Hamilton

HAMILTON ECONOMIC DEVELOPMENT

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MESSAGE FROM THE MAYOR

We all feel it. Things are on the upswing in Hamilton. But it's more than a feeling.

Construction cranes have returned to the downtown. Indeed, building permit values in 2017 were in excess of $1 Billion for the sixth year in a row.

International firms are investing in Hamilton. For example, IBM Canada has set up collaborative innovation centre with Hamilton Health Sciences to work together preventative health care and streamlining patient records.

Germany's Fraunhofer Institute for Cell Therapy and Immunology partnered with McMaster University to form the Biomedical Engineering and Advanced Manufacturing (BEAM) housed at a $20-million, state-of-the-art, 40,000-square-foot facility at McMaster Innovation Park- set to open in the Spring of 2018.

I had the honour of leading a trade delegation exploring new international markets for Hamilton firms in Colombia, focusing on advanced manufacturing, agriculture and technology sectors. I also went to Cannes, France representing Hamilton at MIPIM (Le marché international des professionnels de l'immobilier), an international real estate conference, where I promoted the West Harbour, the Airport Employment Growth District (AEGD), McMaster Innovation Park and the Red Hill Business Park for international investment.

Our bid for Amazon's second North American headquarters was a signal to the world that Hamilton is ready to compete on an equal basis with any city in the world.

The theme for our bid was "Unstoppable", and 2017 certainly showed us that there is nothing holding Hamilton back.

Here's to an even greater 2018!

Mayor Fred Eisenberger

> "We all feel it. Things are on the upswing in Hamilton. But it's more than a feeling."
>
> *Mayor Fred Eisenberger*

Mayor & Council 2014–2018

Glen Norton, Director of Economic Development

A LOOK BACK AT AN unstoppable YEAR

Ambitious, tenacious, unstoppable. Over the past year those words have never rang more true for many of the businesses in Hamilton. There is a spirit of achievement in the city that is a direct result of the great work and solid results of our business community. Their success is Hamilton's success and that number is growing everyday.

As Director of the Economic Development Office I have the great fortune to oversee one of the country's most dynamic economies and work with some of Canada's most innovative companies and entrepreneurs. At the heart of every effort is the belief that we all are in this together and that through collaboration we will succeed. I work everyday to build those bridges and connect our business community and I am heartened by our common embrace of the "Team Hamilton" ideal.

This spirit of collaboration is indeed making for new innovations, new business partnerships and new information sharing. We are seeing a significant amount of cutting edge research coming out of McMaster University and Mohawk College that is immediately being utilized by local industry and institutions. We are tasting the fruits of our labour because of new processing practices in the food and beverage manufacturing sector. And we are embarking on the next era of tech in this city because of a strong homegrown base, through our partnerships with McMaster Innovation Park, Innovation Factory, Ideaworks and The Forge and new avenues to learn from regional partners like Communitech in Waterloo and MaRS in Toronto.

Throughout this publication you will read many stories of success- from the smallest startup to the largest of industry- and we are deeply proud of each and every one of them. We hope to tell more of these stories year after year.

And maybe you are reading this and thinking you want to be the next story in this publication. Then let's talk. Our contact information is on the back cover and we're here to help.

So, let's get connected, let's get to work and let's continue to build our community of success makers.

Glen Norton, CPA, MBA
Director, Economic Development

Did you Know?

McMaster was named Canada's Most Research-Intensive University in 2017 by Research Infosource.

"The partnership between McMaster and the City of Hamilton is powerful and impactful, advancing the wellbeing of our economy and society through our research, our students and our community involvement. In the coming months, that tradition of investment and advancement will be furthered with the opening of the Fraunhofer Project Centre for Biomedical Engineering and Advanced Manufacturing (BEAM) at McMaster Innovation Park and by many other continued investments in Hamilton. As one of the world's top 100 Universities, McMaster is proud to call Hamilton home and to leverage its many competitive advantages to help make our city and our world brighter."

Dr. Patrick Deane, President and Vice-Chancellor,
McMaster University

Rendering of Losani Properties' future development

LOSANI PROPERTIES

Building for the Future

Losani Properties began construction of 100,000 square feet of new commercial/ industrial space in 2017. This was a significant development for the Stoney Creek Business Park as not only did it expand the capacity to physically accommodate new large scale investments, but by building on speculation- or building without a particular tenant secured. With a declining industrial vacancy rate, developments such as these go a long way in ensuring Hamilton will remain a prime choice for commercial/ industrial developments in this part of Southern Ontario.

“Our re-location decision was easy—our employees wanted to be in Hamilton. Half of our knowledge workers are millennials, so we had to make sure we were in a city that afforded them a high quality of life with a vibrant arts and creative community. We will now have a new LEED-Silver certified building in a community that our people love.”

Scott MacNair, President,
Stryker Canada Inc.

STRYKER CANADA

Stryker Canada Chooses Hamilton for National Head Office

It’s all things “Hamilton” for a leading medical technology company. That’s because of the overwhelming support the company experienced from its employees to locate the new national head office in Hamilton, along Highway 6 near Parkside Drive.

Stryker is one of the world’s leading medical technology companies and offers innovative products and services in Orthopaedics, Medical and Surgical, and Neurotechnology and Spine that help improve patient and hospital outcomes.

Construction is underway with the new, centralized office opening its doors in the fall of 2018. Stryker has invested more than $100 million into the new 127,000 square foot build. The company has roots in the community with an office just down the road from the new centralized head office.

There will be over 200 employees housed in the new location, which was a decision by the employees themselves. Many of the millennials that are building their careers at Stryker call Hamilton home already and the city’s affordable, but high quality of life, was a definite draw.

The new location will house distribution, regulatory and corporate operations and act as an anchor to a 100-acre business park as a secondary benefit to the city.

ArcelorMittal Dofasco- manufacturing excellence for over 100 years in Hamilton

WE MAKE THINGS

Hamilton is internationally known for its strength and skill in advanced manufacturing. 2017 proved once again that we still make things in Hamilton- and make them phenomenally well. Here are some of the highlights.

LOOKING TO THE FUTURE AS MOHAWK COLLEGE INVESTS IN NEXT GENERATION JOBS & INFRASTRUCTURE

College Gets Largest Donation to Date From Local Family

With a focus on skilled trades, a local Hamilton family, the Marshalls, donated $1.5 million for apprenticeship programs at Mohawk College's Stoney Creek campus in 2017. In recognition, and in gratitude, the college named the campus the Marshall School of Skilled Trades & Apprenticeship.

The Marshalls' have noted that skilled tradespeople have been essential to the success of their family businesses and to the strength of our community. Mohawk is the largest trainer of apprentices in Ontario, with more than 4,500 apprentices and students enrolled in 17 apprentice programs and 19 certificate and diploma programs at the Stoney Creek campus.

Along with this focus on next generation apprenticeships, Mohawk College also commenced construction on the Joyce Centre for Partnership & Innovation at Mohawk College in 2017. This building has been designed to incorporate leading-edge energy harvesting and conservation technologies and techniques. At 96,000 square feet, the $54 million centre is Canada's largest, and Hamilton's first, net zero institutional building.

"With a focus on skilled trades, a local Hamilton family, the Marshalls, donated $1.5 million for apprenticeship programs at Mohawk College's Stoney Creek campus in 2017."

Did you Know?

Port of Hamilton

In 2017, the port handled its highest-ever total of agricultural products- close to 2.3 million metric tonnes (MT) of commodities. Agricultural cargoes now make up 23 per cent of the Port's total, up from 12.5 per cent in 2010. Overall, the Port's tonnage for all cargoes was six per cent higher than in 2016, at 9.86 million MT in 2017.

Everest Wholesale

2017 was a big year for this toy distributor in Ancaster, as Everest announced their 75,000 square foot expansion along with the acquisition of Sunrise Records. The investments will increase their capacity to provide industry leading toys and music products for consumers from across Canada.

"The Marshall family are great champions of the skilled trades and outstanding supporters of apprentices, students and our college. We're proud to recognize their generous support by naming our School of Apprenticeship & Skilled Trades in their honour."

Ron McKerlie, Mohawk College President

NUCOR

Largest Steelmaker in North America Expands in Hamilton

While Hamilton has the most diversified economy in Canada, steel is still a big part of that economic picture. In fact, Nucor Canada (part of Nucor-North America's largest steelmaker and mini-mill operator) recently added fifty new jobs and 55,000 square feet of industrial space to their Ancaster operations. The expansion includes the construction of a new plant for its Vulcraft / Verco Group's expansion into Canada. This facility will produce steel joists, joist girders and decking for the North American market.

ⓘ Did you Know?

ASI Group Ltd.

In 2017, ASI Group, a full-service engineering and marine technology company, announced their 40,000 square foot expansion in Hamilton.

Tiercon Adds to Ontario's Auto Sector

In 2017, Tiercon expanded operations by acquiring 33,000 square feet for their Engineering and Research Division. The Stoney Creek facilities include a highly automated, "state of the art" paint line and injection moulding presses as well as a highly automated assembly process.

NOVA STEEL UPS ITS CAPACITY

Steel Production Capacity Grows

Nova Steel Inc. added 24,000 square feet of industrial space for two high strength slitting lines to their production capacity- used to break master coils down into smaller coils of a specific width and or weight. Nova Steel is an international steel company that processes and distributes carbon steel, stainless steel and aluminum products from nine North American locations.

Did you Know?

Volm

Volm Canada designs and manufactures packaging equipment for the entire North American produce market. The new Hamilton 24,000 square foot facility will create 30 jobs allowing it to expand its services. Back in 1954, it was a small family-run company in Wisconsin that began by selling groceries and hardware supplies. Fast forward more than six decades later, it's now one of the industry's leading sources for packaging and equipment solutions. It all began with helping local farmers with new burlap to get their potatoes to market.

SUEZ

Global Water Treatment Firm Expands Ancaster Facility

Suez, a global leader in the water and wastewater sector, announced the opening of their 15,000 square foot expansion in the Ancaster Business Park.

The company provides expertise in the design, engineering, manufacturing and commissioning of industrial water treatment systems around the world. Suez Ancaster Water Technologies and Solutions specializes in customized, high-purity industrial and municipal water treatment systems and supports 450,000 industrial and business customers worldwide. The move is a big business win for Hamilton as the company moved this ozone production operation, currently based in New Jersey, to Hamilton.

The ozone facility will operate in its own state-of-the-art, clean and oil-free environment and includes a full-scale testing area, which is necessary to demonstrate the system meets or exceeds customer requirements for quality, production and efficiency prior to shipment.

Did you Know?

Hamilton International Airport

Passenger traffic soared to 599,146 passengers in 2017 vs 333,368 in 2016. This represents a year-over-year increase of 80%, making Hamilton International the fastest growing airport in Canada.

Suez's Ancaster Facility

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SUNSET NEON TURNS ON THE LIGHTS

With national clients such as Carters/ Oshkosh, Dairy Queen, Michael Hill and Starbucks, Sunset Neon makes the signs that are familiar to so many Canadians. In 2017, Sunset Neon relocated operations to a 55,000 square foot facility in Hamilton's East End. At the same time, they also took on one of their highest profile jobs to date.

The sign that lit up a prominent Toronto street for decades boasting the sale of records by "Sam the Record Man" was fully restored by Sunset Neon in 2017. Having relocated from Burlington, the company continues to provide custom signage from concept to installation and repair.

Example of Sunset Neon's work

ANOTHER BIG INVESTMENT YEAR FOR ARCELORMITTAL DOFASCO

Ongoing work includes the company's more than $350 million annual repair and maintenance program along with the continuation of its $87 million major restorative work at its No.2 and No.3 Coke Plants. With more than 100 projects which began in 2014, the restoration is slated to be complete in 2019 and includes flue repairs, oven wall repairs, as well as work to by-products plants that is resulting in significant improvement to the efficiency and environmental performance of the coke-making plants.

The company also kicked off its $112 million Utilities Boiler and Power Generation project for substantial energy savings, a reduction in emissions and the modernization of equipment. The project will replace three aged boilers with one modern, high-pressure boiler along with a 20-megawatt topping turbine and water treatment plant. The new boiler will lower NOx emissions, reduce natural gas consumption and use waste gases to produce steam to generate electricity. Slated to be in service in 2019, this project will result in about 129,000 Megawatt Hours of annual electricity savings, enough to power 11,000 homes annually. Work is well underway for the project, which is supported by the Independent Electricity System Operator (IESO) under the Industrial Accelerator program.

Lastly, the company commissioned a completely retooled $70 million finishing line, No.4 Galvanize / Galvalume line. Demolition for the project began in early 2016 and the line's first Galvanized steel commercial coil was produced in December 2016. The remaining commissioning was complete in 2017. This project was the third and final project of the company's Finishing Optimization Program, a $249 million investment in a brand new state-of-the-art galvanizing line (No.6), a new Temper Mill (No.3) and the retooling of No.4 Galvanizing Line.

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WE DISCOVER THINGS

From e-health management, to advanced genome research to welcoming one of the biggest brands in the world to the city, 2017 was a year of discovery. Here are some of the highlights.

IBM & HAMILTON HEALTH SCIENCES– A DYNAMIC COMBINATION

IBM & Hamilton Health Sciences Launch World Class Healthcare Innovation Centre

The new centre will be both a physical and virtual collaboration space. It will allow everyone from clinicians, researchers, academic leaders to entrepreneurs to accelerate the development and commercialization of new healthcare innovations.

This investment in the downtown core saw more than 300 administrative staff move to the downtown to support the work. Given that Hamilton is one of the leading cities in Canada for health research innovation, the location of IBM's new centre makes smart business sense. The innovation centre will allow more than 1,500 principal investigators and research staff to provide practical industry expertise and a "real-world" test environment to IBM.

The facility is also open to more than just HHS. Reaching out to its research partners, McMaster University and Mohawk College, local start-up and scale-up businesses and individual innovators, the centre will provide a home base with the common goal of developing innovative healthcare solutions.

New investment space by IBM Canada in downtown Hamilton

"We were looking for an organization 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

ENHANCED MEDICAL NUTRITION HELPS PREP FOR SURGERY

Local Life Sciences' Start Up Provides High-Risk Surgery Prep

Arriving on Hamilton's life sciences start up scene in 2017, Hamilton's own Enhanced Medical Nutrition Inc. (EMN) is a local life sciences start-up company focused on clinical nutrition as it relates to high-risk surgery. The organization is engaged in developing, researching, producing and distributing evidence-based clinical nutrition. The foundation of the company is directly related to current research and innovation in clinical nutrition.

Through evidence-based research, EMN focuses on giving patients the best chance of a healthy recovery by allowing the patient to prepare for surgery. Likening preparing surgery to preparing for a marathon race, the company developed INergy, a beverage designed to boost the immune system and reduce the risk of infection of high-risk cancer surgery.

The Company cites the fact that oncology patients are often nutritionally unprepared for surgery. This is because they are already disadvantaged by lack of immune function. As such, invasive surgery creates an elevated risk of infection, which, in turn, creates an extended length of stay in hospital for oncology patients. INergy helps to support pre- and post-surgery nutritional needs.

RELIQ HEALTH TECHNOLOGIES PROVIDES SOFT SUPPORT

Hamilton's Reliq Provides High Quality Care in Homes

Reliq Health Technologies is a healthcare technology company in Hamilton that specializes in developing innovative software as service solutions for the $30 billion community care market- with $26 Million in recurring revenue as of 2017. Some of their technology solutions allow complex chronic disease patients to receive high quality care in their home or a community-based setting.

Reliq Health's technology addresses the unmet needs of the global community care market. For clarity, that's the general term that refers to the healthcare patients receive outside the formal hospital setting.

The business case for this industry is simple. As the population ages, global healthcare costs are rising significantly. This means that the existing healthcare business model is rapidly becoming unsustainable.

There's a demand by governments and patients for more efficient healthcare, driving healthcare organizations to reduce costs by moving care out of the acute, inpatient setting into the home and the community.

Reliq Health Technologies Chief Visionary Officer Giancarlo De Lio

MCMASTER INNOVATION PARK JOINS BUSINESS FORCES WITH HYATT HOTEL

Luxury Hyatt Hotel to Call Hamilton Home

There's a consortium of developers ready to build a 134-unit hotel at McMaster Innovation Park (MIP) facing highway 403. The Hyatt House Hamilton project is expected be a local investment of more than $20 million.

Nick Markettos, Acting President and CEO of MIP, said the research hub has been looking to attract a hotel to its site. "We're quite keen to have a quality brand like Hyatt," he said. "They're a good fit ... what they propose will be attractive to visiting scholars and researchers coming to us."

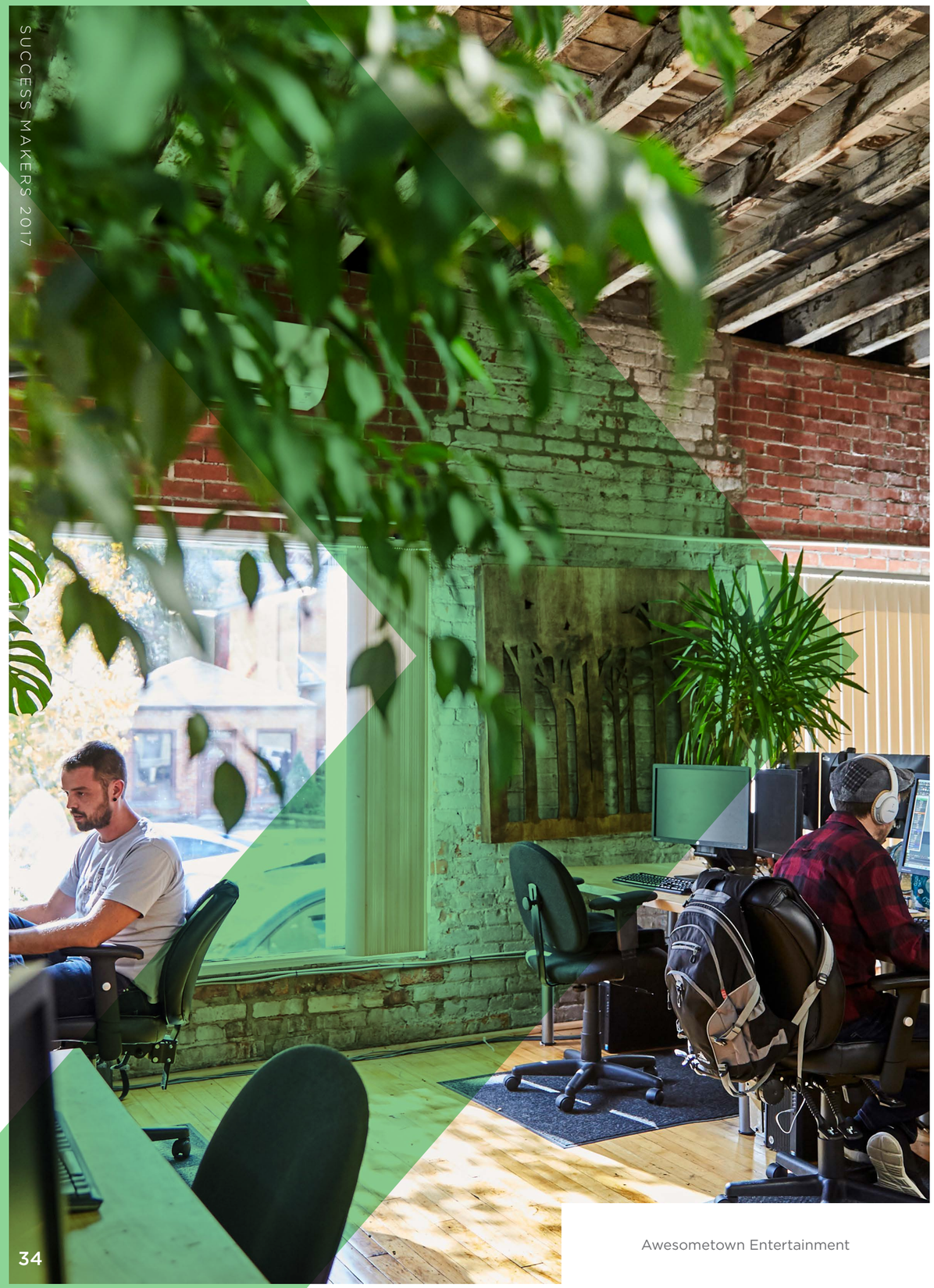
The five-storey hotel will be on approximately four acres of land the park is leasing to the hotel development group.

Markettos expects the hotel will be accessible from Longwood Road South where the park's atrium and campus is located, and from an existing small extension of Frid Street.

"Hamilton is one of the most exciting cities in Canada and McMaster Innovation Park is a big reason why," said Harry Christakis, principal of No. 16 Hospitality.

"Hamilton is one of the most exciting cities in Canada and McMaster Innovation Park is a big reason why."

Harry Christakis, Principal
No. 16 Hospitality



Awesometown Entertainment

WE INVENT THINGS

Smart people in really cool spaces are transforming the way we live, what we watch, how we're connected. 2017 was a year of invention. Here are some of the highlights.

PIPELINE IS PRODUCING CONTENT FOR GLOBAL AUDIENCES AND BRANDS

The first global creative studio to set up headquarters in Hamilton, with operations in Colombia, Chile, and Spain

Pipeline Studio brands reach more than 1 Billion homes as of 2018

Award-winning children & family entertainment for Disney, Nickelodeon & NBC Universal

Hamilton's largest creative employer

Delivering over 1,500 minutes of award-winning content per year

AWESOMETOWN ENTERTAINMENT

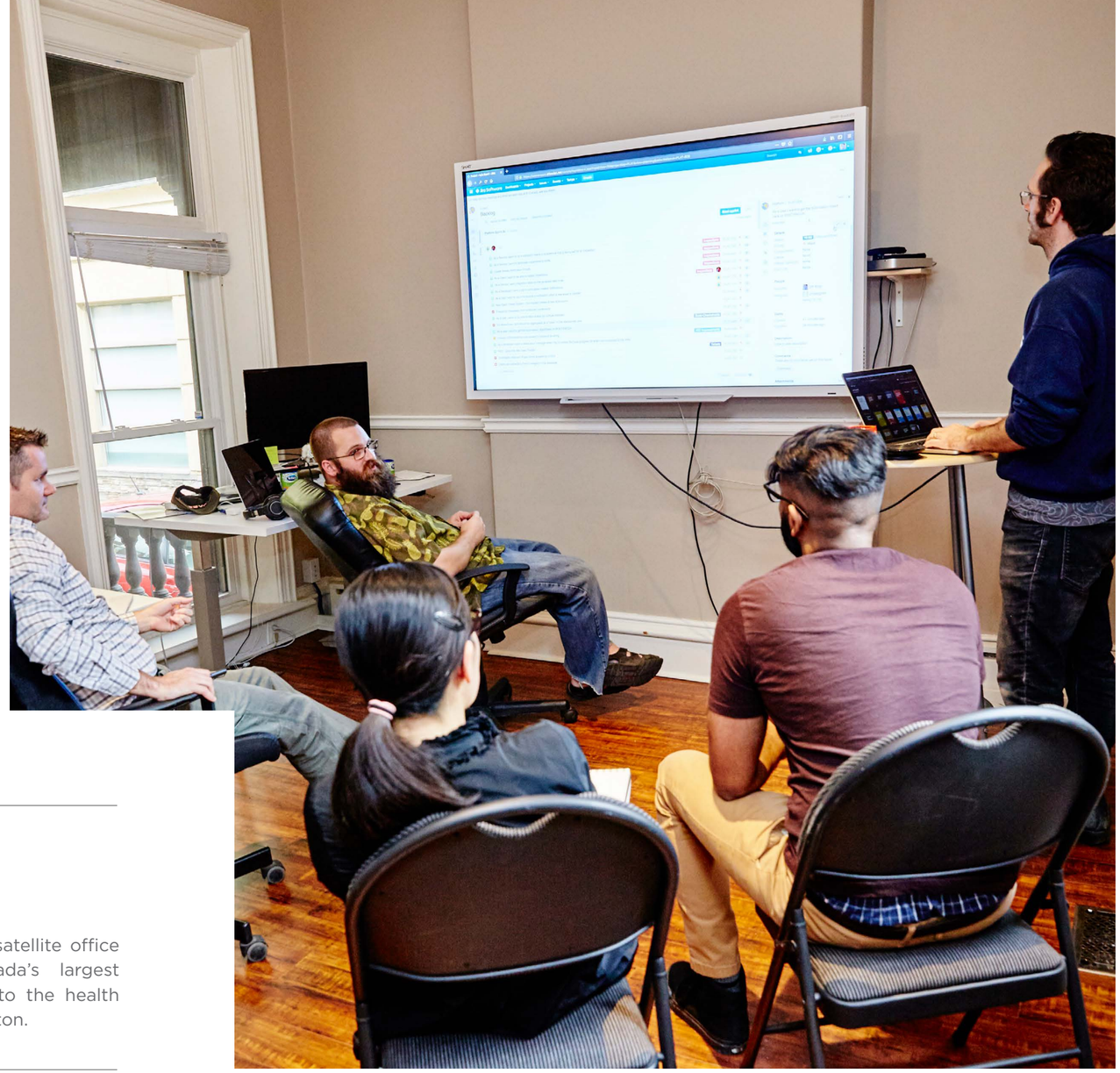
Invested in a 1,500 square foot space bringing 50 new animation jobs to Downtown Hamilton in 2017.

"From concept to creation, Awesometown engineers animation for international audiences. Acquiring and developing original properties, we collaborate with other world-renowned partners in the industry. Our location in Hamilton provides the perfect, winning combination. We have the talent, tools and technology to create and inspire the world with our productions." Dan Krech, Chief Executive Officer

Did you Know?

Cossette Health

Hamilton is now home to a satellite office for Cossette Health, Canada's largest ad agency, who are drawn to the health research capabilities of Hamilton.



Work in progress at Weever's new Downtown Hamilton location.

WEEVER APPS

"Tech is here. Period. And we'll do whatever we can to continue to build the momentum in this sector for Hamilton."

Andrew Holden, CTO
Weever Apps

NIX SENSOR LTD

Inventor of Pocket-Size Colour Sensor Wins Global Grand Prize...Again

In 2017, Nix Sensor Ltd. again won the internationally recognized German Design Awards- having already won in 2016. Their hand-held Their hand-held colorimeters the Nix Pro Color Sensor and Nix Mini Color Sensor were awarded Winners of Excellent Product Design by the German Design Council, Germany's leading brand and design authority.

The German Design Award is the top international prize of the German Design Council. Its goal is to discover, present, and honor unique design trends. Therefore, every year, top-quality entries from product and communication design are rewarded, all of which are in their own way ground-breaking in the international design landscape.

Nix Sensor President and CEO Matthew Sheridan

“Our national content distribution business depends on well-connected, reliable high speed, fibre-based Internet access. Hamilton is a remarkably connected market with more than nine local service providers including the large national facilities-based carriers (Bell, Rogers, Cogeco), a local municipally-owned fibre network (HCE Telecom), and several independent providers. 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

VIZIYA EXPANDS SERVICES

Hamilton software company now offers global platform through acquisition

Viziya, a top Hamilton software company, became part of a larger software company, Quarterhill, opening the doors for greater opportunities and support of Fortune 500 companies. Quarterhill purchased the Hamilton company for $40.5 million, and helps Viziya expand their markets for their product focusing on bolt-on software products to enhance ERP-based asset maintenance systems.

CLEARCABLE NETWORKS TAKES THE HELM

Clearcable Purchase Marks New Era in Hamilton Technology Centre (HTC)

Formally an asset of the City of Hamilton, the Hamilton Technolgy Centre at Highways 5 and 6 was sold to Clearcable Networks in the Summer of 2017. Clearcable, a national leading technology consulting firm focused on the needs of broadband service providers and rural municipalities, will adopt the original vision of HTC by applying their own expertise within this industry and continue to foster the development of emerging technology companies.

In operation since 2004, Clearcable has been a tenant at HTC since April 2016. The company is experiencing sizable growth in their operations since moving to the facility and was looking for opportunity to expand in the development and incubation process in the technology sector.

WE CREATE THINGS

Hitting the right note, capturing that award winning performance on film, seeing our city on the big and small screen. 2017 was a year to create. Here are some of the highlights.

HAMILTON'S MUSIC STRATEGY

Singing the Praises of Hamilton's Music Strategy & Strengths

$809,000 +

Funding provided by City's Enrichment Fund to support Hamilton's music industry

This translates to support for 24 music organizations, events and/or musicians

CANADIAN COUNTRY MUSIC AWARDS

City of Hamilton named host City for the Canadian Country Music Awards in September 2018

70+ LIVE MUSIC PERFORMANCES

per month happening across the city

DID YOU KNOW?

Hamilton is identified as **7th in the world for independent musicians per capita**. This means Hamilton has more independent musicians per capita than many top tier cities with large local music scenes including Toronto, Montreal and New York.

600+ ACTIVE MEMBERS

Hamilton's Musician Guild has more than **600 active members** and is the fastest growing local of the American Federation of Musicians.

780 LIVE MUSIC SURVEYS

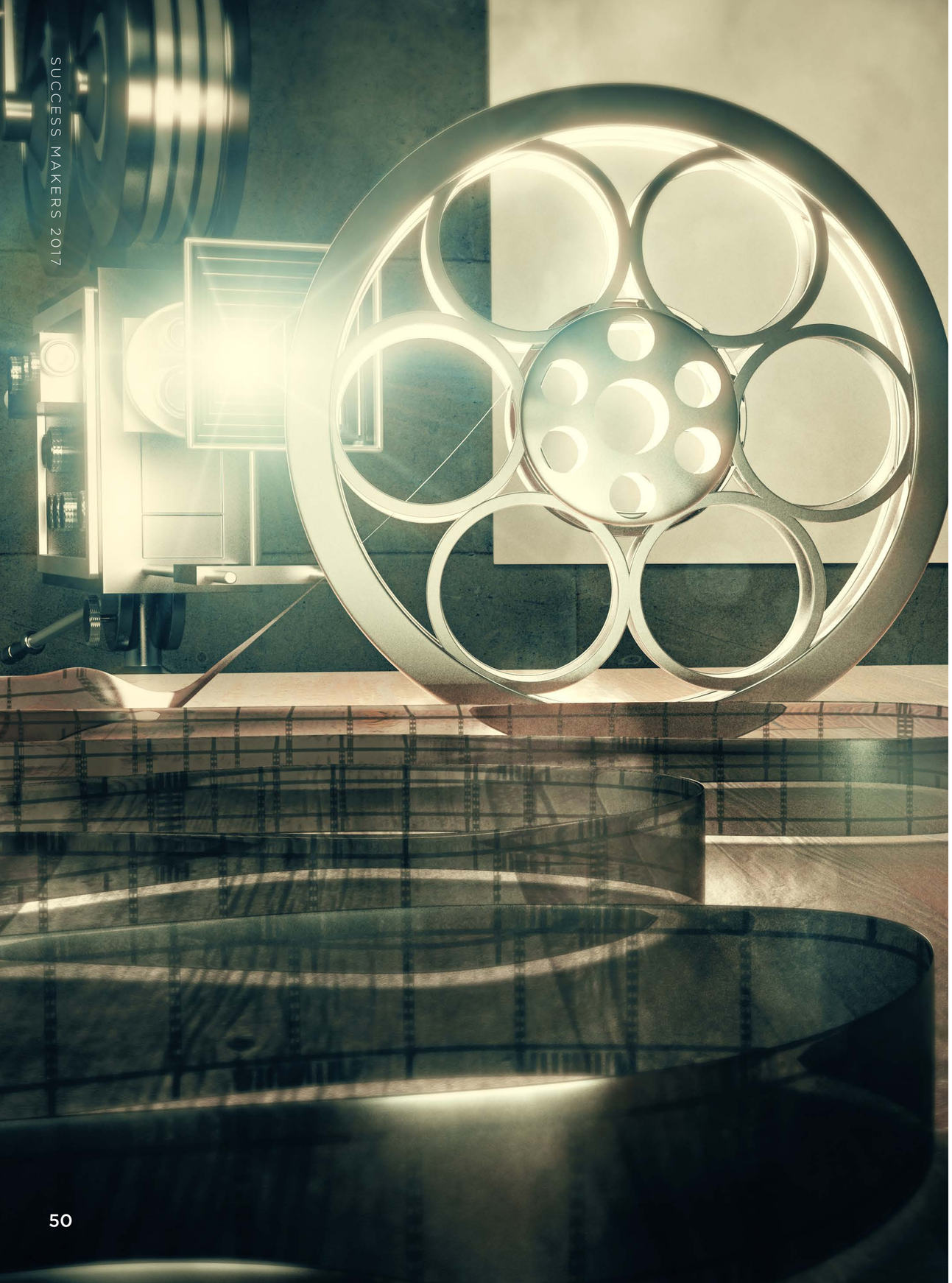
Completed regarding Hamilton's music scene.

20+ RECORDING STUDIOS

150+ MUSIC VENUES

Over 150 clubs, bars, cafes, churches, museums, patios and other venues where live music is performed across the city.

Ginger St. James



HAMILTON'S FILM ACCOMPLISHMENTS | 2017

$12,176,945

In 2017, we Issued **539 filming permits** (more than in 2016), which resulted in **$12,176,945 direct spend by production companies** on hotel stays and other accommodations, private or business location rental fees, products and services purchased from local Hamilton businesses, donations to BIAs and other community organizations, catering services, etc.

700+ UNIONIZED FILM WORKERS

Living in Hamilton (i.e. directors, technicians, writers, actors, hair/make up and costume designers etc.)

42% TELEVISION SERIES

42% of productions are for television series. TV series in Hamilton (2017) include: The Handmaid's Tale, Murdoch Mysteries, new Frankie Drake, Taken, Designated Survivor

11% FEATURE FILMS

11% of productions in Hamilton are for feature films.

80%

DID YOU KNOW?

80% of inquiries from businesses wanting to build/open a full-service film studio in Hamilton came from companies/individuals who have filmed in the city within the last one-two years.

5000+

Staff received and responded to 5,000 emails emails, phone calls, and drop in inquiries received from residents and production companies directly related to filming in Hamilton.

»»

WE CONSUME THINGS

An over $1 billion annual industry, our companies are helping to feed the nation. Here are some of the highlights.

GREENBELT MICROGREENS

Winner Of The Premier Of Ontario's 2017
Agri-Food Innovation Excellence Award

FROM TAPS TO CROPS TO THE TABLE – HAMILTON DELIVERS

Hamilton's Agricultural, Food & Beverage Strengths

The investment numbers in the food industry tell the productive green story. Over the past several years there has been nearly $1 Billion in direct investment in the agricultural, food and beverage sector in Hamilton. In fact, many top national and international brands like Maple Leaf Foods, Mondelez, Gay Lea and Tim Hortons proudly produce their goods out of Hamilton.

Hamilton is definitely 'on the menu' for many investors in this particular industry. With the city's access to efficient transportation systems to move goods, a solid, well-trained workforce and available properties both in the inner-city and greenfield, the City of Hamilton fields on-going investment calls as a result.

In the space of a few short years, the Port of Hamilton has emerged as critical infrastructure for Ontario's agri-food industry.

2017 Investments

Parrish & Heimbecker

$45 million bulk flour mill on Pier 10 of Hamilton Port. First new build flour mill in Eastern Canada in 75 years. 16 new Hamilton jobs and the retention of another 200+ jobs in the Province. Provincial Government provided $5 million towards the project and Federal Government provided $10 million.

G3 Canada Limited

$50 million new 50,000 MT capacity export grain terminal on Pier 26 of Hamilton Port.

Gay Lea Foods

$3-million research and development facility at its Salerno cheese plant in Hamilton. The first phase of a multi-phase expansion at the Hamilton facility.

Brewing Up Success

Fairweather Brewing Company, Grain and Grit Beer Co., Clifford Brewing Co. and Merit Brewing were all new in 2017.

“The Port Authority and the City of Hamilton have both identified agri-food as an area of exceptional potential,” said Hamilton Port Authority President & CEO Ian Hamilton. “Our partnership to attract investment in this area is gaining momentum.”

As part of a concerted effort to diversify its business, HPA has attracted more than $200 million in private sector agri-food investment.

Success with primary agricultural commodities has drawn new supply chain partners to the Port of Hamilton. The port now has 14 tenants in the agri-food sector, from food processing, grain milling, and beer brewing, to food-grade trucking and warehousing.

In 2017, Parrish & Heimbecker announced the construction of a $45 million bulk flour mill on Pier 10 making this the first new build flour mill in Eastern Canada in 75 years. This is a major achievement for any economy in Canada including Hamilton’s.

For others in the sector, help to grow is key.

“For us, we need to know we can have the space necessary to grow our operations and be confident that what we are producing or shipping will make it to our customers in a timely fashion to build our client base,” said Arvid Rimkus, President of Winona’s Harvest Ltd. “And with the collaborative business community, I am using more and more Hamilton produced ingredients in my product.”

From big to small, the City of Hamilton serves up results for this sector.

> “...with the collaborative business community, I am using more and more Hamilton produced ingredients in my product.”
>
> *Arvid Rimkus, President*
> Winona Harvest Ltd.

DOWN TOWN +

Over 3,000 condominium units either under construction or soon to be under construction, adaptive reuse projects happening at a greater rate, employment numbers up. 2017 was a year where the downtown went up. Here are some of the highlights.

DOWNTOWN+

The suite of incentives, affordable properties and the funky vibe that sets the backdrop is all working in Hamilton's favour and drawing people to the core of the city.

Welcome to our unstoppable downtown – the vibe is on full display, the new developments are significant, the energy is high and it's driven by momentum.

While Hamilton boasts about being 'unstoppable' on so many fronts for business, there's no better example of this than in our downtown. With more than 3,000 condominium units either completed or under construction, with another 3,000 or so being proposed, this is the area of the city with the fastest rising property values in the city.

And the downtown is no longer just an emerging foodie scene. It now has fully arrived with more than twenty new eating establishments since 2016 alone. This has added to the booming arts and culture scene in the downtown neighbourhood.

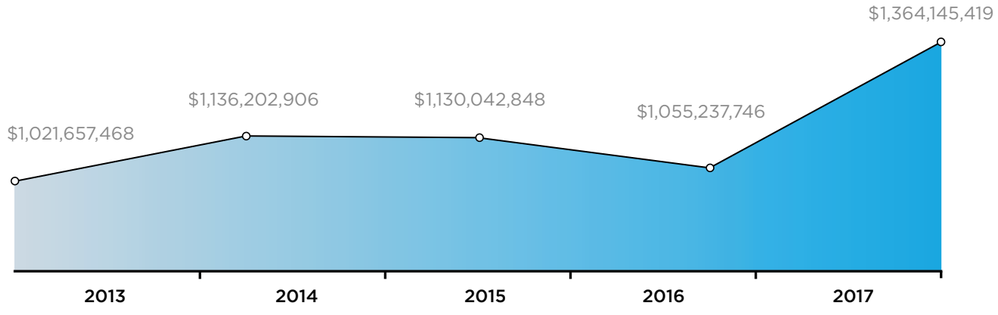
The development of the downtown continues every day with major national and international news media taking notice. Publications like the New York Times, the Globe and Mail, the Toronto Star and the Huffington Post have all given a positive nod to the downtown.

"We have gone past the tipping point," says the City of Hamilton's Urban Renewal Manager Judy Lam. "Our suite of incentives and supports, affordable properties and funky vibe are all working in our favour and drawing new people and new investments to the core."

Steve Kulakowsky of Core Urban Inc. and his new development at 10 James Street North

ANNUAL BUILDING PERMIT VALUES (HAMILTON)

Numbers reflect stats compiled from 2013 to 2017



Adaptive Reuse Project + New Build Construction = A Downtown with Character

As part of this growth, there has been a good mix of adaptive reuse projects and new builds – a balance that has been drawing attention from prospective buyers of many ages.

“Right now, the growth of the downtown is being driven by two key demographic groups,” says Lam. “Empty nesters and millennials. The former are choosing to sell their large family homes for locations with walkable amenities and the latter choosing to buy new in a city that is quite affordable, has great quality of life features and is close to major transportation routes.”

In fact, the downtown has been on the radar for many developers for several years and is an indicator of future developments and trends for the rest of the city’s economy.

“It has been encouraging to see the increase in development opportunities in the downtown core since we first started developing in Hamilton,” said Steve Kulakowsky of Core Urban Inc. “We are now finding that both residential and commercial tenants are energized by the thought of inhabiting an adaptive reuse space, which in turn, is helping to bring a whole new vibrancy to our city.”

On another positive note, with the big downtown developments comes the retail and commercial uses that service this growing population. It‘s a win-win. And in downtown Hamilton’s case, this means some of the best restaurants in the Greater Toronto Hamilton Area.

Downtown Hamilton’s business community is making this a great place to live, work and play. “We’re seeing people from as far away as Huntsville coming down to the core to try out these restaurants,” says The Burnt

> “For us, the downtown core sets the tone for the rest of the city
>
> *Rob MacIsaac, President and CEO,*
> Hamilton Health Sciences

Tongue restaurant owner, Leo Tsangarakis. “I really like the fact that each of us is able to play a part in the development of the downtown. We see that food is bringing people downtown that may have not been here in years. I know many like what they see and are returning again and again.”

There is also great growth in the employment sectors in Downtown Hamilton as well. From 2014-2017, there has been more than 1,500 new jobs created in the downtown, with health care, public administration and accommodation and food services attributing to some of the biggest gains.

“For us, the downtown core sets the tone for the rest of the city,” said Hamilton Health Sciences’ President and CEO Rob MacIsaac. “We wanted to make a major investment, along with IBM, to show our commitment to renewing the economic fortunes of Hamilton and ensure that the next generation of healthcare discoveries are a made-in-Hamilton solution.”

From new animation studios, like Awesometown Entertainment, to small business start-ups found at CoMotion, a collaborative shared work space on King Street, the downtown continues to blossom. Thinking about the eclectic firms like Dr. Disc music store to Steel City Studios to longstanding businesses like Denninger’s Foods of the World, the downtown provides food, fun and functionality through employment, all within the downtown grid.

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