

Your Business Your Burlington

Burlington Economic Development Corporation (BEDC) is the first point of contact for companies seeking assistance, advice, and localized business solutions.

BEDC is a partnership between the private sector and the City that supports our common objectives for attracting and retaining businesses. We are the primary local resource for companies seeking to invest or expand in Burlington.

To Drive Success, BEDC ...

- Provides customized business proposals, with solid reasons to invest in Burlington
- Facilitates business expansion and re-location plans
- Works directly with companies on issues and opportunities through our Corporate Calling Program
- Opens doors to all three levels of government – Federal, Provincial and Municipal
- Connects Burlington's corporate community with a number of diverse business networking events
- Addresses the needs of business through targeted sector initiatives and peer-to-peer networking



Engaging the Global Economy

Vision 2019

BEDC will provide the leadership necessary for Burlington to create and sustain a high performance economy that:

- supports individual company success;
- creates a dynamic business environment;
- encourages innovation and the production of leading goods and professional services; and
- strengthens the community's ability to provide its residents with an envious and balanced quality of life.



Burlington Economic Development Corporation

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Committed to Business Success

BURLINGTON ECONOMIC DEVELOPMENT CORPORATION



WWW.BEDC.CA



Message from the Chairman



Burlington's business community is committed to providing the leadership necessary to make the City prosperous now and in the future. BEDC's mission is to forge a strong partnership between the City of Burlington and the private sector that will provide mutual benefits and allow us to attract and retain existing and prospective "winning" businesses.

Working together we are confident that we will achieve a shared vision for creating and sustaining a high performance economy. To ensure that Burlington continues to have one of the strongest local economies in Southern Ontario, our objective is to add an additional ten thousand new high-value jobs by 2019. This growth will further strengthen our business base. It will also create new opportunities for our companies and residents to live and work in the same community.

On-going collaboration and commitment across the business community and with local stakeholders is crucial. BEDC's private-public-academic partnership makes our economic development program unique. It allows us to align company investment needs with City initiatives and educational programs to create a dynamic entrepreneurial spirit. Burlington companies are always willing to work closely with the City, education partners and each other.

Innovation and partnerships are closely linked. Burlington firms work together, and learn from others to continually improve their existing operations, create new services and products, and expand their reach into new global markets. On behalf of the Board of Directors, I invite you to contact BEDC. Explore the many ways that your company can take full advantage of all that Burlington has to offer.

Yours truly,

John Chisholm

Chairman, BEDC Board of Directors

Strategic Leadership Board of Directors 2011/2012



1. John Chisholm (Chairman)

SB Partners LLP, CEO and Partner

SB Partners is a full-service financial services firm and trusted resource for assurance/advisory services, tax minimization, valuations, estate and succession planning, SRED tax credits, U.S. tax services, mergers and acquisitions.

2. Mark Gregory (Past Chairman)

Locomotion Communications & Public Relations Ltd., Managing Partner

From the right strategy to the best channels, LocomotionPR provides communications and marketing expertise to high performance organizations including leading utilities, universities, cities, regional governments, and healthcare providers.

3. Mayor Rick Goldring

City of Burlington

Rick has been a member of the City and Regional Council since 2006 and became Mayor on December 1, 2010. A lifelong Burlington resident, Rick is passionate about his community and has extensive experience in the financial sector.

4. Steve Zorbas

City of Burlington, Acting General Manager of Development & Infrastructure

Steve has held a number of senior executive management positions in the municipal world, including overseeing the development of corporate budgets ranging in size from \$175 million to \$500 million.

5. James Peters

Hadrian Manufacturing Inc., President

Hadrian Manufacturing Inc. is a worldwide supplier of quality commercial washroom partition and locker products.

6. Councillor Jack Dennison

City of Burlington

Jack has represented Burlington at the local and regional levels since 1994. Jack is one of two City Council representatives on this board.

7. Councillor Paul Sharman

City of Burlington

Paul Sharman is Burlington's Ward 5, City and Regional Councillor. He is a professional accountant and has a successful career as a consultant and as President and CEO of one of the largest professional US based associations of accountants in the world.

8. Michael Desnoyers

Etratech Inc., President and CEO

With over 500 employees worldwide, Etratech is a group of companies that specialize in the engineering and manufacturing of advanced electronic controls.

9. Angela Jaques

VMware, Director, Global Support Services

VMware is a global leader in Business Infrastructure Virtualization, and delivers proven solutions from the desktop, through the datacenter, and to "the cloud".

10. Cheryl L. Jensen

Mohawk College, VP, Technology, Apprenticeship & Corporate Training

Mohawk College continues to be a leader in co-operative education in Canada. As a main supplier of skilled labourers in the community, Mohawk is critical in sustaining economic development.

11. Brad Lambert

RBC Financial Group, Regional VP, Real Estate Markets, Ontario

RBC Royal Bank provides banking, wealth management, insurance, business and investment services. Brad is responsible for the overall management of RBC's construction and real estate banking business in Ontario.

12. Dan Lawrie

Dan Lawrie Insurance Brokers Ltd., President and CEO

Dan Lawrie Insurance provides a complete range of personal/corporate insurance and related financial services solutions. With over 85 employees, the firm is ranked in the top 5% of brokerages in Canada.

13. Pat McKay

L-3 WESCAM Communications, Director of Finance

L-3 WESCAM Communications is a prime contractor in C3ISR (Command, Control, Communications, Intelligence, Surveillance and Reconnaissance) systems, aircraft modernization and maintenance services.

14. P.K. (Phil) Nanavati

Martel Commercial Realty Inc., Brokerage, President and Broker of Record

Martel Commercial Realty's sales force of 10 professionals serve the Burlington business community in all areas of commercial real estate. The watchwords of Martel are Relationships, Innovation and Real Estate Profits.

15. Gerry Smallegange

Burlington Hydro Electric Inc., President and CEO

Burlington Hydro, the home of GridSmartCity™, delivers reliable electricity and conservation programs to homes and businesses in Burlington.

16. Ruta Stauskas

Boehringer Ingelheim Canada Ltd., VP, Human Resources

Boehringer Ingelheim is a worldwide operating affiliated group of companies with 41,534 employees and two main business areas: Human Pharmaceuticals and Animal Health.

17. Ronald J. Weston

Feltmate Delibato Heagle LLP, Partner

Feltmate Delibato Heagle consists of a team of innovative legal experts who cover wide-ranging areas of practice. Ron specializes in corporate, commercial and real estate law.

18. Alfred N. Zeuner

XYZ Automation Inc., President

XYZ is a highly integrated global company manufacturing, selling and servicing computerized industrial machinery, specifically CNC router tables. Sales are conducted from thirteen locations based in Canada, USA, UK, Poland and India.

19. Louise St-Pierre

Cogeco Cable Canada LP, Senior VP, Residential Services

As the second largest cable system operator in Ontario, Cogeco Cable Canada builds on its cable distribution base, offering Analogue and Digital Television, High Speed Internet and Telephone Services.

20. Paul Subject

STANMECH Technologies Inc., President

Operating across Canada, STANMECH Technologies specializes in innovative, customer-focused engineered solutions that increase profits, advance processes, improve efficiency, save energy, reduce reject rates, and give their customers spectacular results.