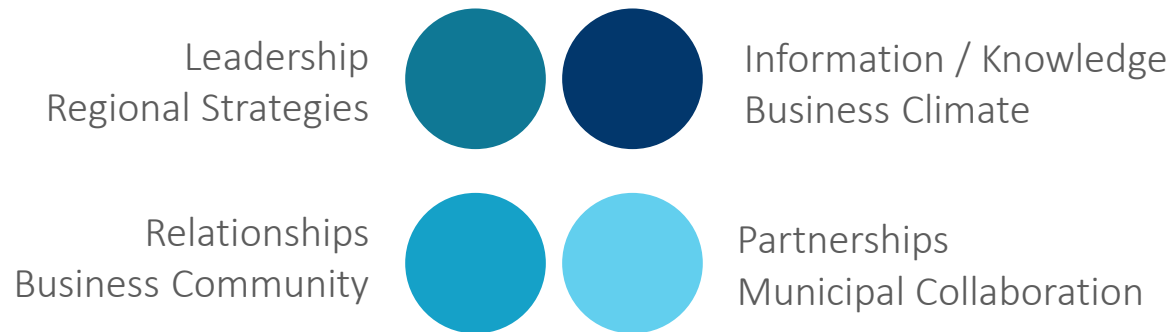


Nova Scotia
Regional Enterprise Network
Update to UNSM
May 12, 2017

The Nova Scotia Regional Enterprise Network model leads regional economic development in the province.

The RENs are business-led and business-facing organizations focused on:



Overview

Five RENs established and operational across Nova Scotia:

Cape Breton (CEO Keith MacDonald)

Eastern Strait (CEO John Beaton)

South Shore (CEO Carole Lee Reinhardt)

Valley (CEO Kelly Ells)

Western (CEO Angelique LeBlanc)

RENs are part of the provincial economic strategy

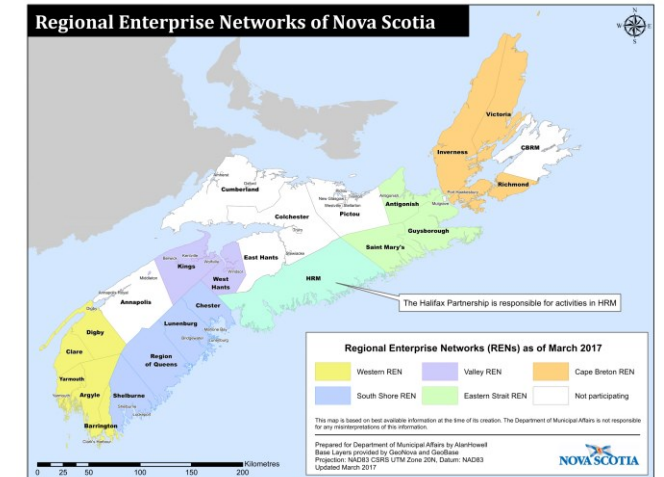
Our job is to grow the economy outside of Halifax

RENs are creating the conditions for business growth

We view economic development through a business lens

RENs are tackling issues of the Ivany agenda

We speak with a strong voice on shared priorities



Governance

Funding model: 50% Province & 50% Municipal/First Nation partners

Liaison and Oversight Committee

- Comprised of one member from each partner municipality or First Nation and two representatives from the province
- Approve the strategy and set the annual budget

Private sector Board of Directors

- 6-12 members, 1-3 year term
- Develop the strategy and approve the annual business plan
- Hire and manage the CEO

Chief Executive Officer

- Develop the annual business plan
- Manage operational resources



RENs Present state

Regional Enterprise Network	Year Established	Number of Partners (not including the Province)	Number of Full time staff
Cape Breton	2015	3	6
Eastern Strait	2016	5	2
South Shore	2015	9	2
Valley	2014	8	4
Western	2014	7	5



Core Activities and Programs

BusinessNow

- Relationships with business
- Path finding and networking
 - Connecting business to services and programs
- Labour force development

Regional Economic / Business Climate Data

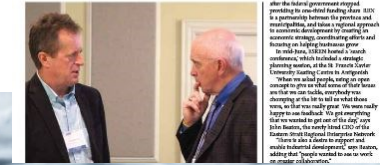
- Community profiles
- Environmental scans
- Regional research

Communications / Information

- Websites
- Newsletters
- Workshops

PROSPERITY SET INTO MOTION FOR ESREN

new economic development agency

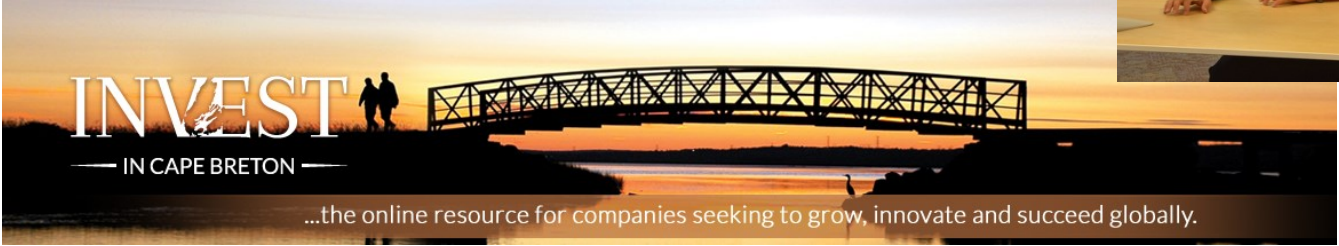


after the federal government stopped providing the essential funding, there was a partnership between the province and municipalities, and then a regional approach. It was a strategic partnership, one that was driven by a shared vision of economic growth. In mid-2014, ESREN launched a search for a new leader, one who could bring a fresh perspective to the table. The search was intense, but the process was also a learning experience. It was a process that was driven by a shared vision of economic growth. In mid-2014, ESREN launched a search for a new leader, one who could bring a fresh perspective to the table. The search was intense, but the process was also a learning experience. It was a process that was driven by a shared vision of economic growth.



Variety of programs in select regions

- Broadband Initiatives (focus on rural internet)
- Business Information Portal
- Connector Program
- Directory of Businesses
- “Invest in” / Regional promotion projects
- Land and Asset Database
- Productivity Pilot
- Sector Specific Strategies

Business Issues – What they are telling us

Labour Market Challenges – finding workers, (skilled and unskilled) impacting business growth

Access to capital – at all stages of business life cycle

Business Climate – high cost of doing business, taxes and energy

Infrastructure – transportation links, broadband, 3-phase power



“Success occurs when you set aside individual needs for the collective good, and truly believe when one municipal unit (or region) wins, we all win”

Nova Scotia RENs - We go further together...



Upcoming Collective Action

The NS RENs are hosting

- Annual Provincial REN Conference that will bring together the numerous Nova Scotian stakeholders to network, learn and build a stronger more collaborative economic development framework



The NS RENs are developing

- Website platform that will provide a portal to all of the NS RENs





Thank You

QUESTIONS?