

2019 Annual Report
Hamilton Economic Development

WHERE INNOVATION GOES TO WORK





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Hamilton 2020 City 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

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View the online version of this Annual Report at:
investinhamilton.ca/ar2019



Hamilton is truly the city where Innovation Goes to Work.

2019 in Hamilton was a year of big accomplishments. Not only did we have one of the best years of growth in the city’s history, but we also had record building activity in the ever important commercial/industrial sectors.

Led by the foundational investment announcement from L3Harris—one of the world’s leading aerospace and defence firms, Hamilton received a bounty of economic good news throughout the year. This capped with Hamilton’s major investment of Q4, one of the world’s leading investor relations technology companies, that announced their first investment in Hamilton’s fintech sector—with room for more growth in the next several months.

Along with numerous tangible examples of investor confidence in the local economy through investments big and small, there were also a number of significant honours bestowed on Hamilton in 2019. From being ranked the fastest growing mid-sized city in Canada for tech talent, to one of the top two cities in North America for connectivity, to one of the top 10 places to invest in Canada, it is clear that Hamilton is no doubt a prime destination for investment in this nation.

There is no doubt that Hamilton is definitely the city in Canada where “innovation goes to work” and that was

clearly the opinion of Jacques Comtois from L3Harris when he stated one of the reasons for their \$100 million investment was that, “Hamilton has a rich business legacy of transforming ideas into high-technology products and offers a skilled talent base with a deep knowledge of advanced manufacturing and applied research.”

We thank the Hamilton investment community for so many great stories contained in this year’s publication and I encourage you to reach out to our team who is ready to make your investment part of the good news for 2020.

Norm Schleeahn
Director of Business Development



The City’s Economic Development Office provides services that are geared to serve new start-up companies, corporate relocations, and the expansion and retention of existing business. Its mission is to serve as the catalyst for continued economic growth, job creation, and revitalization in Hamilton.
[Learn more at investinhamilton.ca](https://investinhamilton.ca)

TAKING ON THE WORLD

In 2019, L3 Harris, one of the world's leading aerospace and defence firms, broke ground on their brand new, state-of-the-art Canadian headquarters.

This investment includes 330,000 square feet of research and development, engineering, assembly and office space. By 2021—when they plan to be fully moved in—L3Harris will be home to more than 1,200 employees in Hamilton.

Founded in the West End of Hamilton in 1957 as a camera stabilization system provider, L3Harris

(formally known as L3Wescam), has expanded to become a world leader in electro-optical and infrared imaging technologies and system solutions. It has over 4,700 fielded systems and solutions operational across more than 80 countries, and its technologies can be found on more than 200 different platforms across the air, land and maritime domains.

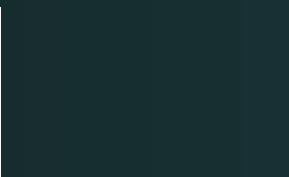




Q4

Hamilton landed a major Fintech investment in December.

Q4, a Toronto software company that provides digital investor relations solutions for major global brands, announced a major expansion of their Toronto operations in to Hamilton. Q4’s new 9,500-square-foot space near Gore Park will see 140 new technology jobs into the city. They also have plans for a second phase of expansion—expecting to add another 7,500 square feet bringing them to 17,000 square feet.



Corbec

Quebec firm makes Hamilton its first Ontario expansion.

Quebec steel company Corbec announced their first Ontario expansion choosing a location in Hamilton’s Red Hill Business Park. Their 100,000-square-foot steel galvanizing plant is an approximately \$100 million investment and will employ about 110 full-time workers when it is finished by the end of 2020. Corbec’s galvanizing plant will focus on galvanized steel products ranging from bridges, windmills, fencing and farming equipment.



“We see Hamilton being a significant part of our global workforce.”

Dorothy Arturi
Senior Vice-President of People and Culture, Q4

52.9% GROWTH OF
TECH OCCUPATIONS
OVER 5 YEARS

CBRE 2019 Scoring
Tech Talent Report



Panattoni

Panattoni’s initial investment of 250,000 square feet will grow to over 1,000,000 square feet over the next few years.

Greater Toronto Area (GTA) developer Panattoni officially broke ground on a \$30 million 264,000-square-foot warehouse directly adjacent to the John C. Munro Hamilton International Airport. Panattoni purchased the 82-acre site last year for \$27 million and will be working in phases over the next few years to develop 1.6 million square feet of goods movement related uses.

Bousfields, one of Ontario’s pre-eminent community planning firms, opened a new location in Downtown Hamilton to be part of the growth happening in the core and other parts of the city. They are a firm with special expertise in urban design, planning policy, community design, development approvals, community consultation and project management.

TOP 7 INTELLIGENT
COMMUNITIES
OF THE WORLD

Intelligent
Community Forum



EllisDon

EllisDon, one of Canada’s largest construction firms, announced their plans to create a state-of-the-art plant in Stoney Creek for steel-ribbed offices and other building blocks.

The new operations will see fully built (framed, drywall, electrical, plumbing, furniture) cubes ready to be assembled on job sites like Lego. Lego, ED Modular, as it will be known, will be housed at 950 South Service Road in Stoney Creek, a 300,000-square-foot investment creating about 200 jobs.

“We like the idea of being in Hamilton because there are a lot of skilled tradespeople who are eager to do something new.”

Xavier Toby
Director of Prefabrication and Technical Sales, ED Modular

**BEST LARGE CITY
TO BUY
REAL ESTATE**

MoneySense 2019

“Hamilton just has this energy. There are so many forward-thinking businesses thriving in the city.”

Jon Rosenthal
Director of Operations, Portland Fuels

Portland Fuel

Portland Fuel, a UK-based fuel trading firm, set up Canadian operations in Downtown Hamilton.

They originally looked at Toronto for their headquarters, but ultimately felt the location was not the right “image” for their company.

Portland Fuels works with businesses that rely heavily on fuel, such as trucking and transit, to protect them from the volatility of the fuel markets by setting a fixed rate for the commodity. The company also offers extensive analytics to help companies purchase the right fuel products and review their practices to figure out where and how savings can be made and how to generate efficiencies.

TOP 2 Tech Cities of Opportunity in North America – CBRE

Ackroo

A significant tech relocation happened in 2019, as Ottawa-based Ackroo moved their Canadian headquarters to Hamilton.

Ackroo provides merchants of all sizes a robust, cloud-based multi-currency marketing platform to help attract, engage and grow their customers while increasing their revenues and margins. Through a SaaS-based business model, Ackroo provides an in-store and online automated solution to help merchants process loyalty, gift card and promotional transactions at the point of sale, provide key administrative and marketing data, and to allow customers to access and manage their loyalty and gift card accounts.

Elektroland

Turkey’s Elektroland, established in 1996 as an electronic PCB repair and reverse engineering center, made their first international investment—opening an office at McMaster Innovation Park.

Mechatronic Research and Development (R&D) is the core function of Elektroland and plays a central role in the rapid development and validation of new products and underlying research for all of its protective equipment including Fire Fighting, Explosive Ordnance Disposal (EOD) and Improvised Explosive Device Disposal applications.



REACHING NEW HEIGHTS

DHL Express makes a \$100 million investment into Canada's busiest overnight express cargo airport.

International goods movement giant DHL Express announced their commitment to invest \$100 million to expand its existing gateway at John C. Munro Hamilton International Airport. When it opens in 2021, DHL's new facility will be approximately 200,000 square feet and will

quadruple DHL's current handling capacity. Since 2014, 60% of DHL's total Canadian shipments are cleared every month at Hamilton International Airport and DHL's Hamilton Gateway is the largest gateway for DHL Express in Canada by volume.

The John C. Munro Hamilton
International Airport is

**CANADA'S LARGEST
OVERNIGHT EXPRESS
CARGO AIRPORT**

955,373

passengers travelled through
the John C. Munro Hamilton
International Airport in 2019

187%

growth in passengers
since 2016

\$38M

invested into the Airfield
Rehabilitation & Modernization
Project over the next 4 years



KF Aerospace

**New home for Canada's largest Aerospace
Maintenance, Repair and Overhaul business.**

In February, KF Aerospace, Canada's largest maintenance, repair and overhaul aviation firm, announced a 100,000-square-foot expansion at the John C. Munro Hamilton International Airport. This investment will add wide-body aircraft capability to KF's Hamilton operation. The \$30 million expansion will bring the base from two to six lines of maintenance and is expected to triple KF's business in the Hamilton marketplace, growing the company's ability to support the country's fastest growing airport.

In the months following the announcement, KF hired 30 new staff in preparation for the new facilities and is still recruiting for nearly 60 additional vacancies. It expects to add a total of 275 jobs over the next four years. Their new space will also see the amalgamation of Mohawk College's aviation program under one roof at the new KF offices space.

This state-of-the-art investment in classroom and applied skills space will make Mohawk one of Canada's advanced post-secondary institutions offering aviation technology.



The Port of Hamilton is the

**LARGEST PORT
IN ONTARIO**

**\$3+
BILLION**

worth of cargo transiting
the Port of Hamilton

**\$416
MILLION**

impact on Ontario's GDP

38,000

Ontario jobs connected
to cargo transit

Sucrocan, the first successful sugar production facility in Canada since 1958, announced the completion of its new granular sugar refinery in Hamilton. This investment will be a big part of Sucrocan's international operations that currently stretch from Argentina to Canada.

Parrish & Heimbecker, Ltd. (P&H) began work to have the current P&H Hamilton site home to a second flour mill. This investment will make P&H the single largest user of Ontario wheat and the expansion of the Hamilton flour mill will double its capacity when it is operational in 2020.

Fluke Transportation announced plans for a 56,000-square-foot warehouse expansion. The new facility will abut their existing 275,000-square-foot warehouse and when complete Fluke will have more than 330,000 square feet of warehouse space.



Stelco Canada

Stelco Canada introduced a new \$30 million state-of-the-art batch annealing facility to start shipment of fully processed, annealed cold-rolled steel sheet.

The restart of a modernized and upgraded temper mill, along with installation of new annealing furnaces, will allow Stelco to add a full range of up to 200,000 net tons of fully processed cold-rolled steel to its product mix. With completion of this project, Stelco will now be able to increase service to markets that demand these high-quality products such as the automotive, appliance and service centre markets, as well as the pre-painted steel market for architectural applications.

“We expect to make Stelco a shining example of what Hamilton can do.”

Alan Kestenbaum
Executive Chair, Stelco

WPE Landscaping broke ground on a 30,000- square-foot facility in Dundas. Moving from their 8,000-square-foot will allow the company to vastly expand their product offerings, establish a greater warehouse presence and provide new offices for back end and executive use.



Mondelez

Hamilton's Mondelez confectionary factory opened a \$40 million, 30,000-square-foot plant expansion.

This expansion adds 50 new positions to the 300 already working at the site. Mondelez provides Sour Patch Kids, Swedish Fish and other Maynards products for a vast North America customer base. The new investment will produce 11 million candies a day.

ARYTZA

ARYTZA North America announced a new frozen bread line extension at its bakery in Ancaster.

ARYTZA's 237,000-square-foot, state-of-the-art Ancaster bakery makes a variety of breakfast and sweet baked goods for foodservice and retail customers under the Oakrun Farm Bakery® and Otis Spunkmeyer® brands and for private label.

Alves Meats acquired a new property in the North end of Hamilton that will be expanded by 6,500 square feet to accommodate warehousing and production.

Relay Coffee Roasters/New Skew relocated their coffee roasting operations and head office from Burlington to Hamilton into a 9,000-square-foot space.



BUILDING THE FUTURE

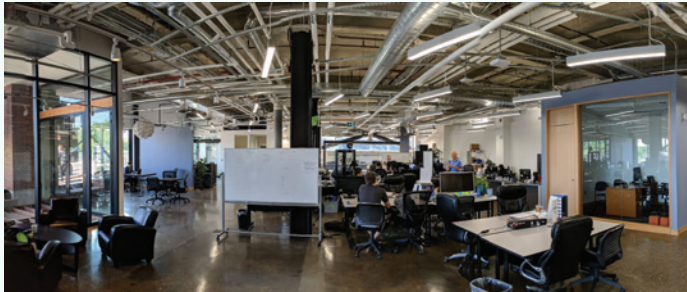
The MIP Master Plan calls for a focus on research and academic facilities. The plan provides for approximately 1.6 million square feet of building space as well as ancillary retail and service facilities, hotel and conference facilities and landmark building opportunities that include the adaptive reuse of former industrial/manufacturing facilities.



Fusion Pharmaceuticals

The largest investment in a biotech startup in Canadian history.

In April, Fusion Pharmaceuticals, a clinical-stage biopharmaceutical company developing targeted alpha-particle radiotherapeutics for treating cancer, announced the completion of a \$105 million Series B financing. The financing will be used to advance and broaden the scope of Fusion's ongoing clinical program in targeted alpha therapeutics, and accelerate a pipeline of new radio-pharmaceuticals and combination therapy strategies.



The Garage

The \$2.4 million, 10,000-square-foot space that houses tech accelerator The Forge and Regional Innovation Centre, Innovation Factory, was opened in the fall of 2019.

Innovation Factory has assisted 1,900 local startups since opening in 2011 and the Forge has graduated 130 companies since 2015.



Gowling WLG

Gowling WLG announced plans to build a \$35 million, 90,000-square-foot office in McMaster Innovation Park.

owntown Hamilton based Gowling WLG is on the move. They announced their plans to break ground on a new \$35-million, 90,000-square-foot head office in McMaster Innovation Park (MIP), in the Spring of 2020. About 200 people—52 lawyers and more than 150 staff—will move into the new MIP space.

Aeon Studios

A major film and television production move was made in Hamilton in the summer of 2019.

Toronto-based Aeon Studio Group (ASG) announced their plan to turn Hamilton into an international hub for film, television, and digital media production. Although land development work is currently being finalized between Aeon and the City of Hamilton, it is anticipated that there will be a full plan presented in the summer of 2020.



Preteckt

Now working with the New York City Metropolitan Transit Authority.

Hamilton-based AI tech firm Preteckt was one of two companies chosen to work on a year-long pilot project aimed at improving bus service in New York City. Preteckt focuses on vehicle predictive diagnostics and competed against nearly 100 companies last fall for a chance to work with the Metropolitan Transportation Authority's tech accelerator, called the Transit Tech Lab. Preteckt's pilot will use AI technology and transit data to identify patterns and recognize when a vehicle is approaching the point of needing repairs so the vehicle can be fixed earlier.

Work continued on the King James Project, the 5-storey adaptive reuse project in the downtown core. It has already attracted a number of tech firms searching for cool brick and beam spaces.

Coppley

After 135 years operating in Hamilton, menswear maker Coppley Ltd. announced a new expansion investment in Downtown Hamilton. A new 70,000-square-foot, 3-storey building will consolidate the company's operations into one facility, with one current facility being demolished to allow for the construction of the new project. The company currently employs nearly 300 and the new facility is set to open in 2020.

Plans were announced to knock down the Hamilton City Centre mall in the downtown core in stages and build five residential and commercial towers up to 28 floors in a \$700 million plan for this urban mall. The sale of the 3.4-acre site to Toronto's IN8 Developments closed in December 2018.

MCMaster UNIVERSITY IS CANADA'S MOST RESEARCH-INTENSIVE UNIVERSITY

Research Infosource

MCMaster RANKED 2ND IN GLOBAL IMPACT RANKING

The University Impact Rankings



EON VR Lab
In June 2019, Mohawk College officially opened its new EON AVR Development Lab.

The new lab, built in partnership with EON Reality, will support and build on the Virtual Reality community in Ontario, positioning Mohawk College as a leading location for AVR development and education in North America. This new facility is the first of its kind in Canada, offering students the opportunity to specialize in Virtual Reality and Augmented Reality development, coding, modeling and animation with a focus on industrial, medical and educational uses. Students have access to these new state-of-the-art test facilities as they are trained in the various elements of AVR production.

Effort Trust 5 storey office is located beside the old TD Bank building (the one guarded by two lion statues)—a vacant structure that’s owned by one of Hamilton’s largest real estate players: Effort Trust. The plans show a modern 5-storey, glass exterior office building rising in its place.

TownePlace Suites
Their first project in Hamilton, Mississauga-based Sigma Group broke ground a new hotel project, The TownePlace Suites by Marriott hotel.

This 4-storey, 65,000-square-foot hotel will include 125 rooms, an indoor pool and gymnasium and provide more lodging options for the growing number of conventions and shows that are increasingly coming to Hamilton.

Ressam Gardens
Ressam Gardens is a \$16 million, four-storey, 48-suite, first-of-its-kind in North America residential care facility for people suffering from all forms of dementia. After breaking ground in June, Ressam Gardens is slated to open in December 2020 and will serve as a living lab for researchers from the McMaster Institute for Research on Aging (MIRA) and include an elaborate system of electronic technology or smart systems used to monitor the residents, including the use of GPS bracelets for those who are permitted to leave the facility temporarily.

Westinghouse HQ offers over 40,000 square feet of space for unique retail and office opportunities. Westinghouse has been synonymous with industrial and corporate excellence in Hamilton, be part of the tradition by selecting Westinghouse HQ for your business.



2019 RBC Canadian Open
The RBC Canadian Open, Canada’s national championship, took place at the Hamilton Golf & Country Club June 3–9, 2019.

Ranked one of Canada’s top 10 courses, 2019 was the sixth time the golf club hosted this world class sporting event. The Open’s professional field of 156 golfers from 24 countries had lots of star power with four of the top six players in the world, including third- ranked Rory McIlroy, who captured his 16th PGA Tour title. Attendance exceeded 120,000, the highest attendance in over a decade. 61% of attendees were tourists, leading to profitable spin-offs for the local economy. The total economic impact was \$63 million (Canadian Sport Tourism Alliance STEAM). Local revenue impacts include seven hotels with guest room revenue of \$543,440 over one week and eight restaurants showcasing their food at the course generating \$182,500 over four days.



Country Music Week and the CCMA Awards Show
Last hosted in 2018, Hamilton looks forward to welcoming Canadian Country Music Week back to the city from September 10–13, 2020. This four-day event will culminate with the Canadian Country Music Association Awards television broadcast on Sunday, September 13 from FirstOntario Centre. Over 10,000 people were in attendance for the television broadcast in 2018 and Hamilton realized an economic impact of \$6 million.



2021 Grey Cup
For the first time in 25 years, the Grey Cup Championship Game and Festival will return to Hamilton in 2021—just in time for the City’s 175th anniversary. The 109th Grey Cup is the 11th time Hamilton will host the CFL’s Championship game and the first to be held at Tim Hortons Field. Direct spending by visitors coming to Hamilton for the Grey Cup is estimated at a minimum of \$32 million.

2019 BY THE NUMBERS



20K

TOTAL GENERAL INQUIRES



784

TOTAL CLIENT CONSULTATIONS



110

SEMINARS & WORKSHOPS
DELIVERED



261

TOTAL NEW BUSINESSES
ESTABLISHED



318

TOTAL NEW JOBS CREATED

**SMALL
BUSINESS
EQUALS BIG
BUSINESS**



I have always felt like they have been true cheerleaders in my entrepreneurial journey. I would definitely recommend the Hamilton Business Centre to others. Every experience that I've had has been extremely valuable and inspiring.

Sonja, Hamilton Entrepreneur





#1 FASTEST GROWING
RESTAURANT SCENE
IN U.S. & CANADA

ChefHero

Fast 40

The Fast 40 program represents the ones to watch in business in Hamilton.

This unique ‘made in Hamilton’ initiative was created as part of the City’s 2016–2020 Economic Development Action Plan. The Action Plan identifies a “stretch target” that aims to have 10 Hamilton-based businesses listed on ‘The Growth 500’, Canadian Business Magazine’s 500 Fastest Growing Businesses. Companies that achieve top 40 status in Hamilton are then encouraged and assisted in applying for the national honour.

CAN-AM Cryoservices Corp

Catalyst Specialized Personal Training

Nix Sensor Ltd.

QReserve Inc.

A.S. Security & Surveillance

Collective Arts Brewing

CoMotion Group Inc

Equal Parts Hospitality

MERIT Brewing Company

Orbis Communications

RSK Automotive & Collision

The Generator

The Laundry Design Works Inc.

Webility Solutions Inc.

CENG Technologies Inc.

Jet Propelled, Inc.

Marci’s Bakery

Max Aicher North America LTD

MCC Controls Inc

POSH

ALP Training Institute

Clifford Brewing

Engagement Agents

Laura Gyldenbjerg & Associates Inc.

Paramount Safety Consulting

Spring Travel Service Ltd

Auto Key Pro

CARSTAR

Caliber Communications Inc

Epic Tool Inc.

Joseph Haulage Canada Corp.

One:One Manufacturing

Roma Bakery

SM Cladding Solutions

Balzac’s Coffee Ltd.

Fairway Electrical Services

Guest Plumbing and Heating

Millgrove Farms/Singh Greenhouses

WPE Landscape Equipment

P.S. MediaHouse



+ **75%** of Hamilton's population growth comes from immigrants

The average Hamilton newcomer sees a tripling in income over 10 years.



We are Hamilton. We are ready.

The nation's most diversified economy, the fastest growing mid-sized city for tech talent and a fantastic community approach to supporting investment big and small.



Hamilton



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Founder & CEO, Q4