

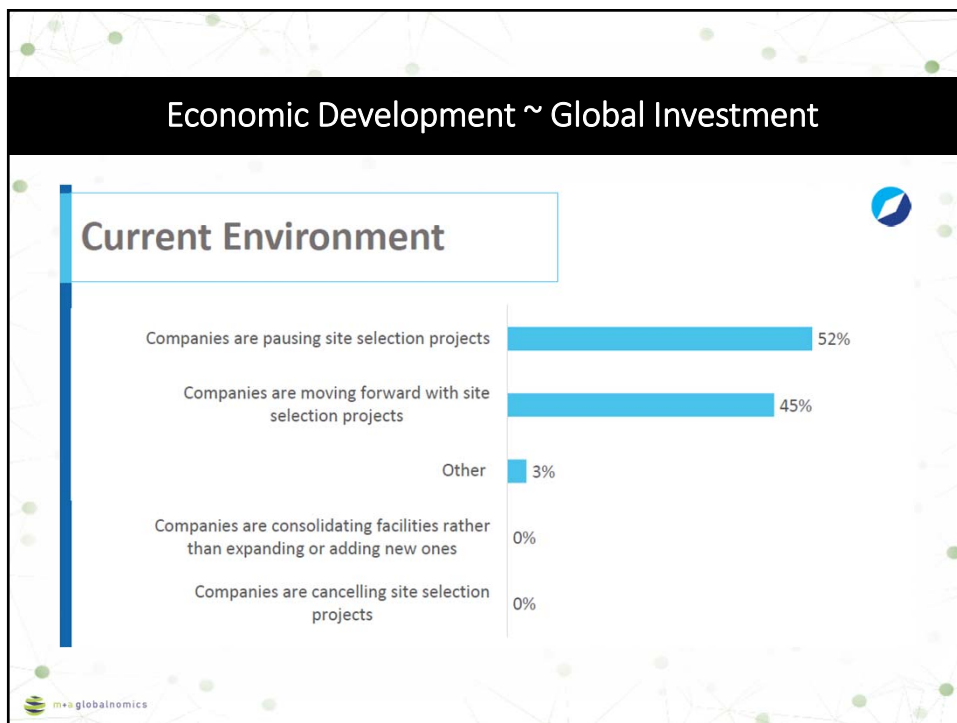


**Economic Development
~ Focusing on
the Long Game**

Tips and Tactics

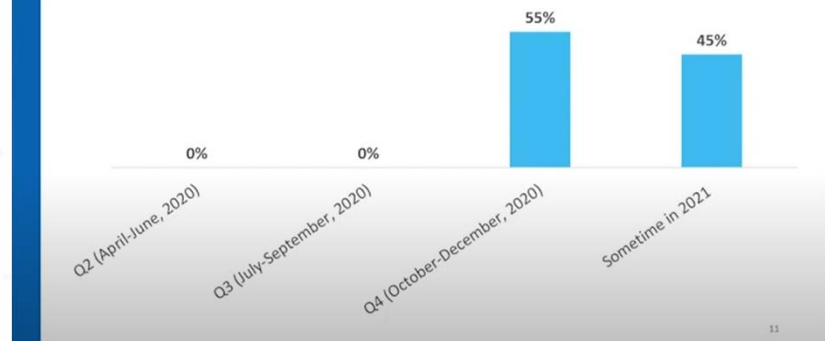
1. COVID has created a global pause.
2. Your Focus should emulate global trends.
3. Location decision process has slowed, but 45% has not paused
4. Fully resume last Quarter 2020 with pent up demand
5. Technology has leveled the playing field
6. De-urbanization trends
7. Opportunities for Nanaimo have never been better

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Economic Development ~ COVID Recovery

Predicted Return of Activity



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Economic Development ~ Staying Focused

Trends to Prepare For in a Post COVID World

- De-risking supply chains – MAJOR priority
- Transportation and Logistics
- Advanced Manufacturing and Materials Science – micro manufacturing and 3D printing, pivoting and retooling
- Focus on life sciences and health sciences with AI and whole health
- Agriculture and Agrifood production and processing – Food Security!
- Telecommunications infrastructure and security
- Mobile workforces

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Economic Development ~ Staying Focused

Changing Strategies

- **"Local for Local"**
 - Regionalized manufacturing strategy
- **Smaller plants**
 - Capacity based on market size to be served
- **Strategic commodities closer to home**
 - Minimize risk exposure; government strategies/support
- **Increased automation/AI**
 - Less reliance on low cost manual labor
- **Short-term vs Long-term**
 - Run on Distribution/WH space in short-term for increased inventory



The Work From Home Experiment

- What does the new work force look like?
- What does the new office look like?
- What does regionalization look like?
- How are decisions going to be made about location?
- Where is the new remote workforce going to be?

Global Trends ~ Future Focus

**Technology has Levelled the
Playing Field**

**Will this lead to the De-
urbanization of Cities?**



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Global Trends ~ Staying Focused

Decision Making Factor	Ranking	Percentage
Security and Safety	1	61%
Connectivity and Broadband	2	51%
Supportive Business Environment	3	49%
Transportation and Logistics	4	43%
Income and Prosperity	5	40%
Strong Community Leadership	6	39%
Return on Investment	7	39%
Affordability and Accessibility	8	38%
Access to Markets	9	33%
Access to Capital and Financing	10	32%

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THANK YOU

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