



AMHERST TOWN COUNCIL

RFD# 2022047

Date: June 27, 2022

TO: Mayor Kogon and Members of Council

SUBMITTED BY: Jason MacDonald, CAO

DATE: June 27, 2022

SUBJECT: Cumberland Business Connector Agreement

ORIGIN: Expiry of the existing agreement.

LEGISLATIVE AUTHORITY: MGA 60(1) A municipality or a village may agree with one or more municipalities, villages, service commissions, the Government of the Province or of Canada or a department or agency of either of them or a band council pursuant to the *Indian Act (Canada)* to provide or administer municipal or village services.

RECOMMENDATION: That Council approve of the attached agreement between the Town, the Municipality of the County of Cumberland and the Cumberland Business Connector and authorize the Mayor and CAO to sign on the Town's behalf.

BACKGROUND: The existing five-year agreement for the Connector expired on March 31, 2022. Negotiations have taken place and the Liaison and Oversight Committee is recommending that the attached agreement be approved.

On June 6th we received notification that the Town of Oxford will be opting out of the Connector. This decision is based on their need to save the \$10,000 they contribute to the organization.

DISCUSSION: The new three-year agreement is an improvement over the previous one as it improves communication and allows for more municipal input into the Connector's strategic priorities. There was some discussion on including municipal representatives on the Connector Board however this is in direct conflict with 'arms length' model of the Connector and other Regional Economic Networks in the province. More importantly, it would require changes to the Connector's incorporation documents which could not be undertaken easily, or in a timely manner. However, the new agreement does allow for increased input into the Connector's priority setting processes via the Liaison and Oversight Committee as well as Councillor participation in their strategic priority setting session.

FINANCIAL IMPLICATIONS: The Town pays the Connector \$67,536 per year. We also provide about \$20,000 in in-kind services through office space at the Credit Union Business Innovation Centre.



SOCIAL JUSTICE IMPLICATIONS: No direct implications, however the Connector strives to improve the business climate and support new and expanding businesses in the area, thus improving the financial opportunities for all.

ENVIRONMENTAL IMPLICATIONS: None

COMMUNITY ENGAGEMENT: None

ALTERNATIVES: (1) Do not enter into the agreement and which will bring an end the Connector. (2) Suggest further changes to the agreement

ATTACHMENTS: Proposed agreement.

Report prepared by:

Report and Financial approved by: