

## History of the Regional Enterprise Networks

Following the federal government's withdrawal of funding for regional economic development organizations in 2012, Nova Scotia appointed an independent panel of economic development and business experts to make recommendations for a new approach to promoting economic development in Nova Scotia.

In 2013, the Province of Nova Scotia and partnering municipalities, as well as Mi'kmaq band councils, began to formalize regional economic development organizations called Regional Enterprise Networks (RENs). RENs develop regional economic strategies and provide leadership, while supporting small, local businesses. They bring together business communities, municipalities, the province, First Nations and other groups involved in economic development.

## Valley Regional Enterprise Network

The Valley REN was the first to incorporate (March 2014) and is comprised of the Glooscap First Nation, West Hants, County of Kings, Windsor, Wolfville, Kentville, Berwick, Middleton and former towns of Hantsport and Bridgetown. The organization is funded 50% by the province and 50% by regional partners. The Valley REN Board of Directors are volunteers from the private sector with a wealth of business and economic development leadership experience.



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# Valley REN



Regional  
Enterprise Network

**Communities working together  
to create a prosperous region**



## Valley REN Core Activities

- Develop, implement, and monitor a **regional economic development strategy** that is reflective of provincial and regional economic development priorities
- Cultivate close working relationships with the **business community** to support the development and attraction of new businesses, and to retain and expand existing businesses
- Inform partners and stakeholders about **local business-climate conditions** as well as regional challenges and opportunities

## Business Retention and Expansion (BRE)

Business Retention & Expansion includes all efforts to encourage the retention and growth of a community's existing businesses. The Valley REN's BRE program includes outreach visits, referrals, data management, follow-up analysis, reports and actions.

This internationally-recognized program can help businesses

- ✓ Identify upcoming challenges
- ✓ Connect with programs to strengthen business
- ✓ Provide access to pooled data on local business climate for business planning

## Valley REN Mission

To guide and navigate regional economic development while providing support to businesses, operating as connectors among economic development partners, supporting business growth and retention, providing regional leadership on economic priorities.

**Core Values: Community, Integrity, Respect, Excellence and Trust**



## Our Goals

- Actively engage with stakeholders for input and feedback to develop a regional economic development strategy
- Deliver a Business Retention and Expansion (BRE) program to directly support businesses
- Assess Valley business conditions to support economic development
- Create detailed asset inventories for the region, workforce analyses, and community profiles for our partners

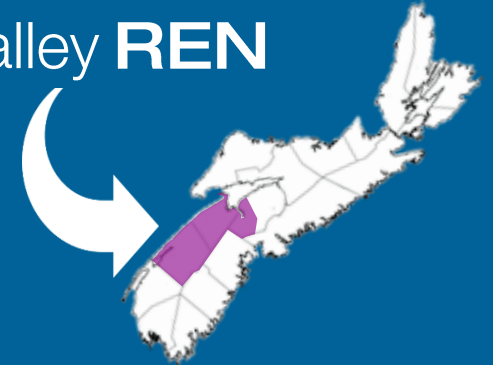
## Connecting Entrepreneurs

The Valley REN connects entrepreneurs to business services and resources to help with

- ✓ Starting a business
- ✓ Identifying funding support
- ✓ Expanding operations
- ✓ Plugging into a thriving network



# Valley REN



## Helping Your Business Succeed

- ✓ Connecting with resources
- ✓ Helping overcome challenges
- ✓ Sharing information resources
- ✓ From start-up to expansion to succession planning
- ✓ Coordinating an efficient & effective BRE program

We invite you to contact the Valley REN to learn more about how we can support your work.

