

Klondike Development Organization

Fifth Partnership Forum
Business Support Services

July 5, 2012



Across The River Consulting

Today's Agenda

- 11:00am Welcome and Introductions
- 11.10am Background
- 11:30am Brief Presentations by Agencies - Part One
- 12:15pm Lunch Break
- 12:45pm Brief Presentations by Agencies - Part Two
- 1:15pm Round Table Discussion
- 2:45pm Wrap up and last remarks

Objective

To share and discuss all the available business support services offered in the region and learn from each other how to maximize accessibility, use and impact with special attention to First Nations targeted initiatives and programs

Draft Regional Economic Development Plan for the Tr'ondëk Hwëch'in Traditional Territory



Draft Regional Economic Development Plan

Goals

- Sustainable population growth
- A diverse economic base
- Local benefits from major projects
- Available and affordable housing
- Year-round business and employment base
- Quality infrastructure
- Sustainable, well-paying jobs
- Attractive Quality of Life

Draft Regional Economic Development Plan

Strategic Direction

- **Addressing and overcoming perceived and/or actual barriers to economic development**
- Expanding the tourist base
- Establishing a knowledge economy
- Maximizing benefits of mining and oil & gas exploration/development

Draft Regional Economic Development Plan

Key Themes

- **People**

Human assets

- **Place**

Physical assets

- **Business**

Business assets





A partnership of City of Dawson, Chief Isaac Incorporated, Dawson City Chamber of Commerce, Klondike Visitors Association and Dawson City Arts Society

Federally incorporated not-for-profit society with 2 directors appointed by each partner

Demographic Shift

Dawson City Population by Age

	0-14	14-24	24-54	Over 54	Total
1997	455	239	1230	227	2151
2002	331	222	1030	270	1853
2007	299	221	989	367	1876
2012	263	186	1010	488	1947
5-YEAR	-12.0%	-15.8%	2.1%	33.0%	3.8%
10-YEAR	-20.5%	-16.2%	-1.9%	80.7%	5.1%
15-YEAR	-42.2%	-22.2%	-17.9%	115.0%	-9.5%

- School enrolment lowest on record (-28% since 1999)
- Pre-school population 2nd lowest ever after 2008

KDO Vision and Mission

VISION

A resilient Klondike where highly engaged citizens, networks and organizations collaborate to build a sustainable economy

MISSION

KDO focuses multi-stakeholder collaboration on diversifying and strengthening the local economic base through:

- Pro-active strategies and services aimed at retaining and growing a healthy business base
- Increasing access to equity investment capital
- Strengthening economic and social sectors critical to the future of the Klondike
- Addressing strategic gaps in services

KDO 2011 Business Survey

Business expectations

	Decrease	Same	Increase
Demand	0%	29%	71%
Sales	0%	31%	69%
Profit	0%	34%	66%

KDO 2011 Business Survey

Barriers to Meeting Demand

Staff	30%
Regulations	16%
Freight costs	11%
Freight time	11%
Seasonality	11%
Funding	8%
Housing	5%
Floor space	5%
Insurance	3%

KDO 2011 Business Survey

Business expansion reservations

Staff needs	29%
Demand	19%
Personal reasons	14%
Retirement planning	14%
Funding	10%
Mining cycles	5%
Capacity	5%
Risk	5%

KDO 2011 Business Survey

Business support & training interest

	Would Use	Do Use
Succession planning and exit strategies	40%	2%
Business strategy planning	40%	9%
Information technology	40%	9%
Marketing	34%	6%
Financial management	30%	13%
Developing new products and services	26%	8%
Problem solving and facilitation	23%	6%
Legal/regulatory requirements	23%	15%
Managing people	23%	4%
Time management	21%	2%
Property site selection	11%	0%

KDO 2011 Business Survey

Business co-operation interest

	Could Do	Do Already
Joint training of staff	49%	9%
Learning activities	45%	6%
Staff sharing	40%	21%
Discussion groups	38%	13%
Co-operative marketing	36%	21%
Group purchasing	34%	4%
Equipment sharing	32%	8%
Joint tendering	23%	15%
Work referral	11%	57%

KDO 2011 Business Survey

Business assistance agency use

	Have Used
Yukon Ec Dev	13%
City of Dawson	9%
Advisory service	6%
Lending institution	6%
Funding agencies	4%
E-commerce advisory	2%
Private investors	2%
Chamber of Commerce	2%

KDO 2011 Business Survey

Service delivery preference

2-3 hour workshops	80%
Newsletter	35%
Full day workshops	33%
Mentoring/coaching	28%
Conferences	25%
Internet and other technology	23%
Field days	15%
Business breakfasts	13%
Networking events	10%

KDO 2011 Business Survey

Service time preference

Morning	47%
Afternoon	41%
Evening	38%
Weekend	3%

KDO Strategies and Services

- Enterprise Retention and Development
 - Enterprise and Investment Facilitation
 - Enterprise Support Tools e.g. Property Search
 - Workshops
 - Networking Events
 - Information Fairs
- Research
 - Surveys
 - Key Issues e.g. Transportation
- Partnership Forum
 - Transportation, Housing and Business Services
- Key Sector Development
 - Housing
- Social Enterprise
 - Key Clients
- Investment Capital Pool
- Community Marketing