

October 16, 2019

Dear Mayor and Council:

We are writing to request your continued support for the work of the South Island Prosperity Partnership (SIPP). As we wrap up our fourth year in March 2020, we are enthused about our success to date and look forward to continuing our mission of economic development in the South Island region.

The investment and collaboration provided to date by your municipality has been integral to SIPP's impact on the region. It is because of your support and leadership that in less than four years, the South Island region has earned a solid reputation. Here are just some of our accomplishments over the last year:

- Eight out of 10 South Island First Nations are officially SIPP members (announcement coming soon!). SIPP is facilitating an Indigenous Prosperity Gathering in November, which will bring together the 10 South Island Nations to discuss indigenous-led economic development and resiliency.
- We have launched a program that positions the region alongside large players like Vancouver and Seattle to provide our region with a more resilient, diverse, job market. We are already seeing results: three new employers moved here this summer and will be officially announced soon. A fourth employer has also emerged as a spin-off from Brazilian investors. These new employers are essential to the downtown eco-system as they support local businesses, offices, and the tax base.
- This adds to previous significant wins from previous years, like the new Daitan office (a Brazil-based software company) and NetMotion (a Seattle-based software company). SIPP continues to build out a long-term funnel with current clients in Seattle, Vancouver, Denver, San Francisco, and as far away as Brazil and London.
- Food security and farm viability are essential regional issues. SIPP brought the region together in a successful bid for CR-FAIR's plan for a Food Processing Hub in the region with the Ministry of Agriculture awarding \$50,000 to the plan.
- The Songhees Innovation Centre, co-developed by SIPP, is also growing with six tenant companies now based there. One of which just received \$1 million investment from Raven Capital, a social impact venture fund. These are Indigenous-led, job-creating enterprises – essential to reconciliation in this region.
- We are setting the gold-standard in Canada for leveraging municipal investment through continued private sector and other non-government membership. Municipal portion of funding went from 100% in the start-up year to 66.5% in the current fiscal year (cities in Canada rarely achieve anything below 80% municipally-funded economic development mandates).

- Getting our region on the map with a progressive approach to Smart Cities. SIPP proved to be an effective platform for regional collaboration. The \$250,000 Federal investment into our plan is now being analyzed as part of the South Vancouver Island Transportation Strategy and an MOU with Camosun College is further researching the micro-transit options to better connect the First Nations communities within the region.
- At our Annual AGM in June of 2019 an amendment was added to the SIPP constitution to state how we will create economic resilience by prioritizing climate mitigation and adaptation opportunities” in item 2 here :  
<https://mail.google.com/mail/u/0/?hl=en&tab=wm#search/margaret+mason+constitution?projector=1>
- We were once again recognized by our international peers for the SIPP governance model. In October 2019, the world’s largest economic development association (IEDC) awarded SIPP its Gold Medal for Regionalism and Cross-Border Collaboration. We truly are setting the bar, thanks to members like you who are committed to excellence.

We appreciate your consideration of renewed funding at \$218,916 for a further one-year period to complete our 5-year strategic plan, endorsed by you in our founding bylaws. Within the current fiscal year (March 2019-2020) the SIPP Board will invite you to participate in a strategic review of the first four years of SIPP’s operation to make suggestions for improvement and evaluate SIPP’s successes. We will also reengage our valued members in the cooperative development of a new long-range strategic plan for regional economic development.

A summary of funding from the City of Victoria to date, as well as the percentage of municipal contributions to the total budget can be found below:

	Membership Fee	Total Budget	Municipal %	Invoiced
Start-Up*	\$32,386	\$89,543	100%	March 31, 2016
Year 1	\$97,159	\$476,976	56%	2016-2017
Year 2	\$218,916	\$1,021,733	59%	2017-2018
Year 3	\$218,916	\$1,246,761	49%	2018-2019
Year 4	\$218,916	\$910,000	66.5%	2019-2020

\*Start-up fees included incorporation costs, legal fees, consulting fees (Darryl Harker), office and facilitation supplies, and basic administrative costs – these were administered by the South Vancouver Island Economic Development Association (SVIEDA)


We look forward to an extremely exciting year ahead as, together, we shape a prosperous future for the region. If you wish to receive further information or a delegation from SIPP to present to your council, please let us know.

There are so many exciting opportunities for the region on the horizon. As Jacqueline Novogratz said, “A sustainable world means working together to create prosperity for all”. We look forward to many more years of working together to make this region prosperous and resilient.

Sincerely,



Bruce Williams  
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Craig Norris  
Chair of the Board  
South Island Prosperity Partnership