



# Joint Economic Development Initiative



## Introduction

### The Joint Economic Development Initiative

- not for profit society  
incorporated in 2003
- funded by municipal partners  
according to population formula
- industrial development mandate

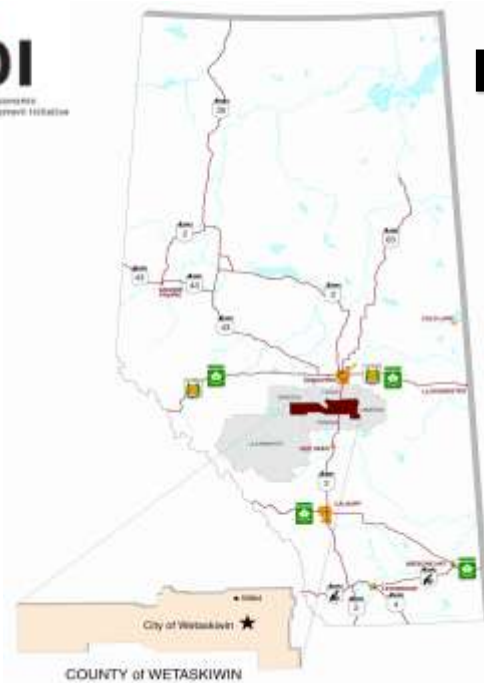
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# Location



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# Labour Force





# Transportation



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# Quality of Life





# Economics



# Functions

JEDI is responsible for

- industrial attraction
- marketing
- communications
- industrial retention and support
- labour force development

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# How It Started

## History of Working Together

- intermunicipal development plan

## Initial Competition

- two communities competing for one inbound company
- County working with both communities

## Political Will

- political desire to cooperate existed in all three communities

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# How It Started

## Cost Benefits

- increased service levels
- reduction in duplication of efforts

## External Factors

- need to compete with larger centres
- partnership funding available

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# How It Started

## Regional Partnerships Initiative Exploration Grant

- explored feasibility of regional economic development agency in the area
- provided outline for formation of agency

## Regional Partnerships Initiative Implementation Grant

- provided seed money for start up
- funding used to market the region's advantages

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# Structure

## Society Status

- incorporated in 2003 as a not-for-profit society
- bylaws stipulate rotating chairmanship
- society employs one Director of Economic Development and one Office Manager

## Board of Directors

- chief elected official from each community
- one Councillor from each community

## Management Committee

- chief administrative officers from each community

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# Master Agreement

## The Agreement...

promotes “open, regular, and considerate communication and harmony amongst the Parties, including communication and harmony with respect to:

- planning and development
- sharing of tax
- sharing of costs”

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# Master Agreement

## The Agreement

If one municipality services land in another, 75 percent of the tax revenue generated from the newly-serviced parcel is returned to the servicing municipality until their costs are recovered.

The remaining 25 percent of the tax assessment is shared amongst the partners according to a population-based formula.

Once servicing costs are recovered, all of the tax assessment is shared amongst partners according to the formula.

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# Master Agreement

## The Agreement

The municipalities have shown their long term commitment to a regional partnership and the Master Agreement through a clause binding them for a ten year period (2002 – 2012).

The agreement encourages and supports development throughout the JEDI region and provides developers with ease of mind.

JEDI's Master Agreement was recognized as a Municipally Excellent practice by the Minister of Municipal Affairs.

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# Master Agreement





## Budget

- Total operational budget of approximately \$224,000
  - Funded proportionally by total population according to Statistics Canada
  - Adjusted following every census

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## Recent Developments

- Rainside Industrial Park
- Village Business Park
- Four New Industrial Parks

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## Recognition



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## Conclusion

### Lessons Learned

1. The respect of each municipality's autonomy was critical in forming a cooperative organization.
2. It is important to be clear to avoid confusion and disagreement later.
3. Relationship building takes time, but is the cornerstone of success.

*In seeking agreement it is vital to walk in the other party's shoes and work to understand their unique perspective.*

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## Conclusion

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