

# International Alliance Program Review

Presentation to the Economic and Community  
Development Committee

Wednesday, May 29, 2024



# ➤ Current State of the IAP

- The International Alliance Program (IAP) is **one mechanism** for engagement under the City's International Policy Framework
- Last updated in **2005**
- Relationships **capped at ten** formal Partnership and Friendship City agreements
- **No definition or approval process** for MOUs; not part of existing IAP structure
- Activities **largely coordinated by EDC**, even when not focused on international business development



# ➤ Objectives of Revised IAP

In line with **international Best practices** to municipal engagement

Promote City of Toronto's presence on the global stage in a **targeted and purposeful way**

Provide opportunities for **comprehensive and outcome driven** exchanges

Periodic review of **productive projects to be promoted** to a long-standing Partnership Agreement

**Flexibility** of selecting projects that align with **current priorities and City goals**

**Central coordination** with other international engagement at the City

# ➤ Key Recommendations



Consolidation of formal agreements into longer-term “**Partnership City**” category and creation of shorter-term “**International Projects**” category and removal of cap

Partnership City Agreements		International Project Agreements
<ul style="list-style-type: none"> <li>• Chicago, USA</li> <li>• Chongqing, China</li> <li>• Frankfurt, Germany</li> <li>• Ho Chi Minh City, Vietnam</li> <li>• Kyiv, Ukraine</li> </ul>	<ul style="list-style-type: none"> <li>• Milan, Italy</li> <li>• Quito, Ecuador</li> <li>• Rio de Janeiro, Brazil</li> <li>• Sagamihara, Japan</li> <li>• Warsaw, Poland</li> </ul>	<ul style="list-style-type: none"> <li>• Lisbon, Portugal</li> <li>• Matera, Italy</li> </ul>
Historical Agreements		
<ul style="list-style-type: none"> <li>• Dubai Investment Development Agency, United Arab Emirates</li> <li>• COMCE Noreste (Monterrey), Mexico</li> <li>• Dunedin, USA</li> <li>• Federation of Indian Chambers of Commerce and Industry (New Delhi), India</li> <li>• Hong Kong Chamber of Commerce, China</li> <li>• Hong Kong Trade Development Council, China</li> <li>• Invest Sao Paulo, Brazil</li> <li>• Jaffna, Sri Lanka</li> </ul>	<ul style="list-style-type: none"> <li>• Mexico City, Mexico</li> <li>• PanCanada Chamber of Commerce (Panama City), Panama</li> <li>• Portugal (Country)</li> <li>• Shenzhen, China</li> <li>• State of Maharashtra, India</li> <li>• Thrace Regional Development Agency, Turkey</li> <li>• Uruguay XXI (Montevideo), Uruguay</li> <li>• Wuxi, China</li> </ul>	

# ➤ Key Recommendations



## Revision and improvement of **program criteria and formal delegation** of authority to enter into agreements

- Focus solely on city-to-city engagement
- Term limits of up to 5 years on Partnership and no more than 3 years on Projects
- Delegated authority to the Mayor or designate to sign new Partnership agreements
- Delegated authority to Division Heads to enter into new Project agreements
- Established criteria that is in line with international benchmarks

# ➤ Key Recommendations



**Centralized point of entry** for requests and corporate coordination of review and engagement process

- Lead corporate coordination for the IAP will shift from EDC to CCO
- EDC will continue to support on key files related to their economic and cultural mandates
- CMO will support certain IAP activities where there is direct programmatic link to its mandate
- Divisions will be engaged through a newly established working group

# Thank You!