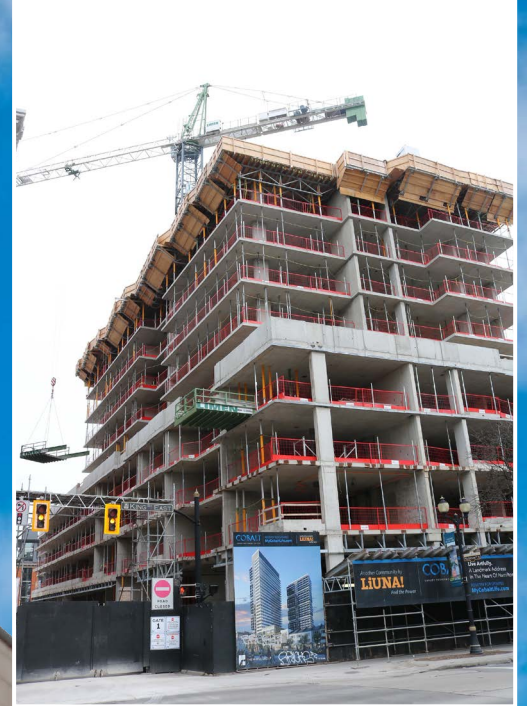


2021 HIGHLIGHTS

INVEST IN HAMILTON



SUCCESS CONTINUES

Mayor's Message



Mayor
Fred Eisenberger

In 2021, Hamilton, like so many communities across the globe, continued to experience challenges from the COVID-19 pandemic. Yet, 2021 also demonstrated how Hamilton remained resilient in the face of adversity. Compared to 2020 totals, employment in Hamilton grew by more than 6% in 2021.

This growth is due in no small part to Hamilton issuing more than \$2 Billion worth of building permits in 2021, a historic high and even more impressive as it occurred in the middle of a global pandemic. Hamilton's John C. Munro Hamilton International Airport- the busiest overnight express cargo airport in Canada was home to the first COVID-19 vaccines to land in Canada.

Our researchers at McMaster University remain integral to the science behind combating the Covid-19 virus and our industries learned to adapt and pivot their product lines to keep Canadians safe. As well, Hamilton's film scene continued its exponential growth. With a variety of in-demand locations, provincial tax incentives, and local businesses and talent, Hamilton truly is the "it" place for filmmakers. In all, despite the many negatives of this pandemic, Hamilton's business and institutional community proved that this city still has a very significant impact on the national economy.

There were also two significant transportation announcements in 2021 that enhanced Hamilton's reputation as a great office space destination.

First, the announcement of Hamilton receiving all-day, hourly GO train service which links us by rail to the entire Greater Toronto Area. The second, a \$3.4 Billion commitment to the building of a 14-kilometre Light Rail Transit (LRT) system which will rejuvenate the lower city of Hamilton and improve transportation city-wide while creating thousands of jobs.

The pages that follow will offer more insights into these and other projects that made 2021 a remarkable year for the City of Hamilton. From large employers like L3 Harris, Amazon, and DHL, to the small businesses that connected with our Hamilton Business Centre, 2021 has truly been a year of remarkable achievements in the face of adversity.

Record number of building permits

\$2 BILLION

Message from the Director



Norm Schleeahn
Director,
Economic Development

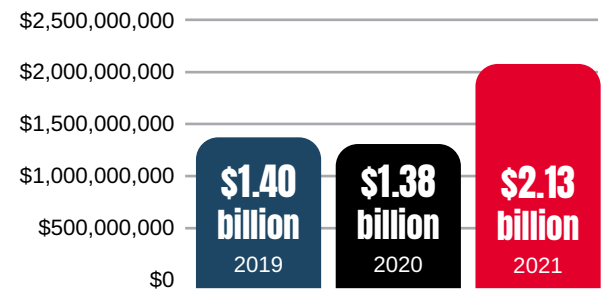
As we look back on 2021, I would like to take the opportunity to thank Hamilton's investment community who have endured so much to keep our economy running. Indeed, 2021 was a record year for building permit values as the City of Hamilton exceeded the \$2 Billion mark for the first time in its history. The sight of cranes and growing commercial spaces demonstrated that even during the most challenging of times, Hamilton is still capable of doing great things.

The story of 2021 is as much about small business as it is large investment. Our Hamilton Business Centre, in conjunction with our partners at the Hamilton Chamber of Commerce, recently surpassed the \$1 Million mark in Digital Main Street Grants provided to small businesses. This is a truly outstanding achievement, and it means that over 400 local businesses have been provided with much needed resources to pivot and transform their businesses to an on-line platform in an increasingly digital world.

From a strategic perspective, 2021 saw Hamilton City Council approve the 2021- 2025 Economic Development Action Plan (EDAP). This document serves as a blueprint for the future of Hamilton's economy. The EDAP identifies six priorities and 77 actions to help Hamilton's economy recover and move forward over the next five years. The document also includes considerations for economic development from an Equity, Diversity and Inclusion (EDI) and Climate Change lens, so that economic progress remains as equitable and sustainable as possible across our community.

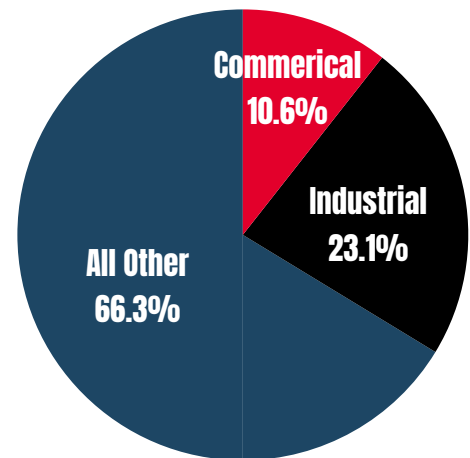
As we move forward into 2022, the entire Economic Development team looks forward to continuing to serve Hamilton's business and investment community as well as doing our part in welcoming newcomers from across the globe to our diverse and exciting city.

Value of building permits



In 2021, the City of Hamilton broke all previous records for the value of building permit activity. This exceptional year saw more than \$2.1 billion invested in Hamilton.

Sectoral Breakdown



Combined, the industrial and commercial component of building activity represented more than one-third of overall permit value, or approximately \$717,247,894 worth of building permits. To put these figures in another context, these two sectors, alone, in 2021 accounted for more than half of 2020's total building permit values.

Blueprint for Our Future Economy



Economic Development Action Plan

On October 27th, 2021, City Council approved the 2021-2025 Economic Development Action Plan (EDAP)

The new plan identifies a clear set of opportunities and priorities over the next five years and was developed through a collaborative process that leveraged dozens of stakeholder engagements.

Building on the 2016-2020 Economic Development Action Plan, the new Plan articulates stakeholder validated opportunities and Priorities for the next five years. The EDAP has been designed to be a City-wide document that is visionary, representative, concise and action oriented.

The EDAP is aligned to the City of Hamilton's 2016-2025 Strategic Plan and its seven priorities, as well as the Term of Council Priorities. It primarily focuses on the Economic Prosperity and Growth priority of the City's 2016-2025 Strategic Plan by leveraging the existing capacity and strengths of our local economy and by pursuing initiatives and actions to stimulate or facilitate growth.

The EDAP identifies 77 actions to be completed over the next five years as well as annual performance indicators and stretch targets that will help to quantify the impacts of the Plan.

The document has been informed by extensive stakeholder consultation, research, surveys, and improved understanding and consideration of equity, diversity and inclusion as well as climate change.

The EDAP has identified six Priorities for the next five years, which are:

- Facilitating a Skilled and Adaptable Workforce
- Enhancing Digital Infrastructure and Services
- Growing Business and Investments
- Moving Goods and People
- Revitalizing Priority Areas and Placemaking
- Building Transformational Projects

The EDAP also focuses on an expanded Performance Measurement Section, which now includes several annual performance indicators to track and report on annually to complement ambitious Stretch Targets as first featured in the 2016- 2020 Economic Development Action Plan.

Hamilton's Life Sciences Strategy

Over the course of 2021, the City of Hamilton, in partnership with the Synapse Life Sciences Consortium and its institutional Partners, undertook a comprehensive study of the Life Sciences sector in the city. Through this work, it was found that Hamilton is one of Canada's fastest growing life sciences clusters. With more than 30,000 employees, and CAD \$5.7 billion in annual economic activity, the life sciences sector is one of the city's largest industries. The largest life sciences employer in the city, Hamilton Health Sciences (HHS), is the second largest hospital network in Ontario and the fourth largest in Canada. Hamilton is also home to McMaster Innovation Park (MIP), which houses over 70 businesses, with a strong plan to add 2.1 million square feet of new office and wet lab space for scaling and established life science companies.

Hamilton's Life Sciences sector produced a total of 83 new products and services that were commercialized or licensed over the previous five years – including Fusion Pharmaceutical's targeted alpha therapies, VoxNeuro's Cognitive Health Assessment Management Platform (CHAMP), and SanteSuite's Immunization Management System. The sector is supported by multinational companies with a strong presence in Hamilton, such as the Canadian headquarters



of medical technology company Stryker Canada. Taken together, the Life Sciences sector includes a more than \$4 billion spend in the Hamilton region. To put that in perspective, that's the equivalent of the total GDP that the video game industry contributes to the entire Canadian economy annually.

This strategy offers an actionable roadmap for growing the sector in the areas of nuclear medicine, digital health, infectious diseases, biomanufacturing, and medical devices. Also in 2021, Hamilton's Life Sciences sector gained crucial funding to advance efforts in the sector. The Southern Ontario Pharmaceutical and Health Innovation Ecosystem (SOPHIE) in partnership with Innovation Factory allows companies to leverage up to \$100,000 in funding to work directly with academic or hospital partners in the Hamilton ecosystem. This funding will support collaborative projects for Ontario-based life science firms requiring clinical/research expertise, evidence, or data to commercialize their innovation, increase their sales or secure a "first buyer".



GLOBAL OPPORTUNITY

\$3.4 BILLION



INVEST IN HAMILTON **Transit Investment**



Two major transit developments in 2021 will ensure moving to and through Hamilton will only get easier in the years to come.

In September 2021, Hamilton City Council ratified a memorandum of understanding with Metrolinx and the Ministry of Transportation to move forward with the 14-kilometre Hamilton Light Rail Transit (LRT) project. With more than 3.4 billion dollars in support from both the Government of Ontario and the Government of Canada, the Hamilton LRT is one of the largest infrastructure investments in the city's history.

When it is completed, the LRT line will connect McMaster University in the West end of Hamilton to Eastgate Square in the East. The line will offer frequent, safe, and reliable service using a new

fleet of light rail vehicles that will run along tracks separated from regular traffic. Integrations with Hamilton Street Railway bus service, local bike share programs, and GO bus and rail service will present Hamiltonians with new options for getting to school, commuting to work, or exploring Hamilton's cultural amenities.

The arrival of all-day GO Transit service solves a major piece of Hamilton's transit puzzle.

This major investment will enhance Hamilton's downtown core as a desirable location for corporate office expansions and relocations - particularly from the Greater Toronto Area. Hamilton will now enjoy 28 new weekday trips to and from West Harbour Station, 35 new weekend trips, and hourly trains to Union Station.

New Business Investments



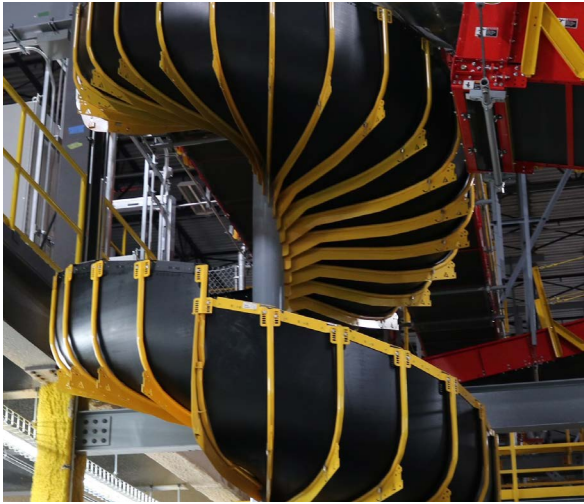
The City of Hamilton welcomed a number of large commercial and industrial investments to the city in 2021- adding to Hamilton's ranking as one of the most diverse economies in Canada.

Hamilton's Airport Employment Growth District welcomed global retail shipping leader Amazon in 2021. Amazon's new 855,000 square foot facility adds 1,500 jobs to the city. This development, in addition to Amazon's "Last Mile" facility in Stoney Creek, demonstrates Amazon's commitment to Hamilton as well as the strength of the city's Goods Movement sector.

In November of 2021, L3Harris officially opened the doors on its new Canadian head office in Hamilton. The 330,000 square foot facility combines research, development, engineering, assembly, service and office space under one roof, and is home to more than 1,250 jobs. With production of the WESCAM MX-Series of electro-optical and infrared imaging technologies occurring at this site, L3Harris is positioned to be a strong voice in Hamilton's advanced manufacturing sector.

And as 2021 came to a close, Corbec Incorporated completed their fourth Canadian steel galvanization plant in Canada at Hamilton's Red Hill Business Park. The 100,000 square foot site employs a state-of-the-art "hot dip" metal galvanization process. The resulting steel parts are then used in a range of products including bridges, windmills, fencing, and farm equipment.

GROWTH



In July 2021 ArcelorMittal Dofasco announced a \$1.7 Billion project to convert their steel production process and phase out coal-fired steelmaking. ArcelorMittal Dofasco is now positioned to become one of the world's first steel producers to transition to a hydrogen-ready, direct reduced iron-fed electric arc furnace that will create positive impacts for the automobile, medical, and consumer packaging industries. This transformation will support as many as 2,500 well-paying construction jobs, while maintaining ArcelorMittal Dofasco's strong employment position in Hamilton.

September of 2021 saw Germany's DHL Express open the doors on its \$100 million dollar facility at the John C. Munro Hamilton International Airport. The 240,000 square foot building is approximately four times the size of DHL's former facility at the airport. A state-of-the-art sorting system combined with the airport's 24 hour landing capacity means that this facility has the capacity to process 28,000 packages per day.

Venetian Meat and Salami Company has long been a fixture of the Hamilton business community. Venetian's new 35,500 square foot facility opened in December of 2021 and combines both retail and manufacturing under a single roof. The growth positions Venetian to continue supplying local restaurants while growing the reach of their domestic market that currently stretches as far west as British Columbia and as far east as Nova Scotia.

Business Expansions

**Hamilton steel making moves to hydrogen,
Germany's DHL quadruples it's footprint
and our favourite pizza gets extra toppings.**



Downtown Highlights

2021 was another active construction year for Downtown Hamilton

Among the numerous projects underway, here are some of the highlights:

Kiwi Condos

(under construction)
14 storeys 266 units

\$55 Million investment

1 Jarvis

(breaking ground)
15 storeys 354 units

\$70 Million investment

The Olympia Club

(completed)
4 storeys

\$1.6 Million investment

Effort Trust Corporate Office

(under construction)
6 storeys

\$10 Million investment

Cobalt Luxury Residences

(under construction)
Two 30 storey towers 581 units

\$140 Million investment

Platinum Condos

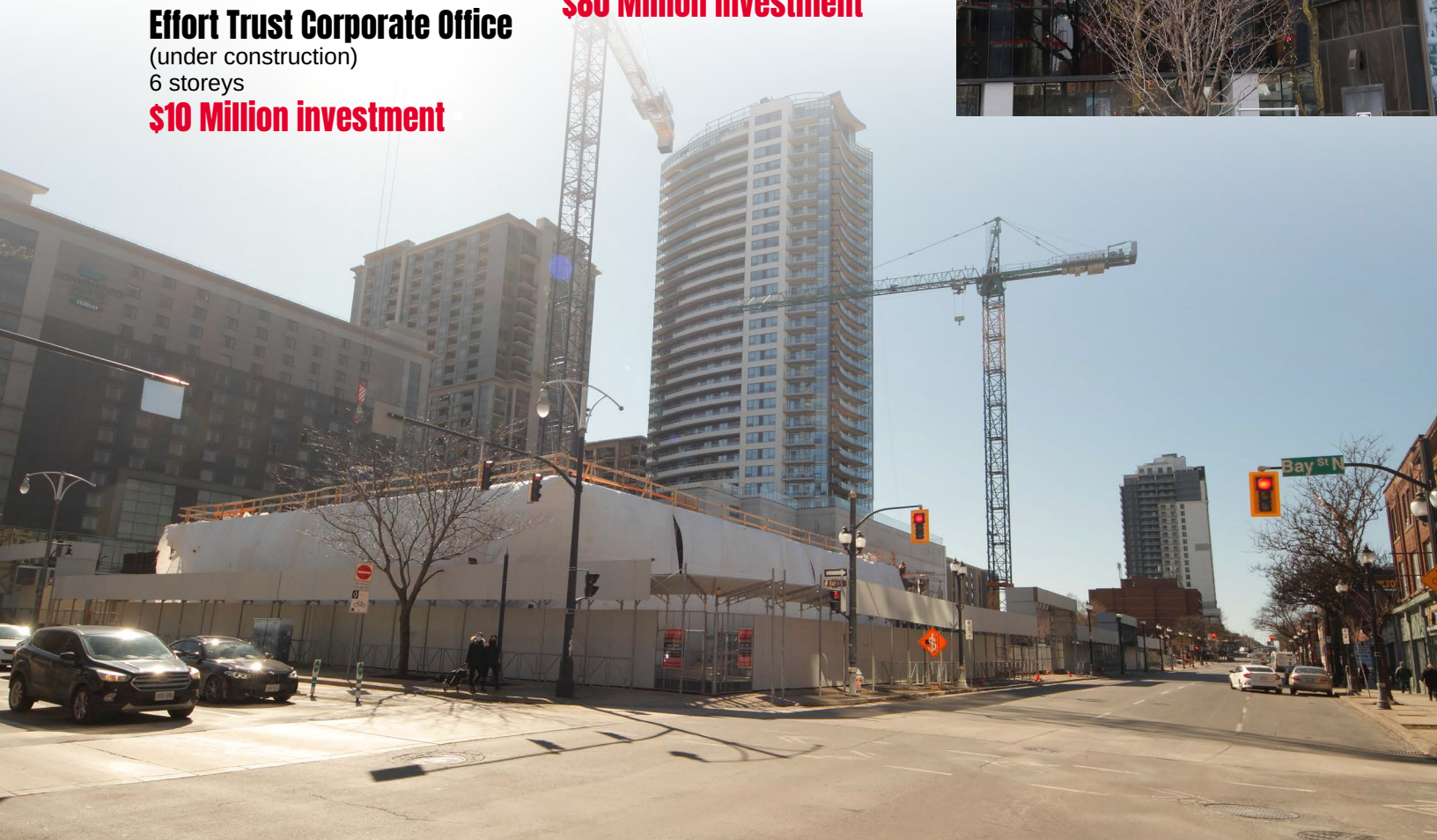
(under construction)
24 storeys 292 units

\$30 Million investment

McMaster Graduate Student Residence

(under construction)
30 storeys 453 units

\$80 Million investment



Community Improvement Plans and Incentives

Hamilton's updated Community Improvement Plan by-law was approved by City Council in September 2021 following significant community engagement and consultation. The updates to the by-law's incentive programs were crafted to promote the revitalization of strategic commercial districts throughout Hamilton, while also supporting housing affordability, environmental sustainability, and post-COVID economic recovery.

The major changes to the by-law are seen in the following incentive programs:

The Commercial District Housing Opportunities Program expanded loan eligibility for residential unit creation in commercial districts, including accessory units outside of primary buildings.

The Commercial District Revitalization Grant Application added grant eligibility for environmentally sustainable improvements to commercial and mixed-use properties. This includes the installation of electric vehicle charging stations, as well as the installation of electric power generating equipment.

The Revitalizing Hamilton Tax Increment Grant Program increased tax increment grants for developments that incorporate housing affordability or environmental sustainability measures.

Post-COVID economic recovery plans focused on a forgivable loan program designed to attract local and regional start-ups and business incubators to Hamilton.

As well, the new Commercial Vacancy Assistance Grant will support interior improvements to commercial storefronts as a means of encouraging permanent or pop-up business creation across the retail, restaurant, and arts sectors.



REVITALIZE

\$500 MILLION



The Future of Hamilton's Downtown Entertainment District

In June of 2021 the City of Hamilton announced the details of a \$500 Million proposal from the Hamilton Urban Precinct Entertainment Group. This new agreement will see a transformation of the FirstOntario Centre, FirstOntario Concert Hall, and the Hamilton Convention Centre, as well as the construction of a series of high-rise buildings.

Renovations are set to begin in the Fall of 2023, with the FirstOntario Centre as the first slated construction project. Among the notable changes the project will create at the FirstOntario Centre is a new exterior façade, an expanded concourse, and a new curtaining system for the upper bowl balcony. Other features may include full-year access to street-level features on York Boulevard such as a sports lounge or e-Gaming zone.

Over the long-term, the Precinct Group plans to transform the area into a Distillery District-inspired locale, with enhanced pedestrian access and housing options that would allow people to have a full live-work-play experience in Hamilton's downtown.





Harbourfront

The West Harbour Waterfront was a source of tremendous transformation in 2021. As the summer months allowed people to get out of their houses and enjoy open spaces, attention turned to Copps Pier Park, located on the Pier 8 waterfront, and the fully publicly accessible boardwalk at Piers 6 & 7.

In addition to creating new public spaces at the harbourfront, the City initiated a planning application proposing the creation of a 45-storey residential building that would house 429 new residential units at Pier 8. The building is designed to achieve landmark status and serve as a visual anchor to the waterfront.

2021 also saw the City of Hamilton and Aeon Studio group further collaborating on the creation of a Studio District at the Barton and Tiffany Lands. The envisioned Studio District aims to become an economic cluster for the production of film, television, gaming, animation, and music.



OPEN SPACES



Hamilton Business Centre Supporting Hamilton's Entrepreneurs

The COVID-19 pandemic created new challenges for Hamilton's small business and entrepreneur community, but the Hamilton Business Centre (HBC) was equally tireless in supporting start-ups, youth entrepreneurs, and existing businesses that were looking to pivot toward digital sales and marketing. The numbers speak for themselves on the scope of this team's achievements.

The HBC team supported the start-up of more than 214 NEW businesses, answered over 6,000 phone inquiries and connected with more than 900 businesses for mentorship and coaching. Leading the local Digital Main Street Program for Hamilton, the Hamilton Business Centre team with partners at the Hamilton Chamber of Commerce awarded more than \$1,000,000 in grants, supporting businesses with digital adaptation. An additional 30 grants of \$5000 each were awarded to new businesses approved through the Starter Company program, providing valuable training and mentoring!

With the pandemic creating new challenges for Hamilton's business community the HBC team responded in kind with expanded online service delivery and assisted in the creation of the Small Business Centres of Ontario website - SBCOntario.ca on behalf of Small Business Ontario Alliance. This website offers a single point of contact for Ontario's 54 Small Business Centres, allowing entrepreneurs from across the province access to needed support services within their community. There are more than 40 seminars, FREE and accessible to view anytime, supporting key business questions including scale-up, financing and how to start a business.

As 2021 drew to a close, the HBC began the process of recovery focused resources for 2022 securing a new partnership with My Main Street. This new, innovative program has invested more than \$23.5 million to help drive business and restore vibrancy across Southern Ontario. Through this partnership, Hamilton has hired six (6) ambassadors to support Main Street revitalization across the community and will invest more than \$600,000 in business grants under this newest initiative.



Hamilton Immigration Partnership Council Adds to Welcoming Community



Newcomer Week 2021

HIPC's Newcomer Week went virtual last May, bringing together community organizers, partners and newcomers through a series of curated online sessions. With a large focus on timely community topics including COVID-19 vaccines and virtual settlement and employment services, this week of events served as a catalyst for community engagement and education.

Stories of Migration and Belonging

Working alongside Hamilton Civic Museums, the HIPC team contributed to a compelling new virtual exhibition titled Stories of Migration and Belonging. This exhibition spotlights the stories of six Hamilton newcomers and highlights the rich and diverse history of immigration in Hamilton.

<https://hamiltoncivicmuseums.ca/exhibition/migration-and-belonging/>

Welcoming Afghan Refugees

The HIPC team continues to work on various projects to promote Hamilton as a prime location for settlement, including the development of promotional welcome video, dedicated web page, and the convening of an Afghan Resettlement Task Force to support Afghan refugees moving to Hamilton.

Afghan Resettlement Page:

<https://www.hamiltonimmigration.ca/afghan-resettlement-in-hamilton>



Growing our community with COMPASSION

CONNECTIONS

John C. Munro Hamilton International Airport

2021 was another strong year of growth from the cargo side at the John C. Munro Hamilton International Airport and a strong year for new land developments as well. During the year, Hamilton International was pleased to see an additional 300,000 square feet of development that has reshaped their evolving skyline. In early February, the Mohawk College Centre for Aviation Technology virtually celebrated the grand opening of its 75,000 square foot complex built in partnership with KF Aerospace to bring all of its students enrolled in Aviation Technology Programs under one roof at its multi-purpose facility. In September, DHL Express officially opened the doors to its new 238,000 square foot gateway facility located at Hamilton International, relocating from the existing facility that it had been operating out of since 2008.

In addition, construction of Amazon's fulfillment centre located adjacent to Hamilton International is nearing completion and anticipated opening in 2022.



250,019

passengers flying to and from Hamilton International



766m kg

in total landed cargo aircraft billable weight



\$40,000+

of in-kind support and sponsorships to community partners and events



\$83.3m

Investment in infrastructure made by TradePort and its partners in 2021



\$5.7m

in funding awarded from the Government of Canada to support COVID-19 recovery and other initiatives



25th anniversary

Trade Port International Corporation celebrated its 25th Anniversary



~90%

of passengers reported a positive Airport experience²



4,720+

total jobs created through Airport activity at Hamilton International¹



John C. Munro Hamilton International Airport 2021 Year in Review

¹ Source: Hamilton International Economic Impact Study, ICF (Commissioned in 2021)

² Source: 2021 Customer Satisfaction Survey results

PORT OF CHOICE

Hamilton-Oshawa Port Authority

Cargo results

In 2021, Hamilton Port recorded 10.8 million metric tonnes of cargo, surpassing 2020's total by almost one million metric tonnes of cargo.

Short Sea Shipping

In 2021, Hamilton-Oshawa Port Authority helped Hamilton Container Terminal launch a container feeder service from Hamilton to Montreal, capturing containers that would normally travel via highway and delivering them directly via marine. This pilot project sets the stage for expanded use of marine transportation for short-distance, inter-city movements on the Great Lakes.

Westport Project Wraps

In 2021, HOPA completed work on its Westport Redevelopment project, upgrading port facilities and infrastructure at one of the oldest areas of the port lands. The project included investments of more than \$30 million by HOPA and the National Trade Corridors Fund, in new docks, rail extensions, reconfigured cargo handling areas and new warehousing. Project outcomes include more than \$77 million in leveraged private sector investment; creation of two new development parcels on Pier 15; a 105% increase in employment; a 27% increase in railcar volumes; and more cargo being handled through the port, including 99% more steel and 500% more sugar.

Randle Reef

In 2021, Phase II of the Randle Reef Sediment Remediation project was completed, with the containment of 615,000 cubic metres of contaminated sediment. HOPA Ports is proud to contribute expertise and \$14 million cash and in-kind to this game-changing effort to improve Hamilton Harbour water quality.

Data unlocking goods movement challenges

Fluid Intelligence is a new partnership between HOPA Ports and the McMaster Institute for Transportation and Logistics (MITL). Using data from all modes to solve problems and create new opportunities, Fluid Intelligence can help find insights to solve goods movement challenges for private and public sector clients. The new partnership seeks to tackle big supply chain challenges, like redeploying empty container movements around southern Ontario to reduce the number of truck movements, using information about regional cargo movements to create short sea shipping services, or optimizing truck trips around freight hubs to reduce impacts on neighboring communities.



Pandemic Response

One of the foremost challenges of the COVID-19 was been the speed at which it forced change on the business and investment community. With this challenge in mind, in February 2021 the City of Hamilton, working in partnership with the Flamborough, Hamilton, and Stoney Creek Chambers of Commerce, launched the COVID Concierge for Business.

The Concierge also provided a comprehensive website that includes Federal, Provincial, and Municipal financial assistance information, real-time information on the latest COVID management regulations, links to public health requirements for business operations, and relevant and clear contact information for immediate personal assistance via email and/or online forms.

Through the Mayor's Task Force on Economic Recovery, the City has committed to supporting the Concierge until the end of the pandemic. Learn more at: hamiltoncovidconcierge.ca/

Outdoor Dining Districts

In May of 2020, Hamilton's City Council unanimously approved the creation of the Outdoor Dining Districts program. The program allowed local restaurants, cafes, and bars to establish temporary seasonal patios on municipal or private property and waived all city-related fees as a support to these businesses. This program stands out as one of Hamilton's earliest successes in providing relief to local restaurants and cafes amid changing public health measures during the COVID-19 pandemic.

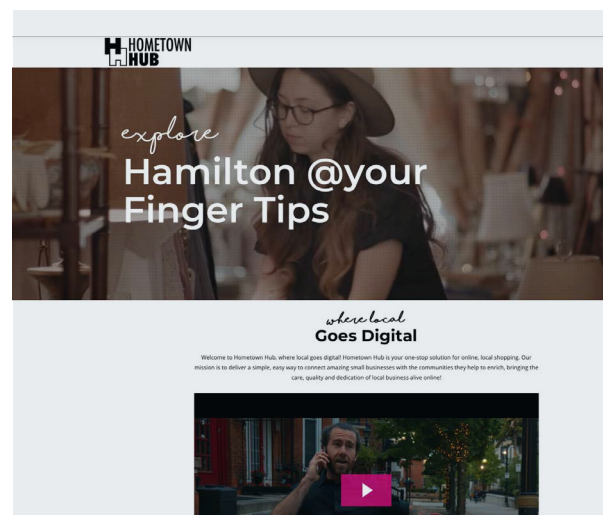
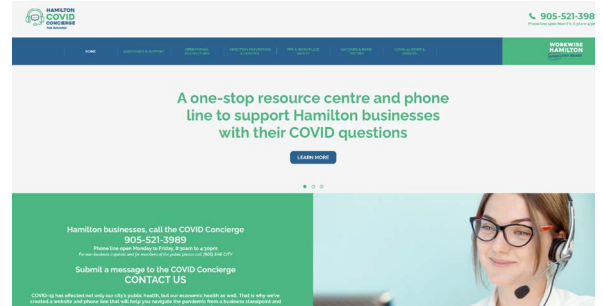
This program continued into 2021 where it was embraced by businesses across the city. Continued success and support saw over 200 patios operating under the umbrella of the Outdoor Dining Districts program throughout Hamilton.

Late in 2021, City Council and staff began work on exploring the feasibility of making the program a permanent path to providing continued support to food and beverage sector businesses through the COVID-19 pandemic and beyond.

Shopping Local With Hometown Hub

Hometown Hub is another early pandemic initiative aimed at supporting local businesses. The website serves as an all-in-one online sales site for Hamilton's small businesses, providing a platform for selling gift cards and online merchandise. The website also offers the ability to create an online presence for merchants who, prior to the pandemic, may not have been working in that space. Since its launch, the website has generated over 60,000 unique users, and more than 2.4 million impressions in Google searches.

In 2021, the City of Hamilton earned a Gold Rank from the International Economic Development Council's 2021 Excellence in Economic Development Awards. Hometown Hub was among more than 500 other submissions received from four countries for IEDC consideration. The success of Hometown Hub demonstrates how the City of Hamilton is able to find creative paths to supporting our local business community.





Contact:

Hamilton Economic Development

City of Hamilton

71 Main Street West, 7th Floor

Hamilton, Ontario

L8P4Y5

investinhamilton.ca



Hamilton

