

BURLINGTON ECONOMIC DEVELOPMENT CORPORATION (BEDC)

2008 MID-YEAR ACTIVITY REPORT

Welcome to BEDC's 2008 mid-year activity report outlining the activities conducted through our mission of assisting business, ICI (industrial, commercial institutional) development and economic activity for Burlington.

INTRODUCING THE NEW TEAM AT BEDC:

Over the last few months, BEDC has introduced some new team members to the *fold*. These are:

QUICK FACTS:

Welcome to the 31 new businesses that have been established in Burlington throughout the first half of 2008, creating approximately 332 new jobs for the city!

Existing businesses have also been growing – adding around 68 new jobs.

- Mr. Kyle Benham – Executive Director; Ext. 7252
- Ms. Jackie Isada – Senior Economic Development Officer; Ext. 7251
- Mr. Ian Cameron – Senior Economic Development Officer; Ext. 7254
- Ms. Gillian Sheldon – Economic Development Officer; Ext. 7255
- Ms. Angela Arnone – Marketing Assistant; Ext. 7258
- Ms. Melissa Gibbins – Administrative Assistant; Ext. 7250
- Mr. David Lindsay – Accounts; Ext. 7269

Please join us in welcoming them to Burlington. We look forward to working with you to assist you with your business development, relocation or information requirements, and discussing Burlington's 'business advantages'. For further information, please contact the BEDC Team at 905.332.9415, or email bedc@burlington.ca

BURLINGTON CONTINUES TO HAVE THE LOWEST DEVELOPMENT CHARGES IN THE REGION OF HALTON:

Total DC's in Non-HUSP Areas:

Non-Residential Development Charges, 2008					
		City of Burlington	Halton Region	School Boards	Totals
Industrial	<i>per sq ft</i>	3.05	7.18	0.60	10.83
Office	<i>per sq ft</i>	3.05	7.18	0.60	10.83
Retail	<i>per sq ft</i>	3.05	11.23	0.60	14.88

Following recent consultation and analysis of the Regional Development Charges, Halton Region went through the process of updating their DC's to address the significant increases in construction and servicing costs for municipal infrastructure.

For more information on real estate and development opportunities in Burlington, please contact [Ian Cameron](mailto:ian.cameron@bedc.ca).

BURLINGTON MARKET & ICI OVERVIEW:

Over 2,218,920 sq ft of new industrial & commercial space has been built, to date, in 2008

2006 Census Data:		
Population		164,415
Change from 2001 Census		↑ 9%
Median Age of Population		40.3
Experienced Labour Force		91,730
Post-Secondary Education		57%
2008 Indicators:		
New Businesses		31
Business Expansions		7
New Employees (Total # Jobs)		400
New Commercial Sq. Ft.		1,909,697
New Industrial Sq. Ft.		309,223
Renovated Commercial Sq. Ft.		500,187
Renovated Industrial Sq. Ft.		175,339
Permits Issued:		
	Number	Value \$
Commercial	157	29,822,000
Industrial	51	38,580,411
Institutional	31	58,645,200
Residential	1,174	208,169,445
Total	1,413	\$335,217,056

Source: BEDC research; City of Burlington Building Department, 2007; Statistics Canada

[Construction Highlights for 2008](#)

Industrial Market Space (Sq. Ft.) - Burlington ending Jun 30, 2008

Total Inventory (sf)	Total Vacancy (%)	YTD Absorption	Average Land Price (per acre)	Sale Price (psf)	Lease Price (psf)	TMI (psf)
20.5 m	6.9%	-137,677	400,000	\$111.80	\$5.80	\$2.91

Slightly higher vacancy rates in the industrial building sector have softened some lease rates while offering the investor a wider selection of modern building product. The effect should make for easier transition of firms looking for space in the area. Burlington is home to an impressive clustering of advanced manufacturing, technology logistics and financial services firms.

Commercial Market Space (Sq. Ft.) - Burlington ending Jun 30, 2008

Office Inventory (sf)	Vacancy Space (sf)	YTD Absorption	Av. Taxes/ Op. Costs (psf)	Class	Av. Lease Price (Q2)
3.1 m	250,903	-13,125	\$9.59	A	\$15.77
				B	\$14.00
				C	\$8.48

Source: CBRE, 2008 Q2 Market Information
TMI – Taxes, Maintenance & Insurance

BUSINESS INVESTMENT HIGHLIGHTS:

Over 72% of Burlington companies surveyed noted they plan to expand within 3 years

New Business Announcements

Company Name	Employees	Address
Sigma Designs Technology Canada	45	1111 International Boulevard
Mighty Transportation Services	8	2455 Industrial Street
Cora's Breakfast & Lunch	40	2455 Appleby Line

Click [here](#) for a full List of New Businesses – Mid-Year 2008

Groundbreakings

Company Name	Description	Sq. Ft.	Address
Fairview Nissan	Commercial	25,415	4111 North Service Road
Mercedes-Benz	Commercial	63,032	441 North Service Road
Mountain Equipment Co-op	Commercial	26,919	1030 Brant Street
Walmart Canada	Commercial	131,234	2065 Fairview Street

Congratulations to:

Recognized by Profit Magazine as one of Canada's Emerging Growth Companies



Evertz, a true local success story has recently been in the press for their innovation and achievements. Congratulations to all at Evertz for receiving the **Premier's Catalyst Award** for Best Innovation, and for attaining the **Philo T. Farnsworth Corporate Achievement Award**

BUSINESS EXPANSION HIGHLIGHTS

Company Name	Additional Sq. Ft.	Address
Eco Waste Solutions	10,500	14-5195 Harvester Road
Evertz Microsystems	64,768	5292 John Lucas Drive
UPS Supply Chain Logistics	175,000	1022 Champlain Avenue

COMMUNITY HIGHLIGHTS:

2008 ENTREPRENEUR HALL OF FAME INDUCTEE



In early June, businessman and philanthropist Mr. Michael G. DeGroot Sr was named Burlington Economic Development Corporation's Entrepreneur of the Year.

Born in Belgium, Mr. DeGroot immigrated to Canada in 1948. In 1959 he purchased Laidlaw Transport Ltd, then a small trucking company. Under his direction, Laidlaw became a successful business worth more than \$5 billion by the time he sold his controlling interest in the company in 1988.

He has since been involved in several other successful business ventures. DeGroot's philanthropic work has also earned him acclaim. In 2003 he donated \$105 million to McMaster University, the largest cash donation in Canadian history, to help build a school of medicine, medical research and pain centre.

Scholarship Recipients

At the same dinner celebration as Burlington's Entrepreneur of the Year, Burlington Economic Development Corporation also distributed their annual Education Scholarships.

In partnership with McMaster University, Mohawk College and The Centre for Skills Development & Training, BEDC is proud to recognize the 9 students who were the 2008 Scholarship Recipients:

Thank you to the participants in the Mayor's Annual Golf Classic for contributing towards these scholarship funds.



GROWTH OF AN INDUSTRY:

Canada's natural resource sectors - forests, energy, and minerals and metals are a vital part of Canada's economy and society. The natural resource sectors and related industries have been an engine of economic growth and job creation for generations.

With the growth of the oil and energy industries in Alberta, it's not surprising that many local businesses are taking advantage of this opportunity to increase their capacity.

Companies such as:

- **Ecodyne Ltd** - One of the world's long-experienced water technology companies, building custom designed treatment systems for potable water, boiler feedwater, brine and specialized process & solids recovery.
- **Eco Waste Solutions** - A company that specializes in advanced thermal treatment technology for solid and liquid waste.
- **Outotec Canada** – A leading global provider of process solutions, technologies and services for the mining and metallurgical industries.
- **Sandvik** – A high-technology, engineering group with advanced products and a world-leading position in cemented-carbide and high-speed steel tools for metalworking applications; machinery, equipment and tools for rock-excavation; and stainless and high-alloy steels, special metals, resistance materials and process systems.

It is forecast that the mining, energy and natural resource sectors will continue to prosper enabling further supply chain opportunities to local businesses.

DID YOU KNOW:

Burlington was ranked one of Canada's Best Places to Live in Moneysense Magazine's 2008 poll – one of three communities in Ontario!

BUSINESS TO BUSINESS ACTIVITIES

From events held in the first half of 2008, BEDC has attracted around **1,600 attendees!** These events included an Economic Forecasting breakfast, 2 Mayor's Luncheons, a jobsBurlington.ca Job Fair, Annual General Meeting, and Annual Signature Dinner & Entrepreneur Hall of Fame Awards.

In the second half of 2008, BEDC will host the following events:

September 25, 2008: Mayor's Networking Luncheon

Location: Burlington Convention Centre, 1120 Burloak Drive, Burlington

Keynote Speaker: Dr. Ted Witek, President & CEO of Boehringer Ingelheim Canada Inc.

September 25, 2008: jobsBurlington.ca Job Fair

Location: Burlington Convention Centre, 1120 Burloak Drive, Burlington

Time: 3.00 – 5.00 pm

October 23, 2008: West Side Story: Halton Region – Building on Opportunities (ICI Event)

Location: Burlington Convention Centre, 1120 Burloak Drive, Burlington

Time: 7.30 am – 12.00 pm

November 13, 2008: Mayor's Networking Luncheon

Location: Burlington Convention Centre, 1120 Burloak Drive, Burlington

Keynote Speaker: Mr. Mike Herniak, Vice President, Sales & Customer Service, Ford of Canada

December 3, 2008: Economic Forecasting Breakfast

Keynote Speaker: Dr. Warren Jestin, Senior Vice President & Chief Economist, Scotiabank

Location: Hilton Garden Inn, Syscon Road, Burlington

Time: 7.30 - 9.30 am



Dr. Ted Witek of
Boehringer Ingelheim
Canada

To register for any of these events, or to get more information, please visit

www.bedc.ca

Feedback from these events indicates that 96% of attendees would come along to another event hosted by BEDC, and 83% believe that we maximize the business networking opportunities for those who attend.



BEDC SPONSORSHIP & INVESTOR OPPORTUNITIES

Are you looking to gain more exposure for your company in Burlington?

Companies in search of high profile marketing opportunities can gain extensive visibility within Burlington's business community through BEDC's sponsorship program.

BEDC is dedicated to offering comprehensive sponsorship and investment opportunities to companies by offering networking events tailored to meet the needs of different audiences including: the local business community, government partners and the real estate and development community.

For more information on Sponsorship Program, please contact Jackie Isada on 905.332.9415 Ext. 7251 or [email Jackie](mailto:jackie@bedc.ca).

jobsBurlington.ca

Remember, jobsBurlington.ca is **free** to all
Burlington employers!



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BEDC's Mission Statement:

"To promote a healthy business environment and prosperous community by facilitating opportunities for economic growth"



STAFF CONTACTS:

[Kyle Benham](#), Executive Director

[Jackie Isada](#), Senior Economic Development Officer

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