three schools of Loyalist College, including:

- Media Business and Access
- Health Human and Justice Studies (HHJS)
- Applied Sciences Skills and Technology (ASST)

QEDC ACTIVE ON LOYALIST COLLEGE PAC'S

The QEDC participates on a number of Loyalist College Program Advisory Committees(PAC) including

- Sales and Marketing Program
- Centre for Natural Products & Medicinal Cannabis (CNPM)
- Combined Electrical Techniques & Electrical Engineering Technician-Industrial Mechanical Techniques & Manufacturing Engineering Technician Mechatronics



MANUFACTURING RESOURCE CENTRE



www.manufacturingrc.ca

Many organizations are stretched to the max running their day to day business. They have little or no time or resources for issues such as investigating government funding programs, keeping abreast of government legislation or accessing research capabilities.

The Manufacturing Resource Centre (MRC), a project of the QEDC, is an additional resource which these companies can draw upon and provides them with the help they require to maintain and grow their businesses.

MRC ASSISTS LOCAL MANUFACTURERS BY:

- **Supporting** the Quinte Manufacturers Association (QMA)
- **Identifying** applicable government funding and assisting with completing applications
- **Making connections** with other manufacturers and supply chain partners
- **Coordinating** funding programs
- **Providing** other assistance that manufacturers need to address barriers or capitalize on opportunities

Since 2008, the MRC has helped local industry realize significant results



\$57 million

in funding secured by local industry with QEDC assistance



2,516 jobs



11,092 people trained

with support from funding secured by QEDC

The Manufacturing Resource Centre (MRC) represents industry's interests with a number of local and regional organizations including:

- **Elevate Plus Manufacturing** Project Administrator
- **Skills Development Fund** Project Administrator
- **Ontario Labour Market Project** Project Administrator
- **Ontario East Talent Identification Support Project** Advisory Committee Member
- **Quinte Local Immigration Partnership (QLIP)** Committee member representing manufacturing sector
- **Quinte Employment Network (QEN)** Committee member representing manufacturing sector



QUINTE MANUFACTURERS ASSOCIATION



The Quinte Manufacturers Association (QMA) represents approximately 120 companies, which directly employ over 11,000 people within the Greater Bay of Quinte Region. QEDC provides administration and coordination support of the QMA. Below is a summary of 2023 activity:

13

72



QMA MEMBER NEEDS HELP REQUESTS

CONNECTING INDUSTRY WITH EACH OTHER TO ADDRESS ISSUES

EMAIL UPDATES

EVENTS, FUNDING AND MORE

QUINTE MANUFACTURERS ASSOCIATION SHARING AND LEARNING SERIES

Local Industry Panel Discussions on Lean Manufacturing and Additive Manufacturing

Members of the QMA met in May and November to hear from local industry on Lean Manufacturing and Additive Manufacturing. These events, held at the Loyalist College Link Lounge, were very well attended.



Additive Manufacturing Panel



Lean Manufacturing Panel

BAY OF QUINTE REGION INDUSTRY ROUNDTABLES WITH:

- Bay of Quinte Riding MP Ryan Williams and MPP Todd Smith
- Rick Byers, Parliamentary Assistant to the Minister of Finance

During 2023, members of the QMA met with various government representatives to discuss manufacturing issues and activity in roundtable format.



BAY OF QUINTE REGION INDUSTRY APPRECIATION NIGHT

Bay of Quinte Region manufacturers were invited to join the Quinte Economic Development Commission (QEDC) team and partners for an evening of appreciation in recognition of a year filled with challenges and triumphs, at a year-end networking event. This was an opportunity for manufacturers in our region to connect, enjoy hors d'oeuvres and refreshments, and reflect on collective achievements. This event was generously sponsored by Trenval and BDC.



2023 QUINTE BUSINESS ACHIEVEMENT AWARDS

Congratulations to the following manufacturing sector award winners!



CPK INTERIOR PRODUCTS
Business Excellence of the Year



THE MACHINING CENTER
Manufacturer of the Year



FDF RACESHOP
Trailblazer

www.quintemanufacturing.com

The QEDC is a proud supporter of the Quinte Technology Association (QTA). There are approximately 190 members and the model is similar to the Quinte Manufacturers Association (QMA), which the QEDC provides administrative support. Below are some of the year’s highlights.



50

EMAIL UPDATES
EVENTS, FUNDING AND MORE

WEBINARS AND EVENTS

- Cyber Security Webinar
- Drafting Employment Contracts Webinar
- Drafting Business Contracts Webinar



QTA MEETING WITH LOYALIST COLLEGE

The QTA met with Loyalist College to learn more about Information Technology, and related Programs and Courses .

QTA MEET UP AT JACKSON’S FALLS COUNTRY INN

The QTA met at Jackson’s Falls Country Inn. This well attended event provided an opportunity for members to share updates and network.



www.quintech.org

2023 QUINTE BUSINESS ACHIEVEMENT AWARDS

Congratulations to the following technology sector award winner!



PROANGLER
Tech Sector
Business of the Year

BUSINESS CENTRE UPDATE! New Name and New Signage

In the summer of 2023, changes to the exterior of the region's business centre included updated and new signage and a new name. Formerly known as the Quinte Business Development Centre, the the business centre is now the Bay of Quinte Business Centre.

The new exterior also displays the partners co-located within one building and offers business development services to:

- STARTUPS
- COMPANIES RELOCATING
- EXISTING COMPANIES

BAY OF QUINTE BUSINESS CENTRE PARTNERS



137 EVENTS POSTED

throughout 2023 to the Events Calendar!

WORKSHOPS - WEBINARS - EVENTS

BAY OF QUINTE BUSINESS CENTRE
284B Wallbridge-Loyalist Road, P.O. Box 610
Belleville, ON K8N 5B3

www.QBDC.ca

QEDC AND TRENVAL 'BEYOND THE BOARDROOM' COMMUNITIES TOUR



The QEDC, Trenval and Economic Development teams of Brighton, Quinte West and Belleville arranged a 'Beyond the Boardroom Community Tour' providing an exclusive opportunity to showcase municipal industrial parks, view a variety of community assets conduct in person industry tours and more within the communities of Brighton, Quinte West and Belleville.



QEDC AND TRENVAL TOUR OF 8 WING CFB TRENTON

The QEDC, Trenval and Economic Development teams of Brighton, Quinte West and Belleville participated in an exclusive tour of 8 Wing CFB Trenton including the 426 Transport Sqn, (TEME Transportation, Electrical and Mechanical Engineering), ATESS (Aerospace & Telecommunications Engineering Support Squadron) and Operations Control Tower.





Quinte Economic Development Commission

284 B Wallbridge Loyalist Road, P.O. Box 610
Belleville, Ontario CANADA K8N 5B3
Tel: 613.961.7990 TF: 1.866.961.7990

info@QuinteDevelopment.com
www.QuinteDevelopment.com

