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**13<sup>th</sup> ANNUAL GENERAL MEETING  
@ HARBOURFRONT MARRIOTT & VIRTUALLY VIA ZOOM**

**OCTOBER 7, 2020  
9:00 – 10:30 A.M.**

***MINUTES***

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**IN ATTENDANCE:**

Ron L'Esperance, Chair	Managing Partner, Group ATN
Rob Carruthers, Vice Chair	Partner, Deloitte
Beste Alpargun (virtually)	Vice President, / Portfolio Manager, Seamark Asset Management Ltd.
Cory Bell	President, Lindsay Construction
Margaret Brigley	CEO & Partner, Narrative Research
Shawn Cleary	Councillor, Halifax Regional Municipality
Jacques Dube	CAO, Halifax Regional Municipality
Winston Morton	Chief Technology Officer, SimpTek Technologies
Chuck Maillet	Vice President, Nova Scotia, ACOA
Waye Mason	Councillor, Halifax Regional Municipality
Mike Savage	Mayor, Halifax Regional Municipality

***Staff:***

Wendy Luther	President & CEO
Tanya Walters	Corporate Liaison

***Regrets:***

Donna Alteen	CEO, Time + Space Media Ltd.
Patrick Fitzgerald	Partner, Cox & Palmer
April Howe	Executive Director, People & Culture, NS Public Service Commission
Chris Ronald	Regional President, Atlantic Provinces, RBC Financial Group
Hector Jacques	Director of the Halifax Port Authority and founding partner of Jacques Whitford & Assoc. Ltd

**WELCOME, CALL TO ORDER & ORDER OF BUSINESS:**

The Chair called the meeting to order at **9:00 a.m.**

- R. L'Esperance welcomed guests and opened the 13<sup>th</sup> Annual General Meeting of the Halifax Partnership. He noted we are on Mi'kmaq territory and thanked the various stakeholders who have joined us today. Debbie Eisan, Indigenous Elder joined the meeting to do an opening prayer.
- Today's theme is Reimagine Halifax. We will report on the Partnership's last fiscal year, but also what has happened to Halifax since June, including how businesses are reopening.
- R. L'Esperance welcomed our first speaker to the stage, Mayor Mike Savage.

***Mayor's Remarks***

- Mayor Savage spoke further on R. L'Esperance's comment on Mi'kmaq territory and the importance of inclusion of the First Nations to share in Halifax's success.
- Thanked Wendy and team and thanked Jeff Ransome and the hotel for hosting today's event.

- Thanks to Cory Bell and Lindsay Construction for their contribution to make today possible.
- Thanked everyone for being here today.
- Spoke to the impacts of COVID and how it's impacted the world. Halifax has demonstrated its resilience and he spoke to how we will be resilient by being the centre for many successful sectors in our city and support start-ups, scale-ups and entrepreneurs.
- We have the fundamentals right, the Halifax Partnership as you know, brought in 10 new companies to Halifax to expand here. There are cities reaching out who want to emulate our success and we should be proud of that.
- The Mayor thanked the Investors for their contribution to being committed to advancing Halifax as the best place to live and work.

### **Chair's Remarks**

- R. L'Esperance spoke to this time last year as the Halifax Partnership was nearing completion of the Economic Growth Plan for 2016-21 and planning the work for the 2021-26 Growth Plan. Progress was being made towards achieving long-term ambitious goal with the intent of renewing that Plan for the next five years. The pandemic changes our plans and with our principal stakeholder, Halifax Regional Municipality, and our partners and Investors, the organization pivoted from the creation of the next five-year plan to the developing Halifax's Economic Response and Recovery Plan to address Halifax's new and evolving needs. CEO Forums were held to seek advice, input and ideas throughout late winter and spring 2020.
- R. L'Esperance recognized and gave thanks to the Board of Directors for their leadership and for being ambassadors for our city and province.
- There is strength and value proposition that Halifax offers, and it's been evident with the number of companies who have relocated to Halifax.
- How can we fix some of the challenges and issues due to COVID and how can we get better? The AGM is a dawn of a new year and we want to continue to hear from our Investors and Stakeholders on how we are doing and what can we be doing better. Reimagining Halifax is our theme today.

### **Meeting called to order at 9:26 a.m.**

- The Chair noted e-mail notices were sent to the Partnership's investors and community stakeholders.
- Information packages were provided to all in attendance and emailed this morning to those joining us virtually. The package included the following:
  1. Agenda
  2. 2019-20 Annual General Meeting Minutes
  3. Draft Audited Financial Statements for the year-ended March 31, 2020
  4. 2020-21 Slate of Directors for approval

### **1. APPROVAL OF THE AGENDA AND THE 2019 ANNUAL GENERAL MEETING MINUTES**

**R. Carruthers moved, W. Morton seconded** approval of the October 7, 2020 Annual General Meeting agenda and the June 26, 2019 meeting minutes. **MOTION CARRIED.**

### **2. AUDIT COMMITTEE REPORT**

- M. Foster presented the Audit Committee Report, including the Audited Financial Statements for the year-ended March 31, 2020.
- The Halifax Partnership recorded a deficit of \$90,510 for the year ending March 31, 2020, compared to surplus of \$40,181 last year. This deficit was the net result of an increased in the allowance for doubtful accounts over the previous year of \$115,000 less savings in the 4<sup>th</sup> quarter resulting from lower activity related to the pandemic. It should be noted that the team continues to work on revenue collection.
- The Partnership received a clean audit report in that there were no significant negative findings by the Auditors', and, in the opinion of the Auditors, the financial statements present fairly the financial position of the Association as of March 31, 2020.
- M. Foster recommended approval of the Audited Financial Statements for the Halifax Partnership for the year ended March 31, 2020 as presented.

**C. Bell moved, W. Mason seconded** approval of the Halifax Partnership's Financial Statements for the year ended March 31, 2020. **MOTION CARRIED.**

- R. L'Esperance proceeded with the appointment of the Auditors for the Halifax Partnership and asked for a motion to approve the re-appointment of E&Y Chartered Accountants as the Partnership's auditor until the close of the next annual meeting.
- EY Founding Investor in the Halifax Partnership.
- Travis Kemp, Senior Manager, is present today.

**S. Cleary moved, R. Carruthers seconded** the motion to re-appoint Ernst & Young Chartered Accountants as the Partnership's Auditors until the close of the next annual meeting. **MOTION CARRIED.**

### 3. CORPORATE GOVERNANCE COMMITTEE REPORT

- M. Brigley presented the Corporate Governance Committee Report.
- For 2020-21, we have two board member departing, Hector Jacques, who has completed his third and final term on the Board and April Howe, who has completed 2 ½ terms and advised will not be reoffering for another year. We have a third appointment as well given Captain David Mazur handed over command of CBF Halifax on August 5 to Captain Sean Williams.
- On July 10 a call for nominations was completed.
- On that basis, the Corporate Governance Committee puts forward the following slate of candidates for the 2020-21 fiscal year:
  - **Beste Alpargun** – Vice President, Fixed Income, Portfolio Manager & Director, Seamark Asset Management Ltd.
  - **Donna Alteen** – CEO, Time + Space Media Ltd.
  - **Cory Bell** – President, Lindsay Construction
  - **Margaret Brigley** – CEO & Partner, Narrative Research
  - **Rob Carruthers** – Partner, Deloitte
  - **Patrick Fitzgerald** – Partner, Cox & Palmer
  - **Monica Foster** – Vice President, College Services and CFO, Nova Scotia Community College
  - **Ronald L'Esperance** - Managing Partner, Group ATN and President, ATN Consultants, Inc.
  - **Winston Morton** – Chief Technology Officer, SimpTek Inc.
  - **Chris Ronald** – Regional President, Atlantic Provinces, RBC Financial Group

Representing Halifax Regional Council:

- **Shawn Cleary** – Councillor, Halifax Regional Municipality
- **Waye Mason** – Councillor, Halifax Regional Municipality

New Appointments:

- **Louis Lawen** – President & CEO, Dixel Developments
- **Anita Swamy** – Vice President, Operations, Medavie Blue Cross
- **Captain Sean Williams** – Base Commander, Maritime Forces Atlantic

The following members be re-appointed as ex officio to the Board of Directors:

- **Mike Savage** - Mayor, Halifax Regional Municipality
- **Jacques Dube** - Chief Administrative Officer, Halifax Regional Municipality
- **Chuck Maillet** - Vice President, Nova Scotia, Atlantic Canada Opportunities Agency
- **Vacant** – Province of Nova Scotia

## **Appointment of Officers:**

The Corporate Governance Committee recommends the extension of term for the following Officer to the Board of Directors:

- **Ron L'Esperance** – Chair
- **Rob Carruthers** – Vice Chair

R. L'Esperance recommended members accept the recommendations of these appointments. As per the Bylaws, all appointments are effective until the next annual meeting or until their respective successors are elected or appointed.

**W. Mason moved, C. Bell seconded** the recommendations of the Corporate Governance Committee to accept all appointments effective until the next annual general meeting or until their respective successors are elected or appointed. **MOTION CARRIED.**

R. L'Esperance asked the Board Members to stand up as he thanked them for their championship and advocacy of both the Halifax Partnership and our city. He also extended a special thank you to our three outgoing Board members – April Howe, Hector Jacques and Captain David Mazur in their instrumental role during their time on the Board of Directors.

The regular order of business closed at **9:42 a.m.**

## **4. GUEST SPEAKER – PAT RYAN, NEOCON INTERNATIONAL**

Pat Ryan, Founder and President of Neocon International was welcomed on stage to share his business experiences during these COVID times. It is a compelling story of impact, pivots and resilience.

P. Ryan provided a presentation on Adapting and Staying Focused in Challenging Times. He provided an overview of Neocon – Global OEM Supply from Nova Scotia.

Key points to adapting and staying focused during these times:

1. Reaching out to Customers
2. Keeping your Team Safe
3. Innovate, innovate, innovate
4. Be stealth

“Finding Solutions to the Right Problems” – example was Subaru.

## **5. CEO'S ADDRESS – PRESIDENT & CEO**

W. Luther thanked R. L'Esperance for moving through the Order of Business and to Pat Ryan for his presentation. Also extended a thank you to Cory Bell, Lindsay Construction for making today possible.

We had a banner year leading up to COVID-19. W. Luther spoke to the successes:

- 16 companies established or expanded operations in Halifax.
- SmartBusiness team supported more than 450 companies in accessing resources they needed to export or commercialize.
- Launched Halifax Innovation District and in partnership with HRM, launched the HRM Innovation Outpost.
- Provided most up-to-date economic information to our community, including the Annual Halifax Index.
- Key role in the African Nova Scotia Road to Economic Prosperity Action Plan.
- Helped businesses to connect to international and emerging talent.
- Multi-year integrated marketing strategy.

Thank you was extended to the team for their dedication, agility, and resilience over the past many months. Board Members were thanked for their support and guidance during her first year with Halifax Partnership. A special thanks was also extended to our Investors – our Team Halifax.

We are committed to ensuring nothing less than a vibrant and successful Halifax.

## 6. SESSIONS: REIMAGINE HALIFAX

### Session # 1: What happened to Halifax's Economy?

#### *Halifax Economic Update*

Ian Munro, Chief Economist, Halifax Partnership was welcomed on stage to provide a Halifax Economic Update, including COVID-19 Impacts.

#### *Tourism Sector Update*

Ross Jefferson, President & CEO, Discover Halifax was welcomed on stage to provide a Tourism Sector Update and their recovery efforts.

There has been a 71% decrease in visitation, including deep impacts to the industry and for the individual's who work in this industry.

Responding to the Crisis included: 1. Response; 2. Recovery; and 3. Resilience. A Tourism Opening Plan was created even though they were not officially "shut down". The purpose was to help protect and to expedite the tourism industry. A campaign was launched called the "heart.soul.Halifax!" with the purpose to focus on things that are open and providing real life examples with living in covid. There has been a return with some events and shows are being scheduled and it is positive to see that Nova Scotia is significantly ahead of the rest of the Country.

The Tourism Master Plan, a community focused approach, was ready to be launched just as COVID-19 hit with Group ATN being the lead consultants for the Plan. There is a need for broader thinking on how we can do things differently and/or better. There is an opportunity here to get this right.

R. Jefferson recognized his team for the work they are doing at Destination Halifax and thanked them for their hard work over the last six months.

### Session # 2: How do we reimagine Halifax to make it an excellent place to work, live, play, for everyone?

W. Luther moderated a panel, which included the following panelists:

- ✓ Sara Napier, United Way
- ✓ Irvine Carvery, ANS Community and Director, Halifax YMCA
- ✓ Krista Jangaard, IWK
- ✓ Winston Morton, SimpTek, Inc.

*Q - What were one or two important issues getting your attention before COVID, and how has the pandemic affected the community you represent?*

Irvine Carvery spoke to the impact COVID has had on unemployment in the ANS community. Additionally, COVID cases were higher in the ANS community. From an educational perspective, there are large percentage of folks who do not have access to the Internet for on-line learning. The weekly flyers are not delivered to Uniacke Square, Mulgrave Park or the West End area. Many of the ANS students fall behind in their learning compared to their peers. There is a need to monitor the performance of those students to determine what help is required and any other supports they may need. The ANS Road to Economic Prosperity Plan is necessary to develop our

natural resources within our own African decent communities. The East Preston Rate Payers Association is establishing a recycling plant in the community. Irvine Carvery thanked HRM and Halifax Partnership for their work on the creation of the Plan. This is a positive shift for the ANS community.

Sara Napier indicated the two key issues at the United Way, both pre and during COVID, are: Poverty and inequity in our community; and 2. Connection. There are some communities with a 50% poverty rate. In terms of connection how are you connecting with other people. Pre-COVID there has not been a sense of connection in communities and now with the pandemic this has been exasperated. How do we help to build more equitable systems and how do we respond accordingly? S. Napier noted the first COVID relief fund was created. Sara Napier spoke to the Atlantic Compassion Fund and the new need it filled. This shone a light on the generosity in our community and allowed for food, shelter and help in serving communities during the pandemic.

Krista Jangaard indicated there have not been any cases at the IWK; but being prepared is essential. Over the past year Krista Jangaard noted she's been starting to think about women and children and what impacts our health, including poverty, equity, etc. and how it impacts women and children. Working with partners in our community to help aid in a better life for our women and children. What should be considered for Halifax to improve the well-being of women and children. No one should be left behind because of their gender, where they were born or who they are. She noted we are doing better in Canada, but we are not in a place where there is a level playing field. During the last year, women were required to work from their homes, teach their kids and maintain their household. We need to think about how we can better support women so they can get into the workforce, i.e., daycares, pre-primary, etc. Most importantly, we should not lose the gains women have made over time because of the pandemic. This is work the IWK needs to focus on in partnership.

Winston Morton indicated both green economy and social lens. Climate change impacts everyone and from an entrepreneurial perspective we require greater alignment. As we develop these plans, we need to ensure there is inclusivity and that we do not leave anyone behind.

*Q - What is the highest priority – to tackle in the next 10 years?*

The panel's response was as follows:

- Winston Morton – Collaboration.
- Krista Jangaard – Women and Children matter, and they are part of the solution.
- Sara Napier – Inclusive growth that includes a prosperous city that includes opportunities for everyone.
- Irvine Carvery – Spoke to the United Way, IWK for Women in Action from the staff to the patients and Chrome books throughout Halifax to facilitate and service our immigrant community.

## **7. CLOSING REMARKS – BOARD CHAIR**

R. L'Esperance provided closing remarks. Today's conversation was great and unfolded as desired around the theme of social innovation and inclusivity. He recognized the advice of Pat Ryan and his acknowledgement and advice to ensure you are supporting your team. Ross Jefferson shared some great insights into the tourism sector and how it's been impacted. The panel was very powerful and reinforced – reinforced how COVID has opened the dialogue on social innovation and inclusivity and ensuring we are working towards making healthier communities.

R. L'Esperance welcomed our three new Board members and is looking forward to working with them.

Meeting was adjourned at **10:50 a.m.**

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T. Walters, Corporate Secretary

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Date