



# Report

## **TITLE: 2026 CANEXPORT COMMUNITY INVESTMENTS OPPORTUNITY - FOREIGN DIRECT INVESTMENT (FDI) FLAGSTAFF INVESTOR PARTNERSHIP AND SUCCESS PROGRAM**

**Meeting: Council Meeting**

**Meeting Date: May 6, 2026**

### **Background**

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Flagstaff County has been advancing a phased foreign direct investment (FDI) strategy focused on realistic, right-sized investment attraction in sectors where the County has clear strengths, including agriculture, energy, logistics, and related industrial opportunities.

Previous CanExport Community Investments funding supported the development of Flagstaff County's FDI strategy, investment readiness work, sector prioritization, and professional investment attraction materials. This work established a foundation for identifying target sectors, improving investor-facing information, and positioning the County within regional, provincial, and federal investment attraction networks.

With this foundation in place, Flagstaff County applied to the CanExport Community Investments Program under the 2026 application year for the Flagstaff Investor Partnership & Success Program – a new phase focused on moving from investment readiness into active execution of FDI attraction, facilitation, and retention.

### **2026-27 Grant Application Result**

The County's 2026-27 CanExport Community Investments application was successful. The full requested amount was approved, with no reductions to any component. The approved grant is \$40,800, which covers 50% of eligible project expenses. The County, should it wish to proceed, is required to provide a matching contribution of \$40,800 from its own resources, for a total project budget of \$81,600. The project runs from April 1, 2026 to March 31, 2027.

**Note:** As the grant requires the use of an external contractor and the project value exceeds the County's procurement threshold, Administration will be required to issue a Request for Proposals to procure the work.

### **Project Overview**

The Flagstaff Investor Partnership & Success Program includes two approved components.

#### **1) FDI Lead Generation and Meetings with Potential Investors**

This component will support the identification and qualification of investment leads, preparation for investor meetings, investor facilitation, business case development, site-specific information packages, and follow-up with foreign investors. This component has been approved for **\$36,000** in CanExport

funding and will take place from **April 1, 2026 to March 31, 2027**.

2) **FDI Strategic Planning and Analysis**

This component will update Flagstaff County's existing FDI strategy in two key areas.

First, it will support **market diversification**. The current strategy has a strong focus on attracting FDI from the United States. While the County will continue to pursue opportunities from the U.S., this update will also explore opportunities from other allied markets.

Second, it will explore the feasibility of **defense and defense-adjacent investment opportunities** for Flagstaff County. This work is timely given the Federal Government's increased focus on defense, as well as the County's proximity to Canadian Armed Forces Base Wainwright.

This component has been approved for **\$4,800** in CanExport funding and will take place from **April 1, 2026 to June 30, 2026**.

Together, these components are intended to support direct engagement with potential investors through targeted outreach, meeting preparation, investor meetings, and follow-up, while also strengthening Flagstaff County's capacity to attract, retain, and expand FDI through repeatable systems, improved response times, and intentional coordination with investment partners.

### **Alignment with the Strategic Plan**

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**LEADERSHIP:** To ensure the reliability and continuity of Flagstaff County's administration and municipal operations.

- GOAL: A positive relationship with provincial and national associations to elevate the issues and needs of Flagstaff County.
- GOAL: Supportive of the economic viability of the communities within Flagstaff County.
- GOAL: A leader in regional collaboration.

**ECONOMIC PROSPERITY:** To work collaboratively with our businesses and regional partners in the diversified growth of our economy.

- GOAL: Growth of industrial and value-added agricultural development

### **Alternatives/Options**

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- 1) TO approve the matching contribution of \$40,800 for the Flagstaff Investor Partnership & Success Program, to come from Economic Development operating reserves and contractually move forward with the CanExport Community Investment grant.
- 2) TO not approve the matching contribution of \$40,800 for the Flagstaff Investor Partnership & Success Program and not move forward with the CanExport Community Investments grant.

### **Recommendation**

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TO approve the matching contribution of \$40,800 for the Flagstaff Investor Partnership & Success Program, to come from Economic Development operating reserves and contractually move forward with the CanExport Community Investment grant.