



Valley Regional Enterprise Network Activity Update

July 16, 2024



Our Partners



Who We Are and What We Do

- We are the Annapolis Valley's regional economic development organization – we actively address the region's economic and business development needs and carry out the region's economic development strategy
- We create the conditions to be population and investment ready
- Our priority strategic areas include:
 - **economic growth** through business navigation support (business retention and expansion) and sector development focused primarily on tourism, agriculture, and manufacturing
 - **population growth**
 - **regional growth**

Strategic Priority Areas

ECONOMIC GROWTH

- We provide support to new, emerging and existing businesses by assessing businesses' needs, providing navigation and referrals to resources and supports relevant to companies across all sectors.
- We work on large scale, multi-year projects that help to grow and innovate the strategic sectors of our economy.

POPULATION GROWTH

- We foster the development of welcoming, inclusive communities and workplaces to support population growth.
- Labour and hiring challenges are a primary obstacle to success in businesses in all sectors. As a result, we work to attract talent to the region.

REGIONAL GROWTH

- We lead and facilitate regional collaboration to advance economic development opportunities. Regional collaboration is key to the region's overall success and growth.
- It is equally important to communicate our results to stakeholders and the community, so everyone understands the hard work that is being done to execute our strategic plan on behalf of the region.

✓ **Business Retention and Expansion (BRE) Services and Tools:**

- Open House Hours: to increase access to BusinessNOW (business navigation services), our Economic Development Officer is traveling to communities throughout our region to support businesses across our catchment area
- Continue to see an increase in businesses accessing our BusinessNOW services (15% increase from the previous year)
- 2025 BRE survey analysis preparation
- Guru Site Selector Tool – next steps are focused on promotion and increased engagement with partners on how the tool can be most effective

ECONOMIC
GROWTH

Properties

Communities

7 Properties



Fav



Clear



Share

Kentville



Filters

Sort by: Featured



325 Main Street

325 Main Street, Kentville, NS, B4N 1K5

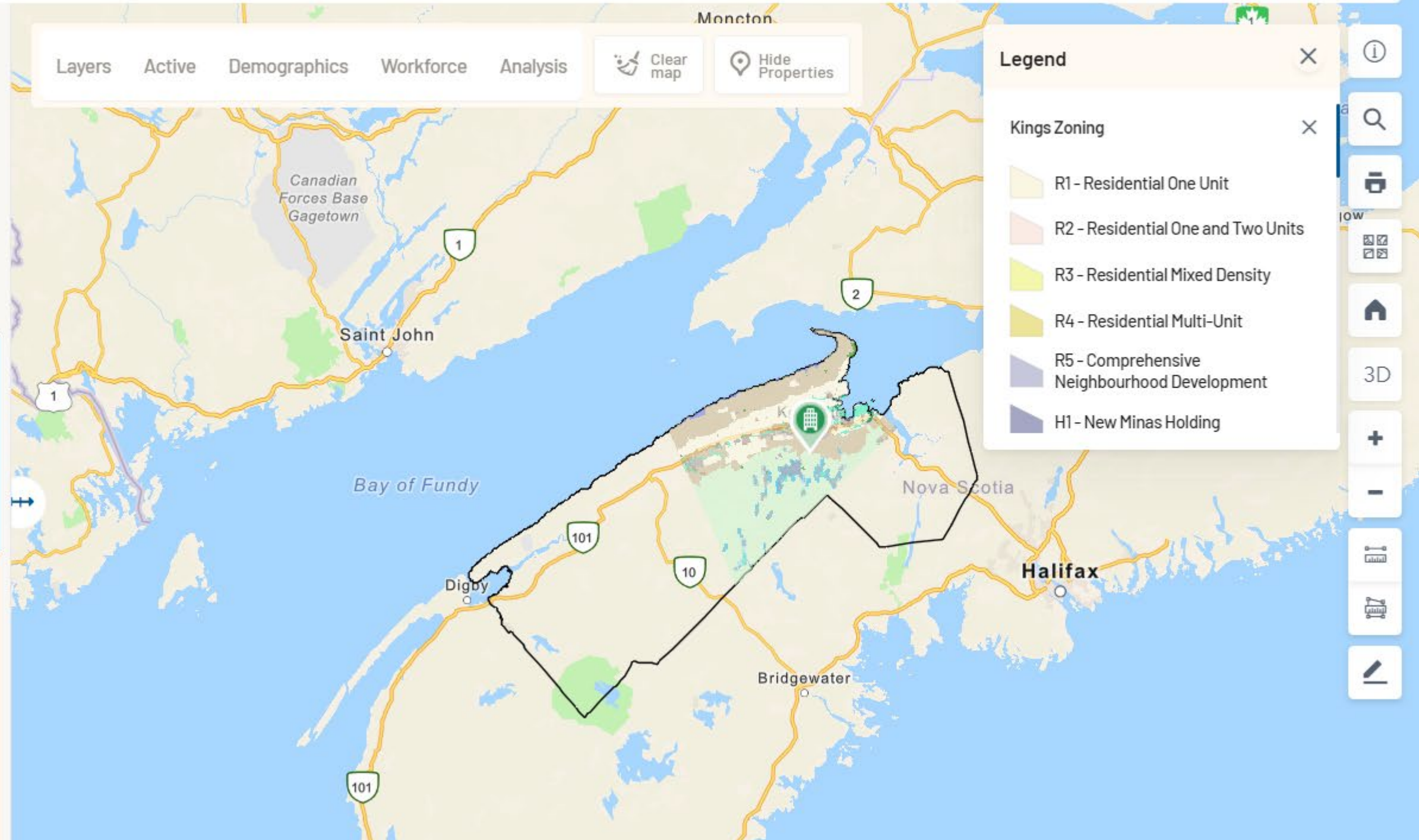
1,420 SQFT



4 Cornwallis St

4 Cornwallis Street, Kentville, NS, B4N 1K7

2,530 SQFT



- ✓ **Sector Development - Tourism:**
 - New funding received from ACOA announced in May – we are currently in the process of hiring a Tourism Strategy Manager who will oversee the implementation of the plan over the next two years
 - Staff community asset mapping training
 - Master Class ‘Train-the-Trainer’ provincial program took place in early July

- ✓ **Sector Development - Ag-Tech:**
 - Updated Concept Paper being finalized to determine next steps in the development of an Ag-tech Corridor (focusing on incubation/testing in agri-food tech); preparing for a Fall event around this and developing a regional Advisory Committee to better engage partners in the process

- ✓ **Sector Development - Manufacturing:**
 - CME partnership with their Institute for Operational Excellence will better support Valley-based manufacturing businesses

ECONOMIC
GROWTH

- ✓ **Regional Workforce Development Strategy:**
 - Impact Report highlighting regional activities to be released soon
 - Developing new strategy to be more in alignment and more responsive with key sector development activities (e.g. – micro-credential programs to support the region’s agriculture sector)

- ✓ **Immigration and Settlement Navigation:**
 - Helps businesses streamline the navigation to immigration supports and to create a regional welcome network to ensure newcomers feel welcome and supported
 - Supported more than 50 employers and 70 newcomers
 - Launched 8 active welcome groups led by volunteers
 - Organizing an Immigration Fair for Fall 2024 (October 26th)

- ✓ **Connector Program:**
 - Helps newcomers, international and local graduates gain professional networking experience. It is a simple formalized networking process that matches connectors with job-ready connectees to help them connect to the local labour market
 - 36 Connectees, 25 Connectors, 20 Matches, 54 Networking Sessions

POPULATION
GROWTH

✓ **Communications:**

- Undergoing a website audit to improve the current website (www.valleyren.ca) – updated website to be launched this Fall
- Developing formal annual communications plan
- Monthly e-newsletters released each month
- Updated Regional Welcome Guide
- Increasing engagement between Valley REN and municipal EDOs

A graphic featuring a blue envelope with a green flap. To the right of the envelope is a circular icon containing a globe, a gear, and a dollar sign, symbolizing global business and technology.

**Monthly
Newsletter**

Catch up with the latest news and
insights with the Valley REN!

Subscribe today!

The logo for 'the valley' with 'REGIONAL ENTERPRISE NETWORK' written in smaller text to the right.

REGIONAL
GROWTH

Leveraged Project Funding

- The Valley REN pursues additional funding for projects and programs. From 2019 to 2024, we leveraged an additional \$1.9 million into the region above its annual core funding
- The REN's investment is leveraged by a factor of 16.14 times

Project	Valley REN \$	Leveraged \$	Total
Workforce Development			
Connector Program	\$0	NS - \$83,780	\$83,780
Immigration and Settlement Navigation	\$9,500	NS - \$42,500 ACOA - \$42,500	\$94,500
TOTAL	\$9,500	\$168,780	\$178,280
Sector Development			
STAR Program	\$50,250	ACOA - \$117,250	\$167,500
Tourism Implementation Funding	\$30,000	ACOA - \$185,000 AVCC - \$60,000	\$275,000
NS MIT REAP – Valley Team: Ag Tech Accelerator	\$30,000	ONLINE - \$125,000	\$155,000
Workforce Continuous Improvement Initiative <i>(not confirmed)</i>	\$12,500 <i>(\$5,000 in kind)</i>	NS - \$163,500	\$176,000
TOTAL	\$122,750	\$650,750	\$773,500
OVERALL TOTAL	\$132,250	\$819,530	\$951,780
**REN's investment is leveraged by a factor of 16.14 times		\$ Increased by 16.14 times	



Thank you

Contact Us

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Proclamation Requests

August through to October 2024

Graysen Parker, Diversity Specialist
Committee of the Whole
July 16, 2024



MUNICIPALITY *of the*
COUNTY *of* KINGS

Origin

- Strategy for Belonging
- Proclamations Policy COMM-02-003



Intent

- To present the proclamation requests to Council for adoption.



Discussion

- Emancipation Day
 - August 1st, 1834
 - Slavery Abolition Act of 1833
 - Church services, picnics, parades, shared meals, etc.
 - “...at that period, throughout all of His Majesty’s Colonies (without any exceptions) a property in Negroes was maintained and acknowledged if not encouraged”
 - In remembrance of ancestry who were enslaved for more than 250 years while highlighting the perseverance of African Canadians and the fight for racial equality



Discussion Cont'd

- National Acadian Day
 - August 15th, 1881
 - Music, dancing, parades and more
 - Distinct date from other French-Canadian celebrations
 - World Acadian Congress (Congrès Mondial Acadien) 2024



Discussion Cont'd

- National Day for Truth and Reconciliation
 - September 30th, 2021
 - Orange Shirt Day (2013)
 - Phyllis Jack Webstad



Discussion Cont'd

- Treaty Day
 - October 1st, 1986
 - Recognition of the Treaties signed between the federal government and Indigenous peoples.
- Mi'kmaw History Month
 - 1993
 - “Food and its significance in Mi'kmaw culture”



Financial Implications

- There are no financial implication for this decision.



Strategic Plan Alignment

- Strong communities
 - Strategy for Belonging



Alternatives

- Committee of the Whole may choose not to adopt any or all proclamations.



Implementation

- Publish proclamations to the Municipality's website and/or social media platforms.



Engagement

- Awareness building will take place for all approved proclamations.



Recommendation

1. That Committee of the Whole recommend Municipal Council to proclaim August 1st, 2024, as Emancipation Day across the Municipality of the County of Kings.
2. That Committee of the Whole recommend that Municipal Council to proclaim August 15th, 2024, as National Acadian Day across the Municipality of the County of Kings.



Recommendation

3. That Committee of the Whole recommend Municipal Council to proclaim September 30th, 2024, as National Day for Truth and Reconciliation.
4. That Committee of the Whole recommend Municipal Council to proclaim October 1st, 2024, as Treaty Day across the Municipality of the County of Kings.
5. That Committee of the Whole recommend that Municipal Council proclaim October 2024 as Mi'kmaw History Month across the Municipality of the County of Kings.



Council Conference Attendance and Professional Development

Request for Decision



Karen Ward, Policy Analyst
Committee of the Whole
July 16, 2024



MUNICIPALITY *of the*
COUNTY *of* KINGS

Background

- First introduction to Committee of the Whole
- April 1, 2014 (Council motion), Policy Statement on FCM Conference Attendance



Background Cont'd

- Intent is to place the benefits of, and requirements associated with professional development and conference attendance within a formal Municipal Policy.
- Conference expenses governed by Policy FIN-05-008: Business Expense.



Main Recommendations

- Mayor - opportunity to attend the FCM annual conference each year. If unable to attend, the Deputy Mayor may attend in their place.
- Each Councillor - opportunity to attend FCM conference once during a 4-year term.



Main Recommendations Cont'd

- All Members of Council may attend a conference or workshop of the NSFM each year.
- Additional conferences/professional development activities:
 - request to be made to the CAO or designate;
 - consideration given if activity has the primary function of enhancing the Member's skills directly relating to their work on Council, Boards & Committees; and
 - if the Council travel budget allows.



Recommendation

That Committee of the Whole recommend Municipal Council provide seven days' notice, per s.48(1) *Municipal Government Act*, to adopt Policy ADMIN-01-023: Council Conference Attendance and Professional Development as detailed in the July 16, 2024, Request for Decision.



Questions?



Financial Information

- 2024/25 Council Travel & Conference Budget: \$98,000 (includes mileage and dependent care)
- Average cost per person:
 - FCM Annual Conference: \$4,000
 - NSFM Spring Conference: \$1,300
 - NSFM Fall Conference: \$1,500
 - Other Conferences Maritimes: \$1,600



FCM Annual Conference	2021	2022	2023	2024
	Virtual	Hybrid/ Regina	Toronto	Calgary
Muttart	virtual	virtual	x	
Granger				
Burgess	virtual	x		x
Killam				
Armstrong				x
Harding		x	x	x
Hirtle	virtual	x	x	
Lutz		virtual		
Davison				x
Allen		x	x	x
Winsor	virtual			

Repeal of By-law 82: Police Services Advisory Committee and Adoption of By-law 111: Police Advisory Board



Request for Decision

Karen Ward, Policy Analyst
Committee of the Whole
July 16, 2024



MUNICIPALITY *of the*
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Background

- Police Services Advisory Committee
By-law enacted: December 1, 1998
- Last amended: January 5, 2016
- The new By-law fully aligns with the
Police Act and its Regulations



Background Cont'd

- The proposed By-law features:
 - a name change;
 - updates with respect to member composition;
 - a member screening process; and
 - meeting governance.



Proposed Changes

Name Change

- Name updated to the Police Advisory Board, rather than Police Services Advisory Committee.



Proposed Changes Cont'd

Member Composition

- appointment of 7 members.
- of those members, one is appointed by the Minister of Justice.



Proposed Changes Cont'd

Council Member Appointments:

- 3 must be members of Council.
 - 2 representing the area served by the New Minas RCMP detachment; and
 - 1 representing the area served by the Kingston RCMP detachment.



Proposed Changes Cont'd

Non-Council Member appointments:

- 2 representing the area served by the New Minas RCMP detachment; and
- 1 representing the area served by the Kingston RCMP detachment



Proposed Changes Cont'd

Screening Process:

- The Regulations to the Act require that the selection of members to the Advisory Board involve a screening process established by Council.



Proposed Changes Cont'd

Meeting Governance:

- The proposed By-law sets out which agenda items are to be dealt with in private session.



Recommendation 1

That Committee of the Whole recommend Municipal Council give First Reading to repeal By-law 82, being the Police Services Advisory Committee By-law of the Municipality of the County of Kings, as attached to the July 16, 2024, Request for Decision.



Recommendation 2

That Committee of the Whole recommend Municipal Council give First Reading to adopt By-law 111, being the Police Advisory Board By-Law of the Municipality of the County of Kings, as attached to the July 16, 2024, Request for Decision.



Asset Naming Policy

Request for Decision

Lucy Ofori, Diversity Specialist
Municipal Council
July 16, 2024



MUNICIPALITY *of the*
COUNTY *of* KINGS

Origin

- Strategy for Belonging



Intent

- To present the policy implementation request to Committee of the Whole for consideration and recommendation to Municipal Council for adoption, in accordance with the Municipality's Strategy for Belonging.



Discussion

- The Municipality of the County of Kings is located in Mi'kma'ki, the unceded ancestral, and current territory of the Mi'kmaq peoples.
- Within Municipal boundaries are the communities of Glooscap First Nation and Annapolis Valley First Nation.
- The Municipality is also home to three historical Black communities: Cambridge, Gibson Woods, and Pine Woods (currently known as Aldershot), located West of Canning and North of Kentville.



Discussion cont'd

- Asset Naming Policy aims to establish a process to be used for naming and/or renaming Municipally owned assets that honor a history of colonial and/or oppressive figures or actions against historically excluded communities, particularly Indigenous and African Nova Scotian communities.
- Naming/renaming assets serves as a powerful acknowledgement of these injustices.
- Municipal assets include buildings, rooms within those buildings, trails, parks and park features, bridges, roads, landscape features and other assets owned or managed by the Municipality.



Discussion cont'd

- Implementation of the Asset Naming Policy would be a significant step towards cultural recognition and affirmation of the Municipality's commitment to reconciliation and decolonization.
- Imperative that residents and visitors learn about the diverse histories of historically marginalized communities in the County of Kings.



Discussion cont'd

- Policy was created in consultation with and has support from two Canada Research Chairs (CRC): Dr. Lauren Beck, Professor of Visual Arts and Material Culture Studies, CRC in Intercultural Encounter, and Dr. Claudine Bonner, Associate Professor of Racial Justice and African Diaspora Migration in the Atlantic Region; and Dr. Heather MacLeod-Leslie, Senior Archaeologist/Manager, Archaeology & Research with the Mi'kmaq Rights Initiative.



Discussion cont'd

- Approval of the policy is a meaningful step toward reconciliation, education, community building and justice.
- Recognizing and honouring the histories and contributions of Mi'kmaq, African Nova Scotian and other historically excluded communities means we are making a great step towards the Municipality of the County of Kings' vision of being “a community of communities where all people belong.”



Discussion cont'd

- Special thank you to our cross divisional team for their amazing work on this policy.



Financial Implications

- No financial implications for this decision.
- Costs associated with naming or renaming would be presented to Council at the time of the request.



Strategic Plan Alignment

- Strong Communities.



Implementation

- The Policy will be submitted to Council for consideration.
- If adopted, the Policy will be posted on the Municipal website.
- The Asset Naming Policy will be used for naming/renaming Municipal assets that honour a history of colonial and/or oppressive figures or actions from historically excluded communities, particularly Indigenous and African Nova Scotian communities.



Engagement

- Engagement will take place on a case-by-case basis at the time of each request.



Alternatives

- Committee of the Whole may choose to not recommend Municipal Council adopt the Asset Naming Policy and provide direction to staff regarding this item in the Strategy for Belonging.



Recommendation

- That Committee of the Whole recommend Municipal Council provide seven days' notice, per s.48(1) *Municipal Government Act*, to adopt Policy ADMIN-01-024: Asset Naming as detailed in the July 16, 2024 Request for Decision.



Deed Transfer Tax

Rob Frost, Deputy CAO
Committee of the Whole
July 16, 2024



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Intent

- That Committee of the Whole discuss and recommends Council hold first reading of the proposed Deed Transfer Tax By-law.



Deed Transfer in Nova Scotia

- Deed Transfer Tax Act became law in 1968
- Municipalities given the authority to develop a Deed Transfer Tax by By-law
 - MGA (Part V, Deed Transfers, Sections 101-110)
- A Deed Transfer Tax is paid when a property changes hands (with some exceptions), and is calculated based on the sale price of the property (up to 1.5%)



How DTT is Applied in NS

- 48 out of 49 Municipalities in NS have a Deed Transfer Tax
- The Municipality of the County of Kings is the only Municipality to not have a DTT
- 27 of the 48 have a 1.5% DTT (Kentville began July 1, 2024)
- 17/48 have a 1.0% DTT
- 3/48 have 1.25% DTT
- 1/48 has a 0.5% DTT



Comparison Revenues

COMPARISON DEED TRANSFER TAX REVENUES			
Municipality	DTT RATE	Avg Last 5 Years	Total last 5 YRS
Lunenburg County	1.25%	\$2,449,072	\$12,245,361
Pictou County	1.00%	\$995,057	\$4,975,284
Colchester County	1.00% (1.5% in 2024)	\$2,016,874	\$10,084,369
Town of Wolfville	1.50%	\$542,886	\$2,714,432
Town of Berwick	1.00%	\$124,953	\$624,767

HRM averages ~\$38 million in DTT annually, up to \$81 million



DTT Revenue in Kings

Kings Total Property Sales	
2018	\$ 410,590,003
2019	\$ 382,634,456
2020	\$ 267,128,960
2021	\$ 430,114,328
2022	\$ 390,395,859
2023	\$ 302,706,500
Average	\$ 363,928,351

Proposed Deed Transfer Tax	
	1.50%
Average	\$ 5,458,925
Minimum	\$ 4,006,934
Maximum	\$ 6,451,715

The Implementation of a DTT in MoK could fully fund the MoK portion of a Rec Complex. A Rec Complex would be a much larger attraction than a DTT would be a deterrent.



Additional DTT Points

- MoK has not seen a growth benefit to not having a DTT for the past 25 years, and growth has been comparable or even lower than those that have a DTT
- Already a Provincial Non-Resident DTT for those buying in MoK from out of Province
- To find the same amount of revenue Council would have to either increase the residential rate by \$0.121 cents, or commercial by \$1.18



Proposed DTT By-law

- 1.5% of the value of the property transferred
- Constitutes a lien on the property
- Collected by the Registrar of Deeds
- Exemptions as per the MGA
- Would become effective November 1, 2024



Recommendation

That Committee of the Whole recommend Municipal Council give first reading to the proposed Deed Transfer Tax By-law as attached to the July 16, 2024 COTW agenda.



Contract 24-13 Award

Lift Station Upgrades



Louis Pearson, P.Eng, Manager of Engineering
Presented by Department Representative
Committee of the Whole
July 16, 2024



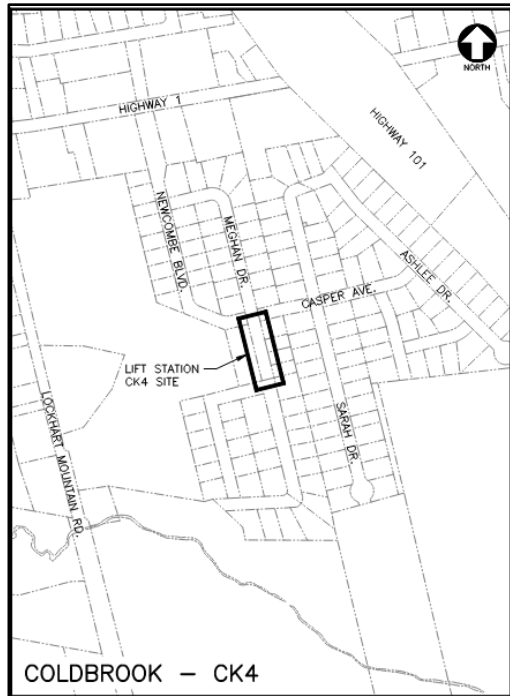
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Discussion

- The 2024 contract relates to installing new and retrofitted infrastructure at three of the current Municipal lift pump stations.
- The function of lift stations is to pump waste water from a low elevation and deposit into a different section of a gravity sewer system. The transportation of sewage requires mechanical pumps, consistent power, and preventative maintenance. The resulting upgrade of this sewer infrastructure will reduce emergency repairs, improve functionality of the lift stations, and is intended to reduce long term operational costs.



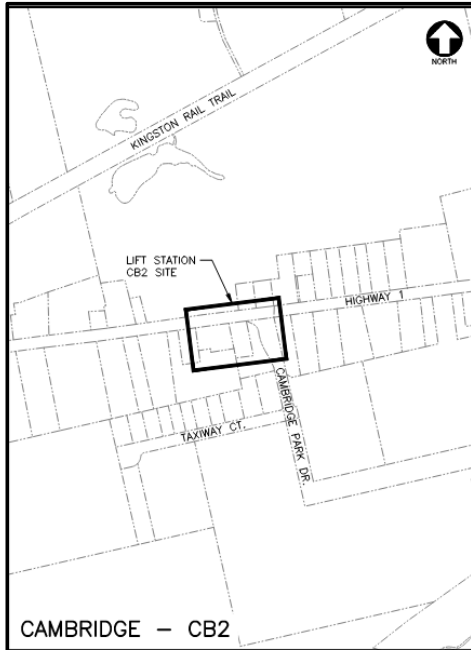
Discussion



- The Coldbrook (CK4) lift station upgrade consists of an improvement in functionality with the addition of a separate pump chamber from the existing wet well.



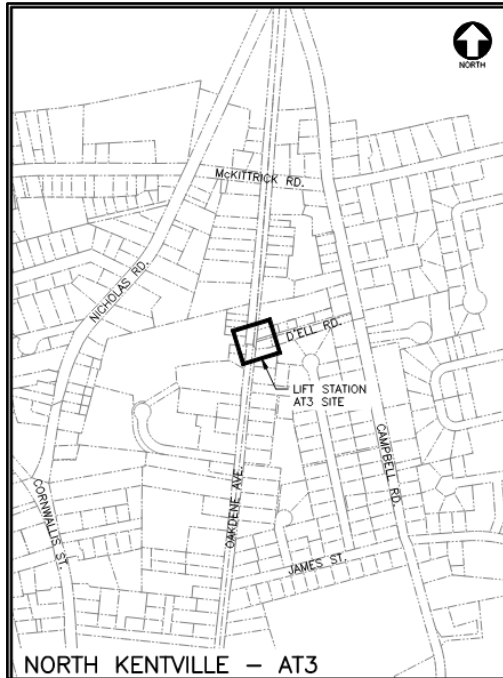
Discussion



- The Cambridge (CB2) lift station upgrade consists of a lift station relocation and replacement of station components. This relocation of lift station infrastructure is being performed to improve the operational safety of inspections and maintenance work and to remove the lift station from the right-of-way within a provincial highway.



Discussion



- The North Kentville (AT3) lift station upgrade includes the supply of replacement pumps and associated equipment to retrofit from a below-grade pump station to an above-ground pump station.



Discussion

- On July 5th two bids were submitted for this public tender. Staff reviewed the proposed bids for completeness and to propose award to the lowest bidder, per the tender call.
- The substantial completion of this project is required by March 14, 2025, as per the tendered agreement.



Financial Implications

- The total value of the awarded Contract # 24-13 Lift Station Upgrades is \$1,436,266.90 (including non-recoverable HST) which is within budget capacity (project 08-3408).
- The tendered project cost will be funded through a combination of Sewer Capital Reserves (GL 41-4-460-300), Investing in Canada Infrastructure Program (ICIP) funding, and long-term debt. The estimated funding allocation is as follows:

o	ICIP	\$1,053,262.39
o	Capital Reserve	\$275,352.26
o	Long-term Debt	\$107,652.25



Recommendation

That Committee of the Whole recommend Municipal Council award Contract # 24-13: Lift Station Upgrades to Mid-Valley Construction Limited for \$1,436,266.90, including non-recoverable HST, as described in the Request for Decision dated July 16, 2024.



Property Assessed Clean Energy Program

By-law 112



Greg Barr, Director of Finance & IT
Sarah Burko, Climate Change Project
Specialist
Committee of the Whole
July 16, 2024



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Discussion

- 2021-2024 Strategic Plan contains project to implement a Property Assessed Clean Energy (PACE) Program
- August 2023 – Municipality issued Request for Expression of Interest (REOI)
- December 2023 – Municipality issued Non-Binding Request for Proposal (NRFP)
- Municipality intends to award NRFP to Clean Foundation



Discussion

- PACE Program By-law provides method for Municipality to enforce payment of financing owing by a homeowner
- Enabled under section 81A(1) of MGA
- First lien on property under section 81A(2)(d) of MGA



Discussion

- Municipality will work with Clean Foundation to finalize program details, such as:
 - List of eligible energy upgrades
 - Financing rate and terms
 - Maximum individual financing amount
 - Maximum annual program financing amount
 - Participant program fee
 - Payment frequency
- FIN-05-003 Fees Policy and new PACE Program Policy



Financial Implications

- No significant costs with introduction of PACE Program By-law
- PACE Program is included in 2024/25 Budget as Project 24-3405, which includes funding for the up-front implementation costs



Implementation

- Proceed with by-law approval process as detailed in Part VII of the MGA
- Develop PACE Program Policy and amend Fees Policy for Council's review and approval
- Continue with PACE Program implementation



Engagement

- Discussed at previous Committee of the Whole and included in 2021-2024 Strategic Plan
- Included in Climate Mitigation and Asset Action Plan, previously adopted by Council
- PACE Program implementation included in 2024/25 Budget
- 14 days notice for Second Reading provides opportunity for public comments



Recommendation

That Committee of the Whole recommend Municipal Council give First Reading to the Property Assessed Clean Energy Program By-law, By-law 112, as attached to the July 16, 2024 Committee of the Whole agenda.

