

Perspective™

Hamilton | 2021



+ CCRM to Partner in
New Biomedical Campus

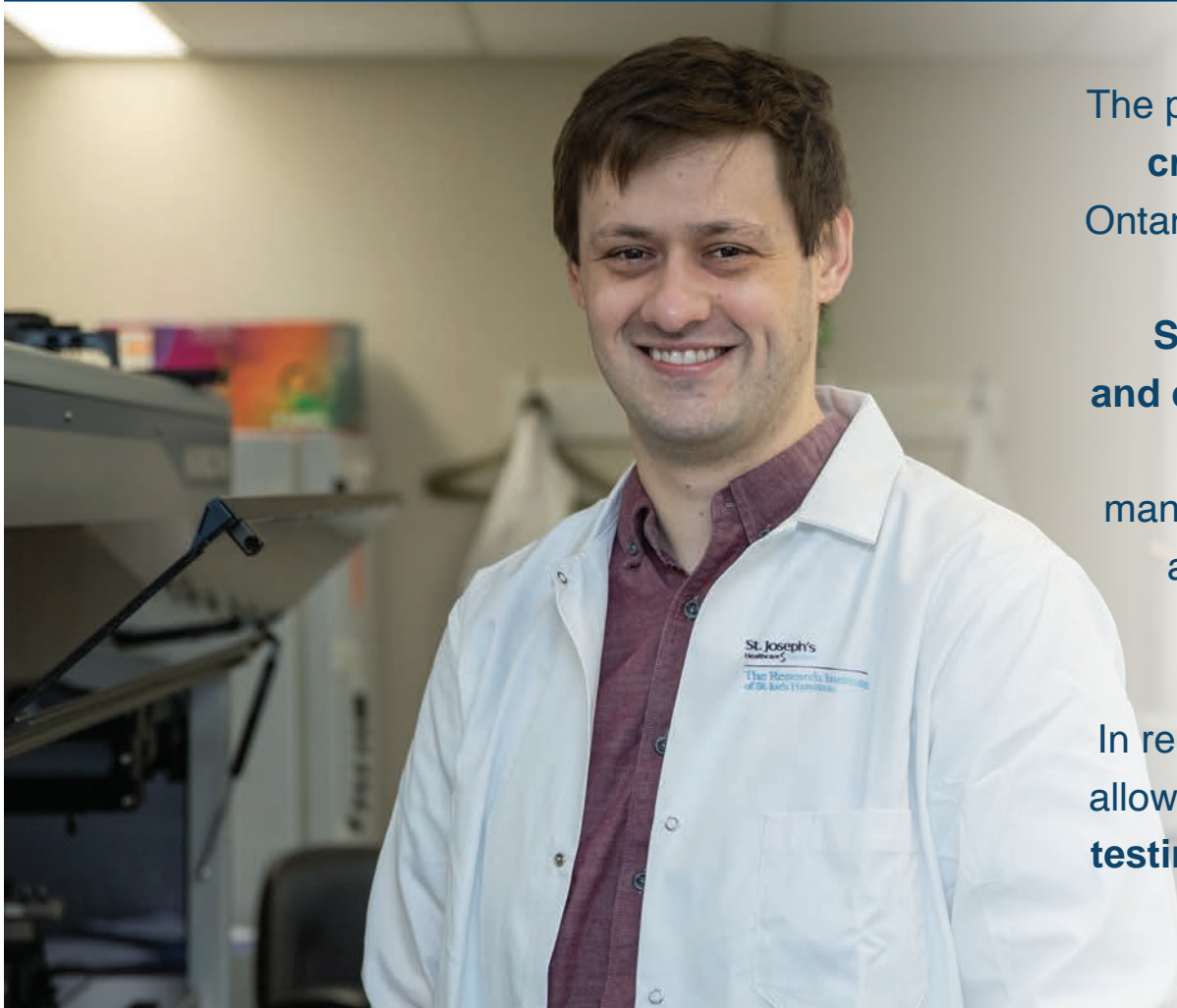


+ Foreign Trade Zone
Designation Accelerates Trade



+ Corporations Recognizing Relocation
Opportunities in Vibrant Downtown

In times of crisis, Innovation moves us forward



The pandemic caused a **shortage of critical lab supplies**, threatening Ontario's ability to test for COVID-19.

St. Joe's researchers designed and developed novel supplies and methods, partnered with local manufacturers and industry leaders, and deployed this technology on **state-of-the-art robotics**.

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Hamilton's Economic Vitality

Mayor Fred Eisenberger

The coronavirus pandemic has meant it has been anything but “business as usual” for any of us. As much as the pandemic has been a public health challenge, it has also been an economic challenge. Thankfully, our investment community has made a tremendous contribution to helping to keep our economy running.

Already this year, and despite the challenges of the pandemic, there has been over \$1 billion in building permit values in our community, a value that has propelled over the \$11 billion mark in the past decade, and speaks to the economic vitality of our community.

Within these pages you will learn about foreign direct investment interest in Hamilton, the international attention our community is garnering, the major global investors like Amazon and DHL that are now calling Hamilton home and the burgeoning tech scene in our research park and in our downtown. In all, these are stories that point to a sense of great momentum that continues despite the situation surrounding us all.

I encourage you to share these stories with your networks and of course if you are truly interested in investing in one of Canada's leading economies, I and the team from Hamilton Economic Development are ready to talk.

Mayor Fred Eisenberger

Where Innovation Goes to Work

Located at the heart of Canada's technology and innovation corridor and a leader in advanced manufacturing, life sciences and agri-food production, Hamilton, Ontario is a fast-emerging research, commercialization and investment powerhouse that enjoys a rich talent pool and is located at the heart of Canada's most dense region of economic activity.

Hamilton is ideally located, at the westernmost end of Lake Ontario – one of the five Great Lakes – and just 70 kilometres southwest of Toronto, Canada's economic engine and its largest city. It also offers access to a North American market of 135 million people within a day's drive and a labour pool of several million within an hour's commute.

“Hamilton offers everything a company of any size needs to flourish and grow in Ontario,” said Norm Schleeahn, director of economic development at the City of Hamilton. “We are in the heart of Canada's largest talent pool, less than an hour from both Toronto and the U.S. border. Aside from an ideal gateway location, we offer unrivaled access to all modes of transportation, too.”

Hamilton is home to the busiest port in Ontario and Canada's busiest overnight express cargo airport. It is also well-served by a network of highways and rail lines.

Hamilton has world-renowned hospitals and post-secondary institutions, and is

one of Canada's most culturally diverse and welcoming cities. It boasts a vibrant downtown, that is nestled up against the Niagara Escarpment, a natural wonder of the world that is recognized as a UNESCO World Biosphere Reserve, and the Hamilton waterfront, which mixes a working harbour with beautiful recreational amenities.

The city of more than 530,000 is attracting investment from all over the world, issuing \$11.7 billion in building permits in the last 10 years.

“There is a reason Hamilton is one of Canada's most diversified economies, one of the fastest-growing in Ontario, and is continually ranked as one of the best places

to invest in the nation,” said Schleeahn. “It's because we offer a value proposition like no other and we are investment ready.”

Often called the Brooklyn to Toronto's Manhattan, Hamilton offers an enviable quality of life.

The city is often described as being the perfect size: large enough to offer a critical mass that makes a global impact, but small enough to pull together and get things done quickly.

On all fronts, from a powerful innovation ecosystem, to access to talent, to the availability of shovel-ready parcels in the city's eight business parks, Hamilton has unmatched capacity and ambition to attract, sustain and scale up businesses.

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ABOUT THE COVER



Hamilton's McMaster Innovation Park is situated to be a hub in Ontario's Life Sciences Corridor and signifies just one part of the opportunity and growth in this renowned and unique city

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Hamilton: A Global City

Business is Global and Global Businesses have it all in Hamilton, Ontario, Canada.

The city checks all the boxes: a location that delivers access to talent and key markets; multi-modal transportation options; an investment-ready mindset; and a welcoming, diverse and inclusive community.

“Hamilton has a great value proposition in what it offers to companies coming here,” said Jennifer Patterson, senior business development consultant in investment and trade for the City of Hamilton.

“We complete the circle from idea to manufacturing to transportation. No other city in our province has what we have.”

Strong Talent Pool

Hamilton has a local workforce of 400,000 people and is at the heart of Canada’s most populous labour pool. There are close to 8 million workers within a 100-km radius.

Hamilton is home to McMaster University and the Mohawk College, which together have more than 60,000 students. There are dozens more colleges and universities within a two-hour radius of the city.



Hamilton is home to McMaster University and Mohawk College which consistently add new talent to the area’s labour force of 400,000 people.

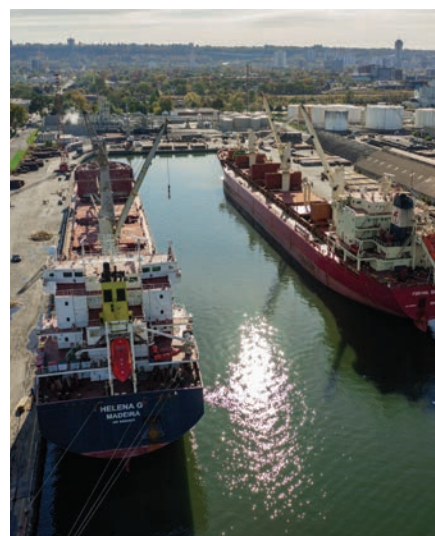
True Multi-Modal City

Hamilton is among Canada’s true multi-modal cities, offering:

- A 24/7 international airport that is the country’s busiest overnight express cargo hub and the fastest-growing airport in Canada;
- The busiest port on the Canadian side of the Great Lakes;
- An unparalleled access to highways within 60 minutes to Canada’s largest city and south to the U.S. border and;
- Excellent connectivity to both CN and CP rail lines.

“The transportation connections available to industry in Hamilton are truly second to none,” said Ian Hamilton, president and CEO of the Hamilton Oshawa Port Authority.

“Businesses locate here because they know they can get their products to market using the right mode of transportation at the right time. The flexibility to use marine, rail or highway transportation depending on their immediate needs has enormous value for supply chain efficiency.”



Hamilton is a multi-modal city.



The John C. Munro Hamilton International Airport is one of Canada’s busiest cargo airports and is a main reason why Amazon announced it will be opening a massive fulfilment centre next to the airport.

Hamilton’s Quality of Life

Hamilton has the amenities of a big city without the hassles and high prices that plague larger cities. It offers great schools and hospitals, plenty of parks and natural spaces, the most waterfalls in the world, and plenty of urban excitement.

“Hamilton has all the assets of a tier one city when it comes to culture and dining and entertainment,” said Patterson.

“You can live in a downtown condo, one of Hamilton’s small towns or on a farm. The city offers plenty of nature, alongside an authentic city scape of heritage buildings.”

Diverse and Dynamic

Hamilton is a highly diverse city that continues to grow thanks to the arrival of immigrants from all over the world.

The Hamilton Immigration Partnership Council (HIPC) seeks to create a seamless settlement experience for immigrants in Hamilton, by bringing together partners from settlement, education, business, health, social services, municipal affairs, and persons with lived immigration experience.

HIPC was established in 2009 as one of Canada’s first local immigration partnerships, a network that has now spread across the country and includes more than

75 similar local initiatives. HIPC is housed within the City of Hamilton’s Economic Development Division – a unique model – and funded by Immigration, Refugees and Citizenship Canada.

“Our pitch is simple: from attraction to integration, we’ve got you all the way,” said Sarah Wayland, senior project manager at HIPC.

HIPC is co-located with the Global Hamilton initiative, which is focused on attracting international investment, business, entrepreneurs and talent.

“Global Hamilton and HIPC have two distinct objectives – one focuses on attraction of immigrants and investments and one seeks to improve the settlement experiences and sense of belonging among newcomers – but in effect both work together to create an attractive reception for newcomers and the supports that help them succeed here.”

One initiative launched in the fall of 2020 was the Essential Immigrants campaign, a social media video series highlighting the role of immigrant professionals during COVID-19. The series features six essential workers of different professional and ethnic backgrounds, each serving Hamilton in different ways during the pandemic. The first video highlights Priscilla Clarence, a registered nurse at a Hamilton hospital who came to Canada 10 years ago as an internationally-trained professional from India.

Hamilton International Airport (HIA)

With runway and airside infrastructure capable of handling aircraft of all sizes, 24/7 unrestricted operations, six dedicated cargo sort and handling facilities, maintenance, repair and overhaul (MRO) facilities, and developable land available on and around the airport, HIA is an economic engine in Hamilton.

"Its strategic location and uncongested operations make it an attractive option for companies looking to serve the southern Ontario market," said HIA president and CEO Cathie Puckering. "As a gateway for facilitating goods movements across Canada and around the globe, the airport offers safe and secure facilities for its 24/7 operation while partnering with key cargo companies including Cargojet, DHL, UPS along with Amazon, Canada Post and Purolator."

HIA has responded to an unprecedented surge in e-commerce driven by the pandemic, along with demand for essential medical supplies and personal protective equipment (PPE). Through September, cargo activity increased 20 per cent over 2019 and cargo landings grew 10 per cent.

The airport continues to invest in strategic infrastructure projects, including a four-year rehabilitation and modernization of its airfield. DHL Express is also completing a \$110-million gateway facility that will be its largest in Canada, and KF Aerospace expanded its MRO facility at the airport to handle wide-body aircraft and to train future talent at the Mohawk College Center for Aviation Technology.

Amazon arrival

Amazon Canada announced in September that it is creating a fulfilment centre next to HIA and a 50,000-square-foot delivery station within Hamilton. The 855,000-square-foot fulfilment centre represents one of the largest local investments in terms of square footage

in the city's history. These investments in Hamilton's goods movement sector will bring more than 1,500 new jobs when the facilities are scheduled to open in 2021.

Amazon's arrival to the Airport Employment Growth District (AEGD) solidifies Hamilton's position as a North American Gateway hub for logistics, distribution and goods movement.

"We are thrilled to be the key player in bringing this investment to Hamilton," said Adam Lambros, development manager with Panattoni Development Company.

"Panattoni Development Company started developing in Hamilton because we believe in this city's growth potential, we believe in Hamilton's people and we believe in the plan for the Airport Employment Growth District."

Hamilton Oshawa Port Authority (HOPA)

2020 has been one of the biggest investment years ever by HOPA, with more than \$29 million in capital projects underway, says president and CEO Ian Hamilton.

The port is essential to Hamilton's Food and Beverage Manufacturing sector, which has grown exponentially and employs thousands across the city. It is now its second largest manufacturing sector, responsible for \$1 billion in economic activity in the region. The port's agri-food hub exports Ontario grain, mills flour, brews beer, and specializes in the handling of organic sugar.

"These companies take advantage of Hamilton's unbeatable location for reaching North American and international markets, and tap into its top-notch labour force, with the skilled people that manufacturers and industrial operators need," said Hamilton.

HOPA has new development opportunities available thanks to a massive modernization project that has made one of the oldest areas of the port now development-ready, says Hamilton. "The Westport modernization



The Port of Hamilton is part of an integrated port network managed by HOPA. The Ports offer innovative port and marine assets in Hamilton, Niagara and Oshawa, Ontario, Canada.

project invested \$35 million in new dockwalls, rail extensions and roadway infrastructure to improve service to our existing tenants, and create space to attract new ones."

Those investments are already paying off in the expansion of

tenants' warehousing and terminal facilities.

Looking ahead a couple of years, an additional 14 acres will be available for marine berthage and industrial space at the area of the Randle Reef sediment containment project.

FOREIGN TRADE ZONE

Hamilton was recently named a Foreign Trade Zone (FTZ) by the Canadian government. It is just the third such zone in Ontario and will position the region as a hub for international trade.

The designation allows for eligibility for tariff and tax exemptions on raw materials, components or finished goods. It offers a single point of access to resources and programs that relieve duties, tariffs and taxes for business and will boost trade and export opportunities for businesses.

"As a trading nation, Canada recognizes the strong connection between trade and good jobs. That is why we have designated Hamilton as the newest FTZ Point in southern Ontario as part of our commitment to strengthening this region as an international hub for global opportunity," said Mélanie Joly, Minister of Economic Development.

Being named a foreign trade zone injects more resources into concierge services, and will help businesses expand into new global markets and supply chains, says Jennifer Patterson, senior development consultant for investment and trade at the City of Hamilton.

"The announcement naming Hamilton as a Foreign Trade Zone point marks a new chapter in our city's efforts to attract foreign direct investment and expand markets for our existing businesses," said Hamilton Mayor Fred Eisenberger.

"This new designation will accelerate economic activity and enhance Hamilton's renowned reputation as a goods movement leader in Canada."

Being named an FTZ will help Hamilton companies, including more than 1,100 manufacturers, move their goods around the globe efficiently, said Norm Schleeahn, director of economic development with the City of Hamilton.



It will also solidify the city's position as a goods movement leader and key trade gateway and signals its "open to the world attitude," said Ian Hamilton, president and CEO of HOPA Ports.

Simple and proactive assistance will be crucial to businesses that are growing, he added.

"Hamilton's designation as a Foreign Trade Zone (FTZ) point brings Hamilton International Airport another step closer to realizing its vision to be recognized by the world as the best global gateway in Canada for affordable travel and goods movement," added president and CEO Cathie Puckering.

"The FTZ designation is beneficial for Hamilton International and the entire logistics and transportation sector, as it provides another tool for the City to strengthen its position as a strategic location for international trade and foreign direct investment."

The Hamilton FTZ will seamlessly link companies with a range of federal incentive programs that waive or defer duties and taxes on imported and exported goods.

For more information visit: investinhamilton.ca/ftz/



DHL Express is building a \$100-million airport logistics facility in Hamilton.

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From cardiac care to acute pediatrics, cancer care to trauma and more, our people provide the expertise that puts the heart in Hamilton's health care.



Nurses Kerry-Ann Hudson and Melanie Cook in the Juravinski Hospital and Cancer Centre operating room.

Mohawk College – Power in Partnerships

Mohawk College's partnerships with industry drive value for employers, develop a pipeline of critical talent, and grow the regional economy.

Mohawk has built partnerships with thousands of stakeholders, says president Ron McKerlie, and over the last several years, the college has been tactical and intentional about broadening and deepening its collaborations.

“Our strategic plan above all else values partnerships. They allow us to do bigger things than what we could achieve on our own.”

Every day, in a myriad of ways, Mohawk is collaboration in action through applied research, experiential learning, and workforce development.

“We are leveraging our strengths and deep expertise in our five research centres of excellence to deliver comprehensive skill sets to our partners,” said Jeff McIsaac, Dean of Applied Research.

“What I am most proud of is how we have come together as a research team to share our services and funding, and to combine our knowledge to provide the best value to our partners.”

Mohawk was No. 7 among the country's top research colleges in 2019 and second among large colleges in industry research income.

Mohawk is home to two federally funded Technology Access Centres in the mHealth and eHealth Development and Innovation Centre (MEDIC) and the Energy and Power Innovation Centre (EPIC).



MEDIC and EPIC, along with the Additive Manufacturing Innovation Centre, the Medical Technologies Innovation Centre (MTIC), and the Centre for Climate Change Management, are undertaking joint projects to benefit partners.

Those partners includes start-ups, large global powerhouses and everything in between, says Mohawk's chief operating officer Paul Armstrong.

“Collectively, what can be accomplished goes far beyond what you could ever do on your own. That's a philosophy we take very seriously and it's a message that resonates in our community. It's so worthwhile to make it a priority and invest in it as we do.”

Among Mohawk's foundational partnerships is one with McMaster University. It has been recognized by the province as the platinum standard for what a college and university can achieve together.

The partnership includes more than a dozen fully integrated programs and the joint ownership of the innovative Institute for Applied Health Sciences, home to MTIC.

The two institutions also work on a range of research collaborations, including autonomous vehicles, energy, and mobile and digital health.

“That's the key: We work together, not compete together,” McKerlie said.

“McMaster is a world-class university and we would never compete with them on that because we are a world-class college.”

The depth and breadth of the partnership between the two Hamilton post-secondary institutions is rare, says David Farrar, president of McMaster.

“The joint programs that we're providing are great for our students, and show how partners can work together to make each other better,” he said.

“Both Mohawk and McMaster are committed to moving the region forward. Individually, we have great capacity in that regard, but together we have massive power.”

Mohawk's Future Ready Premium Employer initiative applies an intentional and strategic approach to using its multilayered and longstanding partnerships as a template for building others.

“We have such successful partnerships, so we are exploring how we can allow others to benefit in the same way and grow the ranks of our premium partners. That will mean we can best fulfil our role as a pipeline of talent and employment,” said Armstrong.

Education is now demand-led, he said.

“We are working with partners to set goals, and develop programs and curriculum. We have a full understanding of what employers need and are committed to meeting them.”

The college has a crucial role in developing talent and providing access to the skills, expertise and cutting-edge facilities that support innovation, says Norm Schleeahn, director of economic development at the City of Hamilton.

A skilled workforce is top of mind for companies looking to relocate or expand their operations, says Schleeahn. The college is critical to those discussions.

“Mohawk is always ready and willing to talk about collaboration and is always there when we call on them.”

Connect at mohawkcollege.ca/employer

Hamilton is Canada's Next Boomtown

Steady Stream of Investment and Office Relocation to the Downtown Core prove Hamilton has made it.

Investors looking for the next up and coming downtown to invest in need to look no further than Hamilton, Ontario, Canada. Hamilton's core offers plenty of heritage brick-and-beam buildings, classic dense streetscapes and vibrant, yet affordable, neighbourhoods.

Over the last decade, Hamilton's downtown has attracted artists and musicians, restaurateurs and tech companies, along with developers who are converting long-neglected gems into edgy condos and offices, or building modern structures on infill sites.

Downtown residents enjoy hip eateries, art galleries, music venues, shopping and park spaces in a highly walkable urban form that is well-served by transit and bike lanes.

In a time of health concerns and increasing demand for more flexible work options, Hamilton offers the chance for companies to set up regional or satellite offices in open concept,

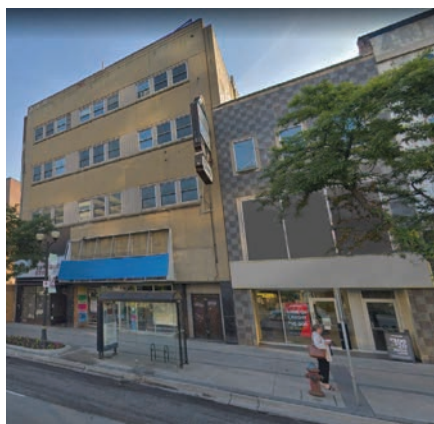
walk-up buildings in neighbourhoods with less congestion, at much lower prices than big-city office towers.

The city has been luring singles and young families for years for its diverse housing offerings, but that left many commuting into the Toronto area for work. The city, just 45 minutes from the "hub" of downtown Toronto, is the perfect location for a "spoke" office close to where talent is already living.

"Hamilton's downtown offers so much to the technology, finance, law and creative sectors in terms of brick-and-beam spaces, great restaurants and patios and a true urban vibe," said Judy Lam, Manager of Commercial Districts and Small Business for the City of Hamilton.

"Hamilton offers an alternative to Toronto that is about half the cost to lease and more low density, which is something that is demand in these times. But what's important to know is that businesses and their employees will be giving up nothing in terms of a city experience or quality of life."

Here's a snapshot of some of the great projects happening in downtown Hamilton:



Significant structural and aesthetic renovations of downtown space like 59 King Street East (shown above) appeal to financial, technology, architectural or advertising and media companies.



Innovative smart growth is attracting businesses to relocate, expand and start-up in downtown Hamilton.

62 and 64 King, St. E.

Business partners Malcolm Silver and Patrick Bermingham are gutting two adjoining buildings that face a central park in Hamilton's core to turn them into a combined 21,000 square feet of office space and ground-floor commercial.

"It will be exposed open space that will be modern and filled with light. We are creating a shell that can be adapted to whatever tenants will need," said Silver, a Toronto real estate investor undertaking his second project in Hamilton. The wall separating the two buildings is being removed and an atrium in 64 King St. E. will allow light into the other building.

Floorplates range from 3,000 to 6,000 square feet and Silver expects the space will appeal to financial and medical services firms, technology, architectural and design, or advertising and media companies.

Other projects on the historic stretch include a new glass-enclosed headquarters for property management company Effort Trust and two 30-storey towers that will form the 525-unit Cobalt Luxury Residences on King.

"The block is transforming and it will be completely different in three years. Hamilton has a great future" says Silver. "To me, it's like the Brooklyn of 10 years ago."

Core Urban

Development company Core Urban specializes in adaptive reuse of Hamilton's heritage spaces for residential, office and commercial use.

A recent conversion of two side-by-side buildings into brick and beam office space will be home to upwards of 250 workers, while a ground-floor mezzanine space featuring 18-foot ceilings and 10,000 square feet of space will be saved for a hospitality tenant, says Core Urban co-owner Steve Kulakowsky.

"It is a unique space that will make an impact. We are being patient and making sure we are working with the right people."

Demand for brick and beam-type office space remains strong and will grow in 2021, says Kulakowsky. Core Urban also has leasing opportunities in its downtown King James and Empire Times buildings that range from a few hundred square feet up to 10,000 square feet.

"In normal times, people spend so much time in an office and companies want something more interesting than drop-down ceilings and drywall walls. Companies are making decisions based on the cool spaces and amenities they want for their people."

Style Park

The four-storey, 60,000-square-foot brick structure has been home to tailors fashioning men's suits for more than a century but is finding new life as a unique office building.

"It's a beautiful building with an urban loft vibe," said Bryan Dykstra, partner in developer Blacks Point Development. It features wood floors, post-and-beam interiors, large windows that open, and a heritage-designated decorative brick façade. There is also a marble staircase that will be the centrepiece of a lobby that will replicate that of a boutique hotel.

The site is just a block away from Hamilton's key north-south corridor, James Street North, which is packed with independent restaurants, a thriving arts scene and a transit hub.

"The neighbourhood is phenomenal. It attracts creative types."

Brendan Sullivan, vice-president of commercial real estate broker CBRE, says Style Park is garnering a lot of interest

from companies large and small. The structure's open 13,000-square-foot floor plates can be configured to suit tenants' needs.

"This is an opportunity to deliver an urban environment within a heritage building at a significant discount from what you'd find in other major Canadian markets like Montreal, Toronto and Vancouver."

Housing projects

In Hamilton's downtown in the last four years, about 2,300 housing units have been approved or are breaking ground and another 9,700 units are in the pipeline.

They include a number of new-build projects underway, such as the 14-storey, 266-unit KiWi Condos, another 14-storey project nearby at 1 Jarvis that features a four-storey podium, and 24 storeys and 282 units at the Platinum Condos.



Hamilton's Style Park which boasts wood floors, post-and-beam interiors, large windows and a block from the restaurant district is a 10 minute walk from the West Harbour GO Station.



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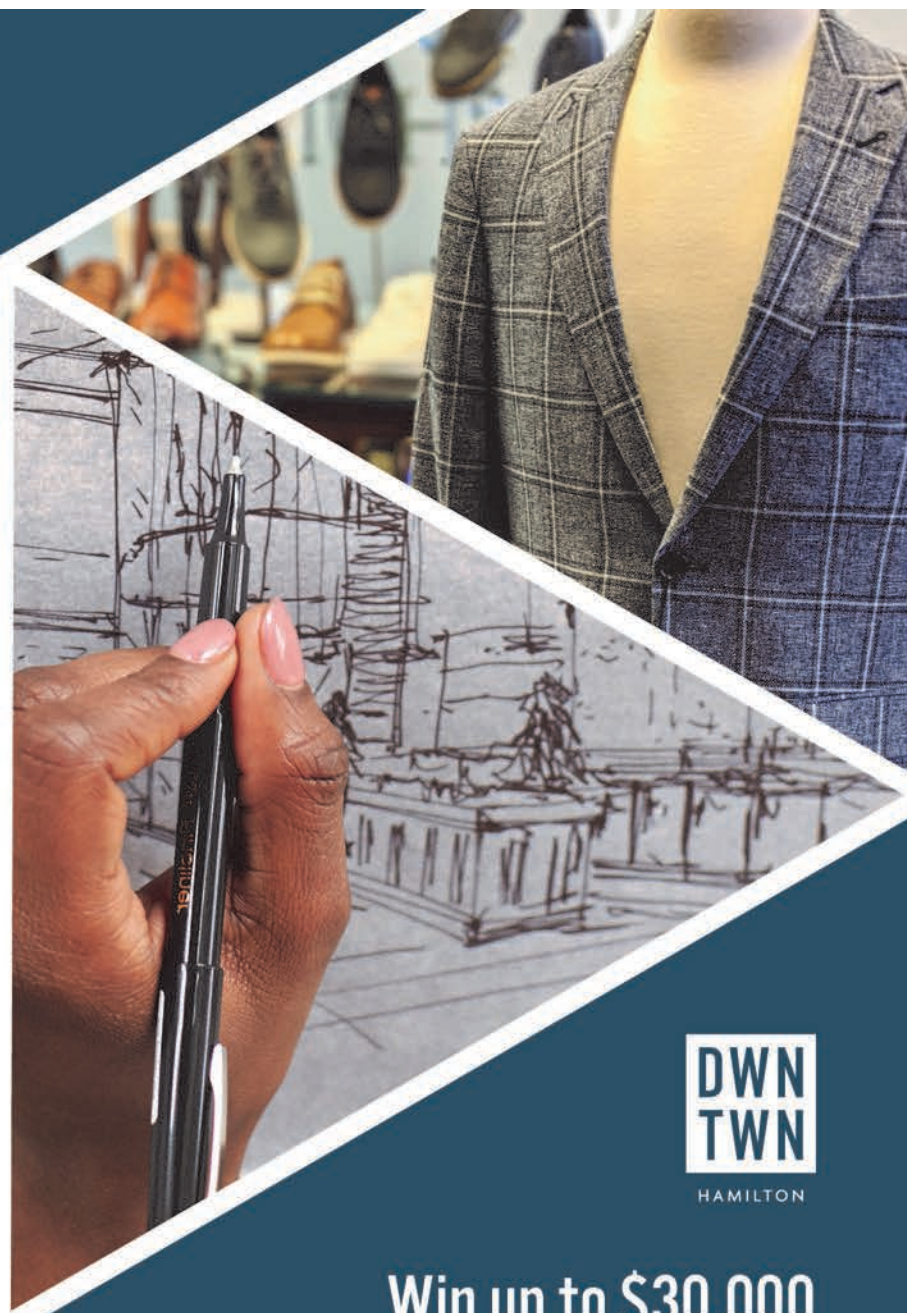
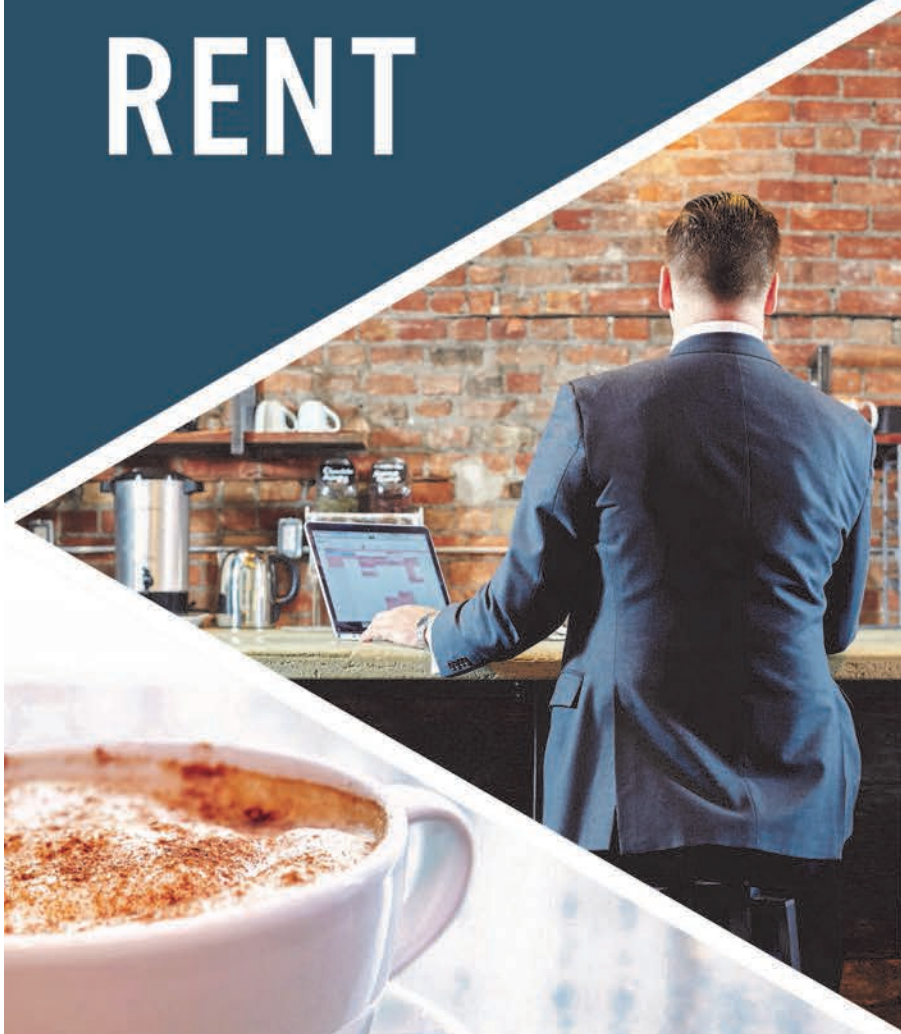
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Hamilton Tops in the Food and Beverage Industry

Sierra Expands Freezer and Cold Storage Operations

Protein food processor Sierra Supply Chain Services is investing \$80 million in a large expansion of its “cold as a service” operations in Hamilton after finding the Ontario city offers everything it needs to grow.

The company will expand its freezer and cold storage operations from 93,000

square feet to 250,000 square feet and create 100 jobs. It also plans to add 30,000 square feet of food processing space to meet growing demand from customers.

Work will commence in the next few weeks and plans call for the new facility to be open in the fall of 2021.

The Hamilton investment is in partnership with Penta Properties, a major building owner and property developer with numerous properties in Hamilton, Niagara and throughout

the Greater Toronto Area and tenants including Maple Leaf Foods, Loblaw and G.T. French.

“We have been operating in Hamilton for a number of years and this community has provided us with a great ecosystem for growth,” said Rob Vanden Broek, CEO of Sierra Supply Chain.

“Penta Properties and the City of Hamilton have afforded us available greenfield property, efficient transportation networks to move our product and a skilled workforce that is second to none.”

Sierra says its state-of-the-art facility will focus on energy efficiency, advanced warehouse management systems and offering value-added services to refrigerated food providers.

Sierra is located in the Red Hill Business Park, a 1,552-acre industrial park in the south end of Hamilton. It is at the junction of two parkways that are just minutes from major highways to Toronto and the U.S. border. The Red Hill Business Park is home to Canada’s largest commercial bakery, major life sciences employers, and international auto manufacturing distribution centres.

“The City of Hamilton is thrilled with this latest investment announcement from Sierra,” said

Norm Schleeahn, director of economic development for the City of Hamilton.

“They have been a wonderful anchor company in the Red Hill Business Park and their investment is just the latest in a growing food and beverage cluster in that area.”

This includes Grupo Bimbo (Canada Bread), Maple Leaf Foods, Fortinos head office and sausage production plant, Gala Bakery, Mama Yolanda’s Lasagna, Nikolaos Fine Foods, Zarky’s Fine Foods and Super Sausage.

“It proves that Hamilton’s food and beverage production sector is one of the strongest in Ontario,” said Schleeahn.

Sierra Supply Chain opened in August 2013 with a 93,000-square-foot warehouse and distribution centre in Hamilton and focuses on meat staging, logistics, freezing services and exporting produced goods.

Sierra provides protein solutions to clients in the food processing, food service, retail and distributions sectors, with a purpose to simplify supply chain services. The company offers product knowledge, market insight, regulatory expertise and comprehensive protein supply chain solutions to reduce the costs of production, maximize operational efficiency, and mitigate supply side risk.



Life Sciences Sector: The Future is in Hamilton

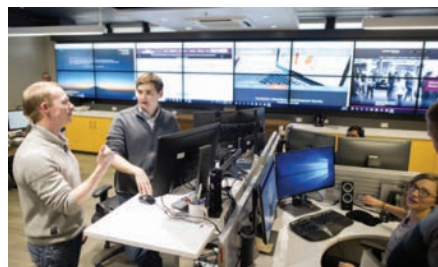
The Demand for R&D lab and workspace linked to healthcare Institutions positions Hamilton as one of Canada's Leading Hubs for Life Sciences.

Life sciences companies are finding everything they need to commercialize, seed, scale and make a global impact in Hamilton, Canada, an anchor within Ontario's powerhouse life sciences corridor.

From laboratory bench to market success, Hamilton offers the expertise, talent, funding, resources and infrastructure needed by researchers and clinicians, medical entrepreneurs, early-stage start-ups and multinational giants.

Home to Canada's most research-intensive university in McMaster University, the seventh-most research-intensive college in Mohawk College, the country's second-largest hospital network in Hamilton Health Sciences, and \$460 million in annual research, the life sciences ecosystem in Hamilton is second-to-none in Canada.

At its heart is McMaster Innovation Park (MIP), which is investing \$1.1 billion to become a life science megahub that includes at least 800,000 square feet dedicated to life science scale-ups.



MEDIC is Canada's only Technology Access Centre with a focus on digital health, healthcare standards and interoperability.

Representing the collaborative spirit, the Synapse Life Sciences Consortium brings together anchor institutions represent 40 research institutes and centres, 25,000 life sciences professionals and more than 1,500 researchers.

Synapse acts as strategic broker and a soft landing zone for businesses and innovators looking to connect with Hamilton's life science ecosystem. It facilitates, catalyzes and accelerates the commercialization of life science innovation.

"Hamilton has both the critical research expertise and the space and resources to commercialize ideas," said Alex Muggah, director of Synapse. "Not many cities have that, plus this city has the manufacturing experience to turn ideas into products. You won't find it all in one place anywhere else."

Other key players include the Canadian headquarters of medical device giant Stryker, and an advanced cargo handling centre at the John C. Munro Hamilton International Airport that includes critical cold storage needed by pharmaceutical and biomedical companies.

As well, Hamilton will soon be home to the Global Nexus for Pandemics and Biological Threats and CCRM, Canada's leader in cell and gene therapies and regenerative medicine technologies.

"There is tremendous momentum happening in the life sciences cluster," said Carolyn Reid, a business development consultant in life sciences and ICT/digital media at the City of Hamilton.

"Synapse has built an impressive and sophisticated innovation partnership that is paying real dividends in on-the-ground investment."

McMaster and Mohawk produce a ready pipeline of talent and Hamilton employers draw from a labour pool of two million within an hour's drive of the city that appreciates the enviable quality of life and affordability found in the city.



McMaster Innovation Park (MIP) is investing \$1.1 billion to become a life science megahub.

Hamilton Health Sciences

HHS is the only hospital system in Ontario that cares for all ages, from pre-birth to end-of-life across 10 sites. HHS has earned a global reputation in cardiac and stroke, cancer, palliative care and pediatrics and is consistently ranked among Canada's top research hospitals.

"The research that goes on at HHS changes lives every day," said Dr. Ted Scott, vice president research and chief innovation officer at HHS.

"Hamilton has had remarkable success, and offers all the infrastructure and resources of a life sciences leader. We are well positioned to synergize with Toronto. There are no borders when it comes to innovation and discovery."

CREATE (CentRE for dAta science and digiTal hEalth) was founded to support research and innovation at HHS through applied machine learning, artificial intelligence, software development, and predictive modelling.

"Hamilton remains at the forefront of healthcare innovation in Canada, even in the midst of the COVID-19 pandemic," said HHS president and CEO Rob MacIsaac.

"In fact, the pandemic has in many ways propelled advancements in digital and virtual technology. We're excited to be leading several unique initiatives aimed at improving quality, access, and timeliness of health care for people in Hamilton, and beyond."

St. Joseph's Healthcare

St. Joseph's Healthcare Hamilton is the centre of a health system that encompasses five cities and is one of the largest corporations in Canada dedicated to delivering care across the continuum.

The Research Institute of St. Joe's Hamilton connects lab research to clinical practice in respiratory health, mental health and addiction, biostatistics, imaging, kidney and genitourinary.

The Population Health Research Institute (PHRI)

The global impact of Hamilton is demonstrated in the Population Health Research Institute, a joint institute of McMaster and HHS that leads large-scale, international clinical trials in cardiovascular disease, diabetes, kidney and lung diseases, brain health, and cancer.

PHRI's research includes 1.5 million participants in 102 countries on six continents. Founder Dr. Salim Yusuf and PHRI's other researchers have received dozens of national and international awards.



Triumvira is developing novel T cell therapies that are safer and more efficacious than current cancer treatments.

Biomedical Engineering and Advanced Manufacturing

The Fraunhofer-McMaster Project Centre for Biomedical Engineering and Advanced Manufacturing (BEAM) is a joint venture with the Fraunhofer Institute for Cell Therapy and Immunology, a world leader in manufacturing cell therapies based in Germany.

BEAM, located at MIP, works to accelerate and commercialize new technology, including biomarkers for cancer detection, point-of-care tests for rapid diagnosis of infectious and chronic disease, and new biomaterials to aid in treatment of disease.



MEDIC

Mohawk's mHealth & eHealth Digital and Innovation Centre (MEDIC) is a one-of-kind technology centre of excellence working with global clients to design, develop and test electronic medical records systems, clinical assessment tools, and patient-facing mobile and web applications.

"Some of the challenges we've seen in healthcare and in long-term care show that the need for innovative technology and connected devices is greater than ever," said Jeff McIsaac, vice-president of research at Mohawk College. "At MEDIC, we're committed to ensuring that our community and our partners are resilient enough to adapt and respond to new and changing models of care."

Fusion Pharmaceuticals

Fusion Pharmaceuticals is developing next-generation radiopharmaceuticals as precision medicines for the treatment of cancer. It raised USD \$212.5 million in an initial public offering in June, the second-largest in Canadian biotechnology history, and attracted more than USD \$150 million in venture capital investment, achieving the largest single investment ever in a Canadian start-up.

Fusion is a direct commercialization of the work of McMaster chemistry professor Dr. John Valliant and the Centre for Probe Development and Commercialization (CPDC).

CPDC manufactures and delivers a reliable daily supply of imaging probes to clinical sites across Canada and around the world through subsidiary NuGeneris Specialty Pharmaceuticals Inc.

Bay Area Health Trust

Bay Area Health Trust is a unique partnership of HHS and McMaster that has made a number of investments in promising life sciences start-ups in Hamilton. BAHT also operates divisions that handle clinical trial logistics, health records handling and integration, real estate, health care consultation, and energy cogeneration.

Among its divisions is SteriRight, Canada's first mobile mask disinfection unit. The SteriRight process takes under a minute and uses ultraviolet light, ozone and vaporized hydrogen peroxide.

VoxNeuro

VoxNeuro, which is headquartered in Hamilton, has developed the only cognitive assessment in the world that uses objective, quantifiable neurophysiological data to evaluate cognitive brain functions. The technology, which has been documented in more than 300 peer-reviewed publications and is used at a growing number of health clinics, attracted a recent investment by BAHT.

Mariner Endosurgery

Mariner Endosurgery Inc. is a Hamilton-based company that develops and commercializes innovative computer-assisted medical devices for laparoscopic surgeries. Its flagship product LaparoGuard is a novel soft-tissue surgical navigation platform that augments visualization.

It has received FDA clearance for use in U.S. operating rooms and the technology is in a clinical trial at Hamilton Health Sciences' General Hospital. Mariner received an investment from BAHT.

Century Therapeutics Canada

Empirica Therapeutics was a start-up co-founded by McMaster professor and HHS pediatric neurosurgeon Dr. Sheila Singh in 2018 to develop immunotherapies for aggressive and treatment-resistant forms of cancer. It was acquired in June by Philadelphia-based Century Therapeutics, a leader in curative cell therapies for cancer. Now known as Century Therapeutics Canada, the new subsidiary is based at MIP.

Triumvera Immunologics

The company was co-founded in 2015 by Dr. Jonathan Bramson at McMaster University and is developing a novel platform for engineering T-cells to attack cancers. Its research is headquartered in Hamilton.

In August, the company completed a USD \$55 million financing round that was co-led by Leaps by Bayer, the impact investment unit of Bayer AG, and Northpond Ventures.

McMaster HealthLabs

The COVID-19 pandemic was the catalyst for Dr. Jack Gaudie, vice president research at St. Joseph's Healthcare, and microbiologist Dr. Marek Smieja to create McMaster HealthLabs. Scientists and doctors from McMaster, the Research Institute of St. Joseph's Hamilton and others are generating data and solutions to help businesses make evidence-based decisions that accelerate recovery.

MHL was awarded \$2.5 million from the Government of Canada to support a COVID-19 border study in partnership with Air Canada and the Greater Toronto Airports Authority (GTAA).

Disease Diagnostics and Development Group

A division of St. Joseph's Healthcare Hamilton, the Disease Diagnostics and Development Group (D3) has developed the McMaster Molecular Medium (MMM), a temperature-stable storage medium, that enables COVID-19 testing labs to increase capacity and return results faster.

Hamilton's Life Sciences Discovery and Commercialization District is Flourishing

Offering hard to find scale-up Bio-Tech lab and workspace

McMaster Innovation Park is the realization of Hamilton, Ontario's position as a life sciences powerhouse.

MIP, just like McMaster University itself, is earning an international reputation as a place of discovery, commercialization and entrepreneurship. It is the bridge between research and industry, bringing together the power of Hamilton to turn ideas into commercial realities.

"MIP is a western anchor of the life sciences corridor between Hamilton and Toronto that features MIP and McMaster University on one end and MaRS and the University of Toronto on the other," said Ty Shattuck, CEO of MIP.

It is home to the cutting-edge Biomedical Engineering and Advanced Manufacturing Centre, the McMaster Automotive Resource Centre, and CanmetMATERIALS, Canada's largest

research centre specializing in metals and materials fabrication.

The Atrium@MIP, a former office building for Westinghouse, houses more than 70 businesses, along with commercialization accelerator Innovation Factory.

Now an ambitious five to seven-year \$2.1-billion buildout of the 53-acre campus is underway that will add 1.8 million square feet of labs, offices and innovation spaces, along with hotels, a convention centre and residential units.

The Life Science MegaHub at MIP will deliver the kind of space and resources that rapidly scaling companies can't currently find in Canada, says Shattuck.

"Companies that are scaling up in Hamilton are seeing investments in the hundreds of millions and are on the cusp of being world-beaters. In the past, all of that was going to the United States because we just didn't have what they

needed. That has changed. We aim to become the Boston of the north," he said.

MIP is at the centre of the story of life sciences in Hamilton, said Alex Muggah, director of the Synapse Life Science Consortium. "It has the size and magnitude to capture national and international investment and that is putting the city on the global map."

That includes the arrival of CCRM, a leader in developing and commercializing regenerative medicine-based technologies and cell and gene therapies. CCRM is expanding its footprint from the MaRS Discovery District to partner with MIP on a biomanufacturing campus.

That signals a mind shift, says Shattuck.

"Companies aren't leaving Toronto, but expanding to Hamilton. This isn't Hamilton versus Toronto or MIP versus MaRS. It's Hamilton plus Toronto and MIP plus MaRS, and U of T plus McMaster."

Also underway is the conversion of the former Hamilton Spectator newspaper office into 300,000 square feet of offices, labs and data centre. One-third of that will be dedicated to data science.

"We know how critical data integration is to managing the pandemic, in terms of testing, tracking infection rates and isolating hotspots and transmission vectors. Bringing data experience into a biomedical centre creates tremendous synergies," said Shattuck.

A transformational project for MIP is the reimagining of a four-bay glass warehouse. An entire bay will become The Global Nexus for Pandemics and Biological Threats.

It's a reminder that MIP has what Toronto has run out of – the space needed to conduct research and scale-up production, says Karen Mossman, vice-president of research at McMaster.

"Hamilton's manufacturing capacity also means there is expertise here to build things. That is truly powerful."

Research to Prevent the Next Pandemic

COVID-19 is just the latest pandemic to expose the world's vulnerability to the threat of infectious diseases. It will not be the last.

That's why McMaster University in Hamilton, Ontario, Canada, a leader in infectious disease research and evidence-based medicine, has assembled a team that will develop the strategies to anticipate, detect, manage, and neutralize biological threats before they disrupt everyday life.

The innovative and transformational Global Nexus for Pandemics and Biological Threats is a multi-disciplinary and international network of scientists, clinicians, specialists, engineers and scholars.

More than 60 McMaster faculty, 20 institutes and centres, and 10 core supporting laboratories will participate in the Global Nexus.

"COVID has exposed the world's vulnerabilities and we need to bring expertise together in new ways," said McMaster president David Farrar. "McMaster is ready to lead that effort drawing on more than 15 years of world-class research in infectious disease and antimicrobial resistance."

Global Nexus will be a showcase for what McMaster does best: solution-based science that is focused on impact, and an approach to collaboration that crosses boundaries, breaks down silos and descends from the ivory tower.

"Our interdisciplinary spirit is in our DNA. It's what enriches our research and expands our impact," said Karen Mossman, vice-president research at McMaster.

"We have the experience of mobilizing great minds across our campus and across the networks that connect McMaster around the world. That's the scale we need to conquer these complex problems."

From finding new approaches to PPE, vaccines, and therapeutics to enhanced surveillance, and testing capacity, Global Nexus will lead in preparation for and rapid response to future emerging crises caused by bacteria, viruses and infections, says Mossman. She is a virologist who was

part of a team among the first in the world to isolate the SARS-COV2 virus that causes COVID-19.

The hub of Global Nexus will be in a state-of-the-art headquarters at McMaster Innovation Park that will be directly connected to universities, research institutes, public health agencies, industry labs, and non-profits around the world.

"This is Canada's chance to seize the moment," said Gerry Wright, scientific director of the Michael G. DeGroote Institute for Infectious Disease Research at McMaster and the inaugural lead of the Global Nexus.

"This initiative will recruit global talent, boost global health security, train graduate students, provide jobs and economic growth and make Canada a global destination for investment and innovation."

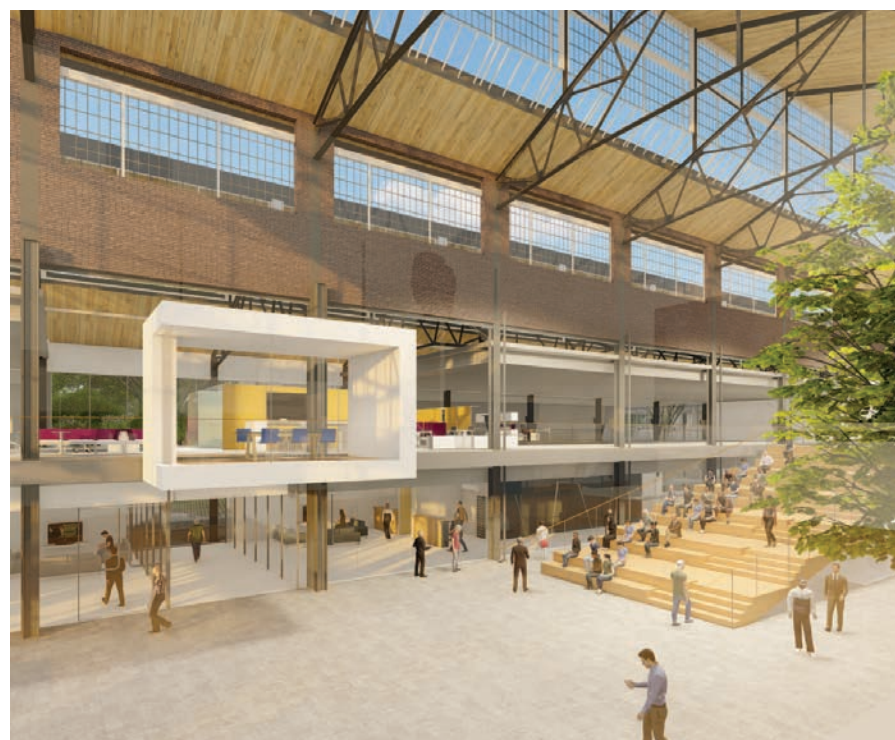
McMaster researchers have rapidly mobilized to deliver on more than 100 COVID-19 related projects, leveraging vast international networks. They have been awarded more than \$20 million in COVID-19 Rapid Research funding, representing more than a quarter of the funds allocated in the national competition.

As well, Hamilton is home to one of the strongest hospital networks in the country, is a global leader in clinical trials, and has an innovation ecosystem – centred at MIP – that bridges academia and industry to lead to the commercialization of ideas, says Mossman.

The challenges go well beyond medicine itself. How should modelling affect pandemic response? How much testing is ideal? How can new drugs be made affordable and distributed effectively? How to instil public faith in vaccines and how best to determine who should get them first?

These are questions for supply chain and logistics experts, policy-makers, mathematicians and data scientists, epidemiologists, sociologists and ethicists.

"When you bring together such an extensive network, you ensure success," said Mossman.



Discovering The New Life Sciences District In Hamilton



- LEGEND:**
- | | |
|------------------------------------|-------------------------------------|
| 1) Residential Tower | 7) Life Sciences Low Rise |
| 2) Hyatt Hotel | 8) Custom Lab (in development) |
| 3) Mixed-Use Workspace with Atrium | 9) Advanced Technology Low Rise |
| 4) Residential Tower | 10) Residential Low Rise |
| 5) Mixed Use Workspace Tower | 11) Bio-Manufacturing Campus |
| 6) Custom Lab (fully leased) | 12) Mixed Used Lab and Retail space |

Investing in Regenerative Medicines

CCRM, a global public-private partnership headquartered in Canada, is funded by the Government of Canada, the Province of Ontario, and leading academic and industry partners. It supports the development of regenerative medicines and associated enabling technologies, with a specific focus on cell and gene therapy. A network of academic researchers, leading companies, strategic investors and entrepreneurs, CCRM accelerates the translation of scientific discovery into new companies and marketable products for patients, with specialized teams, funding and infrastructure. CCRM sources and evaluates IP from around the globe, offers various consulting services, conducts development projects with partners, and establishes new companies built around strategic bundles of intellectual property. CCRM has a 40,000 square foot space dedicated to advanced cell manufacturing that includes a fully resourced process development facility and a Good Manufacturing Practices facility. CCRM is hosted by the University of Toronto and was launched in Toronto's Discovery District in June 2011. Visit us at www.ccrm.ca



The Evolution of Therapy

At Fusion, we are pushing the boundaries of science to create innovative precision medicines for cancer.

We are a clinical-stage biopharmaceutical company developing next-generation radiopharmaceuticals as precision medicines for the treatment of cancer. We have developed our Targeted Alpha Therapies, or TAT, platform together with our proprietary Fast-Clear™ linker technology to enable us to connect alpha particle emitting isotopes to antibodies and other targeting molecules in order to selectively deliver the therapies to tumors.

We believe our proprietary Fast-Clear™ linker technology is a safer approach to targeted radiopharmaceuticals. Fast-Clear™ represents a revolutionary step towards developing safe and effective new radiotherapeutics as the standard of care for the treatment of multiple tumor types.

We believe this evolution of radiopharmaceuticals holds great promise to improve the lives of patients with cancer.



New Domestic Biomanufacturing Centre Lands

CCRM and McMaster Innovation Park (MIP) Partner for the NEXT GENERATION OF MEDICAL ADVANCES

CCRM a global, public-private partnership headquartered in Canada will add its footprint to MIP. CCRM a leader in developing and commercializing regenerative medicine-based technologies and cell and gene therapies, and McMaster Innovation Park (MIP) announce they have signed a Letter of Intent (LOI) to partner in the development of a biomanufacturing campus at MIP. They will focus on regenerative medicine-based technologies and cell and gene therapies.

The agreement, which is focused on an initial CDMO facility to produce cells and viral vectors for Phase III clinical trials and commercial-scale manufacturing, represents the first phase of a long-term initiative to develop a biomanufacturing campus

at the innovation park, and thus form the western anchor of the emerging life science corridor spanning from Hamilton to Toronto.

“Our partnership with MIP is about more than building a facility,” explained Dr. Michael May, President and CEO, CCRM. “This is about building domestic manufacturing capacity within the region for the next generation of medical advances. “It was an easy decision for us to partner with McMaster Innovation Park as our visions for scaling the Ontario life sciences ecosystem are so aligned,” says Michael May PhD, President and CEO, CCRM. “The location gives us proximity to talented college and university graduates, it is a perfect location for companies to grow, and the Hamilton International Airport is ideal for logistics and supply chain support. We envision Hamilton and Toronto as

the bookends of a thriving life sciences corridor that we are excited to play a role in developing.”

Ty Shattuck, CEO of McMaster Innovation Park, commented, “The introduction of CCRM to MIP’s innovation ecosystem is in the context of MIP’s 2.1 million sq. ft. Life Sciences ‘MegaHub’. CCRM will be an anchor within the MIP, and because they will retain their research facilities within MaRS in Toronto, it will act as an ongoing and active connection between two of the most advanced life science ecosystems within Canada.” He added, “Today, entrepreneurs, leading global companies and investors in the life sciences increasingly see the Toronto-GTA-Hamilton area as a global-calibre life sciences corridor. This region has established itself as a prolific global leader in life sciences innovation and MIP plays an important and growing part in that success.”



New home to The Global Nexus for Pandemics and Biological Threats to prevent global health threats located at MIP, Hamilton Ontario Canada



Latest Addition: state of the art, customizable laboratory building designed for flexible and scalable labs

Immunotherapy: Revolutionizing Cancer Care

Triumvira Immunologics, Inc. (“Triumvira”) is an immunotherapy company with the vision of developing novel T-cell therapies that are safer and more efficacious than current cell therapy cancer treatments, including chimeric antigen receptor (CAR) and engineered T-cell receptor (TCR) therapies. Our proprietary T-cell Antigen Coupler (TAC) technology recruits the entire natural T-cell receptor and functions independent of the Major Histocompatibility Complex (MHC), potentially allowing for the development of better therapies for a broader range of patients with solid or liquid malignancies and with diseases other than cancer. With operations spanning North America, our corporate offices are in Austin, Texas, with our research facilities in Hamilton, Ontario. For more information, visit www.triumvira.com



Triumvira

Predicting Brain Health

VoxNeuro’s Cognitive Health Assessment™ is the first assessment in the world that reliably measures all core brain functions. These functions reflect mental abilities that allow us to live healthy, independent lives, like memory, concentration, and decision making. The breakthrough EEG-based neuroimaging assessment differentiates between true cognitive decline and perceived decline caused by situational factors like stress, fatigue or mood. Early adopting healthcare professionals describe it as a “true stress test for the brain’s core functions”. The results help them make informed treatment decisions with actionable data about brain health.



VOXNEURO

Partnering for Innovation

The knowledge, research infrastructure, and culture of partnerships embedded within McMaster University help companies develop the products and processes they need to compete and grow in the innovation economy.

“Industry needs expertise and McMaster has that expertise,” said Darren Lawless, assistant vice-president research, innovation and partnerships. “Across McMaster’s six faculties, our world-leading experts are working with external partners to find solutions to complex problems. And our students are eager to be involved in real-life problems, so it’s a win for everyone involved.”

McMaster researchers fully understand the pace of industry and that there is no one-size-fit-all solution, says Lawless.

“We are flexible in how we work together. We look for true partnerships. There is great opportunity that can come out of confronting problems and collaboratively finding a way to pivot around them.”

There are many examples, but two research entities—the well-established McMaster Automotive Resource Centre (MARC) and the new Centre of Excellence in Protective Equipment and Materials (CEPEM)—perfectly encapsulate the forward-thinking and nimble capacity for research innovation for which McMaster is known.

McMaster Automotive Resource Centre (MARC)

MARC is one of North America’s leading research facilities in electric and hybrid vehicles and is developing highly efficient and cost-effective electrified powertrains and components, and identifying light materials to make cars more energy efficient.

MARC partners with a number of manufacturers, including Fiat Chrysler Automobiles (FCA), Ford, General Motors and others.



Alan Callegaro, Principal Research Engineer (left) and Ali Emadi, Canada Research Chair in Transportation Electrification and Smart Mobility at the McMaster Automotive Resource Centre (MARC)

“The work at MARC is so important to the future of automobiles,” said Lawless. “Automotive companies and automotive parts manufacturers have really come to trust and rely on MARC and its resources.”

Led by Ali Emadi, the MARC team’s partnership with FCA earned the Synergy Award for Innovation from the Natural Sciences and Engineering Research Council of Canada (NSERC) in November.

“We set our goal to develop one of the world’s best university programs in the field of transportation electrification from the ground up. We started working with FCA from day one,” said Emadi, an engineering professor who holds a Canada Research Chair in Transportation Electrification and Smart Mobility.

At MARC, Emadi leads a robust research group with more than 250 graduate and undergraduate students, post-doctoral research fellows and engineers. His lab is one of the most prominent training environments in the world for new talent in automotive engineering.

Much of the transformative technologies developed through the FCA partnership can be found under the hood of the 2018 Chrysler Pacifica hybrid – Canada’s first and only hybrid minivan.

Centre of Excellence in Protective Equipment and Materials (CEPEM)

CEPEM was created in response to a call from Hamilton Health Sciences to start local manufacturing of face masks and face shields as supply chains began to collapse in March.

In just over a month, the CEPEM team of faculty and student engineers, clinicians, and industry identified suitable materials, designed prototypes and developed validation tests to gear up Canadian manufacturing of face shields and masks. Since March, more than 50 companies have worked with McMaster on PPE.

CEPEM answers the pressing need, but will also develop next-generation PPE that is safe, effective, customizable and reusable and uses the latest in composite materials and additives.

“We established the Centre to be a hub of companies interested in this area, enable a research and development program and translate those findings into products that Canadian industry would put out into the world,” said Ravi Selvaganapathy, CEPEM’s director and a

professor of mechanical and biomedical engineering.

CEPEM allowed for the rapid pivot of manufacturers answering the critical need, including:


- Hamilton-based packaging manufacturer HT Productions (Whitebird), which retooled to manufacture up to 100,000 face shields a day. The company recently received \$3.9 million in federal government funding;
- Hamilton athletic garment maker Niko Apparel Systems is now producing 20,000 hospital-grade surgical face masks a day for healthcare workers;
- Ontario automotive parts manufacturer Woodbridge Foam Corporation, which tested materials and got certification for a high-performance level 3 surgical mask that has received Health Canada approval.
- British Columbia-based start-up company Vitacore has produced the first Canadian-manufactured N95 masks.

Join Canada's Premier Life Sciences Campus

With a focus on Life Sciences, Advanced Materials and Manufacturing, and Information & Communications Technology, MIP is centrally located in the Ontario Life Sciences Corridor and within one hour from both Toronto, Ontario and Buffalo, New York



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 TALENT	Mohawk College (30,066 Students) McMaster University (31,265 Students) McMaster University Canada's most research intensive University and College (The University Impact Rankings 2019, Research Info Source 2018) Top 75 University in the World (The University Impact Rankings 2019) 3 rd in Canada for Research Hospitals – Hamilton Health Sciences (Research Info Source 2018)
 TRANSPORTATION	Maclean's 3 rd BEST Communities – Large Cities (2019) Largest and Busiest Seaport in Ontario (Port of Hamilton 2018) Largest overnight Express Cargo Airport in Canada (Hamilton International Airport) Part of extensive Regional public transit hub - GO Transit linked to local transit system Central Hub for both CN and CP rail freight
 POPULATION	Population 579,105 (Maclean's 2019) 30% growth rate for next 20 years Average age 41 Average home price \$595,593 (Jan. 2020 – listing.ca) Average rent for 2 bedroom Apt. \$1,654 (rentals.ca 2020) Median Household income: \$76,193 (Maclean's 2019)
 MIP	Home to Fusion Pharmaceuticals recipient of largest Canadian Life Sciences Series 'B' funding CanmetMATERIALS - Natural Resources Canada Canada's largest materials research facility McMaster Automotive Resource Centre (MARC) North America's largest University Based Automotive research facility
 BUSINESS CLIMATE	4 th largest number of Startup 50 Companies by City (Canadian Business) 2 nd Tech City of Opportunity in North America (CBRE 2019 Scoring of Tech Talent Report) Number one large city to buy real estate in Canada (MoneySense 2019) Unemployment rate 3.9% (City of Hamilton 2019)

ONTARIO LIFE SCIENCES CORRIDOR

- Anchors include MaRS in Toronto, "Pill Hill" in Mississauga and MIP in Hamilton
- Top 10 Life Sciences destination worldwide for foreign direct investment
- 4th largest Life Sciences hub in North America
- 2 largest hospital networks in Canada
- Over 50,000 Life Sciences work force (90,000 in Ontario)
- Over 4,000 Life Science graduates annually
- \$56.8 Billion in annual revenue

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44 FRID ST.

60,000 sq ft floor plate
14-16 ft clear height
BSL2 design
10 W psf electrical load
Delivery July 2022



191 LONGWOOD ROAD S.

22,500 sq ft floor plate,
13 ft clear height
10 W psf electrical load
50% Leased
Delivery December 2022



606 ABERDEEN AVE

This renovated 100 year old building is the new home of McMaster University's Global Nexus for Pandemics and Biological Threats.
300,000 sq ft of specialized lab space.
Now seeking EOJ for retail and amenity space.



BIO-MANUFACTURING CAMPUS

Now in design, this 300,000 sq ft custom facility is the new home to CCRM.
The facility is designed to fit CDMO providers and supplier firms.
Delivery late 2023

WWW.MIPTODAY.CA

Digital Transformation in Health Care

Heidi Chau is a psychiatrist, Julie Maranda is a physician, and Nathan Williams works in pharmaceuticals. While all three are in vastly different areas of the health care industry, they are part of a group of six health care professionals currently enrolled in DeGroote's Executive Master of Business Administration (EMBA) in Digital Transformation program. It's a trend, say the students, driven by COVID-19's disruption, which has propelled the medical field into a space of digital transformation.

"I feel we are at an important transition point with COVID where the resistance to change is being overcome by the necessity for change," says Maranda. In addition to being a physician, Maranda is the chief-of-staff and interim VP, clinical programs, at Hawkesbury General Hospital in Hawkesbury, an eastern Ontario town of 10,000. "Innovative ideas are finally getting considered in an industry that is traditionally very slow to evolve. [When I was considering schools], the digital transformation specialization gave DeGroote an edge because it broke out of the silos of specialty streams, instead of bringing us all into the future together."

Similarly, Chau primarily consults with family physicians and is the Edmonton Early Psychosis Intervention Clinic's physician lead. She says COVID has pushed the pace of innovation in the mental health care space in various ways. For example, prior to the pandemic, many mental health providers in Alberta were not using telepsychiatry or consulting via video.

"I've been able to do virtual consults, which has allowed me to reach patients who otherwise would not have access to a psychiatrist," Chau says. "Now, I'm hoping to push the boundaries even further. The timing is ripe for disruption in the medical field. Those of us choosing to learn about digital transformation are choosing to lead and innovate."

Williams' industry, meanwhile, has seen a constant inflow of new digital technologies. He, however, says in his experience, they have always been reactive.

As a cardiovascular specialty representative for pharmaceutical company Sanofi, Williams' key account sales role often requires him to meet with physicians. During COVID-19's lockdowns, that ability stopped overnight, forcing Williams to use digital platforms to reach his clients.

"The sudden and direct change in how our business is run and the impacts the pandemic will have is going to continue for long after a vaccine is available, and I wanted to be on the leading edge of the digital transformation," he says. "The ability to immerse ourselves and be equipped to lead our digital transformation was the opportunity I was looking for."

DeGroote's program is the world's first EMBA to concentrate on teaching



Julie Maranda



Heidi Chau



students how to manage digital systems and how to use those systems to make data-driven decisions, lead complex and diverse teams in digital environments, and recruit exciting new talent. While most of the program is facilitated online, students attend four residential modules to learn from faculty instructors in the classroom and industry experts onsite.

"The EMBA is as much about content and curriculum as it is about the people and the connections you make," says Chau, who started the program in July with her peers. "My classmates have inspired me to think outside the box, ask new questions, and consider new possibilities. The curriculum focused on digital transformation will give me the necessary skills to turn possibility into reality."

Adds Williams, "In just over three months, I have already gained invaluable tools to be able to bring back the learnings

into my organization. The biggest benefit is the sharing environment fostered by the school. There is such a broad array of business professionals from all different backgrounds, and it is fantastic to be able to learn from each other just as much as from the faculty."

All three professionals have different career goals around digital transformation. Still, they say that the EMBA's holistic approach to the subject matter will greatly benefit them. Chau says that given the heightened awareness of, and renewed interest in, mental health due to COVID, it is ideal for exploring new models of care. Her goal is to leverage technology to ensure she can match the right intervention, with the right person, at the right time. Williams is looking to advance his sales career. And Maranda hopes to use her learnings to help transform health care delivery in line with the quadruple aim — better outcomes, lower costs, improved clinician experience, and improved patient experience.

"The industry is so diverse, and the needs are many, but one constant is that there is a need for change across all spectrums," says Williams. "I believe the skills learned at DeGroote will aid in these changes, whether you are an industry-based professional or a medical practitioner."



Nathan Williams

MBA

MBA with Co-op

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Investment Opportunities Span Hamilton

City open for business and provides a suite of services to assist the investment community.

Hamilton, Ontario, Canada is ideally located in the midst of Canada's most populous region and is a multi-modal gateway to key North American markets. It is a powerhouse in advanced manufacturing, agri-food, life sciences and transportation and logistics and among Canada's most diversified economies.

What's more, Hamilton offers the full scope of shovel-ready land development opportunities that can drive immediate value for investors and tenants.

"From industrial redevelopments on our Great Lake harbour to shovel-ready parcels in our thriving business parks, and from downtown brick and beam heritage buildings to new builds alongside our 24-hour international airport, investors



McMaster Innovation Park is constructing over 800,000 square feet of custom, scalable wet lab space with the amenities life science companies need to grow.

HOPA's world-class port is part of an intermodal system that includes the John C. Munro Hamilton International Airport, CP and CN railways and a mass roadway system linking Hamilton to Toronto and two U.S border entry points. Hamilton is a global city.

will find development opportunities in Hamilton to suit any need," said Norm Schleeahn, Director of Economic Development with the City of Hamilton.

With a suite of financial incentives, access to a labour pool of over 2 million, and one of the fastest growing tech scenes in Canada, Hamilton is investment ready.

McMaster Innovation Park (MIP)

Is a thriving 53-acre campus for innovation, commercialization and entrepreneurship with a strong focus on life sciences, advanced manufacturing

and data and technology. MIP will add 1.8 million square feet of commercial laboratories and offices, residences, hotel, convention and amenity space in new builds and adaptive reuse of manufacturing space in the next five to seven years.

MIP is a western hub for an innovation corridor that is anchored by MaRS in Toronto.

"Our purpose is to be a bridge; to take brilliant ideas and transform them into impactful business realities," said Ty Shattuck, CEO of MIP. The park is focused on developing the space and resources that will allow homegrown and international medium-sized companies to grow.

Airport Employment Growth District (AEGD)

Hamilton International Airport, Canada's busiest overnight express cargo hub and the fastest-growing airport in North America, anchors the AEGD that is home to major players in e-commerce, logistics and distribution.

Amazon Canada is building a 855,000-square-foot fulfilment centre within the AEGD, along with a 50,000-square-foot delivery station on the eastern side of Hamilton. These investments will bring more than 1,500 new jobs and solidifies Hamilton's position as a gateway city.

The AEGD Industrial Park is a planned development area of 551 net developable hectares of employment land per the Secondary Plan. Current developments range from 45,000 square feet to approximately 1,000,000 square feet with pre-leasing options available.

Bayfront

Hamilton is blessed with 3,700 acres of mixed industrial lands on the shore of Hamilton Harbour that has been the foundation of the city's economic and cultural legacy for decades. It was here that Hamilton grew its reputation as one of Canada's major manufacturing centres.

Today, manufacturing is still very alive here and the City of Hamilton is building a strategy to guide future improvements, investments and redevelopment over the short and long terms.

HOPA Ports

As an integrated port network, the Hamilton Oshawa Port Authority (HOPA) offers innovative port and marine assets in Hamilton, Niagara and Oshawa that support Great Lake industries and facilitate trade.

The Port of Hamilton is the largest port in Ontario and the western marine gateway to the Greater Toronto-Hamilton Area (GTHA). It is a crucial link in the delivery of Ontario crops and finished goods to global markets, and essential to bringing in imports for agriculture, steelmaking, automotive and construction. In just the last decade, port users have invested more than \$300 million and jobs have grown 30 per cent. HOPA is now making huge investments that are driving more expansion and opening more land to develop.

The Port of Hamilton offers the ability to ship by vessel directly to any port in the world. The port is served by two railways, and has direct access to major highways.

"The transportation connections available to industry in Hamilton are truly second to none," said Ian Hamilton, president and CEO of HOPA Ports.

"Businesses locate here because they know they can get their products to market using the right mode of transportation at the right time. The flexibility to use marine, rail or highway transportation depending on their immediate needs has enormous value for supply chain efficiency."



Panattoni's 50 Aeropark Boulevard property is strategically located in Hamilton's Airport Employment Growth District.



A rendering of potential users that could be accommodated on the well serviced Stelco lands.

Stelco lands

Phase 1 of the redevelopment of lands declared surplus by steelmaker Stelco is an 80-acre parcel that will be home to 3.5 million square feet of industrial space. The total footprint will eventually accommodate 8.5 million square feet.

An industrial business park will be well served by the road network, nearby highway and port access and the largest privately owned rail network in Canada on the site.

The one-of-a-kind site will feature plenty of green and landscaped space but preserve the industrial artifacts found on the property, including massive gears and factory equipment.

"This won't be a typical white-box industrial centre," said Peter McAlister, chief development and operations manager at Stelco. "We want this site to represent what it once was."

The land is zoned by the province as a significant employment zone, which protects its industrial status. The property will be ideally suited to logistics, prestige industrial, film studios, advanced manufacturing, and marine distribution, says McAlister.

All of the amenities come at a leasing rate of \$8 or \$9 a square foot, compared to rates in the mid-teens in the parts of the GTA that have any industrial space available, says McAlister.

Business parks

Hamilton boasts eight business parks in every area of the city that offer a range of shovel-ready opportunities for investors in any sector, from heavy manufacturing to food production, and from life sciences to goods distribution.

"The interest levels in our business parks is extremely strong," said Schleeahn.

"What Hamilton offers is a large cost advantage over the GTA along with the large parcels of land that are very difficult to find anywhere east of the city."

The 1,552-acre Red Hill Business Park is home to Canada's largest commercial bakery in Canada Bread, a huge Maple Leaf processing plant, the eastern hub for Navistar's truck parts distribution business, water membrane manufacturer Fibracast Inc., and steel construction company Walters Group.

Two new Fortune 500 companies call the 95-acre iConnect Business Park home: medical device giant Stryker Canada, global aerospace and defense technology innovator L3 Harris. iConnect is a unique mixed-use development that features more than 100 retailers and up to 1.5 million square feet of industrial and office space to accommodate nearly 3,000 employees.

Hamilton Health Sciences physician leads deal to expand brain cancer research in Canada

By Lise Diebel

The path of least resistance isn't one travelled by Dr. Sheila Singh.

"My mother always told me that I never took the easy way," said Singh, a pediatric neurosurgeon at Hamilton Health Sciences (HHS) and a leading researcher into glioblastoma –an aggressive, incurable type of brain cancer that can affect people of any age.

It's the same cancer that Tragically Hip frontman Gord Downie died from two years ago. Less than five percent of people diagnosed with glioblastoma, also called GBM, live past five years and most will die within two years.

Singh praised the late singer for being so open about his diagnosis with his fans.

"He did a huge service to our research by letting people know that GBM is currently incurable and by promoting the need for more investment into research," said Singh.

"That's even more reason to fight this cancer."

Never one to shy away from a challenge, Singh chose to research GBM because she wanted to improve the quality of life for people diagnosed with this disease. As well as having a high mortality rate, GBM also robs people of their ability to speak, move and think clearly.

"That's even more reason to fight this cancer," said Singh, who led a multi-institutional, multi-disciplinary research program with funding provided by the Terry Fox Research Institute.

Founding a research company

"There's a desperate, unmet need with GBM."

Her team was making new, cutting-edge discoveries into GBM, and wanted to extend their work into finding new therapies. This motivated Singh to co-found Hamilton-based Empirica Therapeutics in partnership with University of Toronto's Dr. Jason Moffat.

"There's a desperate, unmet need with GBM," said Singh. "All of the current therapies are based on old biological targets, and here we were uncovering all of these new biological targets that carry a lot of promise and hope."

But research requires funding, and convincing companies to invest in

difficult-to-treat cancers like GBM is challenging because the mortality rate is so high.

"Unfortunately, there are currently few happy endings with this cancer," said Singh. "It's not an easy win for companies looking to invest in cancer treatment."

Even so, Empirica's work caught the attention of American-based Century Therapeutics, an early-stage biotech company with the financial muscle to invest. Last year, Century got up and running with a \$250 million investment from life science company Bayer and Versant Ventures, a healthcare venture capital firm.

"Century was impressed with our research and discoveries, and offered us the opportunity to be part of their company and help grow Century Therapeutics in Canada," said Singh.

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Keeping the science in Canada

In June, Century acquired Empirica, with Century bringing expertise in immunotherapy to the table and Empirica bringing the expertise in GBM and new technologies. The subsidiary – Century Therapeutics Canada — will be based at the McMaster Innovation Park. Singh and the Century Canada team are currently looking into leasing space there.

“I’m proud that we were able to attract this gold-star American company with an incredible amount of investment in developing new immunotherapies for cancer,” said Singh. “And the fact that this investment is happening in Canada is even better because we’re keeping the science here.”

Excellent news

Dr. Ted Scott, vice president of research and chief innovation officer for HHS, called the creation of Century

Therapeutics Canada great news for research and for patients.

“Through this innovative partnership, we will continue to attract the best and brightest researchers to Hamilton to deal with one of the most difficult, complex cancers and improve the quality of life for people who are affected,” said Scott. “It’s another example of HHS talent leading the way in transforming healthcare through innovative partnerships and solutions.”

Innovative partnership

Moving forward, Singh and her team are focusing on treatments to slow down GBM in order to buy time for patients and find a combination of therapies to treat the cancer.

“You have to play the long game in this kind of research.”

“It’s very unlikely that a cancer as complicated as GBM is going to be cured by a single therapy directed against a single target,” said Singh. “In all likelihood it’s going to be a combination of therapies



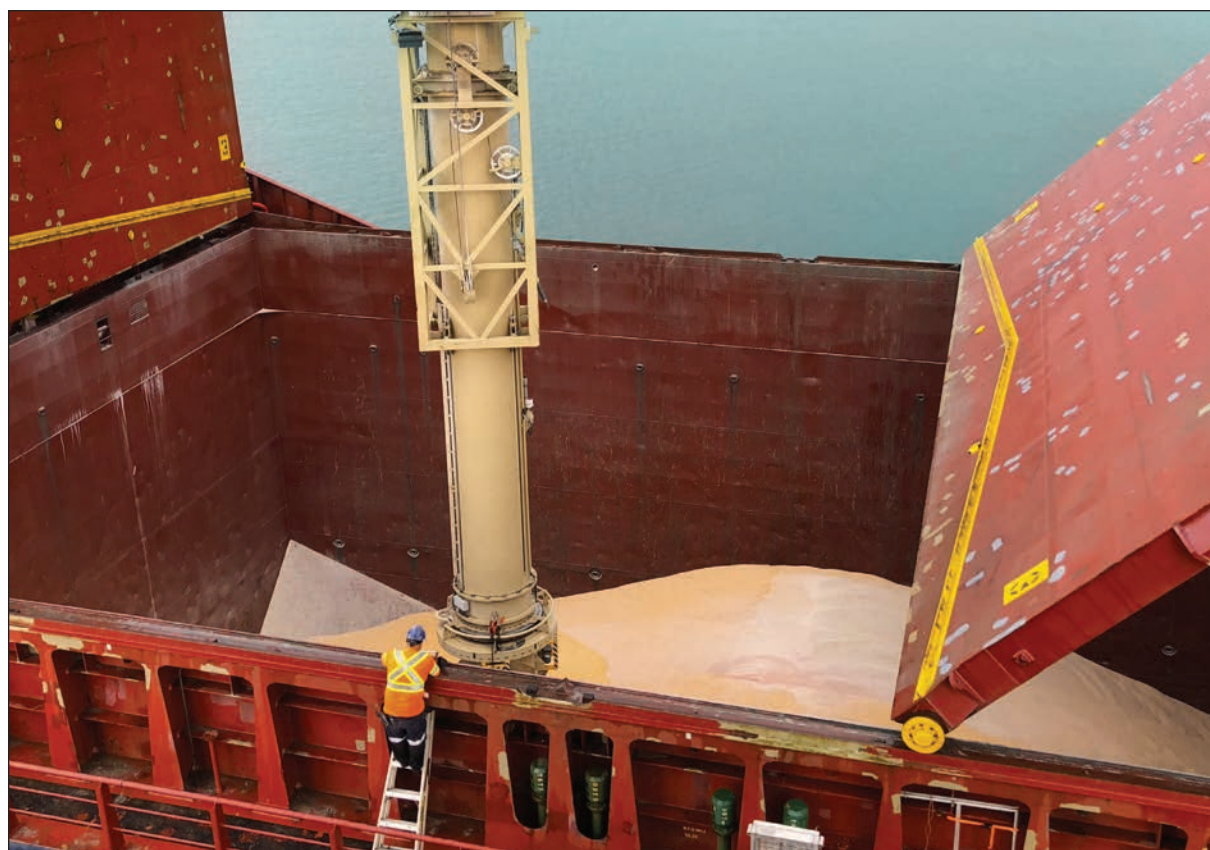
Dr. Sheila Singh

that will end up curing a cancer that’s this heterogeneous and complex.”

Goals include getting two to three products into clinical trials over the next five years. The focus will be on GBM but the team also has a secondary program studying brain metastases, when cancer cells spread from their original site elsewhere in

the body to the brain. These cancers are 10 times more common than GBM, and one of the major causes of fatality in cancer. They are also considered untreatable.

“You have to play the long game in this kind of research,” said Singh. “That’s why investment is so important, and why we are so excited with this new partnership.”



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Hamilton's Triple Play: Talent, Innovation & Manufacturing

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When it comes to innovation, Hamilton, Ontario, Canada takes things to a whole new level.

Home to both McMaster University and Mohawk College, both renowned for their research capabilities, along with the power and prestige of McMaster Innovation Park and technology catalyst Innovation Factory, the city has all the pieces to drive ideas.

That is happening a myriad of fronts, including advanced manufacturing, electric and autonomous vehicles, artificial intelligence, data science, aerospace, and materials.

The city is a powerful cluster of innovation, but one thing sets it apart



An educated workforce helped Hamilton to be named one of the Top7 Intelligent Communities in the World in 2020

from all the others: Hamilton has the manufacturing experience, expertise and capacity to actually build the products that come from great ideas, and the transportation and logistics infrastructure to get those products to global markets.

"We have all the pieces to make a global impact on so many fronts," said Karen Mossman, vice-president of research at McMaster University. The university prioritizes experiential learning for students, along with nurturing

entrepreneurism, all with the aim of tackling real-world problems.

McMaster also fosters cross-campus collaborations that bring together engineers, health and physical scientists, and experts in the humanities, social sciences and business.

The ecosystem of innovation in Hamilton is second to none, says Jennifer Patterson, senior business development consultant for investment and trade at the City of Hamilton.

"The big players have a pull-together attitude. They work together, collaborate and gather around the table and make things happen."

For Jeff McIsaac, dean of applied research at Mohawk, the college drives value by using advanced technology and sector expertise to help small and medium companies solve challenges and grow faster and smarter. Mohawk is home to five research centres of excellence in digital health, energy and power, additive manufacturing, medical technology and sustainability, along with specialized expertise in cybersecurity, drones, augmented and virtual reality, big data, and industrial internet of things.

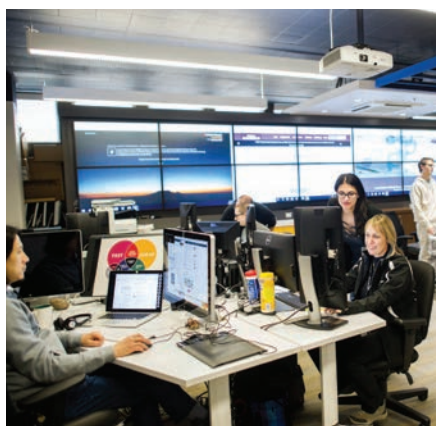
"Mohawk's expertise takes away risk, helps build capacity, and allows companies to commercialize new solutions for a global market. We are keeping industry at the forefront of technology."

Intelligent Community

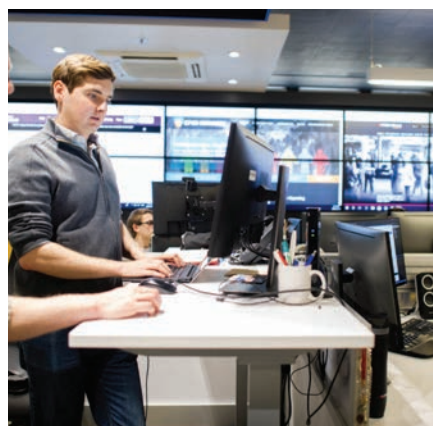
For the second time, Hamilton was named one of the Top7 Intelligent Communities in the World in 2020 by the Intelligent Community Forum (ICF).

"This is more evidence of Hamilton's social and economic transformation in a way that is making us an example to the world," said Hamilton Mayor Fred Eisenberger. "Hamilton's approach to workforce development, innovation, and digital inclusion, as well as our proven excellence in advanced manufacturing and research, means we are charting new paths to lasting prosperity for our people, businesses, and institutions."

Innovation was one of six measures that also included connectivity, knowledge workforce, digital inclusion, community education and engagement, and sustainability.



Graduates from McMaster University and Mohawk College are staying to work in Hamilton's thriving job market and prosperous start-up atmosphere.



TOP7

INTELLIGENT COMMUNITIES OF THE YEAR

Autonomous and Electric Vehicles

The McMaster Automotive Resource Centre is one of Canada's leading research facilities in electric and hybrid vehicles, where researchers are developing advanced and efficient powertrains and components, and identifying light materials to make cars more fuel efficient.

The Centre for Integrated Transportation and Mobility is a division of Innovation Factory and one of six key centres exploring connected and autonomous vehicles and integrated mobility in Ontario.

The goal is to enable Ontario-based small and medium-sized enterprises to develop, prototype, and validate new technologies, access specialized equipment, and obtain business and technical advice in the autonomous and connected vehicle sector.

Canada's Advanced Manufacturing Supercluster

It's entirely appropriate that the agency leading the Canadian government's advanced manufacturing innovation supercluster initiative be headquartered in

Hamilton, the heart of manufacturing in the country.

Next Generation Manufacturing Canada (NGen) works to strengthen collaboration among its membership of more than 2,800 manufacturers, technology companies, innovation centres, and researchers, and provides funding and business support to industry-led initiatives that aim to develop, apply, or scale-up transformative manufacturing solutions in Canada for commercialization in global markets.

NGen has leveraged its \$124 million investment and \$230 million in industry funding into 60 projects, 200 intellectual property opportunities, close to 1,000 jobs, and four spinoff companies.

CanMetMATERIALS

Canada's largest research centre dedicated to fabricating, processing, and evaluating metals and materials, the federally funded CanMetMATERIALS, is located at McMaster Innovation Park.

Its facility includes specialized labs in casting, forming, corrosion, materials testing and design to support industry innovation in transportation, construction; clean energy production; pipelines; and emerging and defence materials.

BROADBAND BOOSTS BUSINESS

Its high level of connectivity and enviable broadband speeds were among the reasons Hamilton was named one of the world's Top7 Intelligent Communities in 2020.

"Hamilton is at the apex of the Toronto-Buffalo-Detroit corridor so there is a lot of high-quality fibre infrastructure that transports through the city," said Rob McCann, founder of Clearcable Networks and the president of the Hamilton Technology Centre.

"The carriers that transit services through the city service the very largest customers, and provide direct connectivity to other major cities, while smaller entities are well served by a large number of great service providers."

Hamilton has always pioneered on connectivity, starting with Mountain Cablevision, which was one of the first to provide underground cable, continuing with one of the earliest internet providers in NetAccess, and then with the city's early investment in fibre that lives on in the municipally owned HCE Telecom.

McCann says Hamilton offers everything his company, which builds broadband networks for municipalities across Canada, needs to do business.

"Broadband infrastructure really does converge here. That has driven so much innovation over the decades."

TECH HUB HOT SPOT

Edgy brick-and-beam buildings being converted into modern office space are attracting a growing number of tech companies to Hamilton's downtown.

That includes rapidly growing digital marketing and media company Operatic Agency, which searched for two years for the perfect location, as it outgrew space in another heritage building in Hamilton's downtown and in Burlington. The company was thrilled that its existing Hamilton landlord, Core Urban, was undertaking another redevelopment of a heritage building with more space.

Its new home features 14-foot ceilings and huge windows and there is even an auditorium-style space at the rear that will host social functions in the future, says Spencer Russell, senior director of business operations. The open concept allows the company's staff to physically distance, too.

"Usually, you'd think you'd only be able to find cool brick and beam space like this in Toronto. But it's here in Hamilton where there is an affordable lifestyle. You can have a backyard for your kids or your dog five minutes from work."

Russell says the neighbourhood is a selling point to talent.

"It's really buzzing and we are right in the middle of it. We have great restaurants nearby, a beautiful park across the street, an amazing rooftop

patio. We couldn't be happier where we are," said Russell.

Q4 Inc. is just as thrilled.

The company, which helps global companies manage investor relationships, recently opened its fourth office, with Hamilton joining the likes of Toronto, New York City, and London.

Q4 works with 2,300 clients, including Apple, Nike, McDonalds and Visa, and is growing rapidly. It will soon have 150 employees working from its Hamilton location.

The access to a pool of talent across the entire west end of the GTA, along with "game-changing" downtown economic investment, housing affordability, cool architecture, and an urban lifestyle, convinced the company Hamilton was the place to be, says Dorothy Arturi, Q4's chief people officer.

"We are finding exceptional talent in the Hamilton market and a number of our employees have moved to Hamilton after we opened our office because of the quality of life."

The city is on the forefront of becoming the next tech hub, she says, with its proximity to Toronto being a key advantage.

"It makes all the sense in the world to come to Hamilton. We hope that other companies will join us here."

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Helping Our Community Grow with World-Class Legal Solutions.

“I am of the opinion that my life belongs to the whole community and as long as I live, it is my privilege to do for it whatever I can.” For Gowling WLG’s team in Hamilton, these words – famously spoken by George Bernard Shaw – accurately reflect how we’ve come to understand our role in the city where we live and work.

Indeed, in times of opportunity and in times of struggle (including this difficult past year), our team has endeavoured to play a larger part in the success of our community. This, of course, means continuing to deliver the high quality of service that our clients expect and deserve from us. But it also requires going further by harnessing our local connections and global platform to give clients rare opportunities they may not have found otherwise.

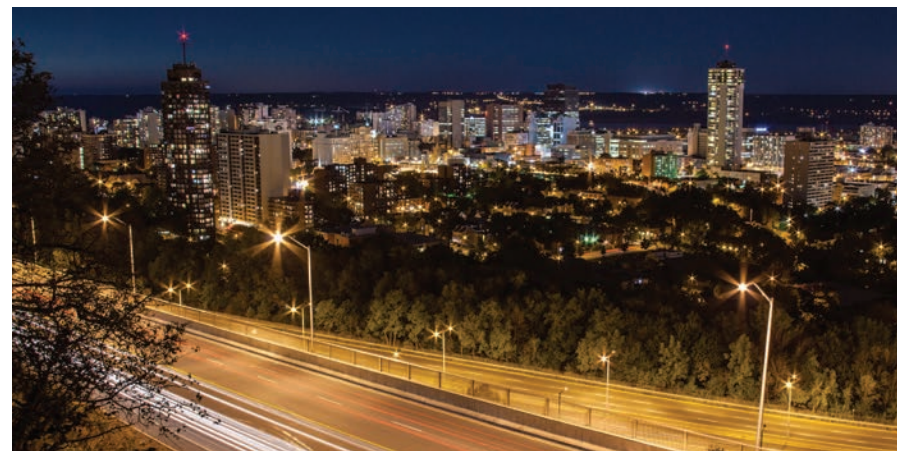
For years, Hamilton has remained one of Canada’s best-kept secrets – a hidden market teeming with energy, ideas, and culture. Now, as the world comes to appreciate our city for the global innovation hub and regional tourist destination it is, we continue to explore creative new ways to give our clients and neighbours the best chance at success. The potential of such a “community first” approach, as evidenced in the examples below, is virtually limitless.

From the research lab to the global market. When Dr. Ali Emadi joined the McMaster Automotive Resource Centre at McMaster Innovation Park (MIP) in 2011, he was determined to revolutionize the electric motor vehicle market. The result was the development of groundbreaking switched-reluctance motor technology, designed without the use of rare earth metals – a more efficient electric motor that can be readily manufactured at a fraction of the cost of competing technologies.

Dr. Emadi and his colleagues soon enlisted the support of Sacha Babic, who leads our office’s corporate commercial practice, to help take this technology to market under the moniker Enedym Inc. With the support of our team, Enedym is today one of the most prominent advanced technology ventures residing at MIP and primed for even greater success as a global leader in the field of switched-reluctance motor technology.

Our team was grateful for the opportunity to leverage our global platform and local connections in contributing to Enedym’s exponential growth to date.

Putting Hamilton at centre stage. The Hamilton Urban Precinct Entertainment Group, a private sector consortium, is ready to embark on a landmark \$400M+ revitalization project, which will see the modernizing of the City of Hamilton’s major entertainment facilities and the development of much-needed



residential, commercial and mixed-use properties.

The plan lays the foundation for a world-class entertainment hub right in the heart of downtown, one guaranteed to drive tourism and boost the city’s reputation as a premier sports and cultural centre.

Pamela Green, who heads our commercial real estate & lending practices in Hamilton, played an integral role in bringing both the private sector consortium and the initial proposal to life, harnessing her broad networks and deep sector knowledge.

Not losing sight of the bigger picture for our community, she is working closely with the consortium to further the plan in a way that will increase affordable housing and employment opportunities, helping Hamilton attract new investment and fueling its ongoing commercial renaissance across multiple fronts.

Linking local possibilities to global opportunities. In 2014, Hamilton startup Greenlid developed a bio-based, leak-proof formulation for a biodegradable mosquito trap, which earned them a winning spot in a local competition for entrepreneurs.

One of their prizes for winning the competition was in-kind legal services from our team. Susan Tandan, who leads our IP team in Hamilton – along with her colleagues in our IP and corporate practices – met with the creators of the startup company (now called Autom River Inc.) to discuss the challenges and opportunities they faced as a young company.

In due course, our team helped Autom River Inc. find its corporate footing and develop a robust global IP portfolio, which protects its inventions and brand across six continents.

Autom River Inc. now offers a number of environmentally friendly products worldwide – including their mosquito trap, which aids in the reduction of disease-carrying mosquito populations.

As Hamilton’s economy continues to expand and diversify, we look forward to finding new ways to help our community thrive. Whether it be assisting startups with thorny IP issues as they scale, or accelerating our city’s growth with sophisticated real estate solutions, it remains our “privilege to do whatever we can.”

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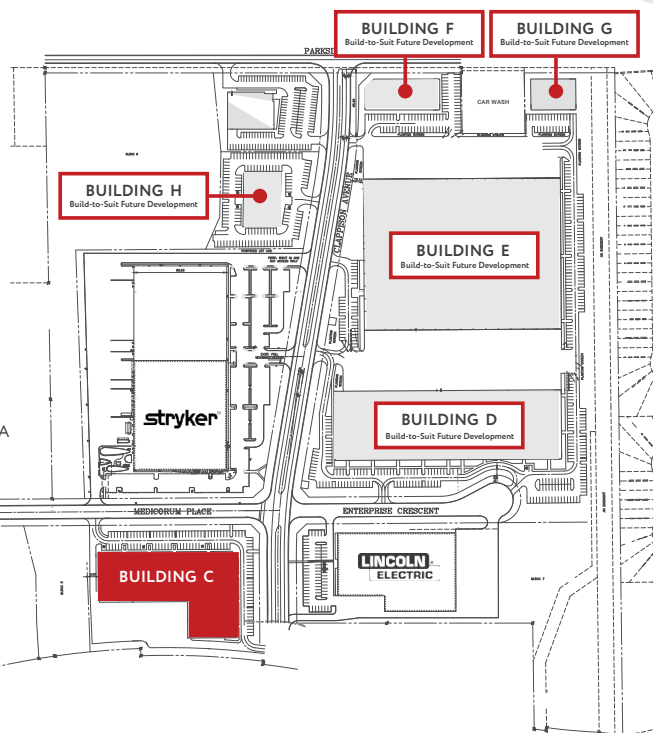
Building B Phase 2
400 Clappison Avenue
Office Space For Lease
Suites From 3,800 SF to 70,891 SF



Building C
500 Clappison Avenue
Industrial Space For Lease
Suites From 12,000 SF to 80,000 SF
Rents Include 5% office Space
Clear Height of 32 FT.



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Build-to-suit options
Up to 300,000 SF
Prime Business location connecting to GTA
Highway access



3 MINUTES
HWY 403/GEW
TO OAKVILLE



20 MINUTES
HWY 6/401
TO GUELPH



20 MINUTES
TO HAMILTON
AIRPORT



30 MINUTES
TO PEARSON
AIRPORT



30 MINUTES
HWY 401/8 TO
CAMBRIDGE & KITCHENER



45 MINUTES
TO U.S. BORDER
AT LEWISTON



50 MINUTES
HWY 403/401 TO
WOODSTOCK





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