

ITEM 10
MANAGER'S REPORT NO. 39
COUNCIL MEETING 86/06/16

RE: LETTER FROM HON. R.H. McCLELLAND, MINISTER OF INDUSTRY AND SMALL BUSINESS DEVELOPMENT,
PARLIAMENT BUILDINGS, VICTORIA B.C. V8V 1X4
INVESTMENT/OPPORTUNITY TOURS REFERRAL SERVICE

MUNICIPAL MANAGER'S RECOMMENDATION:

1. THAT the recommendation of the Commercial Industrial Co-Ordinator be adopted.

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TO: MUNICIPAL MANAGER 1986 June 03

FROM: DIRECTOR PLANNING &
BUILDING INSPECTION

SUBJECT: INVESTMENT/OPPORTUNITY TOURS REFERRAL SERVICE

RECOMMENDATION

THAT a copy of this report be sent to Mr. C. G. Dary, Director
Community Economic Development Ministry of Industry and Small
Business Development, 1405 Douglas Street, Victoria, B.C.
V8W 3C1.

INTRODUCTION: REPORT

Appearing on the Council Agenda is a letter from the Honourable R.H. McClelland, Minister of Industry and Small Business Development regarding the Investment/Opportunity Tours Referral Service, a new activity undertaken by the Provincial-Municipal Partnership Program with the co-operation of the Ministry of International Trade, Science and Investment.

GENERAL COMMENTS:

1. The general intent of this Investment/Opportunity Referral Service is to provide an effective means to acquaint prospective investors interested in particular industrial sectors and/or geographical areas of the Province with the opportunities available in local communities. The referral service will allow investors to be apprised of those Municipalities that are conducting tours and specifically what opportunities are available and of interest. The investor will then be able to make direct contact with the Municipality to arrange for a tour, obtain relevant information, business contacts, etc. that will further his or her endeavors.

2. The Minister also requests a response from respective Municipalities regarding their undertaking to become involved in the referral service, provide name and telephone number of a person to contact from the Municipality and provide a description of the industries and opportunities in the Municipality that would be of interest to the prospective investor.

3. In response to this proposition, Council is advised that it would be advantageous for Burnaby to become involved in this referral service as part of our continuing efforts in the pursuit of economic development. To specifically respond to the six items outlined in the Minister's letter, the following information applies:

- a) The Municipality's Commercial Industrial Co-ordinator, Mr. Phil Sanderson would be the appropriate telephone contact and co-ordinator of the tours, providing information gathering services, further liaison with business etc. as required. Mr. Sanderson can be reached by telephone (604) 294-7400.
- b) Assistance in arranging local accommodation (paid by tour visitor) can be provided by the Commercial Industrial Co-ordinator as required.
- c) Conducting of tours can be arranged with appropriate additional Municipal Officials, Council Members etc. in attendance as required.
- d) Meeting the touring investor at the airport or bus station with complimentary transportation can be arranged as the need arises.
- e) Arrangement of tours with local industries, trade groups etc. will be made as required.
- f) The Municipality can provide appropriate promotional material to include the recently produced "Burnaby Community Profile".

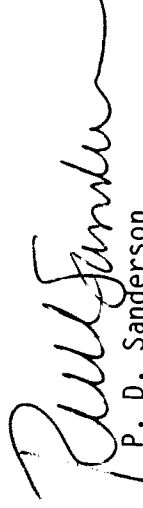
Mr. Sanderson, the Commercial Industrial Co-ordinator has been in contact with Mr. C.G. Dary, Director Community Economic Development as well as officials with the Expo 86 Business Visitors Program to outline Burnaby's desire to be involved in these efforts and to respond to all enquiries.

4. In response to the types of industries and opportunities found in Burnaby the following list illustrates the diversity of facilities and industries that may be of interest to prospective investors:
 - 1) Diverse Industrial Development Opportunities given Burnaby's geographically central location within the Lower Mainland Region.
 - 2) High-Tech Research and Development Opportunities provided by Discovery Parks at the Simon Fraser University and BCIT sites.
 - 3) Post Secondary Educational Opportunities provided by Simon Fraser University, British Columbia Institute of Technology and Pacific Vocational Institute.
 - 4) B.C. Telephone Headquarters.
 - 5) BCTV Broadcast Studios.
 - 6) Metrotown - major regional town centre.
 - 7) ALRT Maintenance Yards and Control Centre.

- 8) Dairyland Dairy Products.
- 9) United Flower Growers - Co-operative flower growers sales/distribution centre.
- 10) Market Gardens - labour-intensive vegetable producing farms.
- 11) Greater Vancouver Regional District Solid Waste Incinerator Facility - to be constructed.
- 12) Belkin Paperboard Manufacturing.
- 13) Microtel-electronic communication research and development.
- 14) Teleglobe Canada - satellite and cable telecommunications facility.
- 15) Tahsis Company Wood re-manufacturing.
- 16) Computerized integrated mapping system - Corporation of the District of Burnaby.
- 17) Major feature film production facilities - Dominion Bridge property.
- 18) Continental Can Co. Ltd.
- 19) Moli Energy - research and manufacturing of rechargeable batteries.
- 20) Cimbria Co. Ltd. - prototype sportscar manufacturer.
- 21) Freplex Canada Ltd. - contact lens manufacturer.
- 22) Imperial Optical - eyewear manufacturer.
- 23) Hamilton Avnet International (Canada) Ltd. - electronics manufacturer.

5. It is therefore recommended that Council support the initiatives outlined in the Investment/Opportunity Tours Referral Service as outlined in the foregoing and send a copy of this report to Mr. C.G. Dary, Director Community Economic Development, Ministry of Industry and Small Business Development, 1405 Douglas Street, Victoria, B.C. V8W 3C1.

PDS/nb


P. D. Sanderson
COMMERCIAL INDUSTRIAL
CO-ORDINATOR

