



Hamilton

**ANNUAL REPORT PRESENTATION**  
**General Issues Committee**  
**March 21, 2012**



Hamilton

**2011 – The Year in Review**

**The 2011**

**Economic Development**

**City-Wide Highlights**

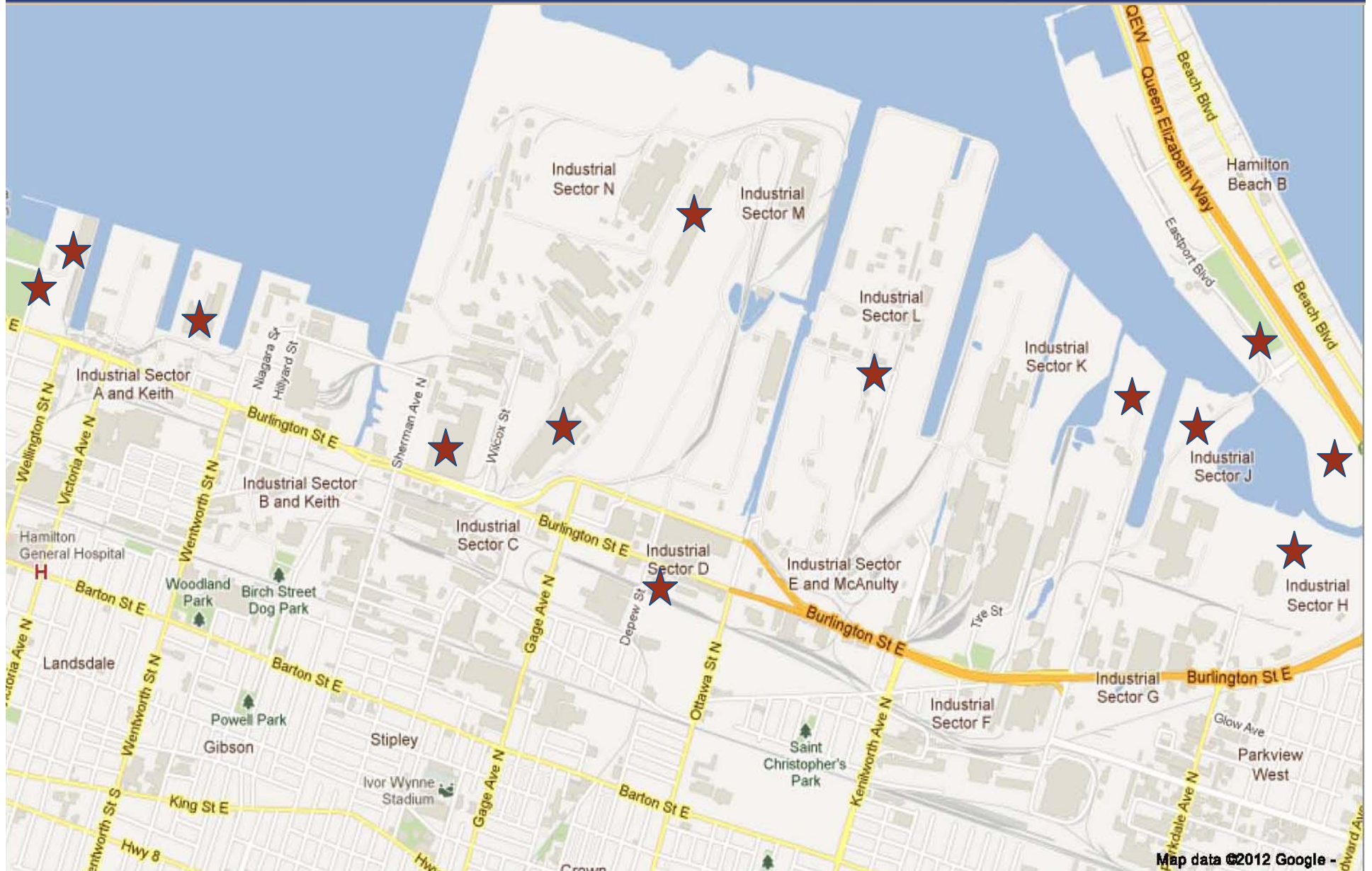
# Bayfront Industrial District





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# Bayfront Development Highlights







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# Bayfront Development Highlights

- Vopak Canada
- ArcelorMittal Dofasco
- CareGo Holdings Inc
- Max Aicher North America (MANA)\*
- McAsphalt Industries Ltd
- Parrish and Heimbecker \*
- Bermingham Foundation Solutions\*
- Fluke Transportation\*
- Lafarge \*
- James Richardson International\*



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# Downtown Investments

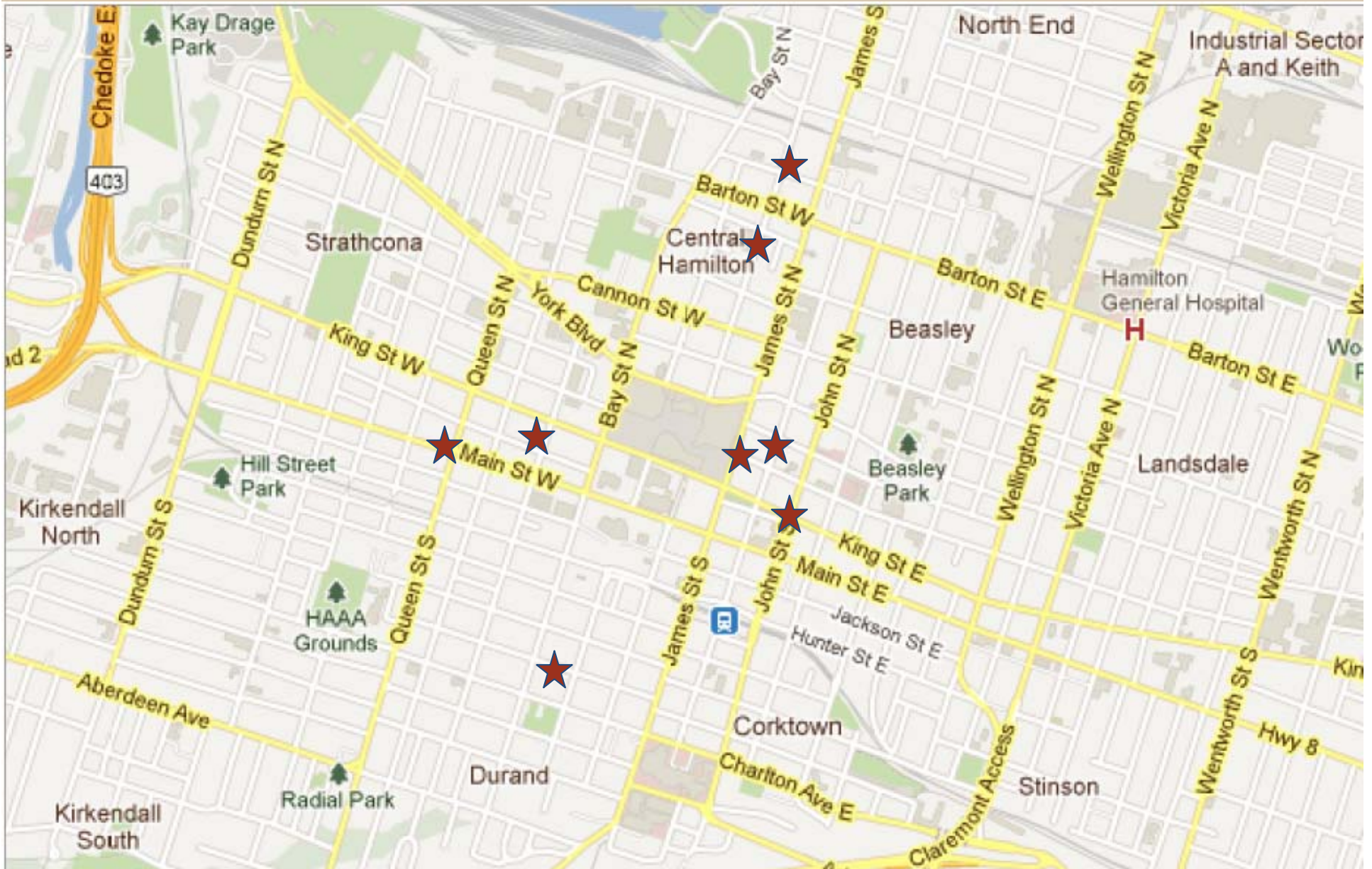






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# Downtown Development Highlights





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# Downtown Development Highlights

- CBC digital news service outlet \*
- Chuck Gammage Animation \*
- Lister Block
- New Horizon Homes \*
- Pipeline Studios \*
- Southern Ontario College (SOC)
- Staybridge Hotel \*
- Treble Hall \*
- Witton Lofts \*





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# Ancaster Business Park





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# AIBP Development Highlights

- AMTS\* 212,000 s.f.
- Act Labs\* 200,000 s.f.
- Maidstone Coffee 80,000 s.f.
- Everest Manufacturing \* 30,000 s.f.
- Audcomp 40,000 s.f.
- 1480 Sandhill Phase I 40,000 s.f.
- 1500 Sandhill Phase II \* 40,000 s.f.





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# Red Hill Business Park

# MAKE IT

in one of Canada's fastest growing food processing sectors



HAMILTON  
ECONOMIC  
DEVELOPMENT



Hamilton Economic Development  
[www.investinhamilton.ca](http://www.investinhamilton.ca)  
Maple Leaf Foods  
[www.mapleleaf.ca](http://www.mapleleaf.ca)



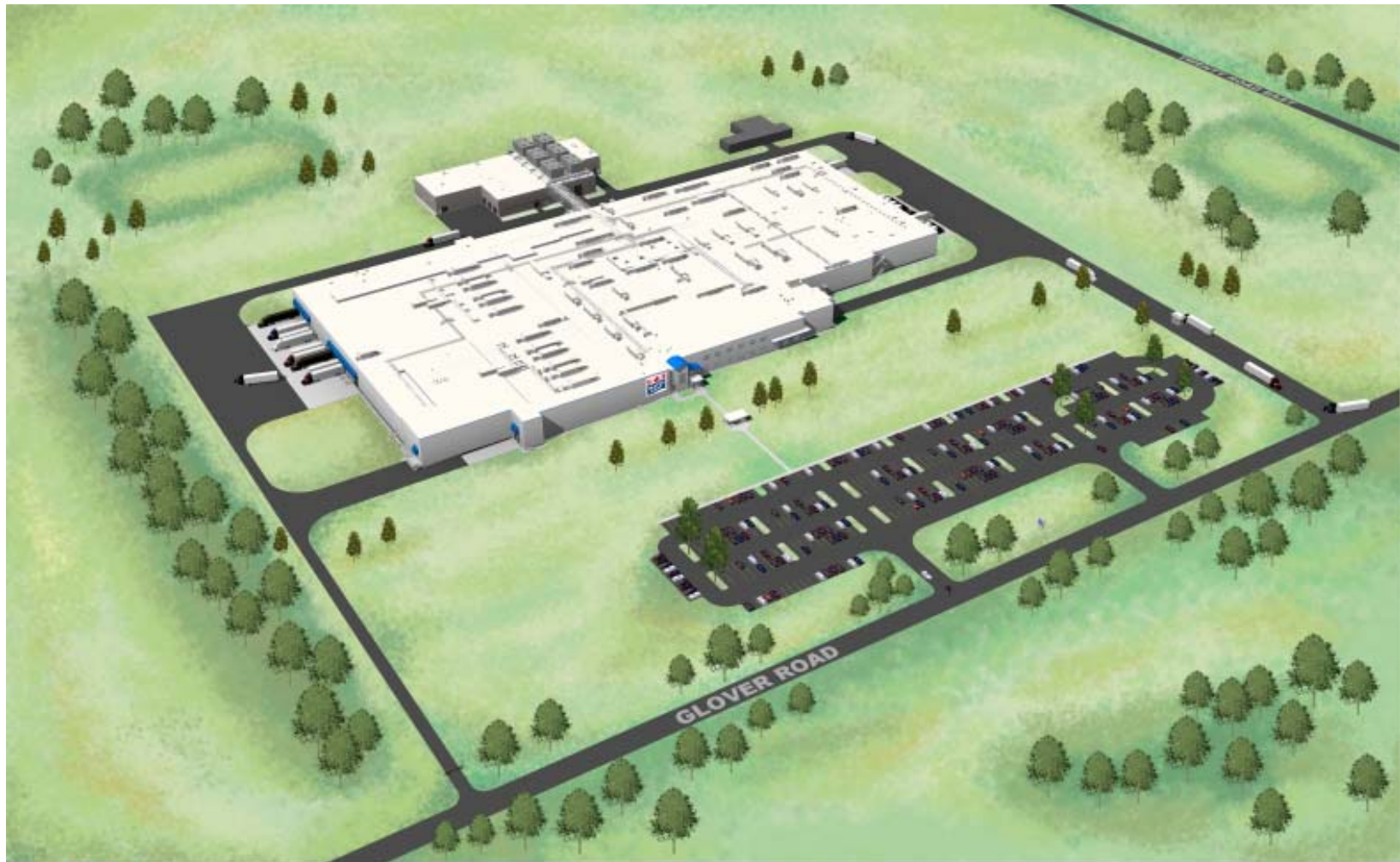
CANADA  
BREAD  
745  
NEW ROAD





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# Hamilton Wins!



**MAPLE LEAF NEW BUILD**



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# Red Hill Development Highlights

- Carstar Head Office \* 16,000 s.f.
- C-Hotel Carmens \* 48,000 s.f.
- Fortinos Head Office 50,000 s.f.
- Canada Post \* 40,000 s.f.
- Financial Wellness Centre \* 10,000 s.f.
- Country Wide Recycling 60,000 s.f.
- Canada Bread \* 388,000 s.f.
- Maple Leaf Foods \* 498,500 s.f.



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# Stoney Creek Business Park







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# SC Development Highlights

- Union Gas \* 40,000 s.f.
- Losani Homes Office \* 30,000 s.f.
- Janco Steel 70,000 s.f.
- Earl Paddock 130,000 s.f.
- Liburdi Engineering \* 35,000 s.f.
- Mohawk College \$16.5 Million



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**2011 – SBEC's Record Year**

# **SMALL BUSINESS ENTERPRISE CENTRE**



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# Small Business Highlights

<b>Total Jobs Created</b>	<b>940</b>
<b>Total General Enquiries</b>	<b>42,441</b>
<b>Client 1-on-1 Consultations</b>	<b>1,169</b>
<b>Number of Seminars</b>	<b>56</b>
<b>Professional Mentoring</b>	<b>90</b>
<b># of Events / Attendance</b>	<b>9/5,960</b>
<b>CYBF Total Lending</b>	<b>\$230,000</b>
<b>Retention Statistic</b>	<b>85%</b>





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**2012 – The Year Ahead**

**The 2012  
Economic Development  
Pipeline**

## 1.6 Million s.f. of Non-Residential Growth

- Maple Leaf Foods (Glanbrook) 498,500 s.f.
- AMTS (Ancaster Bus Park) 212,000 s.f.
- Activation Labs (Ancaster Bus Park) 200,000 s.f.
- Union Gas (Stoney Creek) 40,000 s.f.
- Lowe's (Ancaster) 140,000 s.f.
- Earth Fresh Foods (Flamborough) 40,000 s.f.
- MARC ( Ward 1 @ MIP) 80,000 s.f.
- Target Stores ( 5 conversions) \$54 Million
- Institutional 282,703 s.f.
- Commercial 135,040 s.f.



# 2012 Pipeline of Downtown Developments

- 300 to 500 multi-residential housing starts in downtown Hamilton
- Ground breaking for McMaster Health Centre in 2012
- Grocery store development commitment
- Biggest year ever for applications to the programs
- Development of strategy for new programs serving the community downtowns





# Economic Development in Hamilton

**2011**

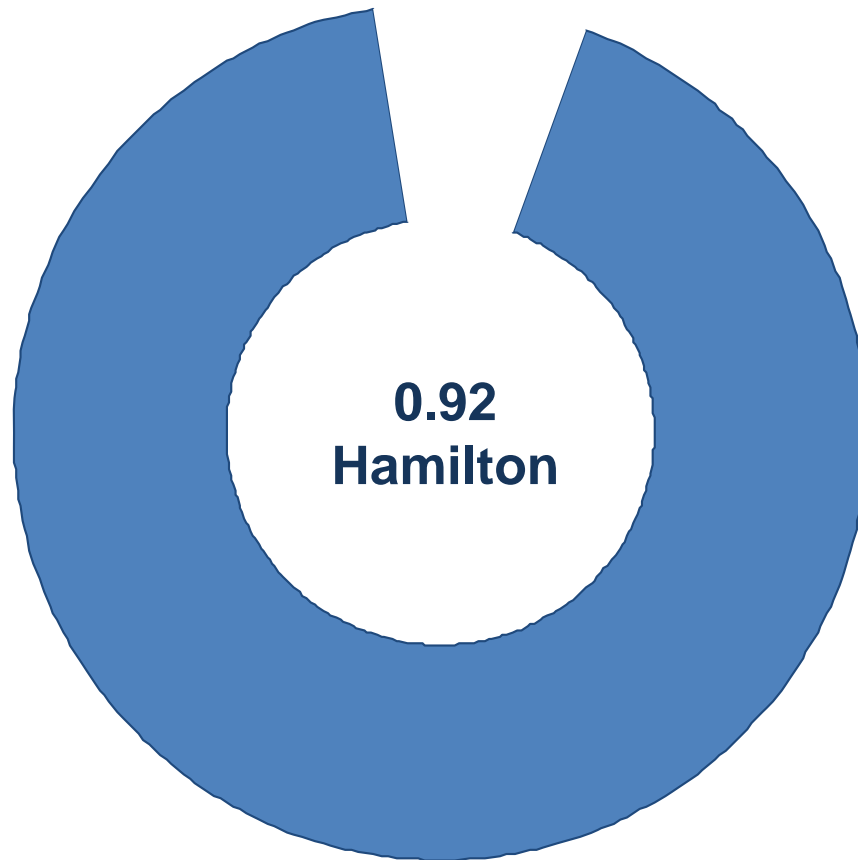
**BY THE NUMBERS**



# 2011 Economic Development

- **Diversity Index** **0.92**
- Total Building Permits \$731M
- Non-Res Development 21 %
- Industrial Vacancy Rate 3.4%
- Industrial Absorption 995K s.f.
- Downtown Vacancy Rate 12 %
- Employed Population FT/PT 80/20
- Unemployment Rate 2011 6.3 %

# Diversity Index, 2010



**Highly diverse = 1**  
**Not diverse = 0**

*Sources: Statistics Canada; The Conference Board of Canada*



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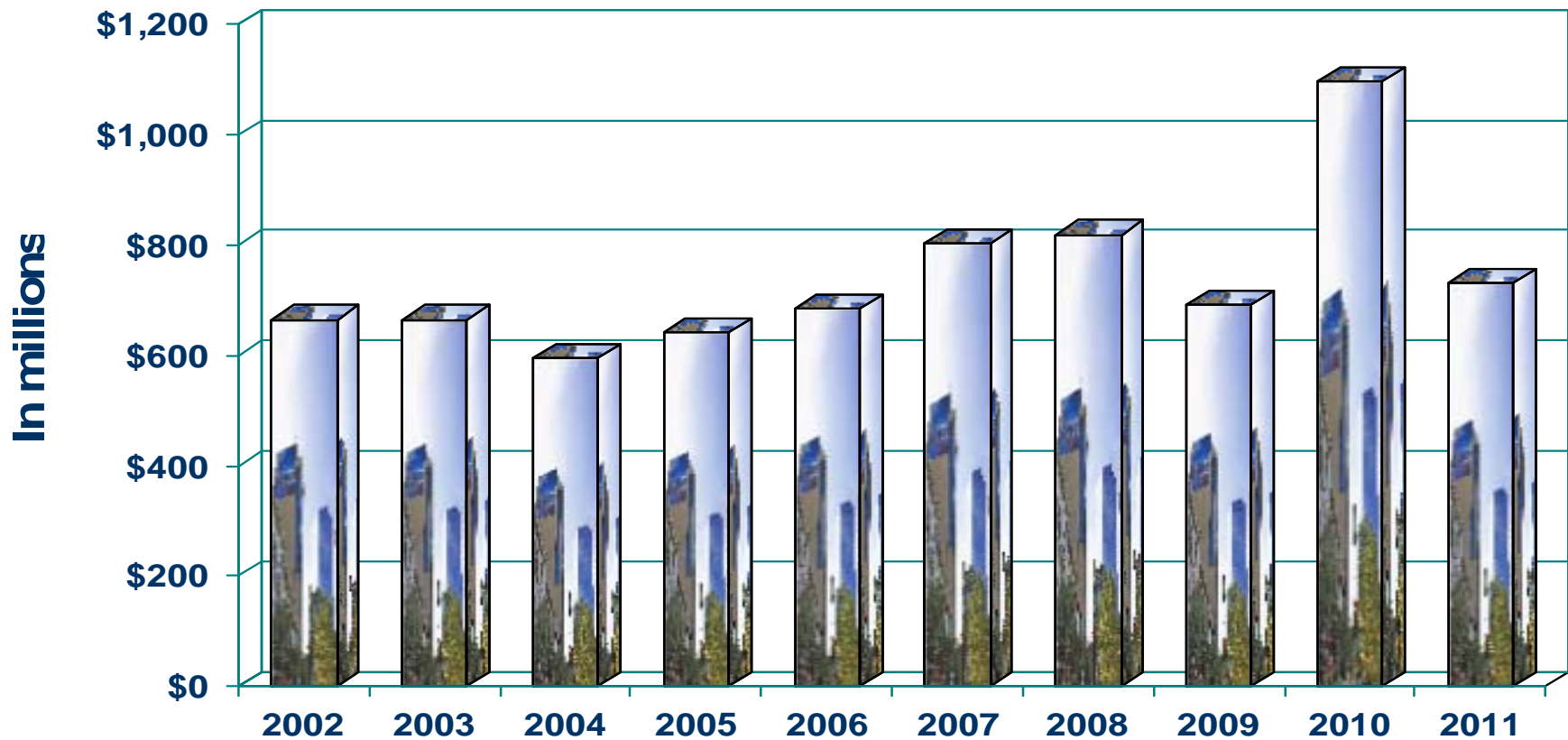




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# Economic Growth

City of Hamilton Building Permits (All categories)  
2002 to 2011





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# 2011 Residential vs. Non-Residential Growth

## BRAMPTON

- Res = 80%      Non-Res = 9.5%

## HALTON

- Res = 68%      Non-Res = 15%

## HAMILTON

- Res = 59%      ***Non-Res = 21%***



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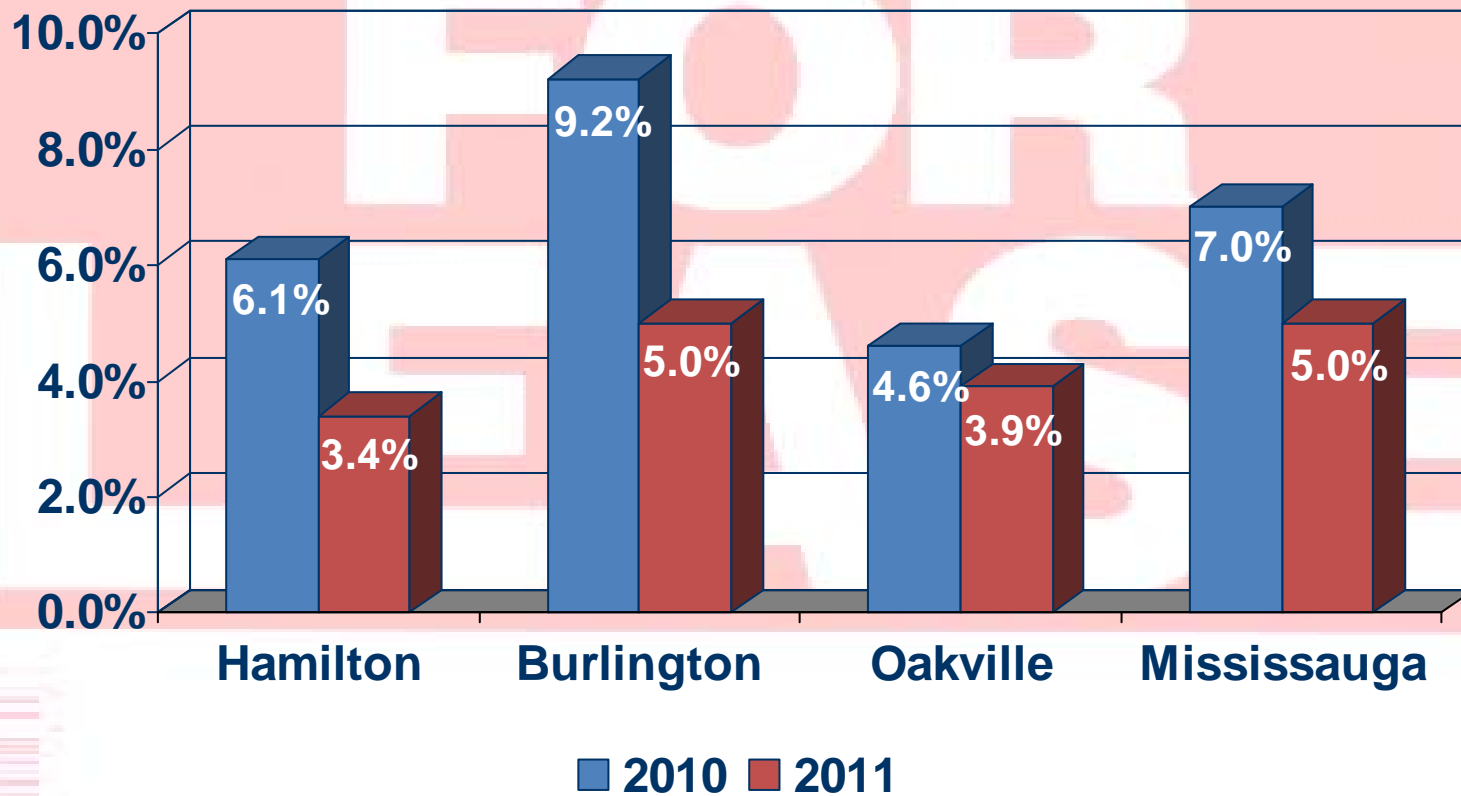
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# Q4 - 2011 Industrial Vacancy Rates



Source: *Colliers GTA Industrial Statistics Report*





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# Industrial Statistics

City	Q4-2010 Total Available s.f.	Q4-2011 Total Available s.f.	Total Absorbed s.f.
Brampton	6,130,249	5,144,294	985,955
Burlington	1,736,286	946,086	790,200
Mississauga	11,081,686	7,852,702	3,228,984
Oakville	1,237,492	1,056,374	181,118
<b>Hamilton</b>	<b>2,307,030</b>	<b>1,312,020</b>	<b>995,010</b>

Source: *Colliers GTA Industrial Statistics Report*



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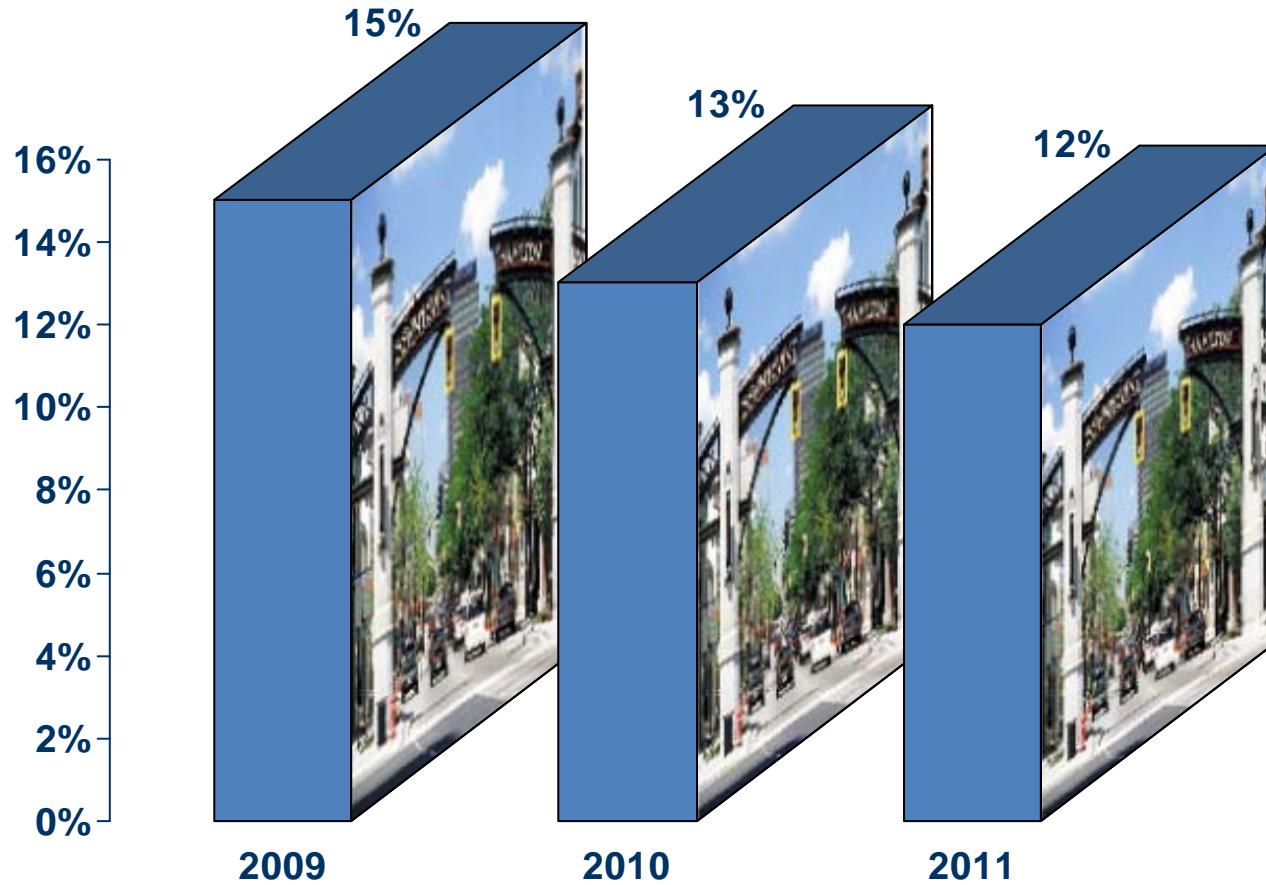
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# Downtown Vacancy Rate





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# Employed Population - FT vs. PT

## Hamilton CMA

Annual Averages	2008	2009	2010	2011
Full Time	79.2%	79.8%	80.0%	79.7%
Part Time	20.8%	20.2%	20.0%	20.3%

*Source: Statistics Canada, Employed population for Hamilton Census Metropolitan Area*



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# 2011 Economic Development

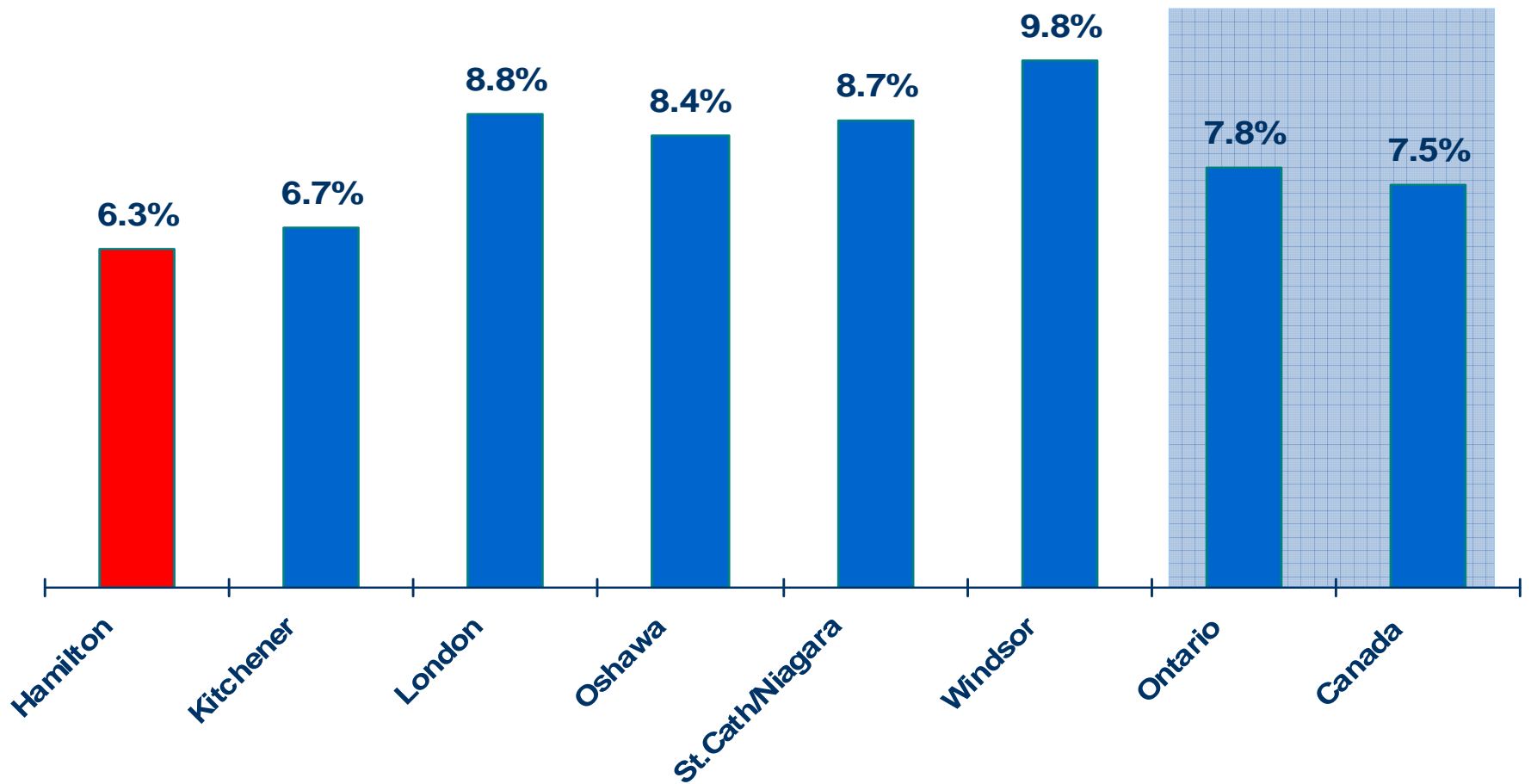
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# Unemployment Rates

## 2011 Averages





# Our Economic Development Goals

## **REAL ESTATE SERVICES**





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# 2011 Real Estate Highlights

- Total Dispositions **\$ 2,330,440**
- Total Acquisitions **\$10,889,300**

- 
- Commissions (Leases) **\$179,310**
  - Commissions (Purchases) **\$435,575**
  - Commissions (Land Sales) **\$ 93,216**
  - Savings on Appraisals **\$ 60,000**
- Total Savings 2011* **\$768,098****



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# Our Economic Development Goals

**BUSINESS RETENTION**

**&**

**EXPANSION**



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# *Hamilton Calling* Program Highlights

- **77.5%** of Companies plan to introduce new products in the next 2 years
- Companies Primary Market
  - Local 11.8%
  - Regional **45.6%**
  - National **17.8%**
  - International **24.9%**
- Companies Sales
  - Decreasing 3.7%
  - Increasing **60.2%**
  - Stable **36.0%**



# Our Economic Development Goals

**2010 – 2015**

# **ECONOMIC DEVELOPMENT STRATEGY UPDATE**



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# ED Strategy Deliverables

Strategy Components	Deliverables	
	Short Term	Long Term
Infrastructure for Innovation	15/25 (60%)	9/18 (50%)
Community Development	26/38 (68%)	7/19 (37%)
Quality of Life	25/49 (51%)	
Workforce Development	5/6 Phases Completed	
Business Development	44/84 (52%)	8/25 (32%)
<b>Total (2 years)</b>	<b>110/196 (56%)</b>	<b>24/62 (39%)</b>





# Our Economic Development Goals

# CHANGING HAMILTON'S IMAGE



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# Awards & Recognitions

- Ranked **#2** location in Canada for Corporate Investment by Atlanta based Site Selection Magazine
- The **Hamilton** metropolitan area ranks in top 100 of the world's largest centres for its economic performance over the past two years
- **Hamilton** was ranked as **the top City** in Ontario in which to invest & **#3** in Canada by the Real Estate Investment Network
- In the last 3 years, **Hamilton** has had more non-residential building permits than Mississauga & Brampton



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# Awards & Recognitions

- In 2011, Downtown Hamilton added **320** new jobs in the Creative Industries cluster
- Hamilton Health Sciences ranks **7<sup>th</sup>** in the world among the best Research Hospitals
- McMaster University ranks **16<sup>th</sup>** in the world amongst the Top 50 “Pre-Clinical & Health Universities”
- Cargo shipments to & from the Port of Hamilton generate **\$5.9 billion** of economic activity



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# THANK YOU

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