



GROVES MEMORIAL COMMUNITY HOSPITAL



THE CENTRE OF INTEGRATIVE NATURAL MEDICINE

THIS IS Wellington County

A highly livable community—the perfect home for Health Care and Wellness businesses

WELLINGTON COUNTY ENJOYS THE BEST OF BOTH WORLDS—the charms of beautiful, historical countryside and community life with the advantages of being close to larger urban and metropolitan centres

This location—which includes proximity to exceptional post-secondary institutions and international transportation—makes Wellington County an ideal location for health care and wellness businesses, including integrated/alternative medical practices.

Keep reading to learn the Wellington County story.



Wellington County is composed of a rich fabric of towns, villages and country areas where inhabitants escape the pressures of major urban areas. The County's beautiful natural surroundings and heritage architecture allow residents to find a comfort zone in a place steeped in tradition and an ethic of hard work.




DOWNTOWN ÉLORA

Along with its broad swaths of picturesque countryside, the County includes the historical, vibrant population centres of:

- Elora
- Erin
- Fergus
- Rockwood
- Palmerston
- Hillsburgh
- Mount Forest
- Harriston
- Arthur
- Drayton
- Aberfoyle

In addition, Wellington County surrounds and interacts with Guelph—a city of more than 120,000 people—and is adjacent to other economic centres such as Kitchener-Waterloo, Orangeville and the western Greater Toronto-Hamilton Area (GTHA), areas of health care activity and innovation.

Only 1.5 hours from the U.S. border with access to 135 million people within a days drive, Wellington County is part of the broad, rapidly-expanding economic region known as the Greater Golden Horseshoe (GGH). The total population of the GGH is 8.8 million—over one-quarter of Canada's total population. Compared to major U.S. mega-regions, the GGH would rank fifth behind (1) New York, (2) Los Angeles/Long Beach, (3) Chicago and (4) Washington/Baltimore.



“As a recent Registered Massage Therapist grad, I chose to return to Wellington to run my business and love living here because of the diversity and lifestyle activities.”

– Jennifer McFadden-Bodz, RMT
Arthur Massage Therapy Clinic

MARKET OVERVIEW

Wellington County values the strong and extensive health care network it has established—including three full-service hospitals—that supports the County’s workforce, retirees and family members.

Over the past five years, the number of health care jobs in the County has grown by 27%. Job growth has occurred in most segments, with the highest increases among:

- Offices of health practitioners other than physicians and dentists
- General medical and surgical hospitals
- Nursing care facilities
- Residential developmental handicap, mental health and substance abuse facilities

“Our greatest value is our workers and the key to our success has definitely been drawing on the availability of skilled labour in the County. Our workforce has enabled us to continually innovate and expand our product line for the medical field.”

– Janey Hacke, President
Respan Products Inc.

A vibrant street scene in a town square. In the foreground, a large white circular graphic with a scalloped edge contains the text 'WHY IS WELLINGTON COUNTY ATTRACTIVE TO HEALTH CARE AND WELLNESS BUSINESSES?'. The background shows a sunny street with a clothing rack, a flower cart, and a building with a sign that says 'Hannah CLOSET'. There are also hanging baskets of pink flowers and a man and child walking in the distance.

**WHY IS
WELLINGTON COUNTY
ATTRACTIVE TO HEALTH
CARE AND WELLNESS
BUSINESSES?**

ACCESS TO OUTSTANDING POST-SECONDARY INSTITUTIONS

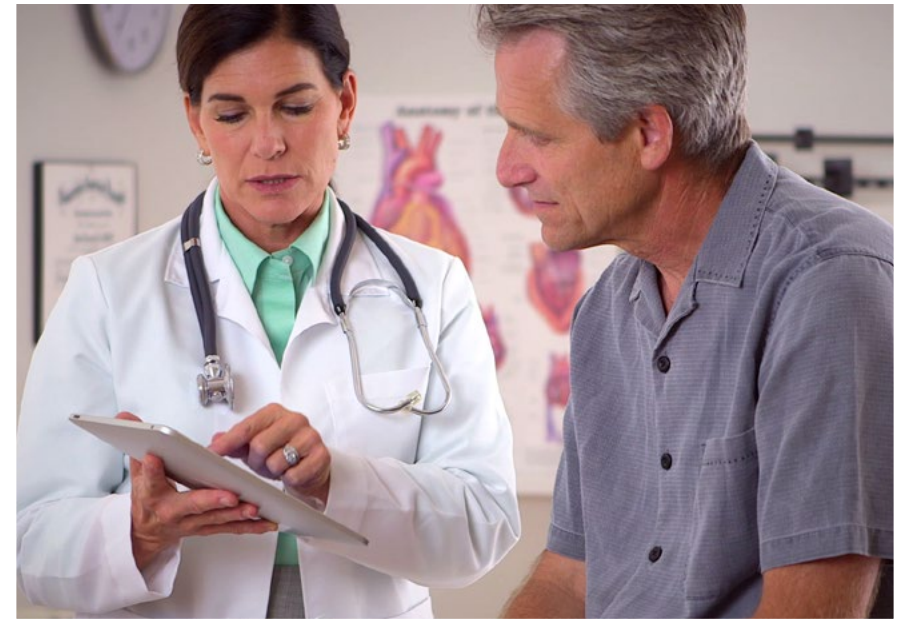
Wellington County is 30 minutes to the prestigious University of Guelph, and the County is home to several of the University's research facilities, including the Elora and Arkeel research stations.

The University has more than 20,000 students, including 2,500 graduate students and about 750 faculty. The University is known as Canada's "innovation" university because of its extensive research and development in areas such as health care.

In addition to Guelph, a considerable number of other highly regarded universities are in the Greater Golden Horseshoe, including:

- The University of Toronto
- McMaster University
- The University of Waterloo
- Ryerson University
- York University
- Wilfrid Laurier University
- Brock University

Health care organizations also fill labour needs with graduates of numerous Ontario colleges—including the nearby Conestoga College. Health care studies are a strength of the College, which plays a key role in generating talent and meeting workforce and training needs for health care organizations in the County. Colleges are a key component of Ontario's post secondary education system, offering career-focused programs that combine theoretical learning with state-of-the-art training.



"We offer placements and hire graduates from the nursing, personal support, recreation therapy and nutrition services programmes from Conestoga, Sheraton and Georgian Colleges and the University of Waterloo. These collaborations have been paramount for us to obtain qualified and dedicated health care professionals."

– Laura Holtom
Wellington Terrace Long Term Care Home

FAVOURABLE BUSINESS ENVIRONMENT

Toronto region's average costs of doing business across a range of sectors are lower than all 31 counterpart U.S. cities having a population of 2 million or more.



THE CENTRE OF INTEGRATIVE
NATURAL MEDICINE

Wellington County's location in business-friendly Ontario provides many cost-saving advantages to health and wellness businesses, including:

Low statutory and effective corporate tax rates.

→ Ontario's statutory corporate tax rates are markedly lower than U.S. states and compare very favourably with the principal overseas counterparts. **The combined Federal-Ontario tax rate of 25.6% is more than 12 percentage points below the U.S. average tax rate.** Measuring by average effective rates, Canadian corporate tax rates are 46.4% below the U.S. average.

Highly beneficial research and development tax incentives.

→ Ontario's research and development tax incentives, combined with those offered by the federal government, can reduce the after-tax cost of every \$100 spent on Research and Development to \$37 – \$61.



EASY ACCESS TO LOCAL AND INTERNATIONAL TRANSPORTATION

Health care and wellness businesses in Wellington County enjoy an array of transportation and shipping options that provide ready access to global, North American and national locations—lowering supply chain costs and facilitating business travel.

The County is an hour's drive from Toronto Pearson International Airport, Canada's principal airport and a top North American gateway, serving more than 100,000 passengers a day on 1,200 flights to over 30 Canadian cities, 87 U.S. cities and 30 international destinations. The Region of Waterloo International Airport—which is also one of Canada's busiest airports—is even closer than Pearson.

The County offers quick entry to the United States market via border crossings. Over 150 million North American consumers are within one day's drive.

The Guelph Junction Railway provides strategically important short-line freight connections to both national railways, CN Rail and CP Rail. The County also enjoys proximity to Great Lakes shipping ports in Hamilton and Toronto and convenient year-round access by rail to ports such as Halifax and Montreal.

POTENTIAL OPPORTUNITIES

Wellington County is a breeding ground for innovative health care businesses, such as ModularX Orthotics Corporation in Erin. Integrated/alternative medical practices and commercial-oriented health care businesses are health care subsectors with particularly enticing opportunities in Wellington County.

Growth of integrated/alternative medical practices.

→ Wellington County has experienced an increase in integrated/alternative medical practices, and there is ongoing opportunity for these and other wellness facilities to attract clients from Guelph, the Waterloo Region and the Greater Toronto Hamilton Area. Communities in the County are a convenient base for regional and specialist practices involving dispersed delivery.

Wellness and spa businesses

→ Wellington is rapidly expanding its reputation as a weekend escape and conference destination, attracting urban dwellers—especially those with equestrian interests—who are looking for recreation and relaxation in a country setting.

Wellington Place

→ The County has invested \$4 million for site servicing of the new Groves Memorial Community Hospital location on a 105-acre parcel of the Wellington Place development—near the historic, scenic communities of Fergus and Elora. Wellington Place has a total of 235 acres, ready for health care and institutional-focused investment.



Pharmaceuticals and vaccines

→ Proximity to the University of Guelph and the Guelph-centred agri-food and agri-tech cluster makes Wellington County an ideal locale for human or animal pharmaceutical/vaccine manufacturing. The University of Guelph has also been a leader in the development of plant-made pharmaceuticals. For example, an early-stage company (PlantForm) is using approaches developed at the University to successfully employ low-cost tobacco-based manufacturing systems, developed in controlled environments, for biopharmaceutical production.



TASTE REAL FIELD
DINNER

HIGH QUALITY OF LIFE WITH RURAL CHARM AND URBAN AMENITIES

Wellington residents enjoy:

- A small-town atmosphere
- Culturally rich communities
- Urban amenities within the County
- An affordable cost of living
- Plentiful natural amenities and recreational opportunities
- Bountiful local farmers' markets
- Unique heritage architecture

A unique characteristic of the County that many people find immensely appealing is that it's "horse country". Wellington consistently ranks as the Ontario municipal jurisdiction that is home to the most horses and the County's equine industry is large and diverse, comprised of a broad range of sporting, recreational and breeding interests. People who love horses find Wellington to be a location that can't be beat, and even those who aren't horse aficionados enjoy the excitement and diverse group of successful people the industry brings to the County.

Major urban centres are as close as Guelph or Waterloo, and people who live in the County readily enjoy the cultural landscape of the entire GGH, which includes world-class universities, museums, parks, restaurants, shops and venues for professional sports, art, theatre, opera, dance and film.

This attractive lifestyle helps companies in all industries, including health care and wellness, attract top talent and retain employees.

JOIN US IN Wellington County



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