



WALLENSTEIN FEED AND SUPPLY LTD.



ANGELSTONE RIDING ACADEMY



THIS IS Wellington County

An ideal location to develop,
expand or relocate your agribusiness

WELLINGTON COUNTY ENJOYS THE BEST OF BOTH WORLDS—rich farmland with the advantages of proximity to larger urban and metropolitan centres.

This location—combined with the County’s successful, innovative and entrepreneurial farming heritage—makes Wellington County perfect for companies in the agricultural sector to locate and grow their business.

Keep reading to learn the Wellington County story.

Wellington County is fortunate to be located in the centre of southwestern Ontario between the Greater Toronto-Hamilton Area (GTHA) and the Waterloo Region.

UNIVERSITY OF GUELPH
RESEARCH FACILITY



Along with its large tracts of prime farmland, 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 agricultural activity and innovation.

Only 1.5 hours from the U.S. border with access to 135 million people within a day's 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 ranks fifth behind (1) New York, (2) Los Angeles/Long Beach, (3) Chicago and (4) Washington/Baltimore.

MARKET OVERVIEW

Along with manufacturing, agriculture is a foundation of the Wellington economy, accounting for more than 5,800 jobs—an increase of 43% over the past five years. With 2,511 farms, Wellington has the highest number of farms in Southwestern Ontario.

Wellington County has the strongest job growth in the agriculture industry compared to eight other benchmark municipal jurisdictions in southern Ontario.

The largest farming segments are:

- dairy cattle and milk production
- beef cattle ranching and farming
- animal combination farming
- hog and pig farming
- broiler and other meat-type chicken production
- grain farming
- horse and equine production

“Wellington is fortunate to have many suppliers of farm necessities such as fertilizer, feed, machinery repair shops and farm equipment dealers. Major markets are also within a short driving distance which ensures that goods arrive in top condition for purchasers.”

– Gord Flewwelling
Wellington Federation of Agriculture



RICKEEN FARMS LTD.

An aerial photograph of a lush green farm landscape under a blue sky with scattered white clouds. In the foreground, there are rolling green fields and some trees. In the background, more fields and a small cluster of buildings are visible. A large, white, irregularly shaped callout box with a torn-edge effect is centered over the image. Inside the box, there is text about farm land in Wellington County. The text is in a bold, dark brown font. The callout box also features two stylized wheat stalks on either side of the main text block.

WHY IS WELLINGTON COUNTY A DESIRABLE LOCATION FOR AGRIBUSINESS?

HIGH GRADE FARM LAND

**Of the farm land in Wellington County,
75% is Class 1, 2 or 3
(highest quality of farm land).
Ontario as a whole has more
than half of the Class 1, 2 or 3
farm land in Canada.**

ACCESS TO OUTSTANDING POST-SECONDARY INSTITUTIONS FOR AGRICULTURAL TALENT AND RESEARCH AND DEVELOPMENT.

Wellington County is 30 minutes from the prestigious University of Guelph and is home to several of the University's research facilities.

Of special note is the University's new \$25 million state-of-the-art Livestock Research and Innovation Centre – Dairy Facility at the 650-hectare Elora Research Station, a joint project of the university, the Ontario Government and the Ontario dairy industry. The Centre will be a unique multidisciplinary research facility where faculty and students from the University's Ontario Veterinary College, Ontario Agriculture College and other departments will collaborate on a variety of dairy-related research projects and initiatives.

The University has more than 20,000 students, including 2,500 graduate students, and about 750 faculty. **In U.S. News and World Report's 2014 university rankings, Guelph was ranked twelfth in the world, fifth in North America and first in Canada among Best Global Universities for Agricultural Sciences.**



MACDONALD INSTITUTE BUILDING
– UNIVERSITY OF GUELPH

The University is an innovation leader in a host of fields, including:

- plant, crop, horticulture and turfgrass sciences
- precision agri-food technology
- zoonotic diseases
- human nutrition and health
- plant-manufactured pharmaceuticals
- environmental control and life support systems
- robotic greenhouse harvesting systems

In addition to Guelph, a considerable number of other highly regarded universities are in the Greater Golden Horseshoe. Along with the sizable supply of local graduates with bachelor's, master's, and doctoral degrees, the agricultural sector benefits from the facilities, faculty, and advanced research and development of these institutions.

Agribusinesses in Wellington County forge co-op and research relationships that make the company known to students before they graduate, while giving the company an opportunity to assess students' capabilities directly. Nearness to the University of Guelph and other post-secondary institutions in the GGH also fosters and facilitates research partnerships that will support a company's innovation agenda and research and development activities. These partnerships attract federal and provincial funding, adding to the cost-effectiveness of undertaking research and development.

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

"Business come to us because we have lab settings, mechanical and robotics shops and a \$5 million, 8,000 sqft pilot plant that: replicates a real-life food manufacturing environment; develops practical knowledge of food processing methods such as pasteurization, filling, and packaging; and exposes students to electronic instrumentation techniques, automation, robotics, production-line troubleshooting and plant supervision."

– Luis Garcia, Chair

Institute of Food Processing Technology and Trades and Apprenticeship (Millwright), Conestoga College

Students receive theoretical and practical training on:

- food technology and manufacturing operations
- food safety
- advanced cleaning and sanitation practices
- quality assurance
- packaging



INSTITUTE OF FOOD PROCESSING
TECHNOLOGY (IFPT)

EASY ACCESS TO LOCAL AND INTERNATIONAL TRANSPORTATION

Agricultural operations in Wellington County enjoy an array of transportation and shipping options that provide ready access to global, North American and national destinations—lowering supply chain costs and facilitating business travel.

The County is an hour's drive from Toronto Pearson International Airport, Canada's principle 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 is a 25-minute drive. It is one of Canada's busiest airports by aircraft movements, due to its flight school, The Waterloo Wellington Flight Centre.



SEMEX ALLIANCE

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.

FAVOURABLE BUSINESS ENVIRONMENT

"The Federation works for farmers' economic, environmental and social well-being. We liaise with all levels of government including the County which has shown great pride in the agricultural industry and is very supportive of our farmers."

– Ben LeFort, Policy Researcher
Ontario Federation of Agriculture



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.

Wellington County's location in business-friendly Ontario provides many cost-saving advantages to agricultural companies, 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.
- A combined Federal-Ontario tax rate of 25.6%—more than 12 percentage points below the U.S. average tax rate.
- 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.

Government funding programmes that support new investment.

- A pertinent example is Growing Forward 2, a comprehensive federal-provincial-territorial initiative aimed at encouraging innovation, competitiveness and market development in Canada's agri-food and agriproducts sector. **In Ontario alone, the federal and provincial governments will invest up to \$417 million over five years to help agribusinesses grow their profits, expand markets and manage risks.**

"The County has a high concentration of agricultural activity and great business support services making it a great place to not only invest in research but to see it put into action. We will continue to provide value-added, specific research results to support this strong, growing and diverse sector in Wellington."

– Prof. Richard Moccia, Associate Vice President Research
(Strategic Partnerships) University of Guelph

DIVERSE, STRONG FARMING ECONOMY

Wellington County has a long history as a prime location for farming and related businesses.

Agriculture opportunities in the County include:

Horse and equine production

→ Wellington County has a phenomenal array of opportunities in the equine sector. It consistently ranks highest in Ontario for the most horses—from boarding to training to shows. Equine is diverse and creates a host of business opportunities, including tourism and hospitality, which is already attracting visitors from Europe and Asia.

Oilseed and grain farms

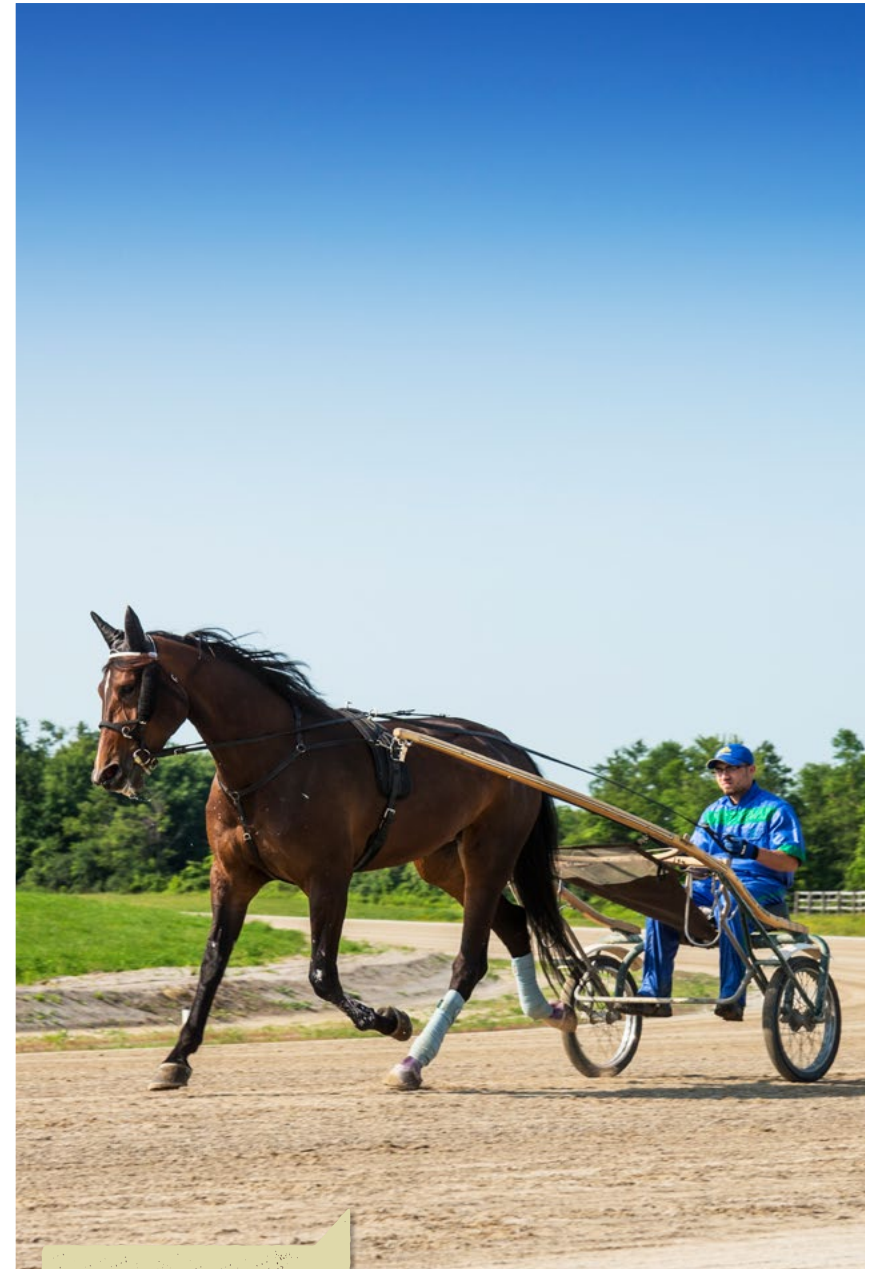
→ Wellington County added 134 oilseed and grain farms in the last five years—a 32% increase that points to the suitability of the County for this type of farming.

Soybean seed production

→ Nearly 100 varieties of soybeans—many destined for Asian markets for tofu, natto and soymilk—have been developed at the University of Guelph based on numerous partnerships with companies and organizations. The County is a desirable location for soybeans, including research and pilot plot programmes.

Broiler and other meat-type chicken production

→ Analysis done for the Chicken Farmers of Ontario indicates that Wellington County is Ontario's top-producing region for chickens, accounting for 14% of the province's chicken production. Conditions remain ideal for this type of farming.



CLASSY LANE STABLES

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

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 agriculture, attract top talent and retain employees.

JOIN US IN Wellington County



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