

2022 ANNUAL ACTIVITY REPORT

WHO WE ARE

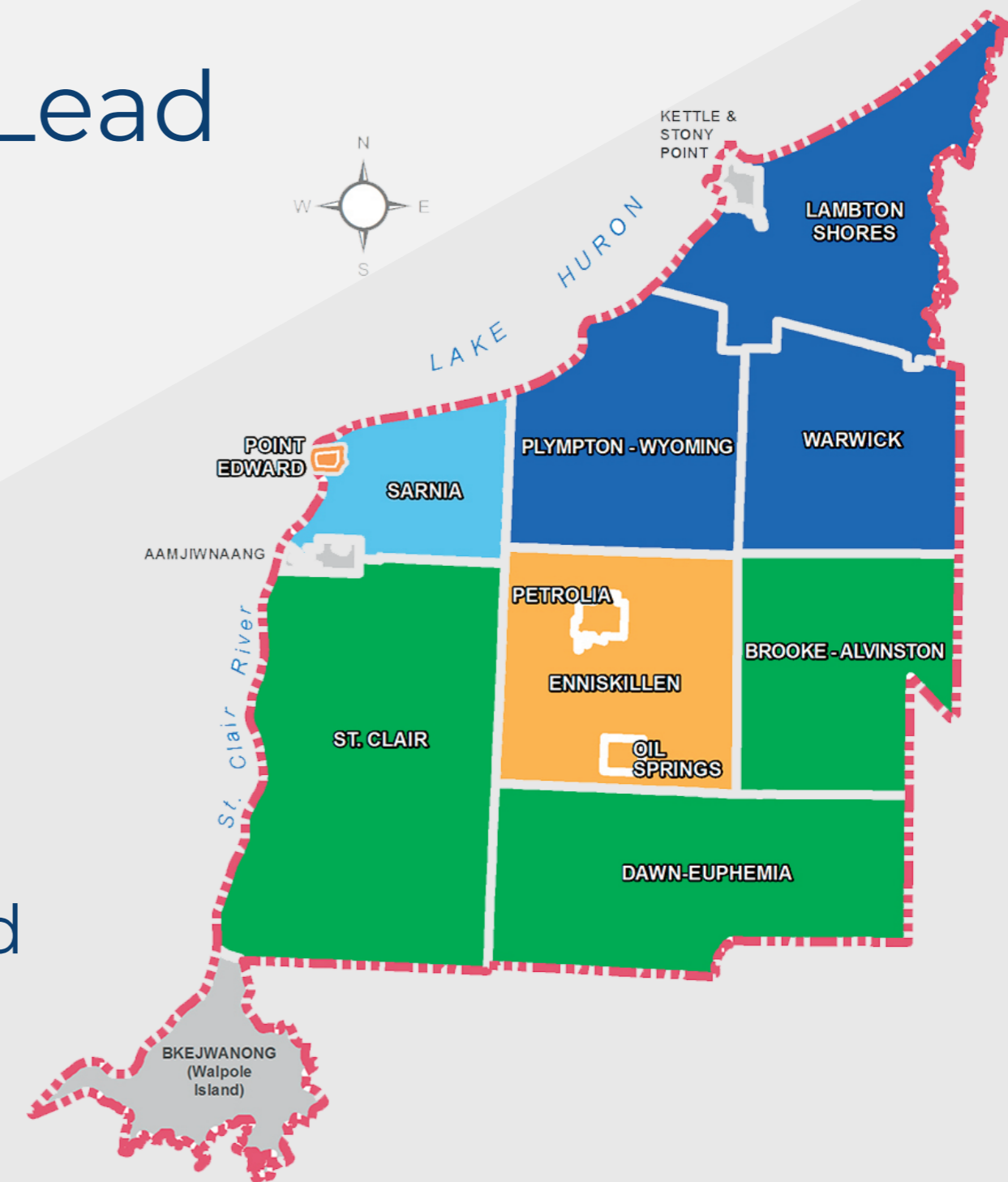
We are the County of Lambton's Lead Economic Development Agency

Arms Length Organization
Governed by a Board of Directors

Funded By:

- County of Lambton
- Grants
- Partnerships

We service **all 11 municipalities** and are open and available to work on projects within the county.



**ACCREDITED
ECONOMIC
DEVELOPMENT
ORGANIZATION**

International Economic Development Council

Recognized by the International Economic Development Council as an Accredited Economic Development Organization. One of Five in Canada to attain this top distinction, One of 65 Globally.

CURRENT BOARD OF DIRECTORS

Paula Reaume-Zimmer – Chair

Mike Bradley – Director

David Cayea- Director

Nick Dochstader- Director

Don Kabbes – Director

Rob Kardas – Director

Adrienne Lee – Director

Kevin Marriott – Director

Carrie McEachran - Director

Mark Peter -Director

Rick Perdeaux – Director

Stephane Thiffeault – Secretary/Treasurer

Katherine Walker– Director

WHAT WE DO

Vision

Chemistry that knows no bounds.

Sarnia-Lambton is a centre of chemistry excellence and innovation.

Agriculture and rural communities are integral to our economy.

Our legacy of industrial and economic assets are highly leverageable for the new low-carbon future.

We lead and innovate in nurturing a circular economy towards environmental sustainability.

Our unique blend of industry, agriculture, people, and quality of living positions us for unparalleled prosperity.

BIG WINS

Diageo - \$245 Million Investment

How We Helped - Behind the Scenes

2018 Introduced to Diageo Team

8 Communities in Competition

Demonstrated that we are the best community

Multiple Stakeholder Connections

- Partnerships
- Landowners
- All Levels of Government
- Zoning & Land Severance

After care, on going support



DIAGEO

2022 HIGHLIGHTS

Enbridge Gas' Dawn Corunna Project

\$250 Million Investment in Lambton County, St. Clair Township and Dawn Euphemia, was approved by the Ontario Energy Board.

"Sarnia-Lambton Economic Partnership played an instrumental role in the project getting approved by OEB."

- Brian Lennie, Senior Advisor at Enbridge

Construction began early 2023.



2022 HIGHLIGHTS

CIMC Vanguard Trailers

Announced expansion to build **another production line** in Sarnia. This resulted in approximately **40+ jobs**.



OTHER 2022 HIGHLIGHTS



Kniaziew Optometry

Selected site of 3rd Location in Lambton County (Sarnia). Opened February 2023.



BCFoods

Purchased 102,000 sq ft distribution facility in Watford for expansion into Canada. Announced May 2023.

EVENT PRESENTATIONS & SPEAKING ENGAGEMENTS



- ExportON! The Future of Hydrogen in the Ontario & Texas Economies
- Roundtable with Parliamentary Assistant to Ministry of Economic Development, Job Creation & Trade (Sarnia, ON)
- Hydrogen Business Council – H2Impact Conference 2022
- ABLC DigestConnect
- Sarnia-Lambton Energy & Environment Summit (Sarnia, ON)
- CIAC's Virtual World Cafe: A Conversation about Community Engagement
- Smart Energy Conference (Halifax, NS)
- F-Cell - International Hydrogen and Fuel Cell Event (Edmonton, AB)

EVENTS ATTENDED

- K2022 (Dusseldorf, Germany)
- Ontario's Low-Carbon Hydrogen Strategy: Roundtable with Minister Todd Smith
- Advanced Leadership Bioeconomy Conference (Washington, DC)
- Site Selectors Guild Annual Meeting (San Diego, CA)
- Canadian Hydrogen Convention (Edmonton, AB)
- ABLC Next Conference (San Francisco, CA)
- Scaling Up Conference (Ottawa, ON)
- Downstream 2022 (Houston, TX)
- Host of PetroChem Canada (Sarnia, ON)



EVENTS ATTENDED

- Global Energy Show (Calgary, AB)
- International Economic Development Council (IEDC) Annual Conference (Oklahoma City, OK)
- Intelligent Communities Forum (ICF) Conference (Dublin, OH)
- National Energy Roundtable (Toronto, ON)
- Western Ontario Wardens Caucus - Growing Your Workforce (London, ON)
- Manufacturing Matters (London, ON)
- Economic Developers Council of Ontario (EDCO) Annual Conference (Toronto, ON)



CLUSTERS - SECTORS

Energy & Chemistry

Sustainable/Hybrid Chemistry

Hydrogen

EV Battery Supply Chain

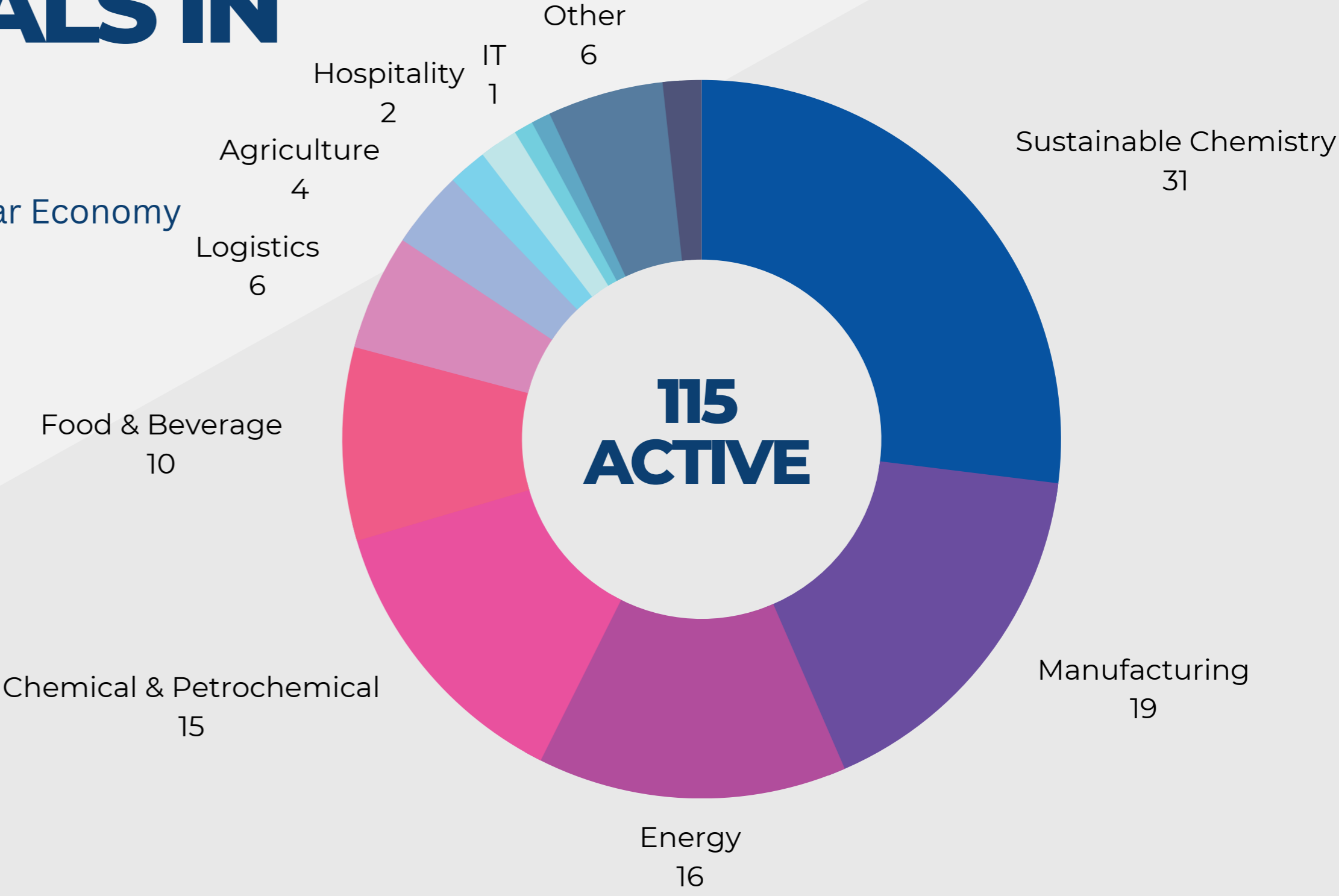
Agriculture/Food

Manufacturing

Professional Services

2022 OVERVIEW OF INVESTMENT DEALS IN PIPELINE

- 31 - Bioindustrial / Sustainable Chemistry/Circular Economy
- 19 - Manufacturing
- 16 - Energy
- 15 - Chemical & Petrochemical
- 10 - Food & Beverage Processing
- 6 - Logistics & Warehousing
- 4 - Agriculture
- 2 - Services & Professional Services
- 2 - Hospitality / Food / Retail
- 1 - IT
- 1 - Developer & Real Estate
- 6 - Other
- 2 - Unknown



INVESTMENT ATTRACTION

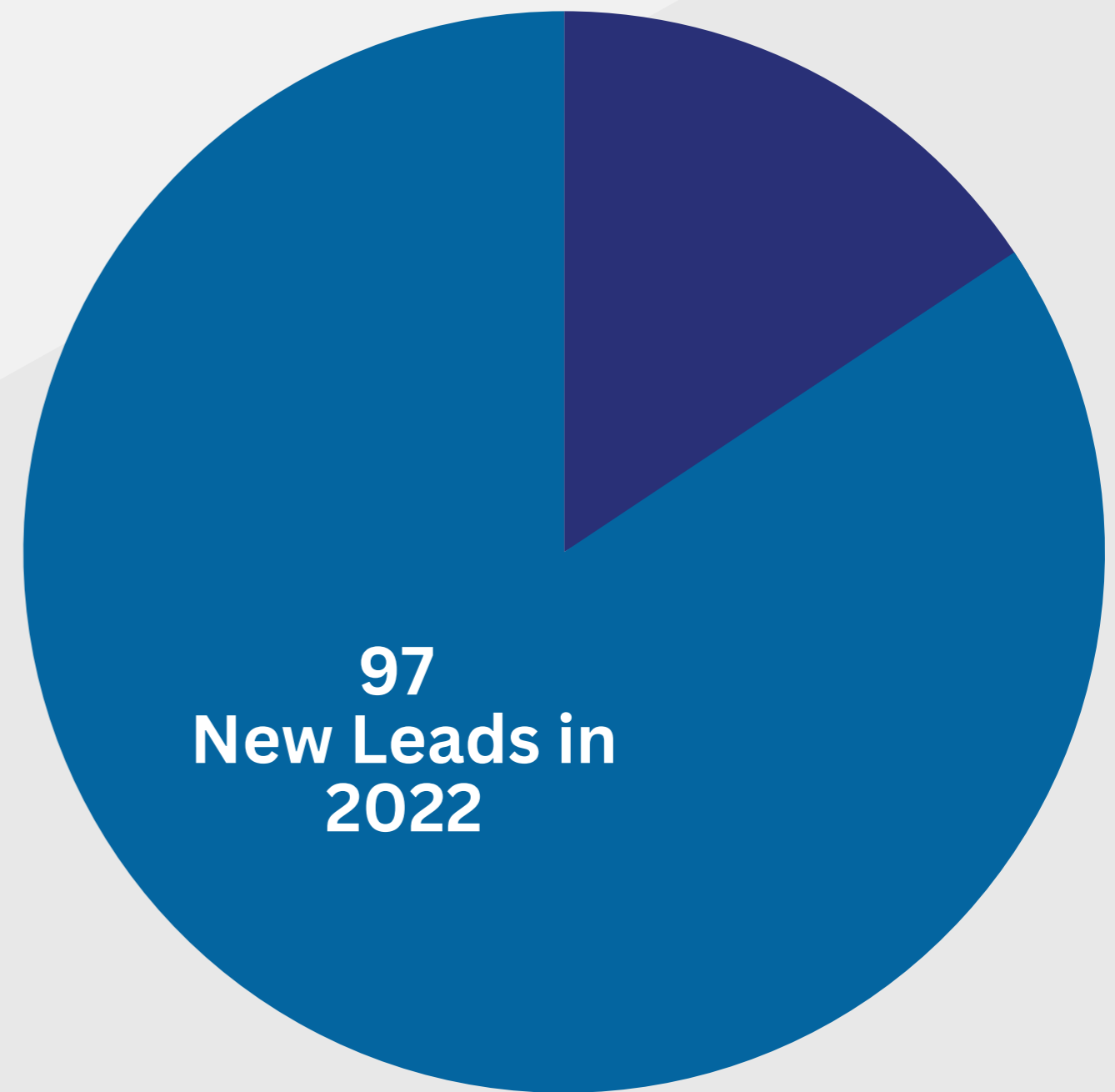
115 Investment Attraction/Site Selection projects
"deals"

\$9.9-Billion
in Potential Investment

Five potential projects larger than \$500-million in investment size

\$50-Million
in Active Expansion Potential

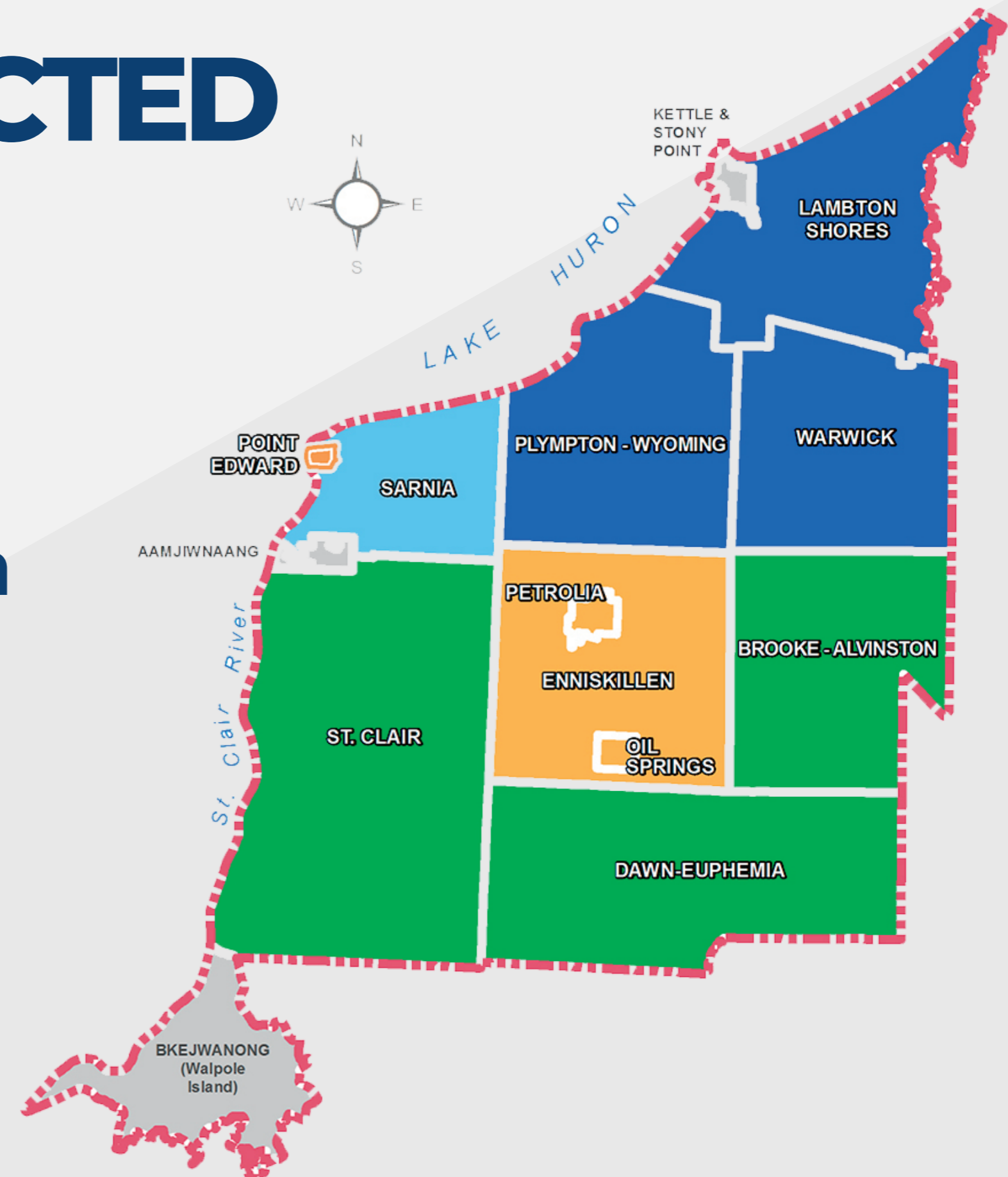
Note: This is only the cumulative total for leads/prospects that *we know* the investment value, many projects dollar value is unknown at this time but is expected to be hundreds of millions.



SITE VISITS CONDUCTED

\$4.2-Billion

in potential investment from
11 companies which have
conducted site visits



WORKFORCE ATTRACTION



New Resident Attraction Campaign working to grow workforce targeting individuals looking to relocate.

Apprenticeship Job Match Tool matching apprentices with local employers.

Targeting apprentices from all over Ontario to relocate.

Connecting local employers with Skilled Global Talent and International Graduates

Sarnia-Lambton

Apprentice Job Match

Training Today for our Future Leaders



JOB FAIRS



TORONTO



SARNIA



LONDON



LONDON

MEGA JOB FAIR Wed. Sept. 28, 2022
Lambton College
10 a.m. - 2 p.m.
Find your dream career

SLWDB SARNIA LAMBTON WORKFORCE DEVELOPMENT BOARD
Lambton College Co-op & Career Services
Bridging Global Talent in Sarnia-Lambton

Our team attended a variety of job fairs and met with over 1,000 talented job seekers to promote local employment opportunities and promote Sarnia-Lambton as a great place to live

Sarnia-Lambton

Apprentice Job Match

Training Today for our Future Leaders

Apprentice Job Matching tool to connect local employers with apprentices from all over Ontario. Launching new Digital Marketing Campaign

Apprentices Registered

391

Current Jobs Posted

24

Employers Registered

52

Job Matches

67

www.sarnialambtonapprentice.ca



Won Silver Award for Special Purpose Website from IEDC for the Sarnia-Lambton Apprentice Job Match Tool.

SMALL BUSINESS ENTERPRISE CENTRE

Business Support & Counselling

One on One Counselling for new and existing businesses.

Work Shops, business help, and consultations. Connecting with grants, training, and community services.

STARTER⁺ COMPANY PLUS

Grant and Mentoring program to help local businesses start or grow their business.

DIGITAL MAIN ST.™

Program to help local businesses navigate the online business world and leverage digital technologies. Grants and One-On-One help are provided by our Digital Service Squad.

Summer Company

Program to help students aged 15-29 start their own business.

SMALL BUSINESS ENTERPRISE CENTRE

Summer
Company

STARTER⁺
COMPANY PLUS

DIGITAL
MAIN ST.™



**Chantelle
Core**



**Leena
Bourne**



**Tahreem
Fatima**



**Kaila
Bourne**

CONSULTATIONS

Inquiries

604

**Consultations:
Exploring a Business**

139

**Consultations:
Existing Business**

63

WORKSHOPS

Workshops Run

52

Attendees

346



ENTREPRENEURSHIP 101



STARTER ⁺PLUS COMPANY

Completed Intake

35

Received Funding

7

- Respect Your Mother - Eco-Friendly shop
- Suncoast Natural Health - Health Food Store
- Sisterly Lactation - Breast Feeding Consulting
- Brenda Pearson Coaching - Corporate and Executive Career Coach
- Tribal Lands Safety and Rescue - Safety
- Speech Language Pathologist - Children's Clinic
- Blue Coast Bitters - Artisan Bitters

Summer Company

- Hannah McInnis - My Nurtured Self
- Logan Mitchell - 79 Below
- Zylar Morningstar - Zylar's Lawn Care
- Keogh Scott - KS Lawn Care

Completed Intake

13

Received Funding

4

DIGITAL MAIN ST.™

Program to help businesses with their online presence.

- Two new members have been active in the community promoting programs offered through DMS.
- Creating 360° videos and providing digital readiness assessments to small businesses

Businesses Served

140

Received Grant

10



Tahreem & Kaila

