

# THE AMBITIOUS CITY

Hamilton is an ambitious city, brimming with the talent, financial stability, infrastructure and innovative zeal that firms in the finance, insurance and real estate (FIRE) sectors need. It is a prime investment location for businesses in the FIRE sector and will continue to show unprecedented growth in the next decade. Surrounded by more than 23 of North America's finest universities and colleges, companies and strategic partners look to Hamilton for emerging talent and business acumen.

## DRIVING INNOVATION AND ENABLING BUSINESS CONNECTIONS

The Future of Modern Workspaces - Hamilton's real estate inventory is both traditional and unique offering businesses a wide variety of choice in location and types of office space. The city is currently home to more than a dozen co-location office spaces. Hamilton is a solid return on investment choice for market success with consistent investment by the city in infrastructure and support.

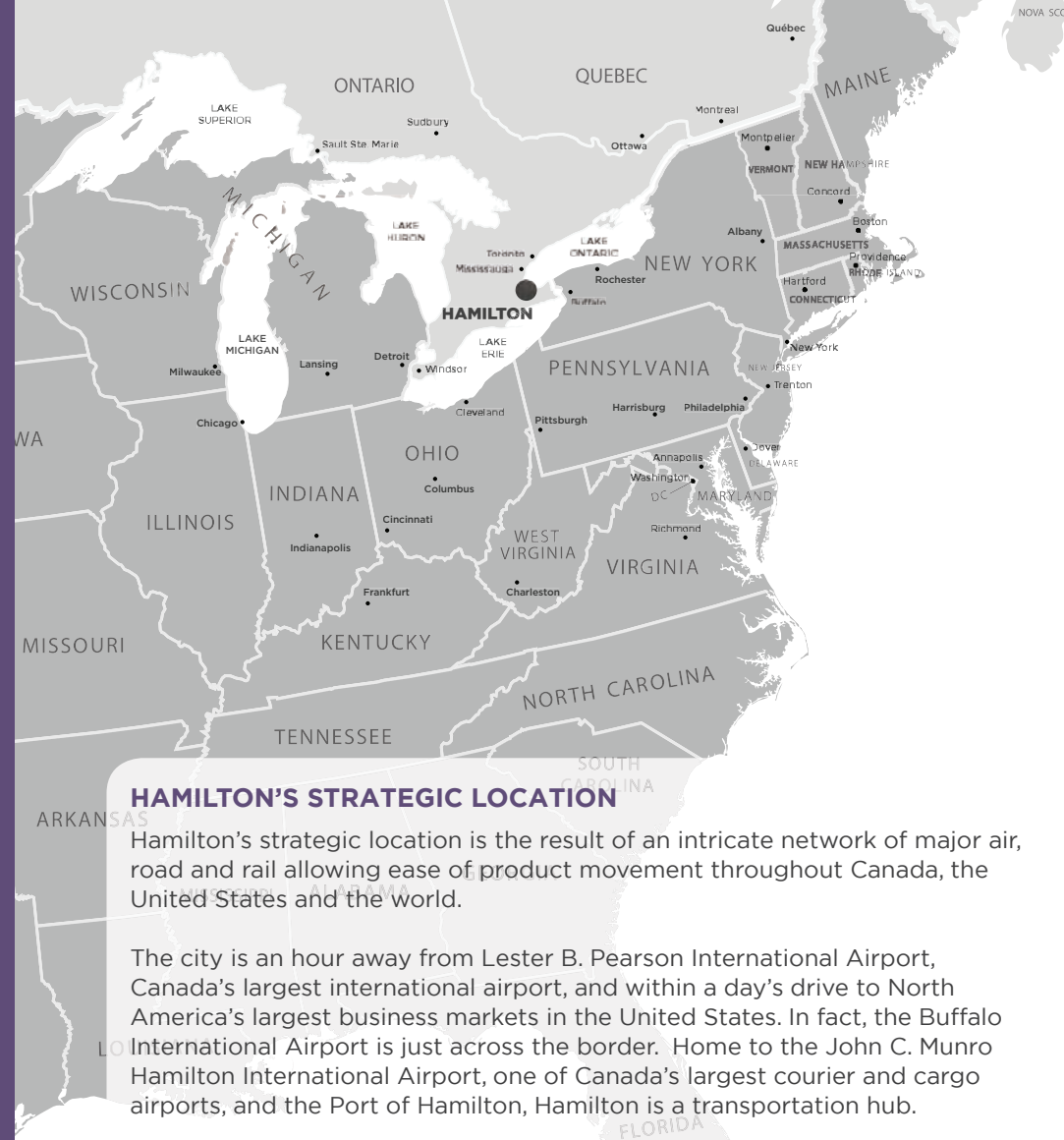
## EXCEPTIONAL BLEND OF NATURE, WATER AND CULTURE DELIVERING QUALITY OF LIFE

Running through Hamilton's boundary is the beautiful and majestic Niagara Escarpment, providing citizens with hiking trails, conservation areas and numerous waterfalls. From rolling farmland to well planned parkland and striking waterfront trails, Hamilton is a city of contrast. With the nearby Niagara Region's vineyards and theatre, you are moments away from dining among the grapevines to watching the waves roll in at a waterfront restaurant to enjoying hundreds of local music and arts festivals and farmer's markets in the heart of downtown.

With museums, heritage properties and nearby botanical gardens, as well as extensive recreational facilities, the city is a microcosm of outdoor living and healthy lifestyle options. The Hamilton Harbour is a beacon as a diverse destination where boaters and global businesses connect with citizens for business and recreation as the city of Hamilton further develops its waterfront opportunities.

## PROUD INDUSTRIOUS HISTORY

From award winning, highly acclaimed businesses to forward thinking business leaders and entrepreneurs to business visionaries and dedicated, front line workers, Hamilton has the academic knowledge, the required infrastructure and the determined and diverse labour force that companies demand for success.



### HAMILTON'S STRATEGIC LOCATION

Hamilton's strategic location is the result of an intricate network of major air, road and rail allowing ease of product movement throughout Canada, the United States and the world.

The city is an hour away from Lester B. Pearson International Airport, Canada's largest international airport, and within a day's drive to North America's largest business markets in the United States. In fact, the Buffalo International Airport is just across the border. Home to the John C. Munro Hamilton International Airport, one of Canada's largest courier and cargo airports, and the Port of Hamilton, Hamilton is a transportation hub.

Nearby are two major highways, the Queen Elizabeth Way – which provides ready access to both the Greater Toronto Area, a regional market of over six million people – and Highway 401. Highway 401 is the Canadian link to the NAFTA super highway connecting Ontario with the I-75 serving Michigan, Ohio, Kentucky, Tennessee, Georgia and Florida and the I-90 connections to the eastern seaboard.



### GET CONNECTED WITH

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905.546.4222  
e-mail: [ecdev@hamilton.ca](mailto:ecdev@hamilton.ca)



**Connection.**  
[investinhamilton.ca](http://investinhamilton.ca)

**Collaboration.** Economic Development Office  
City of Hamilton  
71 Main Street West, 7th Floor  
Hamilton, Ontario L8P 4Y5 Canada



# HAMILTON

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## BUILDING THE BACKBONE OF BUSINESS

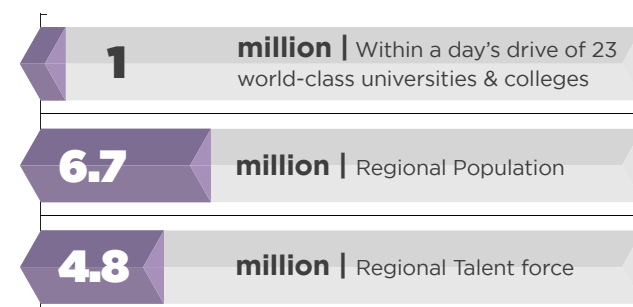


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## BUILDING THE BACKBONE OF BUSINESS

### Connected to Talent - Enabling Business Now and in the Future

Hamilton is a leading business city with a strong backbone of firms in the finance, insurance and real estate (FIRE) industry. Fast-changing developments in the blockchain industry and cryptocurrency economy will provide opportunities to grow the emerging FINTECH sector to



new heights. The drivers of business are access to exceptional talent, uncompromised logistical strength, and a strong, solid, diverse economy. With access to thousands of highly-skilled talented people in

the region, Hamilton is surrounded by one of the most highly educated, skilled and reliable workforces in the world. This is further enhanced by a significant pipeline of talent in business and technology programs through the 23 nearby universities and colleges.

### Educational Strength - City of Hamilton and the Golden Horseshoe Region

University certificate, diploma or degree at bachelor level or above

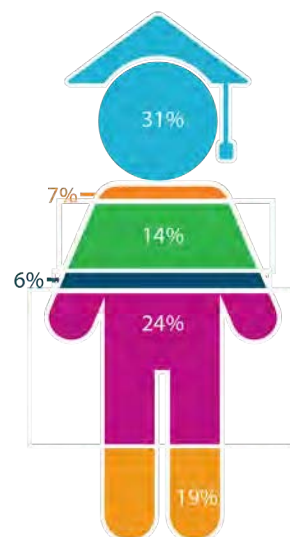
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No certificate, diploma or degree



Source: Ontario Ministry of Citizenship and Immigration

"Our location in Hamilton delivers a geographic and people advantage that continues to be a key ingredient to our success."

- Sean Donnelly, President & CEO, ArcelorMittal Dofasco

### We Speak Your Business Language... and Then Some

Diversity of talent translates to an unyielding business strength through country of origin, ethnicity, age and gender.



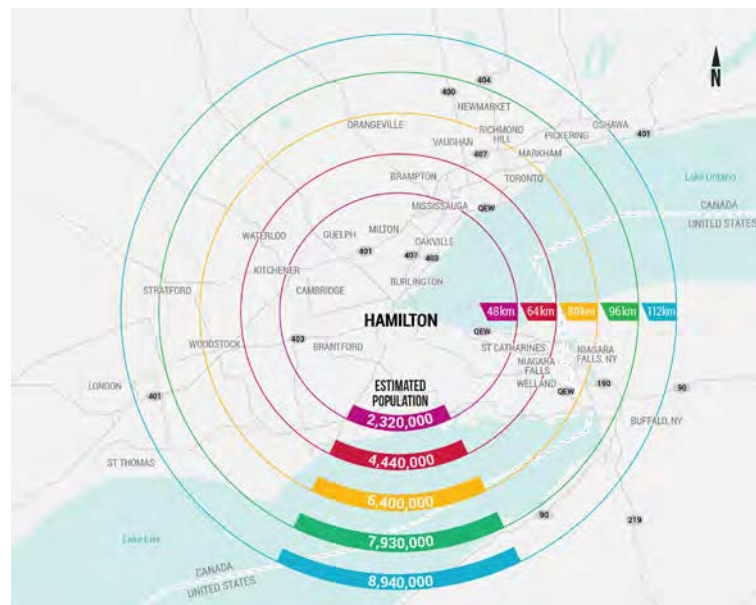
"The reason why we are opening our first flexible and collaborative workspace in Hamilton is based on two key factors," said Wayne Berger, Executive Vice President, Regus Canada. "There's a thriving entrepreneurial community in Hamilton seeking

out innovative workspaces, and there's a growing population of people moving to Hamilton to escape Toronto's soaring real estate prices who want a professional and flexible workspace closer to home."

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## HAMILTON'S LOCATION ADVANTAGES

### Connected by Transportation, Technology and Talent



• Transportation network via air, road, rail and port

• Within an hour drive of Canada's largest international airport

• Minutes from Hamilton's 24/7 international cargo and passenger airport

• Located in one of the most densely populated & industrialized regions in Canada

### Hamilton's Monumental Geographic and Talent Advantage

With a population of 2.3 million in the region, close proximity to the United States border and full access to the United States market, Hamilton just makes smart business sense for the FIRE sector.



### IBM Chooses Downtown Hamilton

"We were looking for a municipality that had an affiliation with universities and colleges and was in an environment conducive to the next generation of worker, where it was cost effective for people to live and build families ... My team, we debated it, analyzed and we said: Hamilton is the place. This is where we wanted to do it."

- Dino Trevisani, President, IBM Canada

### National Technology Firm Calls Hamilton a Connectivity Leader

"Our national content distribution business depends on well-connected, reliable high speed, fibre-based internet access. With robust, local connectivity and proximity to the Toronto Internet Exchange and the Buffalo Niagara International Internet Exchange, Hamilton is uniquely positioned as a connectivity leader in the Province of Ontario." - Rob McCann, President, Clearcable Networks

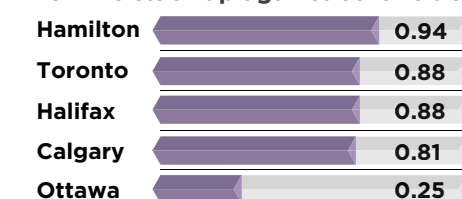
### A Focus on Talent - Welcome to the Next Generation of Hamiltonians

The city is seeing a shift in its age profiles. At 28% of the population, millennials now outnumber baby-boomers in Hamilton. There is also a higher proportion of millennials in Hamilton compared to the rest of Ontario. This gives firms the opportunity to develop talent right from post-secondary education to leadership roles within a firm.

## HAMILTON HAS THE MOST DIVERSE ECONOMY IN CANADA

Hamilton has the most diversified economy in Canada according to the Conference Board of Canada. This contributes to the city's stable and growing economy enabling the city to be able to manage the volatile ups and downs of the global economic cycle.

### How we stack up against other cities



(Source: Statistics Canada Conference Board of Canada Metropolitan Outlook Winter 2016)

### Office Tenancy Assistance Program (OTAP):

This interest free loan program helps improve business owners owned and leased property, as well as their bottom line, by offering loans worth up to \$450,000 with repayment terms up to five years.

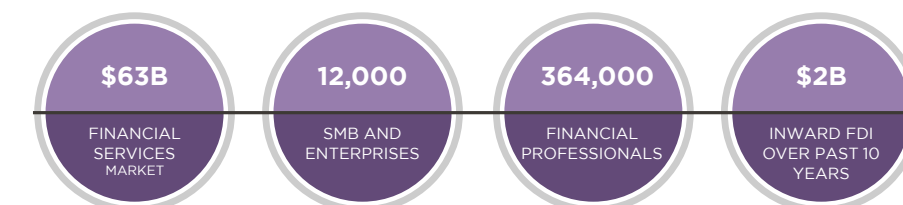


- Grants to support physical appearance - signage and art
- Co-location options allow for business flexibility and cost savings
- Program open to owners or authorized tenants within eligible buildings
- Intent of Program - advance marketability of the office stock

### The Building Blocks of Business - A Solid Foundation of Stability and Reliability:

The soundness of the Canadian banking system ensures a strong economy in all business sectors.

### Ontario Financial Services By the Numbers



(Source: www.investinontario.com)



For further information about the City of Hamilton's strength in finance, insurance and real estate, go to:

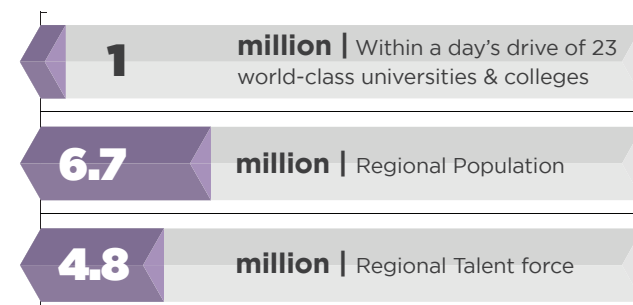
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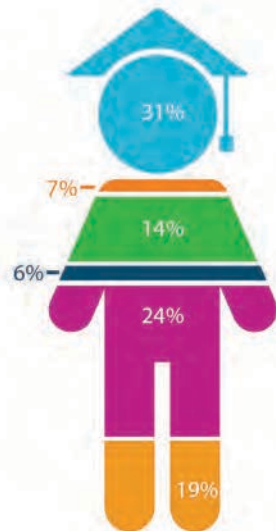
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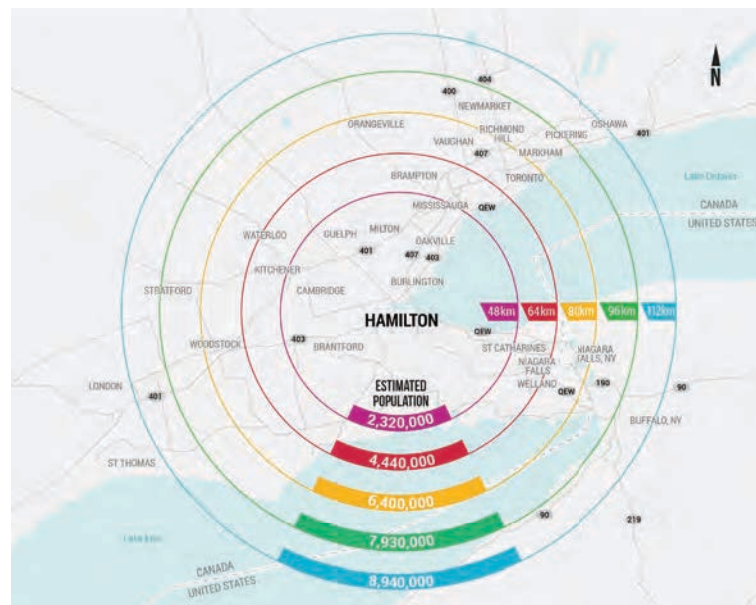
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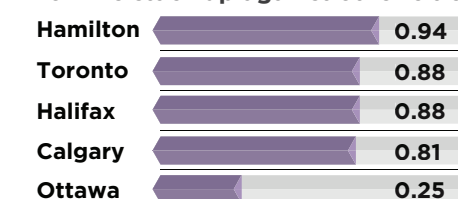
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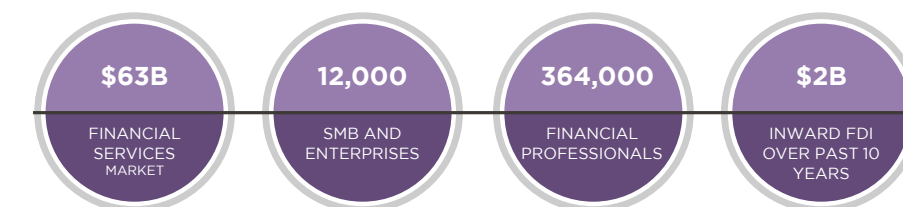


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