

EC10.17.1

From: [Leigh Smout](#)
To: [Councillor Thompson](#); [Councillor Lai](#); [Councillor Grimes](#); [Councillor MFord](#); [Councillor Cressy](#); [Councillor Carroll](#)
Cc: [Clerk](#); [Mike \(EDC\) Williams](#); [Economic and Community Development](#); [Raly Chakarova](#); [Brian Kelcey](#); [Erin Ellis](#); [Matthew Kofsky](#)
Subject: UPDATE: Partnerships That Produce
Date: December 3, 2019 4:15:00 PM

Dear Economic Development Committee members,

I'm writing to you today to share the Toronto Region Board of Trade's and World Trade Centre - Toronto's support for the General Manager's recommendation of item EC10.17 on the review of the International Alliance Program. By strengthening and realigning the program, the City of Toronto can better leverage Canada's free trade agreements to broaden and activate opportunities for our businesses, city staff, and city-building institutions in the municipality and throughout the region. Implementing the recommendations of our [Partnerships That Produce](#) report, presented to Economic Development Committee in April 2019, and ensuring that city-to-city partnerships are forged on the outlined five best practices can position the City as a world-leader in metropolitan partnerships and create new best-in-class collaborative projects that leverage Toronto's strengths and fuel our economic growth.

The importance of global cities like Toronto is significant and on the rise. It is critical to revisit the City's own program to build formal and focused relationships with strategic metropolitan centres in leading industries and facilitate the flow of information, talent, and investment to boost the economy in a very tangible way. We ask that you adopt the General Manager's recommendations and urge your Council colleagues to do the same.

To showcase the principles of the report in practice and challenge other city-building institutions to be more involved in international partnerships, we signed the inaugural City Technology Exchange Program (CTEP) collaboration agreement in Barcelona between the World Trade Centre Toronto, the Government of Catalonia and the Catalonia Trade & Investment agency. CTEP was developed right here at the Board's World Trade Centre, in communication with City of Toronto staff and Councillors, and Catalonia is our inaugural partner. The agreement capitalizes on the Board's successful Smart Cities summit and the exemplary work by Catalonia in city tech adoption, and also creates a formal pipeline through which our Canadian businesses can take advantage of new procurement opportunities in the EU, created under the Comprehensive Economic and Trade Agreement (CETA). We intend to create real commercial opportunities for both regions' smart cities innovation communities while helping to solve some of the real international challenges of urban infrastructure development. We're happy to share more details of the agreement with you and City staff and we invite the City to sign on formally as a partner to amplify the impact of the agreement for our businesses, our smart city ecosystem, and our residents.

Best regards,

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