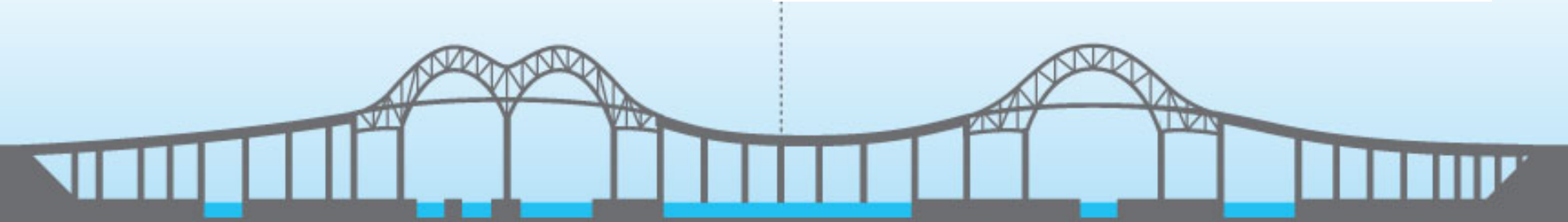


# Developing City to City Partnerships

Tom Dodds, CEO Sault Ste.  
Marie Economic Development  
Corporation

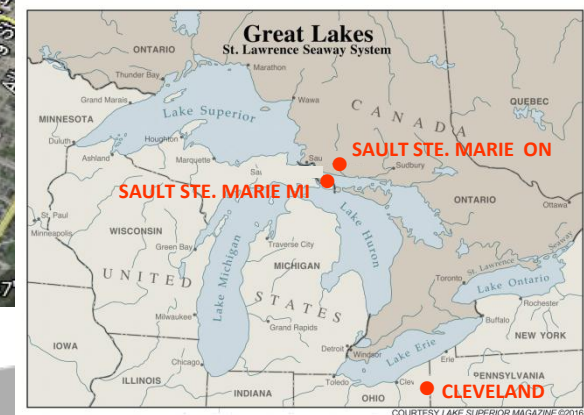
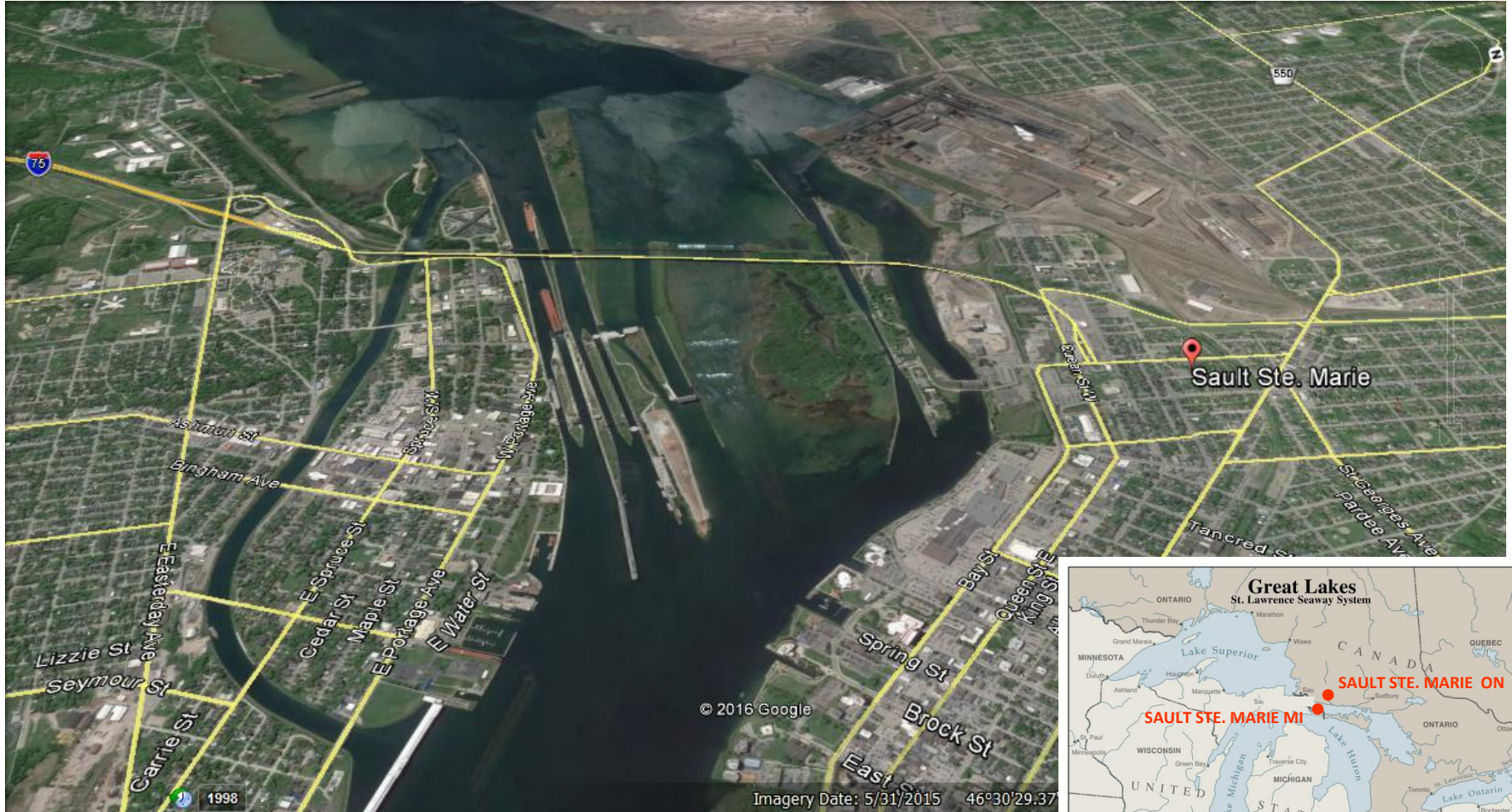


*Sault Ste. Marie*  
**ECONOMIC  
DEVELOPMENT  
CORPORATION**

September 2016



# Location





# Twin Saults - Two Nations, One City

In 2012, Sault Ste. Marie Ontario Canada and Sault Ste. Marie Michigan, U.S. became the first Canada/U.S. border communities to sign a formal “Sister City” Agreement. The Twin Saults now have the official moniker of **Two Nations, One City**.

**The purpose:** *To promote economic, educational and cultural exchanges and other cooperative ventures to enrich the lives of citizens and enhance our shared international understandings and appreciation of our respective countries.*





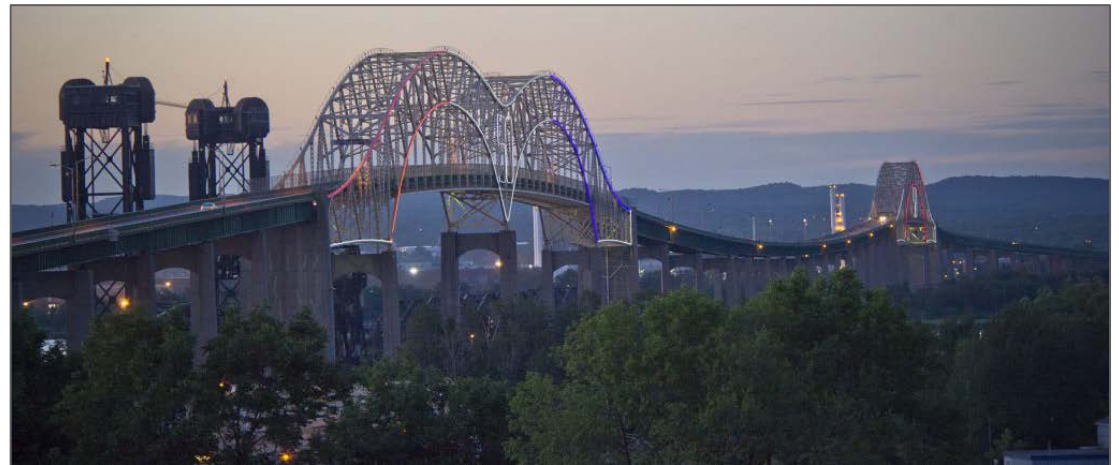
# Shared Respect

“We not only share a name but also have a long-standing, cooperative connection dating back hundreds of years. We share a common interest to do the best for our communities, for our families and our neighbours.”

Former SSM ON Mayor Debbie Amaroso

“Our cities share more than the St. Mary’s River and International Bridge,” he said. “We have a personal connection, and many of us have friends and family on the other side of the border. We have celebrated together at the same functions, and in times of crisis, we have banded together and provided comfort to one another.”

SSM MI Mayor Bosbous





# Shared Initiatives

## Joint International Relations and International Growth Committee (JIRIG)

This committee was formed, as an outcome of the Agreement, to accomplish the following:

- To study, promote and foster international relations and economic growth in the twin Cities of Sault Ste. Marie Michigan and Ontario.
- To help stimulate economic growth in the general Sault Ste. Marie Regions of Ontario and Michigan.
- To act as a collaborative and coordinating entity for various international joint efforts undertaken by parallel organizations for the two Sault's.





# Shared Initiatives cont.

- Energy & Environment (SSM Renewable Energy Hub)
- Bio-industry (bio-products; biotechnology & biomass) – Forest Research Centre
- Aviation (repair, maintenance, overhaul, assembly, avionics)
- Aboriginal Business Development
- Tourism & Retail Development – Great Lakes Circle Tour (joint marketing area total pop. = 172,129)
- Other joint interests as determined by the JIREG Committee





# Shared Initiatives cont.

## Economic Activities & Projects Examples:

- Business Development
  - Trade Promotion
  - Free Trade Zone
  - Promoting our respective small business incubators



- Outreach and Foreign Direct Investment
  - Joint promotion of a bi-national multi-model hub





# Shared Initiatives cont.

- Healthcare: SSM Sister City Cross Border Medical Services Initiative
  - The Chief Executives and senior teams of Sault Ste. Marie Michigan's War Memorial Hospital & Sault Area Hospital have expressed interest in working together to identify, assess and develop a series of shared and/or collaborative services that will enable both organizations to reduce costs, increase revenues and most importantly, provide better services and benefits to patients while increasing efficiency in operations of the respective institutions.





# Other Partnerships

## Ontario Northern Economic Development Corporation (ONEDC)

- The Growth Plan acknowledges the small population that is distributed over a large and challenging geographic area in Northern Ontario.
- **Regional economic cooperation has become the vehicle of opportunity and growth for community economic development in the global marketplace.**
- In Canada, broad-based partnerships have harnessed localized clusters and established economies of scale, thus expanding the reach of host investment attractors. (aligns Federal, State, Provincial priorities)
- Several current Ontario examples include the Greater Toronto Marketing Alliance, Ottawa Centre for Research and Innovation, Canada's Technology Triangle and the **Ontario's North Economic Development Corporation (ONEDC).**



Thank you/Merci.  
Questions?