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Integrated Customer Service

Experience **Expansion &** Lead Investment Retention **Customer Experience Manager Economic Development** Lifecycle Customer Service Management **Investment Development** Coordination & escalation of regulatory Prospecting, lead development & business case support Post Mortem review & recommendations **Business Growth & Retention Support** Long term employment land file Access to talent, capital other management government programs Regular Reporting to Council on Business **Employment Land Policy** Strategic Economic Development Issues Support Requests Championing of business policy changes **ENABLERS** · Integrated tracking & Reporting through CRM Combined Process & service standards · Analysis & Communications of Key Issues - Tracking & Metrics · Clear scope for Business Development Support **Ø BurlingtonEcDev** investburlington.ca in Burlington Economic Development

RTRC - Dashboard



RTRC – Business Communications



Burlington One Brand

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Burlington One Brand

Context

As part of the City of Burlington's strategic plan "to create one brand for people and business," and the Red Tape Red Carpet recommendations, the City of Burlington will design, launch and activate a new comprehensive, city-wide brand.

Goal

Develop a single brand identity that better positions Burlington to compete globally for talent and investment, and that builds genuine local pride and attachment amongst residents, businesses and visitors.





"The Central Idea"





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The Project Details

- Integrate One Brand project into Council's work plan 2018-2022 Burlington's Plan: From Vision to Focus
- Project will occur in three key phases: Research (2020), Development (2020) and Implementation (2021)
- Develop and fully integrate the Burlington city brand, <u>and</u> the Burlington corporate brand (the Burlington customer service experience)
- · One project, one agency





Work Plan and Timelines

Phase 1 - Research

Agency procurement City brand audit and materials review Public and stakeholder engagement

Phase 2 - Development

•Strategy and creative development •Implementation, activation, and management planning

Phase 3 - Implementation

Q4 2020 - Ongoing

- Presentation and approval of strategy and creative

 One Brand launch (Q1 2021)

 Implementation and activation



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Phase 1 – Research

- Find our agency partner
 - RFP Market date early January
- Audit Burlington's current brand position and implementation planning
- Tune in and engage with public and stakeholders.

Phase 1 - Research

Q1 - Q2 2020

- Agency procurement
- •City brand audit and materials review Public and stakeholder engagement

Ø BurlingtonEcDev in Burlington Economic Development



Phase 2 – Development

- Agency will be an integrated member of the Project Team
- Vision and strategic analysis
- Brand Promise, values and personality
- Tools for implementation
 - Logo usage guide and strategy (open source, toolkits, etc.)
- · Implementation planning

Phase 2 - Development

Q2 - Q4 2020

Strategy and creative development
 Implementation, activation, and
 management planning



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Phase 3 – Implementation

- Strategy and creative approved
- Implementation commences at launch time
- Out with the old, in with the new – a committed approach
- Strong coordination with city departments to update physical and digital assets
- Brand activation and management

Phase 3 - Implementation Q4 2020 - Ongoing

- Presentation and approval of strategy and creative
- •One Brand launch (Q1 2021)
- •Implementation and activation commences
- •Brand management strategy initiated





Key Groups and Roles

- Keys to a successful process:
 - Coordination and leadership
 - All way communication
 - Commitment and consistency





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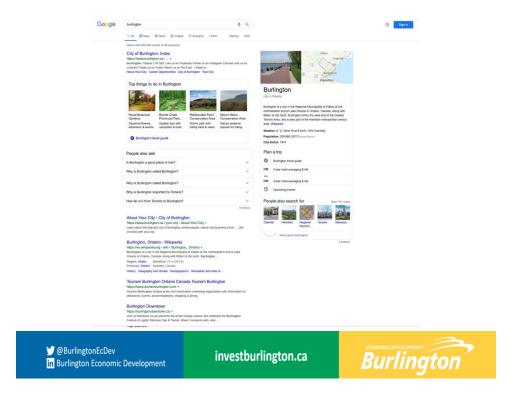


Digital Identity

- The digital identity of nations and places is completely changing the dynamic of city and nation place branding nation branding 2.0.
- Want to know how you're perceived? Google yourself.
- Keep up with the right platforms. Be different, but be authentic.
- Open up your strategy to your citizens







Open Source Branding and Toolkits



Current Priorities

- Developing RFP in coordination with City of Burlington Procurement services
- Work Plan development
 - Budget planning for phase 1 and 2
 - Advisory Committee first meeting in January
 - In depth timelines and milestones
- Communications planning both internal and external
- · Looking ahead to what's next



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Thank you



