



DURHAM REGION
ECONOMIC DEVELOPMENT

CANADA



ADVANCED MANUFACTURING

Durham Region, Ontario, Canada
Ajax, Brock, Clarington, Oshawa, Pickering, Scugog, Uxbridge, Whitby

www.investdurham.ca

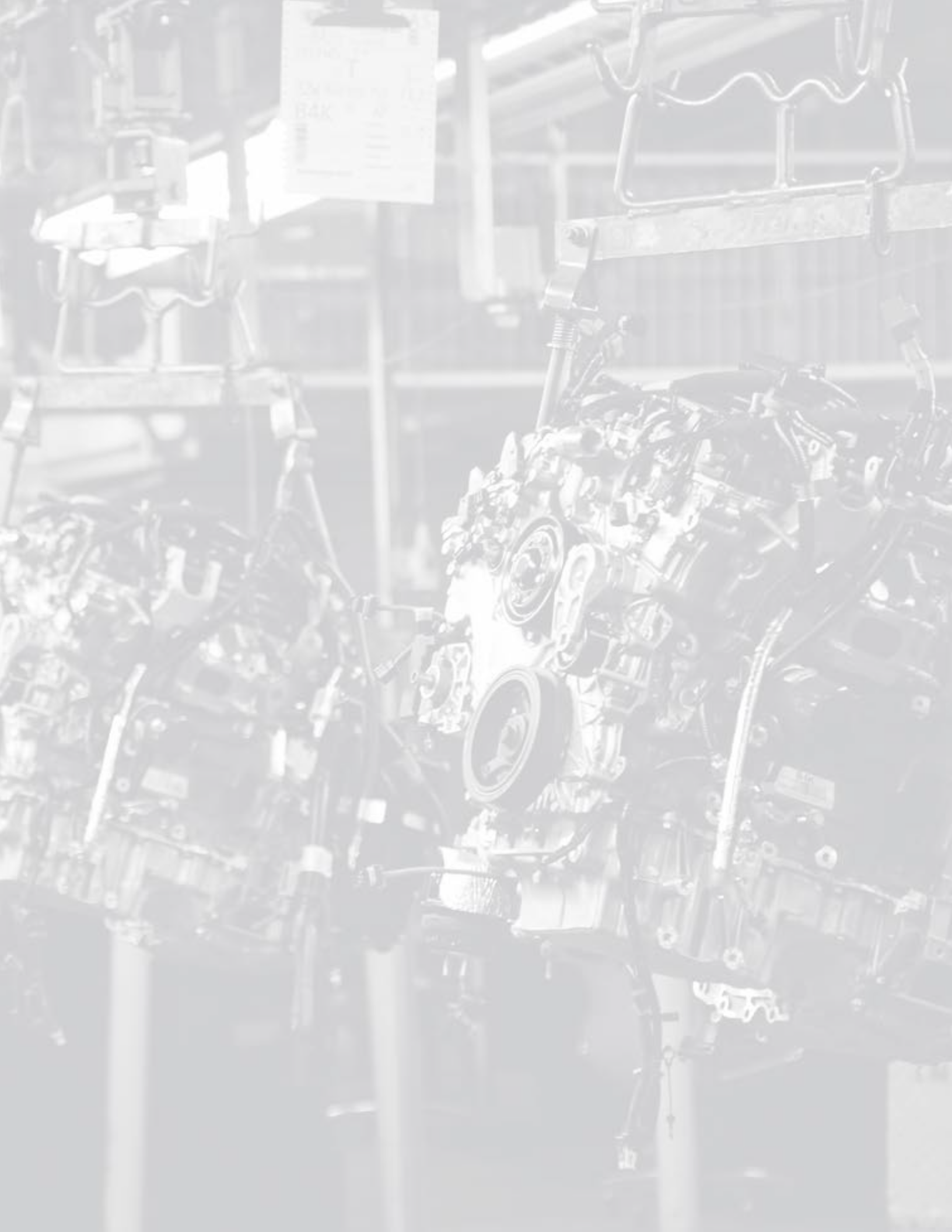




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INTRODUCTION

Located in one of the fastest growing regions in North America, which generates two thirds of Ontario's Gross Domestic Product (GDP), Durham Region is made up of eight area municipalities ranging from large urban centres to small towns, hamlets and villages.



The cities of Oshawa and Pickering; towns of Ajax and Whitby; Municipality of Clarington; and the townships of Brock, Scugog and Uxbridge all offer a highly skilled labour force, diverse economic base, superior quality of life and competitive business costs.

Durham Region has one of the fastest growing populations in Canada, with approximately 650,000 residents in 2013 and a forecasted population of around 1 million by 2031.

Situated at the eastern gateway of the Greater Toronto Area (GTA), Durham Region's land, location, people, infrastructure and balanced living opportunities make Durham the clear choice for investment.

ECONOMIC DEVELOPMENT AND TOURISM DIVISION

Durham's Economic Development and Tourism Division's priority is to lead, facilitate and advance Durham Region's efforts for continued economic growth and diversification, job creation and revitalization throughout the region.

The regional Economic Development Division acts as the central point of contact for attracting new business investment to the Durham region, representing the eight communities that make up the Region of Durham. Business retention and expansion is achieved through key partnerships, supported by top ranked post-secondary

institutions and a variety of economic development partners at municipal, regional, provincial and federal levels.

Durham's professional staff provide confidential and expert assistance in an efficient and timely manner. Our services include:

- Site selection assistance
- Information and research
- Coordination of Regional development services
- Liaison between the business community, educational institutions and government
- Linking existing businesses to sourcing capital and new business relationships
- Film location assistance

The Region provides a free and confidential service to companies looking to establish an operation in Durham and will:

- Provide business critical information
- Provide connections to decision makers
- Identify suitable locations and premises
- Provide advice on available incentives
- Act as project manager to ensure seamless development experience

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LOCATION

Durham Region is situated at the eastern gateway of the Greater Toronto Area (GTA) and offers prime access to Canada's largest market of more than 5 million people and 135 million more American and Canadian consumers.

A 500 MILE RADIUS WITHIN US AND CANADA



Durham's land, location, people, infrastructure and balanced living offer highly skilled labour force, diverse economic base, superior quality of life and competitive business costs.

Durham Region is made up of eight area municipalities ranging from large urban centres to small towns, hamlets and villages. These include the cities of Oshawa and Pickering; the towns of Ajax and Whitby; the Municipality of Clarington; and the townships of Brock, Scugog and Uxbridge.

THE GREATER TORONTO AREA (GTA)



DURHAM REGION



DURHAM REGION ADVANCED MANUFACTURING OVERVIEW

Durham Region has long been a centre of traditional manufacturing in Canada, with particular strengths in the automotive (e.g. General Motors), aerospace (e.g. Messier-Dowty) and automation (e.g. Siemens) sectors.



As manufacturing processes have advanced, Durham's manufacturers have moved to adopt increasingly sophisticated methods, technologies and structures for developing and delivering their manufactured products to market.

The rise of this 'advanced' manufacturing sector has created opportunities related to both the strengthening and deepening of traditional manufacturing activity in the region and the enhancement or promotion of the region's competitive strengths, especially the high skill level of the local labour force.

To this end Durham Region continues to demonstrate a strong base of advanced manufacturing that is concentrated in:

- Textile and fabric finishing and fabric coating manufacturing
- Converted paper product manufacturing
- Pharmaceutical and medicine manufacturing
- Paint, coating and adhesive manufacturing
- Rubber product manufacturing
- Glass and glass product manufacturing
- Cement and concrete product manufacturing
- Forging and stamping
- Motor vehicle manufacturing
- Motor vehicle parts manufacturing

Durham's labour force is smart, skilled and industrious. 47 per cent of companies are actively involved in research and development (R&D). The Region provides great support for R&D through partnering educational institutions, business associations and opportunities to take advantage of tax credits. Advancement in manufacturing processes is also supported by innovating local companies in advanced materials, engineered assembly systems, automated logistics and material handling systems.

Some of the companies that make Durham Region their home include:

- Active Automation
- Aerotek
- Autodyne Machinery Inc.
- BRIC Engineered Systems
- Canada Rubber Inc.
- Castool Tooling Systems
- EHC Global
- General Motors Canada Ltd
- Gerdau
- Hela Spice Canada Inc.
- Johnson Controls
- Lear Inc.
- Makita
- Messier Dowty
- Noranco Inc.
- Siemens



DURHAM REGION ADVANCED MANUFACTURING OVERVIEW

Durham Region has much to offer in all fields of manufacturing through a highly diversified, yet well-balanced manufacturing sector. This is highlighted by expertise in the automotive, metal fabrication, environmental, biological and life sciences and aerospace sectors, as well as IT and engineered assembly systems.

- **77%** of companies have operated in Durham Region for more than 10 years. This indicates solid long term opportunities available in the region. Two thirds of business owners have chosen to operate their enterprise in Durham because in addition to growing a successful business here, they also call Durham Region home
- **58%** of companies with fewer than 100 employees have focused their R&D activities on process improvement. Not only are our small companies efficient, they are quality driven
- **80%** of local businesses report no gap in the supply chain, indicating a healthy production life cycle. Everything you need to do business is readily available in Durham Region
- **63%** of companies are adopting quality assurance software systems or practices. This local culture of high quality production is a common trait among the region's businesses
- **77%** of companies employ up to 25 employees. Small businesses are thriving in Durham. Lean and adaptive, our small businesses pursue global markets with success
- **33%** of companies have expanded or upgraded their facility in the last five years. Three quarters of these companies made significant capital investments, such as purchasing new equipment and real estate

INTERACTIVE MANUFACTURING INNOVATION NETWORKS (IMIN)

In 2012, the Region initiated the development of the iMiN, an online portal which helps Durham Region's manufacturers become more innovative by improving the connections between people, information and expertise.

The goals of iMiN include:

- **Build Awareness**—raise awareness of products and services manufactured in the various regions throughout Ontario both on a local and global scale
- **Network**—improve collaboration and knowledge sharing between companies and industry professionals in an effort to create shared best practices, standard protocols and new innovations. Members can join peer groups, create professional profiles and access experts in blogs and online discussion forums
- **Trade**—a centralized e-marketplace for buying, selling and promoting goods and services online, such as classified ads, a job board and a comprehensive company directory

This free network connects all manufacturing stakeholder groups in an effort to create a more responsive and globally competitive manufacturing community through improved collaboration and knowledge sharing.

For more information, visit www.iminonline.ca.

PROXIMITY TO MARKETS

Durham Region's infrastructure is made up of an integrated transportation network. Provincial and regional highways with international linkages, cargo loading and deep sea shipping ports connecting to the Atlantic Ocean via the St. Lawrence Seaway, transcontinental and commuter railway lines and international airports allow for easy and efficient movement of goods and people.



This provides prime access to Canada's largest market of over 5 million people plus 135 million more American and Canadian customers within a day's drive.

ROADS

Highways 401 and 407

Eighteen interchanges link Durham Region to Highway 401, the longest 400 Series Highway in Ontario and amongst the busiest in the world. Three interchanges in Durham will link Highway 401 to Highway 407: Brock Road (existing), Lakeridge Road (planned) and Courtice (planned) in Clarington.

Together with Quebec Autoroute 20, Highway 401 is the road transportation backbone of the Quebec City-Windsor Corridor, along which over half of Canada's population lives.

FREIGHT RAIL

Canadian National (CN) Rail

CN transports approximately \$250 billion worth of goods annually for a wide range of business sectors, from resource products, to manufactured products, to consumer goods. The largest rail network in Canada with transcontinental connections throughout North America, spanning approximately 20,600 route-miles of track, offering rail connections to three coasts. CN Rail spans Canada and mid-America from the Atlantic and Pacific oceans to the Gulf of Mexico, serving the ports of Vancouver, Prince Rupert, B.C., Montreal, Halifax, New Orleans and Mobile, Ala. and the key cities of Toronto, Buffalo, Chicago, Detroit, Duluth, Minn./Superior, Wis., Green Bay, Wis., Minneapolis/St. Paul, Memphis, St. Louis, Jackson, Miss., with connections to all points in North America.

For more information, visit www.cn.ca.

Canadian Pacific (CP) Railway

CP is a transcontinental railway in Canada and the U.S. with direct links to eight major ports, providing North American customers a

competitive rail service with access to key markets worldwide. CP is a low cost provider that is growing with its customers, offering a suite of freight transportation services, logistics solutions and supply chain expertise. CP Rail is a key part of the strategic Montreal-Chicago rail corridor.

For more information, visit www.cpr.ca.

COMMUTER RAIL

GO Transit

GO Transit is the regional public transit service for the Greater Toronto Area, with extensive service to Durham Region. It carries 65 million passengers a year. There are 62 GO trains travelling from Durham to downtown Toronto each day, every 30 minutes, for a growing number of customers.

For more information, visit www.gotransit.com.

VIA Rail

VIA Rail services are available for travel through the Quebec City-Windsor corridor with convenient access to Toronto and Montreal. The Oshawa train station provides passenger service for VIA and GO Transit. Bus connections throughout Durham Region are also available.

For more information, visit www.viarail.ca.

TRANSIT

Durham Region Transit

Durham Region Transit provides services to more than 10 million riders annually and is recognizing demand for destinations outside of the region by introducing more routes with Toronto connections. The new PULSE 900 route is a high frequency service with convenient transfers to local routes along Highway 2, with service every 7.5 minutes.

For more information, visit www.durhamregiontransit.com.



**PROXIMITY TO
MARKETS**

DEEP SEA PORTS

Port of Oshawa Harbour - located in Durham Region

Capable of accommodating any size or type of vessel entering the St. Lawrence Seaway system, the port provides shippers with a wide range of cargo handling equipment, from heavy lift cranes to fork lift trucks along with an experienced labour force.

Approach and main channel: 8.2 metres (27 feet) deep

Turning basin: 6.7 metres (22 feet) deep

Port of Oshawa's stevedoring and terminal services are renowned for high, damage-free productivity. Tailor made services include specialized storage and distribution, export packing and through routes, including inland transportation.

For more information, visit www.portofoshawa.ca.

Port of Toronto - 57 kilometres / 35 miles from Durham Region

One of Canada's largest inland ports, it provides access to 25 per cent of Canada's population and is no more than 1,300 kilometers (807 miles) from many of North America's largest cities.

In 2012, the port moved 1.5 million tonnes of bulk cargo, taking 37,000 trucks off the roads; it also handles special project cargo like windmills, power plant components and locomotives. The yard provides excellent access to the railroads, as well as all major highways. This facility is fully bonded, has 24-hour security and is an ISPS Code Facility.

The ports' marine terminals include inside and outside storage and some 1,800 metres (5,905 feet) of berthing space for cargo ships. All berths are in excess of seaway depth (8.2 metres or 27 feet).

For more information, visit www.torontoport.com.

St. Mary's Cement – located in Durham Region

Privately owned dock includes:

- Seaway suitable draft depth of 8.8 metres (29 feet)
- Current users include cement, salt and automotive companies

For more information, visit www.stmaryscement.com.

AIR

Lester B. Pearson International Airport (Toronto) - 63 kilometres / 39 miles from Durham Region

Toronto Pearson is the second busiest in North America and Canada's primary air hub. The airport handles the most Canada/U.S. traffic on the continent and over 30 per cent of Canada's air traffic. 10 million people use it each year, to travel to and from the U.S.

- 75+ commercial carriers with flights to over 100 destinations
- Ability to process 1 million metric tons of cargo annually
- 111,483 square meters (1.2 million square feet) of on-airport warehouse space

For more information, visit www.torontopearson.com.

Billy Bishop Island Airport (Toronto) - 57 kilometers / 35 miles from Durham Region

Billy Bishop is located on the Toronto Islands, south-west of downtown Toronto and provides links to destinations across North America. With flights to more than 18 cities in Canada and the U.S., the airport connects over 2 million passengers annually (2012 statistics) to more than 80 international destinations.

With one main east-west runway, two shorter runways and a seaplane base (Toronto City Centre Water Aerodrome), the airport is used for regional airline service and general aviation, including medical emergency flights (with proximity to downtown hospitals), small charter flights and private aviation.

For more information, visit www.torontoport.com.

Oshawa Municipal Airport – located in Durham Region

An executive level regional airport, Oshawa can accommodate a range of aircraft, from small recreational planes to 20-passenger business jets and 70-passenger turbo prop commuters. Corporate travel and just-in-time freight services are expedited with the presence of Canada Customs and fixed-based aviation services.

For more information, visit www.oshawa-airport.com.

POST-SECONDARY OVERVIEW

The region's leading post-secondary institutions focus on cutting edge R&D that reflect industry needs by training students in the fields of business, engineering, sciences and skilled trades to meet the needs of employers.



There are five leading post-secondary institutions with a presence in Durham Region, including Queen's University, Trent University, UOIT, Centennial College and Durham College.

UNIVERSITY OF ONTARIO INSTITUTE OF TECHNOLOGY (UOIT)

The Faculty of Engineering and Applied Science at UOIT integrates the best practices and successes of some of the leading universities in Canada and the world, with new and innovative ideas.

UOIT strives to become one of the foremost engineering and applied science centres in Canada through high quality and innovative programs, high calibre and value added research, excellence in education and exceptional students and graduates, who are prepared to be productive professionals and leaders.

The Department of Automotive, Mechanical and Manufacturing Engineering offers undergraduate degree programs in these disciplines.

The Department of Electrical, Computer and Software Engineering offers undergraduate degree programs in both Electrical and Software Engineering.

These programs provide a solid grounding in basic sciences, mathematics and computing, along with various engineering applications. To help meet the need for engineers with strong business skills, the Faculty, in conjunction with UOIT's Faculty of Business and Information Technology, provides Engineering and Management programs for each of these disciplines.

Two further programs are offered through the affiliated Faculty of Energy Systems and Nuclear Science-Nuclear and Energy Systems Engineering.

Research – Faculty and students are actively involved in research activities that will benefit industry and society. Faculty members are at the cutting edge in their fields and have attracted financial support to support their research, scholarly, professional and creative activities.

Buildings and facilities – The OPG Engineering Building houses most of the undergraduate laboratories, including heavy and industrial scale equipment.

The Automotive Centre of Excellence - see page 14 for full details.

For more information, visit www.uoit.ca.

DURHAM COLLEGE

Durham College places heavy emphasis on satisfying demand for critical skills in sectors including advanced manufacturing. A joint resource of the college and university, the Integrated Manufacturing Centre, a state of the art PLC, robotics and automated manufacturing lab, supports Durham College's programs in mechatronics, electronics and mechanical engineering. Its' highly respected Business Industry Development Services provides contract training to industry.

The college offers over 130 full time, market driven programs that reflect industry needs, especially those relevant to the manufacturing sector, including:

- Biomedical Engineering Technology
- Chemical Engineering Technology
- Electrical Technician - Instrumentation and Control
- Electronics Engineering Technician/Technology
- Industrial Automation and Robotics – Mechatronics
- Mechanical Engineering Technician/Technology
- Motive Power Technician – Service and Management
- Pharmaceutical and Food Science Technology
- Welding Techniques

Through its Office of Research Services and Innovation, students collaborate with industry partners on research projects that provide solutions to real life problems in the areas of prototyping, information technology, health care, energy and environment.

The Whitby campus, home to the Skills Training Centre, currently offers more than 15,580 square metres (200,000 square feet) of shop, class and student services space on 11.7 hectares (29 acres) of land.

For more information, visit www.durhamcollege.ca.

LABOUR FORCE

Durham has a long history as a community with a highly skilled and specialized labour force. It provides close proximity to Canada's largest commercial centre - Toronto - and access to key service players.



Durham has a workforce experienced in automated assembly, processing and machining; supported and enhanced through high level post-secondary programming and R&D, as well as quality employers.

Employers benefit from having access to this well-educated and highly skilled workforce, competitive wages, publicly funded healthcare and a workers' compensation system.

Durham Region's educational attainment: close to 70 per cent of the population between 25 and 64 years old has post-secondary education.

EDUCATIONAL ATTAINMENT

Total population 25-64 years	349,954
College or equivalent	95,549
University	79,925
With bachelors degree	44,415
With above bachelors degree	20,833

Source: Manifold Data Mining Inc., 2013

LABOUR FORCE (2013)

Motor vehicle manufacturing	3,931
Motor vehicle parts manufacturing	2,813
Plastic product manufacturing	1,051
Printing and related support activities	788
Pharmaceutical and medicine manufacturing	770
Architectural and structural metals manufacturing	598
Converted paper product manufacturing	568
Other miscellaneous manufacturing	568
Cement and concrete product manufacturing	492
Aerospace product and parts manufacturing	486
Communications equipment manufacturing	448
Other general-purpose machinery manufacturing	412

Metalworking machinery manufacturing	409
Machine shops, screw, nut and bolt manufacturing	343
Household and institutional furniture and kitchen cabinet manufacturing	313
Iron and steel mills and ferro-alloy manufacturing	294
Other wood product manufacturing	289
Boiler, tank and shipping container manufacturing	287
Other fabricated metal product manufacturing	249
Other non-metallic mineral product manufacturing	231
Rubber product manufacturing	202
Basic chemical manufacturing	179
Audio and video equipment manufacturing	177
Paint, coating and adhesive manufacturing	152
Other electrical equipment and component	135
Beverage manufacturing	132
Glass and glass product manufacturing	122
Non-ferrous metal production and processing	121
Alumina and aluminum production and processing	120
Agricultural, construction and mining machinery	117
Medical equipment and supplies manufacturing	117
Office furniture (including fixtures) manufacturing	115
Other chemical product manufacturing	114
Commercial and service industry machinery	112
Steel product manufacturing from purchased steel	106
Ventilation, heating, air-conditioning and commercial refrigeration equipment manufacturing	105
Motor vehicle body and trailer manufacturing	104
Electrical equipment manufacturing	100

Source: Manifold Data Mining Inc., 2013 and Analyst Data Tool, 2013

ADVANCED MANUFACTURING INCENTIVES

Durham Region manufacturers have access to a number of incentive programs for both export development and direct investment.



INVESTMENT ACCELERATOR FUND (IAF)

Funded by the Province of Ontario, the IAF is a seed fund that assists emerging Ontario technology companies to bring their products and services to market. The fund provides a comprehensive platform of resources, people, connections and funding that entrepreneurs and innovators can access to launch their new ventures. The IAF program is managed by MaRS and delivered through the Ontario Network of Excellence, a collaborative network of organizations across Ontario, designed to help commercialize ideas.

The fund invests up to \$500,000 in companies that have the potential to be global leaders in their field and provide sustainable economic benefits to Ontario. Early stage life sciences companies currently eligible for IAF funding and requiring in excess of the current maximum of \$500,000 may be eligible for up to an additional \$500,000 in funding from the IAF.

For more information, visit www.marsdd.com.

MARKET XPANSION LOAN

The Innovative Market Xpansion Loan is offered by the Business Development Bank of Canada (BDC). It provides up to \$100,000 in loans assisting companies in their domestic and foreign business expansion. The loan can be used to:

- Participate in prospecting initiatives like trade shows overseas
- Develop export and/or e-commerce plans
- Advance Scientific Research & Experimental Development (SR&ED) refunds to replenish working capital, or cover SR&ED consulting costs
- Conduct product development and R&D
- Purchase additional inventory for export

For more information, visit www.bdc.ca.

NEW EXPORTERS TO BORDER STATES (NEBS) PROGRAM

The NEBS program is a two day, hands on introductory program that gives the basics of exporting to the U.S. Designed for export ready

SMEs with a manufacturing or service base in Ontario, the program includes expert briefings and site visits to a U.S. border entry point and a warehouse. NEBS is ideal for anyone working in marketing, sales, management, or business development.

To participate in NEBS, your company must be export ready, in business for at least one year and have a manufacturing or service base in Ontario.

For more information, visit www.tradecommissioner.gc.ca.

SMART PROSPERITY NOW PROGRAM

The SMART Prosperity Now program is administered by Canadian Manufacturers & Exporters and funded by the Federal Economic Development Agency for Southern Ontario (FedDev). The objective is to foster the long term growth of small to medium sized businesses. In order to promote growth, the SMART Prosperity Now program calls on Ontario manufacturers to transition to a more sustainable business model by enhancing productivity and integrating new and innovative technologies to products and/or processes, especially those based on alternative energy and clean technology.

To be eligible for SMART Prosperity Now funding, applicants must be a small to mid-sized manufacturer in Southern Ontario with 15 to 1,000 employees, looking to invest in product and process improvements that will develop and expand export opportunities and global competitiveness.

SMART Prosperity Now is a program built around two components: an assessment component and project funding component. Through the project funding component, companies will receive a contribution of 33 per cent of eligible costs up to a maximum of \$75,000, whichever is less.

By working with a qualified expert and using the tools available through the assessment program, companies will develop a vision and strategy that builds on the current state of their operations and helps them understand and overcome the barriers they will face in the global competitive market. The assessment component



ADVANCED MANUFACTURING INCENTIVES

will cover 50 per cent of the costs up to \$5,000 per assessment. The findings from this assessment will allow companies to implement a project under the prosperity funding program.

For more information, visit www.cme-smart.ca.

EXPORT GUARANTEE PROGRAM (EGP)

The EGP provides financial institutions with guarantees on financing for a variety of activities, including:

- Work in progress and inventory related to export contracts
- Ongoing working capital needs
- Purchase of equipment
- Federal and Provincial R&D Tax Credits related to both your pre and post filing period. We can provide a partial guarantee to financial institutions that are willing to provide loans using the tax refund as collateral
- Investments outside of Canada and general working capital support for your foreign subsidiaries
- Foreign domiciled inventory of finished goods for which you have legal title
- Increasing your operating line of credit by margining of foreign accounts receivables

The export guarantee coverage is typically 75 per cent of the amount of the loan financial institutions provide, however higher coverage is possible for small loans or investments outside of Canada.

For more information, visit www.edc.ca.

EXPORT MARKET ACCESS - A GLOBAL EXPANSION PROGRAM

Export Market Access is designed to assist small to medium sized enterprises (SMEs) to access and expand their growth in foreign markets. Eligible activities include market research, marketing tools, direct contacts and foreign bidding projects. Export Market Access is an initiative of the Ontario Chamber of Commerce, with support and funding from the Government of Ontario.

The eligibility criteria are:

- A small to medium sized company with export mandates, whose goods and services currently exist and are produced in Ontario
- Businesses with a minimum of five employees to a maximum of 500 employees or partnerships/consortium of small to medium sized exporters meeting the following criteria:
 - Annual sales of \$500,000 or more
 - Currently established and operating in Ontario
 - Registered company (federally or provincially) for a minimum of two years in full compliance with all government laws and regulations
 - Not receiving any other contributions from public funds towards the activities contained in the funding application, other than support provided through export development programs offered by the International Trade Branch of the Ontario Ministry of Economic Development and Innovation

For more information, visit exportaccess.ca.

GOING GLOBAL INNOVATION

Going Global Innovation (GGI) is a contribution program created and managed by Foreign Affairs and International Trade Canada's Trade Commissioner Service, to stimulate international R&D partnerships that benefit Canadian innovators. The program is designed to assist Canadian innovators solidify an international partnership, for future R&D collaboration to co-develop a technology or a product that has a potential for commercialization. GGI provides \$5,000 to \$75,000 to support in-person discussion, meetings and related activities to solidify a global R&D partnership.

For more information, visit www.tradecommissioner.gc.ca.

For a full list of available incentive programs, contact 1-800-706-9857 or investdurham@durham.ca.

MAJOR INFRASTRUCTURE INVESTMENTS

The extension of Highway 407 across the region and the expansion of Highway 401 will generate tremendous activity to meet the growing needs of businesses and residents to allow for the seamless movement of goods and people across the region.



There are many development and expansion opportunities in the industrial and commercial sectors across Durham's eight area municipalities that make the region the place to do business.

AUTOMOTIVE CENTRE OF EXCELLENCE (ACE) – \$120 MILLION

ACE is wholly owned and operated by the UOIT and is the first testing and research centre of its kind in Canada and in many respects the world. ACE offers a full range of test chambers including one of the largest and most sophisticated climatic wind tunnels on the planet. In this chamber they can create:

- Wind speeds in excess of 150 miles/hr (240 km/hr)
- Temperatures ranging from - 40 to 60 degrees Celsius (104 to 140 degrees Fahrenheit)
- Relative humidity ranging from five per cent to 95 per cent

DARLINGTON ENERGY COMPLEX (DEC) – \$95 MILLION

The DEC will be a key element to the success of the Darlington Refurbishment Project and will support ongoing operations of the Darlington station into the future

This multi-purpose building of more than 27,870 square meters (300,000 square feet) will include office space for 450 staff a public information centre with interactive educational displays and a 160-seat auditorium. It will also have an employee processing centre and warehousing space to manage the people and material needed for the refurbishment project.

DURHAM COLLEGE CENTER FOR FOOD (CFF) – \$40 MILLION

The CFF is Durham Region's first ever post-secondary presence focused on the field-to-fork concept, which is based on the harvesting, storage, processing, packaging, sale and of food – in particular the production of local food for local consumers.

Programming Includes:

- Culinary
- Hospitality
- Tourism
- Agricultural/horticultural programs
- Full service green-certified teaching restaurant
- Lounge open to the public
- Research and meeting spaces

DURHAM YORK ENERGY CENTRE (DYEC) – \$272 MILLION

The DYEC, a state of the art energy from waste facility is owned by the Regional Municipalities of Durham and York, the facility will process up to 140,000 tonnes of non-hazardous solid waste per year. Heat generated by waste combustion will be used to generate electricity and steam. Recyclable metals will be recovered from the ash.

When at capacity, the electricity sold to the provincial grid is sufficient to power 10,000 homes, while the future district heating system will produce heat equivalent to the needs of 2,200 homes.

The DYEC will process the residential waste that remains after Durham and York Regions' aggressive, highly successful composting and recycling programs. Through thermal mass burn technology, the solid waste is burned at temperatures higher than 1,000 degrees Celsius (1,932 degrees Fahrenheit). The remaining ash will then be shipped to landfill or reused in product manufacturing.

ENERGY SYSTEMS AND NUCLEAR SCIENCE RESEARCH CENTRE (ERC) – \$45 MILLION

The ERC is a 9,290 square metre (100,000 square foot) facility that houses UOIT's unique in Canada education programs and research in geothermal, hydraulic, hydrogen, natural gas, nuclear solar and wind energy technologies. The ERC enables leading-edge research in clean and green energies and technologies and promotes Canada's entrepreneurial advantage through public-private research and commercialization partnerships.



MAJOR INFRASTRUCTURE INVESTMENTS

GO EAST RAIL MAINTENANCE FACILITY – \$100 MILLION

Construction is underway with an estimated completion date of 2017, for the servicing and repairing of GO trains. The 55,740 square meter (600,000 square foot) facility will include:

- 18 storage tracks
- electrical substation for power supply to facility and trains
- progressive maintenance bays for train inspection and maintenance
- coach, diesel, paint and wheel shops
- locomotive and train wash buildings
- fuelling station
- staff offices

GREENFIELD COMMUNITY IN CENTRAL PICKERING – \$450 MILLION (SERVICING)

The urban community known as Seaton, in Central Pickering, will have up to 70,000 residents in 6 neighborhoods by 2031 and will include 323 hectares (800 acres) of prestige employment lands, projecting 31,500 new jobs. Construction commencing 2014.

HWY 407 EXPANSION THROUGH DURHAM REGION OF DURHAM – \$1 BILLION

Highway 407 East will be extended 45 kilometers (27 miles) from Pickering to Highway 35/115. Two north-south links (the West Durham Link and the East Durham Link), both 10 kilometers (3.8 miles) long, will connect Highway 401 to Highway 407 East.

MEDALLION (BAYLY AND HARWOOD) – \$300 MILLION

The development will see 6 towers ranging in size from nine storeys to 25 storeys, a two storey office building and a public square with a water feature that will double as an outdoor skating rink in the winter.

The plan is to build a total of 1,838 residential units which will be a mix of condos and rental apartments. The first phase, including the public square, is slated to be complete in late 2014 / early 2015. Total investment by Ajax, Region of Durham and the Community is approximately \$2.6 billion by 2053.

ONTARIO POWER GENERATION DARLINGTON NUCLEAR REFURBISHMENT – \$6 BILLION

OPG's Darlington Nuclear Generating Station is one of the top performing nuclear stations in the world. The four reactors have a combined net power output of 3,512 megawatts. They were placed into operation between 1990 and 1993 and the refurbishment of these four reactors will commence in 2016.

PORT DARLINGTON WATER POLLUTION CONTROL PLANT (WPCP) – \$74 MILLION

The WPCP sanitary sewer system services a drainage area of 3,600 hectares (8,900 acres) with a population of 38,000 (2010). Capacity will be expanded from 11.36 million litres (3 million gallons) a day to 22.71 million litres (6 million gallons) with a projected completion date of 2016.

PORT GRANBY PROJECT – \$170 MILLION

The Port Granby Project will relocate approximately 450,000 cubic meters (118.9 million gallons) of low-level radioactive waste and marginally contaminated soil to a new aboveground mound facility for safe long term management located 700 metres (230 feet) away, creating a positive impact to the surrounding communities.

SUPPORT ORGANIZATIONS

There are a number of organizations in Durham region, who offer support to incoming industry and business.



AUTOMOTIVE CENTRE OF EXCELLENCE (ACE)

ACE is the first testing and research centre of its kind in Canada and in many respects the world. ACE offers a full range of test chambers including one of the largest and most sophisticated climatic wind tunnels on the planet. This chamber provides:

- Wind speeds in excess of 150 miles/hr (240 km/hr)
- Temperatures ranging from - 40 to 60 degrees Celsius (104 to 140 degrees Fahrenheit)
- Relative humidity ranging from five per cent to 95 per cent

ACE is wholly owned and operated by the UOIT and is located on the north campus in Oshawa, Ontario.

For more information, visit ace.uoit.ca.

BUSINESS DEVELOPMENT BANK OF CANADA (BDC)

BDC is Canada's business development bank, a federal crown corporation that has been in existence for more than 65 years. BDC's national presence includes its newest business centre in Whitby, supporting businesses moving into Durham Region. Specialized services include:

- High ratio, non-demand financing tailor made by transaction
- Consulting services, provided by an extensive base of external experts, are designed to help businesses become more efficient, better promote their business and be more profitable
- Value added services include assisting owners with daily challenges through our own personal expertise and introductions to various outside resources

For more information, visit www.bdc.ca.

EXPORT DEVELOPMENT CANADA (EDC)

The EDC offers a range of trade finance and risk management services to Canadian exporters doing business in more than 200 markets worldwide.

For more information, visit www.edc.ca.

FEDDEV ONTARIO

FedDev Ontario supports the southern Ontario economy by building on the region's strengths and creating opportunities for jobs and economic growth. The agency has launched a number of initiatives to create a Southern Ontario Advantage and places the region in a strong position to compete in the global economy.

For more information, visit www.feddevontario.gc.ca.

FOREIGN AFFAIRS AND INTERNATIONAL TRADE CANADA

The Canadian Trade Commissioner Service (TCS) helps companies successfully navigate the complexities of international markets. The TCS is on the ground in more than 150 cities worldwide, gaining market intelligence and uncovering opportunities for Canadian companies.

For more information, visit www.tradecommissioner.gc.ca.



MINISTRY OF ECONOMIC DEVELOPMENT, TRADE AND EMPLOYMENT (MEDT)

The MEDT supports a strong, innovative economy that can provide jobs, opportunities and prosperity for all Ontarians. The Ministry delivers a range of programs, services and tools to help businesses innovate and compete in today's fast changing global economy, including business support and youth entrepreneurship programs, strategic investments and international trade and export expertise.

For more information, visit www.ontario.ca.

MINISTRY OF RESEARCH AND INNOVATION (MRI)

The MRI supports world class research, commercialization and innovation taking place across Ontario through a range of programs and services, such as the Ontario Research Fund, Innovation Demonstration Fund and Ontario Venture Capital Fund.

With research partners in universities, colleges and hospitals, entrepreneurs and business leaders, the Ministry helps foster scientific discovery and commercialization of new technologies and products that can be marketed to the world. By harnessing Ontario's talented workforce, entrepreneurial spirit and highly developed industry clusters, the Ministry is helping to build an innovative culture in Ontario that continues to support job creation and economic growth for all Ontarians.

For more information, visit www.ontario.ca.

NATIONAL RESEARCH COUNCIL'S INDUSTRIAL RESEARCH ASSISTANCE PROGRAM (NRC-IRAP)

NRC-IRAP is Canada's premier innovation assistance program for Canadian SMEs. NRC-IRAP is a vital component of the NRC and a cornerstone in Canada's innovation system. Worldwide, NRC-IRAP is regarded as one of the best programs of its kind.

For more information, visit www.nrc-cnrc.gc.ca.

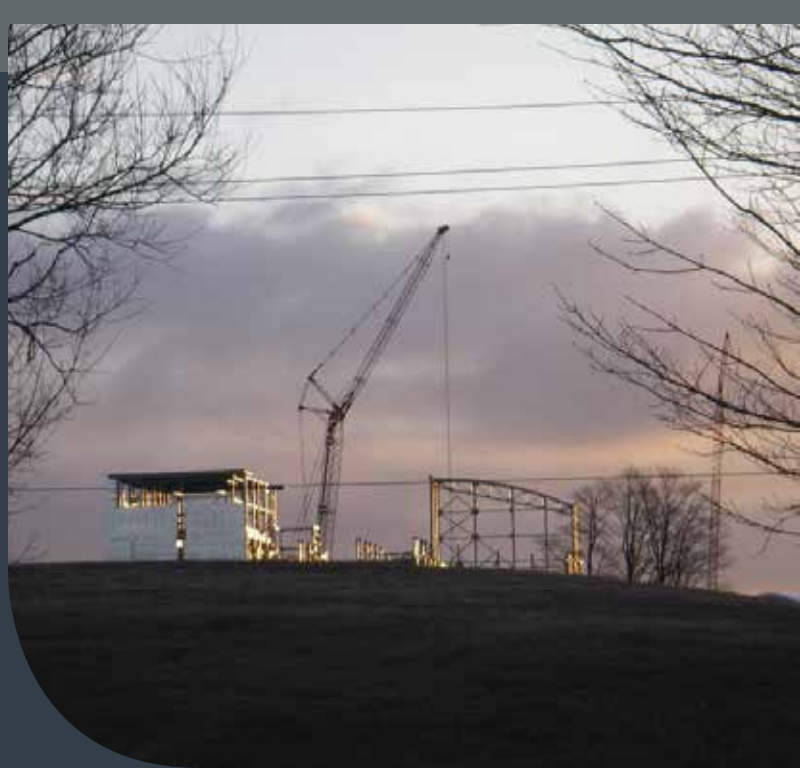
DURHAM ECONOMIC DEVELOPMENT PARTNERSHIP (DEDP)

The DEDP consists of economic development representatives from each of Durham Region's eight area municipalities, as well as the Regional Municipality of Durham. The agreed mandate and objectives of the DEDP are to ensure a coordinated, regional approach for investment attraction in the determined sectors, as well as function as a valuable communications vehicle amongst the economic development departments in the region.

9 SUPPORT
ORGANIZATIONS
FOR INCOMING INDUSTRY
& BUSINESS

DEVELOPMENT READINESS

Durham Region offers a wide range of locations to service potential advanced manufacturing expansions and new investments. Vacant, developable land, as well as existing office space, is available across the region.



REAL-ESTATE OPPORTUNITIES

Durham Region offers prime development opportunities in all sectors with a wide range of available industrial and commercial land and buildings at one of the lowest rates in the GTA.

GTA INDUSTRIAL MARKET STATISTICS 2013

Market/Submarket	Direct Availability (m ²) (sq. ft.)	Avg. Net Rent (per m ²) (per sq. ft.)	Avg. Sales Price (per m ²) (per sq. ft.)
GTA EAST	144,928	\$50.91	\$327.33
DURHAM REGION	1.56 million	\$4.73	\$30.41
GTA NORTH	427,353	\$56.83	\$1,108.04
YORK REGION	4.60 million	\$5.28	\$102.94
GTA WEST	1.2 million	\$54.03	\$913.53
HALTON & PEEL	12.50 million	\$5.02	\$84.87
GTA CENTRAL	585,289	\$47.15	\$792.65
	6.30 million	\$4.38	\$73.64

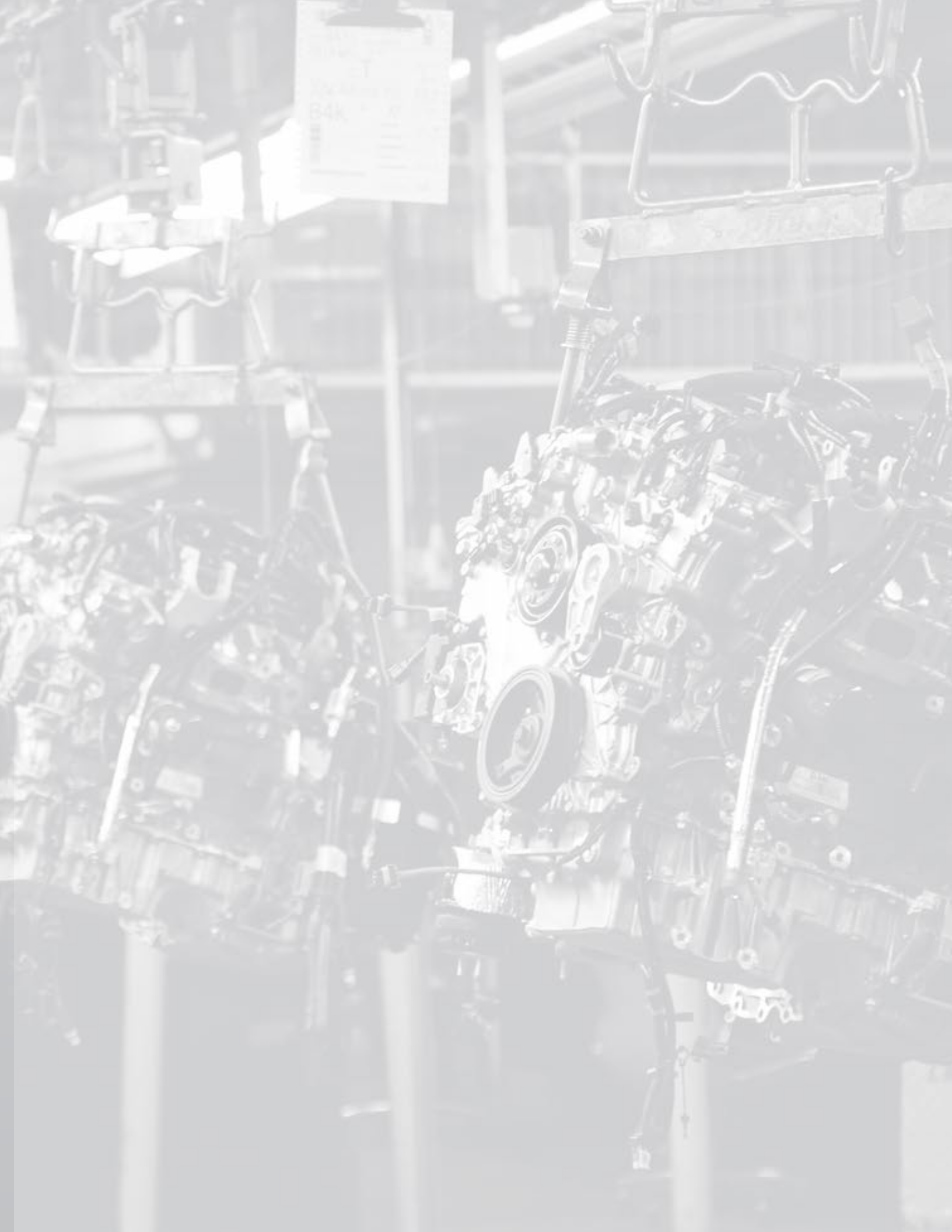
Source: Colliers International, Toronto Industrial Market Statistics Report 2013

GTA OFFICE MARKET STATISTICS 2013

Office Market/ Submarket	Available Space (m ²) (sq. ft.)	Avg. Net Rent (per m ²) (per sq. ft.)	Avg. Gross Rent (per m ²) (per sq. ft.)
GTA EAST	65,558	\$127.12	\$284.49
DURHAM REGION	705,663	\$11.81	\$26.43
GTA NORTH	130,064	\$164.04	\$296.44
YORK REGION	1.40 million	\$15.24	\$27.54
GTA WEST	520,257	\$165.12	\$263.18
HALTON & PEEL	5.60 million	\$15.34	\$24.45
TORONTO	181,160	\$298.38	\$582.44
FINANCIAL CORE	1.95 million	\$27.72	\$54.11
TORONTO	320,515	\$258.98	\$493.53
DOWNTOWN	3.45 million	\$24.06	\$45.85
TORONTO	53,594	\$167.81	\$342.94
CENTRAL NORTH	576,887	\$15.59	\$31.86
TORONTO	163,509	\$136.59	\$294.07
CENTRAL EAST	1.76 million	\$12.69	\$27.32

Source: Colliers International, Toronto Office Market Statistics Q2 2013

PRIME
DEVELOPMENT
OPPORTUNITIES





Durham Region, Ontario, Canada

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