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Island Agents and Rural Immigration

October 2017



Office of Immigration



Bureau de l'immigration

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- Background
- Island Agents
- Rural Immigration
- Expression of Interest
- EC Recommendation



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Background

- *On June 28/17 Executive Council authorized IIDI to:*
 - *issue an RFP to expand and designate up to 10 Island Agents for a five year term;*
 - *proceed with an Expression of Interest model to prioritize the selection of foreign nationals invited to apply to the PNP program;*
 - *develop a community endorsement approach for immigration recruitment and integration to support rural development;*
 - *conduct an analysis of current service offerings for immigrants to ensure there are no gaps that exist and appropriate indicators are measured to maximize outcomes.*
- Provincial objective to refocus efforts to attract and retain greater numbers of immigrants in all communities.



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Current Island Agents

- Seven Island agents were approved 2011 RFP (contracted until 2018)

Company Name	Shareholders/Key Personnel (current)
Bether Capital Ltd.	Stan MacPherson, Hal Roche, Andy Smith, Glen Kennedy, Wonjoon Kang
Can-nection Immigrant Business Investments Inc.	Ken Clark
Confederation Capital Ltd.	Blake Doyle, Pam Williams, Stephen Lockyer
HP Consultants Ltd.	Henry Phillips, Paul Villeneuve, Robert MacGregor
Kerri Carpenter Immigration Services Inc.	Kerri Carpenter
New Island Opportunities Ltd.	Chris Somers, Norman Clarey, Robert Dexter, Glen Dexter
Sunrise Immigration and Investment	Sherry Huang, Frank Zhou, Gary Scales



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Current Island Agents – Business Clients

- Approx. 1,050 business clients have landed over the past five years;
- Diversification goal over past couple of years;

Agent	2012-2016 Total BIC Files Landed	Escrows in progress	Escrow Decisions	Escrow Defaults	Escrow Refunds	Rate of Refund on Escrow Decisions	Primary Country of Origin
Bether Capital	121	74	47	28	19	40%	China – 93%
Can-nection Immigrant Business Investment Inc.	112	55	57	24	33	58%	China – 82%
Confederation Capital PEI Limited	121	63	58	34	24	41%	China – 74%
HP Consultants Inc.	102	51	51	26	25	49%	China – 97%
KC Immigration Services Inc.	134	88	46	24	22	48%	China – 66%
New Island Opportunities	295	129	166	121	45	27%	China – 85%
Sunrise Immigration and Investment	153	90	63	43	20	32%	China – 100%
No Agent	14	10	4	3	1	25%	
Total	1052	560	492	303	189	38%	



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RFP Response

- 18 submissions received;
- Rated criteria grid posted in the RFP outlined the specifics to be evaluated;
- Content of the RFP changed from 2011 to reflect provincial objectives;

(increase regional development through immigration, strengthened engagement, focus on opportunities with strong retention outcomes, introduction of the new EOI and results focused)

- 4 of 18 submissions failed the service offering section worth 25% that focused on provincial objectives (one of the current agents);
- One of our existing agents expanded operation to include presence outside of Charlottetown.



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Number	Ranking	Company Name	Shareholders/Key Personnel	Office Locations	Average Score
1.	1	Confederation Capital PEI Ltd.	Blake Doyle and Stephen Lockyer	Charlottetown and Summerside	90.33
2.	2	KC Immigration Services Inc.	Kerri Carpenter	Charlottetown	84.33
3.	3	Western Immigration Opportunities Inc.	Carrie Ricker, Troy Bradley, Neil Handrahan	Tignish	80.67
4.	3	Launching Point Immigration Services Inc.	Monika Wang, Everett Roche and Lloyd Compton	Charlottetown, Summerside and O'Leary	80.67
5.	4	Bether Capital PEI Inc.	Glen Kennedy, Stan MacPherson, Hal Roche Andy Smith and Wonjoon Kang	Charlottetown	80.33
6.	5	Can-nection Immigrant Business Investment Inc.	Ken Clark	Charlottetown	77.33
7.	6	New Island	Chris Somers, Robert Dexter, Glen Dexter Norman Cleary	Charlottetown	76.67
8.	7	Sunrise Immigration and Investment	Gary Scales Sherry Huang	Charlottetown	75.67
9.	7	Cox & Palmer	Cox and Palmer Global Bridge Immigration	Charlottetown, Summerside, Alberton, Montague and Morell	75.67
10.	8	Mazu Consortium Ltd.	Erica Stanley, Gerard Watts, Lori Pendleton	Charlottetown	75.33
11.	9	Abegweit Immigration	Robert McGregor, Brian Fogarty, Sheena McCarthy and Patrick Davis	Charlottetown & Montague	73.33
12.	10	Aim 4 Inc.	Stephen McKnight, Wayne Carew, Larry McQuaid and Doug Coles	Summerside	72.33
13.	11	Canada-Ask Immigration & Investment Services Inc.	Eric Ellsworth, Emily Pei	Charlottetown	70.00
14.	12	AGRIA Capital and Immigration Services Inc.	Adam Hood, Grace Chum, Johnny Hui Julia Brodyanski	Charlottetown, Summerside and Montague	69.00
15.	DNP	HP Consulting Inc.	Robert McGregor, Henry Phillips Paul Villeneuve	Charlottetown	67.33 (failed service offering)
16.	DNP	Avondale Immigration and Settlement Inc.	Daniel Tweel, Yao Liu, Elizabeth Wozniak	Charlottetown	64.67 (failed service offering)
17.	DNP	M&M Immigration Services	James McNutt, Wenshing Ma	Charlottetown	61.67 (failed service offering)
18.	DNP	Island Immigration and Rural Investment Ltd (IIRI)	Daniel Tweel, Mei Lei, Edward Newtech Ltd Beibei Jia	Charlottetown	55.67 (failed multiple sections)



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Island Agents

- The EC decision of June 2017 recommended up to ten Island Agents;
- Based on desire to expand to rural (6 Agents with rural presence) and the three point differential between the 8th and 12th submission, IIDI sought a legal opinion on potential to expand beyond 10
- BoyneClarke LLP provided a legal opinion
- Next Steps if approval granted:
 - Former agent (HP Consulting Inc.) will be advised they were not successful and their agreement with IIDI will expire in 2018 (although obligation to clients in process continues until PR);
 - Six new Island Agents and six former Island Agents will be contracted for five year terms;
 - Continued dialogue and training with agents on EOI (selection criteria vs. allocation) expectations with rural communities (endorsements) and contract/performance management .



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Community Engagement in Immigration

- An endorsement approach where communities who provide business and settlement supports to immigrants would be able to endorse foreign nationals who meet required criteria.
- Foreign national would be required to conduct exploratory visit in advance of endorsement.
- This endorsement would require the municipality to provide pre and post landing support to the foreign national.
- Engagement with communities to determine level of interest and areas of support in advance of determining an endorsement process.



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Regional/Rural Development

- Consultation with communities
- Expression of Interest model to provide additional points for community endorsement
- Community endorsement approach requires commitment from community to provide immigrant with business development support
- Business Applicants 200 pts
 - Business Experience – 50 points (25%)
 - Language – 40 points (20%)
 - Community Endorsement – 35 points (17.5%)
 - Adaptability – 35 points (17.5%)
 - Education – 20 points (10%)
 - Age – 20 points (10%)
 - Bonus – francophone 10 pts
- Community Endorsement
 - 10 rural communities 35 pts (*Tignish, Alberton, O’Leary, Summerside, Borden-Carleton, Kensington, North Rustico, Montague, Georgetown, Souris*)
 - 3 urban communities 10 pts (*Charlottetown, Stratford, Cornwall*)



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Expression of Interest Model

- a portal used to assess and prioritize a foreign nationals' profile using a scoring grid of set criteria.
- adjusts the PNP service delivery model from an allocated "first in first out" to a prioritized system.
- highest ranked profiles would be invited to submit application.
- system build complete (internal ITSS) currently in testing
- launch tentative November 15, 2017



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EC Recommendations

- Authorize IIDI to designate the top twelve ranked agents, to recruit foreign nationals through the PEI PNP Business Impact Category for a five year term effective November 2017.
- Authorize IIDI to proceed with the community endorsement approach whereby points will be awarded to foreign nationals endorsed by communities within the Expression of Interest portal.