





On behalf of Hamilton City Council and the citizens of the City of Hamilton I would like to express my sincere appreciation to those investing in our great city.

One of the most significant milestones we were so proud of in 2018 was the ranking of Hamilton as one of the top seven Intelligent

Communities in the world. As we compete on a global scale for the next generation of investment and talent, rankings such as this set Hamilton apart

from many competitors. It shows that we are a collaborative and innovative community, use data and research to the benefit of all, understand our economic strengths and maximize them, and have a business community looking for what's new and what's next.

I strongly encourage those looking at this publication and considering a potential investment in Hamilton to reach out to our team. We will work tirelessly with you to make investing in our city as easy and seamless as possible.

We look forward to welcoming you to Hamilton.

Fred Eisenberger
Mayor

Hamilton 2019 Council

Back Row, L - R

Councillor **Tom Jackson**
Councillor **Maureen Wilson**
Councillor **Terry Whitehead**
Councillor **Jason Farr**
Councillor **Arlene VanderBeek**
Councillor **Brad Clark**
Councillor **John-Paul Danko**
Councillor **Chad Collins**
Councillor **Sam Merulla**

Front Row, L - R

Councillor **Nrinder Nann**
Councillor **Esther Pauls**
Councillor **Brenda Johnson**
Mayor **Fred Eisenberger**
Councillor **Judi Partridge**
Councillor **Maria Pearson**
Councillor **Lloyd Ferguson**



Hamilton's economy continued to gain momentum in 2018.

Building permit values once again exceeded \$1billion—for the seventh straight year. Considerable new industrial land became “shovel ready”, boding well for new construction activity in the next few years. We saw new businesses open in all areas of the city, creating new jobs and strengthening the non-residential tax base.

Whether through our local business expansion and retention efforts, or our work on the international stage through foreign direct investment, Hamilton is widely viewed as a prime investment city. Our staff is fielding exponentially more investment inquiries and making the case that Hamilton has the skilled workforce, rich research capabilities, multi-modal logistics advantages, and available land to accommodate numerous investments.

As Director, I am quite proud of what we have achieved collectively and collaboratively in 2018. My thanks to the Hamilton investment community, the anchor institutions, the entrepreneurs, the innovators, the Mayor and Council, and our engaged citizens.

Glen Norton

Director, Hamilton Economic Development Office

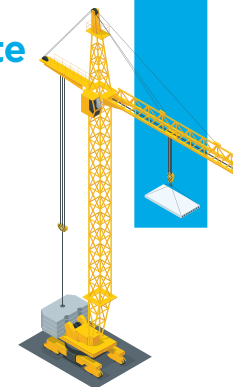
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This is a story about momentum.

Hamilton is a city on a roll. Good things have been happening for years and 2018 was no different. We were the third fastest growing metropolitan city in Canada and that showed in our transformational real estate projects, exciting start-up scene and award-winning tourism.

We're proud of Hamilton's momentum and are excited to see it continue into 2019 and beyond.



Business
moves here



Hamilton is a leader in logistics and movement.

Optimal transportation systems—airports, ports, and transit are paramount to today's investment community.

People and the movement of goods are critical to everyday life in a successful city.

2018 has been another important year for investments and activities in logistics and movement.

John C. Munro Hamilton International Airport provides significant economic value in 2018

The John C. Munro Hamilton International Airport is now ranked as North America's fastest growing airport as well as being known as Canada's busiest overnight express cargo airport.

In 2018, airport officials say cargo volume increased by 5 per cent compared to 2017.



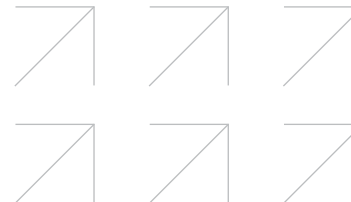
“These rankings are crucial in attracting new business to Hamilton.”

Cathy Puckering, CEO
John C. Munro Hamilton
International Airport

Swoop Airlines chooses Hamilton as an Eastern hub

725,630 passengers traveled through John C. Munro Airport last year—a 21 per cent increase over 2017 and 118 per cent rise since 2016.

Swoop, an offshoot of WestJet Airlines, chose Hamilton for their eastern hub and began offering flights in June. Swoop chose Hamilton because it is cost-effective and efficient and travellers can board and disembark from the plane in a matter of minutes, which is ideal for an ultra-low cost carrier (ULCC).



“It ticks all the boxes for us and that is why we are here today in Hamilton”

Steven Greenway,
President & CEO
Swoop

Hamilton named one of six provincial sites for Ontario's Autonomous Vehicle Innovation Network (AVIN)

Hamilton's AVIN site, the Centre for Integrated Transportation and Mobility (CITM) will provide resources to accelerate development of autonomous vehicle technology solutions and businesses.

“Hamilton has a monumental opportunity before it,”

says Hamilton's AVIN site Director of Strategic Initiatives Sam Saad.

“We're in a great position to take autonomous vehicles from concept to construction to cruise control.”

AVIN aims to capture the economic opportunity of the connected and automated vehicle (C/AV) technology space and lead the global mobility evolution.

AVIN provides a competitive advantage to Ontario-based C/AV companies.

CITM is a \$10.5 million public-private partnership between:

- Nokia Canada
- Canada Cartage
- Geotab
- IBM Canada
- Ontario Centres of Excellence (OCE)
- the City of Hamilton
- McMaster University
- Mohawk College
- Innovation Factory

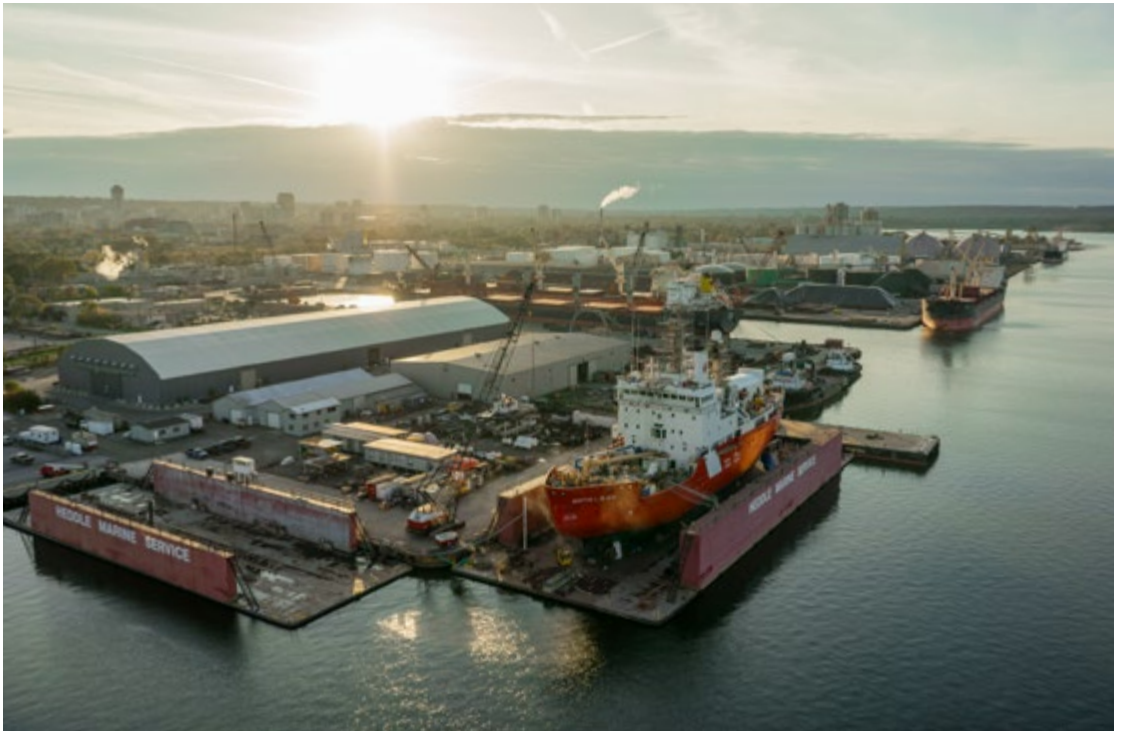




Light Rail Transit (LRT)—B-Line— is the first step in Hamilton's largest ever infrastructure project

2018 saw LRT studies
completed, route selected
and funding committed
for Hamilton's largest ever
infrastructure project.
2019 will mark the start

of construction on the
route consisting of 14 km
of LRT, cutting directly
through the lower city.



Port of Hamilton receives \$17.7 million federal government investment to modernize port infrastructure



The BLAST Network
is the City of Hamilton's
long-range vision for
rapid transit. The network
will connect the east and
west ends of the city,
link downtown Hamilton

to the Waterdown
Commercial District,
connect the waterfront
to Hamilton Airport and
also link the Ancaster
Meadowlands to the
Centre on Barton Mall.



This investment, from the National Trade Corridors
Fund, will be matched by the Hamilton Port Authority
(HPA), in support of the Port's \$35.45 million Westport
Modernization Project.

This project will see port lands reconfigured to create:

- new employment land development parcels
- new transportation infrastructure
- improvements to the port-city interface

**Largest port
in Ontario**



\$350 million
in private sector
investment since 2009



2,100 people
work on-site at the
Port of Hamilton

\$6 million
in City of Hamilton
property taxes



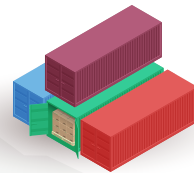
7th largest
port in Canada

On-site operations
at the port have a
\$416 million
impact on Ontario's GDP

Cargo transiting the port
annually has a value of
\$2.5 billion



**2018 total cargo =
11,628,319 MT**



2018 export cargo
increased by
64%

**Real Estate
matters because**

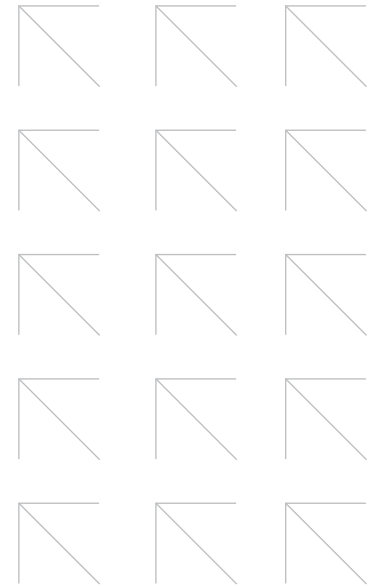
people matter



2018 builds on success for Hamilton real estate



As fast-paced technological and social change transforms how people live and work, Hamilton's residential housing starts—in tandem with innovative, dense, and diverse commercial/industrial development—proved to be a winning formula again in 2018.



The Downtown Boom Continues

The combination of available properties with great historical character, modern office spaces looking for new tenants, comparatively low costs and one of the richest suites of financial incentives for any downtown in Canada attracted significant investment in Hamilton's downtown.



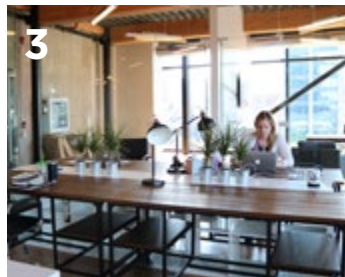
1 Regus Hamilton
[21 King Street West.](#)

The 13,000-square-foot space occupies the entire fifth floor of the building and offers private and shared offices, a large collaborative co-working space and multiple team meeting rooms.



2 The Populace
[180 James Street](#)

The 3,800-square-foot workspace offers different options for renters, from enclosed office spaces to shared open concept workspace. The Populace strives to create a workspace that fosters creativity and helps grow the entrepreneurial spirit of Hamilton.



3 The Alley
[10 James Street North](#)

The Alley ties two under-utilized buildings together with a new lobby and core located between them in a former alley. The project will feature a restaurant on the ground floor and five floors of multi-tenant office space above.



4 William Thomas Student Residences
[20 Rebecca Street](#)

This 20-storey building includes ground floor retail and residential units for students. It replaces the historic building of the same name, which has been a core part of Rebecca Street in Downtown Hamilton since the 1850s.



Business Parks

The City of Hamilton's business parks/districts are an ideal destination for domestic and foreign investors thanks to their favourable location, synchronous infrastructure, incentive policies, and investment support.

“In the case of Hamilton, we’re confident in the market.”

Adam Lambros
Development Manager
Panattoni Development Company



1 Stryker Canada

2 Medicorum Place

Stryker, a global medical device company, put the final touches on their new Canadian head office in the Flamborough Business Park. The 127,000 square foot, \$100 million investment will see Stryker and its 235 employees move into the new space in early 2019.



2 Panattoni Development Company

Panattoni is the first major investor in the Airport Employment Growth District. With their \$27 million purchase of 82 acres, Panattoni Development Company Inc. has its sights set on 1 million square feet of development in Hamilton.



3 Norstar Windows and Doors

444 Seaman Street

This investment involved the total renovation of 200,000 square feet of vacant warehouse space into a modern manufacturing facility for this nationally renowned company.



4 The Walters Group

In the southern end of the city, Walters Group opened their new 38,000 square foot Canadian head office. This steel design and construction firm have completed projects around the globe and solidified their commitment to Hamilton with this multimillion dollar investment.



Hamilton's historic and vibrant rural economy generates substantial economic impact.

Another successful year for the Hamilton Small Business Enterprise Centre

Activity	Results
Jobs Created	130
NEW Businesses established	74
General Inquiries	78,357
Client Consultations	512
Seminars and Workshops Hosted	82
Professional Mentoring Sessions	63
Starter Company Plus Program Grants Disbursed	\$195,000

Primary agriculture contributed approximately \$950 million to the Hamilton economy highlighted by **Singh Greenhouses'** 252,000 square foot expansion for their cucumber growing capacity. This expansion supports growing space for an additional 40,000 cucumber plants and as a result, Singh added 12 full-time jobs. Singh's cucumbers are packed in a variety of styles and end up in major retailers like Costco, Metro, Sobeys Walmart, and Loblaws.



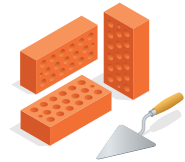
50

new acres to be
added in the Ancaster
Business Park



\$1B

Seven straight years of over
a billion dollars in
building permits



955,000

square feet of
commercial/industrial
space added



\$265M

commercial/industrial
construction value

302.5

acres of shovel-ready
land added



48.1%

increase in Industrial
construction value

27.9%

increase in
housing starts



20

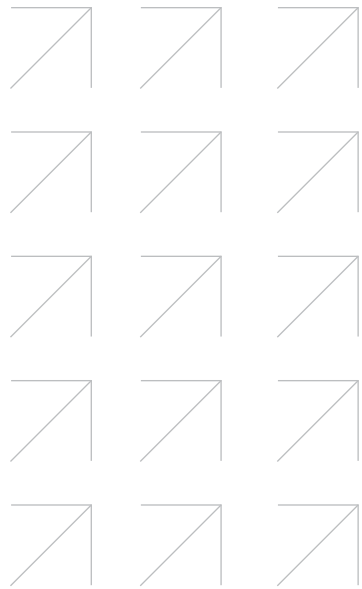
proposed development
projects within a 5 minute walk
of the 4 planned downtown
LRT stops

Entrepreneurship and Innovation

thrives here



Serendipitous encounters continue to be the heart of Hamilton's business ecosystem.



2018 saw potential collaborators, customers, advisors, investors, and government come together in exciting ways.

These interactions were the fertile ground that entrepreneurs and their businesses require to succeed and helping to fuel workforce development, new jobs, wealth creation, and infrastructure development.



200%

increase in Hamilton companies on
Growth 500 and **Startup 50**

Launched in 2018, the Hamilton Fast 40 initiative comes from the City's 2016-2020 Economic Development Action Plan, with the goal of having 10 Hamilton-based businesses listed on the Canadian Business (CB) Magazine's 500 Fastest-Growing Companies and Startup 50 lists.

Hamilton Companies on Canadian Business Magazine's Growth Companies Lists

2017

Growth 500

4

Startup 50

0

2018

Growth 500

9

Startup 50

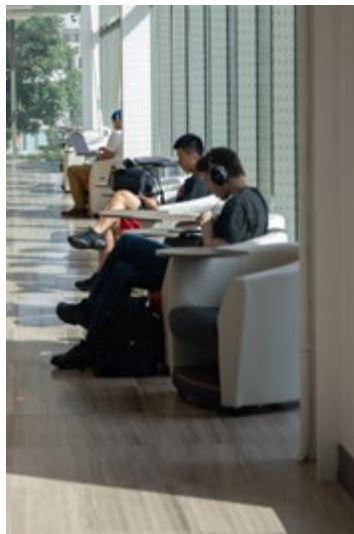
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2018

Hamilton ranked

#4

on Startup
50 Ranking
- Number of
Companies
by City

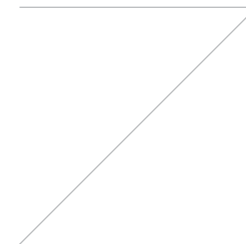
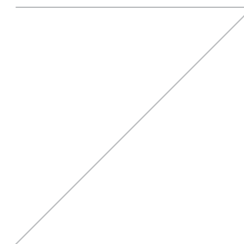


2018 Canadian Business Magazine **Growth 500** Hamilton Companies

- Everworks (Rank 17)
- Joseph Haulage Canada (Rank 111)
- Greenbelt Microgreens (Rank 123)
- CAN-AM Cryoservices (Rank 143)
- Gala Bakery (Rank 160)
- Fairway Electrical Services (Rank 222)
- Worksite Safety Compliance Centre (Rank 231)
- McCallum Sather (Rank 395)
- Orbis Communications (Rank 434)

2018 Canadian Business Magazine **Startup 50** Hamilton Companies

- Caliber Communications (Rank 25)
- Nix Sensor (Rank 33)
- Collective Arts Brewery (Rank 40)



Hamilton was named part of Advanced Manufacturing Supercluster

Hamilton was named a part of the Government of Canada's Advanced Manufacturing Supercluster consortium along with Toronto, Waterloo and other partners. The consortium looks to make it easier for business enterprises, academia and

not-for-profit organizations to collaborate to drive technological innovation in advanced manufacturing. In addition, Next Generation Manufacturing (NGEN), headquartered in Hamilton at McMaster Innovation Park, will administer the program.



Synapse connects life science leaders to attract investment and develop health innovation

The Synapse Life Science Consortium is the regional cluster organization for life sciences in Hamilton. Synapse has connected 662 innovators, entrepreneurs, researchers, clinicians, investors, and government officials with:

- 302 introduction meetings
- 11 health community checks-ups events
- 20 site visits into Hamilton
- 19 Health Innovation Week events



McMaster ranked among the world's top 100 universities

The university improved to 77th from 78th in the World University Rankings and was ranked fourth among Canadian institutions. The ranking places McMaster among the top 1 percent of universities in the world.



Hamilton is one of only two cities in Ontario with a university ranked in the top 100 in the world.

McMaster opens \$33M Biomedical Engineering and Advanced Manufacturing research centre

The Fraunhofer-McMaster Project Centre for Biomedical Engineering and Advanced Manufacturing (BEAM) opened its doors, bringing together the expertise of researchers from science, health sciences and engineering.

Located at the McMaster Innovation Park, the 20,000-square-foot facility is the result of a joint partnership with the Fraunhofer Institute for Cell Therapy and Immunology (IZI), a world leader in manufacturing cell therapies, based in Leipzig, Germany.



Did you know? McMaster University...

- Was named Canada's most research-intensive university attracting more than \$379 million in research income
- Has a faculty that averaged \$405,300 per member in research funding—more than double the national average
- Ranked 4th in the Maclean's 2018 annual rankings of Canadian universities and 5th for graduate employability



Mohawk College opens one-of-a-kind net zero energy project

Mohawk College continued its investment in leading-edge technology and workforce development, opening The Joyce Centre for Partnership & Innovation. The 96,000-square-foot centre is Canada's largest and the region's first zero carbon institutional building.



Did you know?

Mohawk College...

- Has been recognized as Canada's most industry-research-intensive college by Research Infosource
- Ranked 1st in both industry research income and industry research intensity (industry grants and contracts as a percentage of total research income)
- Is home to IDEAWORKS, Canada's only Technology Access Centre with a focus on digital health and interoperability





Innovation Factory (iF) is Hamilton's Regional Innovation Centre helping startups commercialize their ideas. Here are just some of the numbers from iF in the past decade.

1,800+

Clients Served

1,000+

Products Launched

1,800+

Jobs Created

8000+

Strategic Connections
Formed

\$197M+

Funds Raised

CANADA

Let us handle the introductions
Laissez-nous faire les présentations

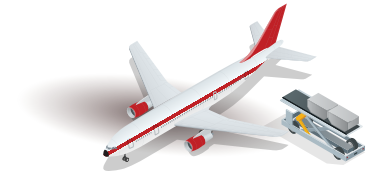


trade commissioner.gc.ca
déléguescommesaux.ca



A world of
opportunities

Dynamic FDI activities continue to position Hamilton for success.



2018 saw Hamilton participate in several trade and investment missions aimed at building business opportunities and strategic connections tied to key local industry sectors.

These activities were strategically chosen to establish positive and proactive business-to-business meetings; identify bilateral trade opportunities; and further foreign direct-investment leads.

Conference and Event Highlights

BIO Conference in Boston

(one of the world's largest life sciences conferences)

MIPIM in Cannes, France

(the world's largest real estate conference)

Intelligent Communities Forum in London, England

Intelligent City Forum Outreach Summit

(local ICF event hosted by ICF Canadian Chair and Hamilton Mayor Fred Eisenberger)

Finovate in New York City

(international fintech conference)

e-Health in Vancouver

(national e-health conference)

Toronto Global Forum

(gathering of international business leaders to discuss the largest economic issues facing the planet)

Hamilton Steel Summit

(gathering of steel industry stakeholders)

Latin America Export Event

(as part of the Ontario government Trade Opportunities Outreach program)



Hamilton named one of the top seven “Intelligent Communities in The World.”

The Intelligent Communities Forum (ICF), a U.S.-based think tank, named Hamilton one of the top seven Intelligent Communities in the world for 2018. The designation rewards the best models of economic, social and cultural development in the digital age.



In 2018,
Hamilton hosted
delegations from:

Russia
France
Italy
Germany
U.K.
Switzerland
Sweden
Austria
Estonia
Netherlands
China
Taiwan
Singapore
India
Brazil
Columbia
Australia
Mexico
USA

Global Hamilton: International Trade & Investment



5 Trade & Investment Missions

3 2 inbound and 1 outbound ICT focused investment and trade missions with Colombia

1 In market investment and trade mission to India with Global Affairs Canada and the Consider Canada City Alliance

1 Investment mission to Mexico targeting Advanced Manufacturing, ICT, Life Sciences and AgriFood with our Niagara Region partners



“We chose Hamilton because of its commitment to develop the innovation community.”

Niall Wallace
CEO Salusleep Inc.
(SleepAngel.ca)

Key Initiatives

Co-hosted a Latin American export and trade event with provincial and federal partners—over 30 local industries participated.

New referral for Global Skills Strategy, an international workforce attraction project that makes it easier for Canadian businesses to attract international talent.

Developed Destination Ontario Airport Welcome and International Student Recruitment Program in partnership with the Economic Developers Council of Ontario and post secondary institutions.

Joined Technology and Innovation Corridor FDI project in partnership with Toronto Global/Waterloo/Guelph to promote investment in tech and innovation.

Blue Ribbon Task Force triggers skilled trades training initiative



A \$600,000 provincial grant to connect at-risk youth with in-demand jobs in the skilled trades was announced for Mohawk College. The initiative comes out of the Mayor's Blue Ribbon Task Force on Workforce Development.



Created in 2015, the task force has the goal of ensuring that residents are getting the skills they need today to fill the jobs of tomorrow. It includes 15 members,

with representatives from the City of Hamilton, local post-secondary institutions, industry, labour, the Hamilton Chamber of Commerce and work force specialists.

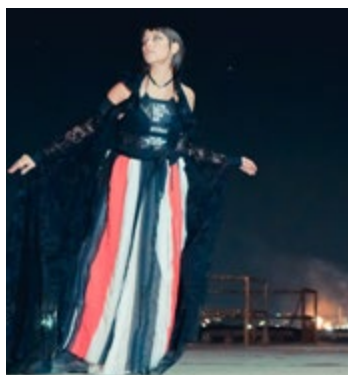
Creative industries transforming city

The creative economy—which includes film, music, fashion, design, new media, performing arts, publishing and visual arts—is not only one of the most rapidly growing sectors of the world economy, it is also a highly transformative one in terms of job creation, innovation and entrepreneurship, attracting businesses and labour from other sectors and direct spend. The creative industries in Hamilton experienced an exceptional 2018 as shown by these highlights:

- First Canadian municipality to be awarded with a special SOCAN Licensed To Play designation

that supports fair compensation for musicians and music creators.

- Five professional development events including the second Annual Musician Conference, panel discussions, Work in Culture Series, One-to-One Mentoring, and Creative Exchange Networking.
- Record breaking year: ~50% increase in film permits.
- Almost triple the direct spend from the film industry who are filming in Hamilton and spending money on local hotels, restaurants, local businesses, property/facility rentals, and talent.
- 30+ different events across the city providing opportunities for musicians to share live music and support fair wages for artists.



New film business opens doors in Hamilton

Hamilton welcomed a brand new 6,000+ square foot studio, Hamilton Film Studios, at 400 Wellington St. N., which offers green screen, studio space and film-shoot supplies.



CCMA
AWARDS

Tourism continues to be an important economic driver



6.3

million visitors



\$500

million in visitor spend



25,000

tourism sector jobs



130

meetings, conventions
and sporting events



20,000

hotel room night stays



Tourism Hamilton continues to promote the city's exciting revival with innovative, award-winning campaigns and events that help distinguish the city as a unique destination for both leisure and business travellers.



Canadian Country Music Week generated \$5.3 million in economic impact

With more than 10,000 tickets sold, Canadian Country Music Week was a gigantic success and resulted in Tourism Hamilton winning the right to host the popular awards show again in 2020.



Hamilton and Golf Canada Strike 6 Year Partnership

Tourism Hamilton will host the RBC Canadian Open in 2019 and 2023 through a six-year partnership with Golf Canada. Held at the historic Hamilton Golf & Country Club, each tournament is expected to draw more than 100,000 spectators and international media is expected to reach 1 billion households in 226 countries. The combined economic impact is estimated to be \$24 million.

New accommodations built to meet increased tourist demand

Newly opened properties include the Sandman Hotel offering 209 guestrooms and a new 144-room Hyatt Hotel scheduled to open in 2019. Vrancor Group has also announced the construction of two new hotels in Hamilton by 2020.



Award winning 2018 underlines Tourism Hamilton's success

Tourism Hamilton won three awards for initiatives launched in 2018:

1. A national branding award from the **Economic Developers Association of Canada** for its newly launched brand and visual identity.
2. A provincial award from **Destination Ontario** for its User Generated #MyHamilton campaign that curated tens of thousands of photos, stories and posts about the destination.
3. A provincial award from the **2018 Economic Developers Council of Ontario** for the 2018 Canadian Country Music Awards—Host City Initiatives.

Wait until you see what we accomplish in 2019.

Hamilton Economic Development

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