TRADE AND INVESTMENT IN NIAGARA

BRING IT

"Choosing to relocate our business from South Africa to St. Catharines (Niagara) was the easy part. The region has everything we were looking for: the infrastructure, the talent pool, immediate access to North American and global markets, the academics, and the quality of life."

GREG HANNA & DAVE COUSINS, DESTINY RESOURCES

NIAGARA CANADA

Niagara Region

niagaracanada.com

TRADE AND INVESTMENT IN NIAGARA...

BRING IT

NIAGARA CANADA

niagaracanada.com

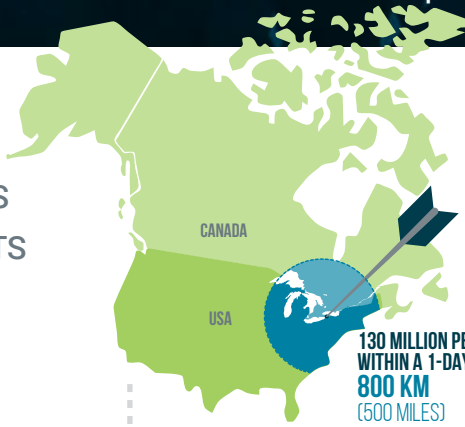
As an Economic Trade Corridor connecting the Canadian and United States markets, Niagara is well placed both geographically and strategically. Recent political shifts and changes to international trade agreements are creating new market opportunities and positioning Niagara as an incredibly compelling location for companies selling into and out of the North American marketplace.

THE PROS

- **LOW** CANADIAN DOLLAR
- **LOWER** COST OF LIVING
- **LOWER** CORPORATE TAXES
- **LOWER** HEALTHCARE COSTS
- **HIGH** R&D SUBSIDIES
- **STABLE** GOVERNMENT
- **SECURE** BANKS (most stable of all G7 countries)

UP TO A 20% MARGIN ADVANTAGE OVER US LOCATIONS

FOREIGN TRADE ZONE STATUS → **TAX & DUTY SAVINGS FOR NIAGARA EXPORTERS**



A NIAGARA LOCATION as a centralized market hub can create significant savings on trade tariffs.

→ EUROPE

US ←

A PROVEN ROUTE

TO **GLOBAL SHIPPING** SUCCESS

- **4** 400-SERIES HIGHWAYS
- **2** CLASS 1 RAILWAYS
- **5** INTERNATIONAL BORDER CROSSINGS INTO THE US
- **6** INTERNATIONAL AIRPORTS WITHIN 100 KM

WELLAND CANAL CONNECTS THE GREAT LAKES TO THE ATLANTIC OCEAN

THE PROOF

VALUE OF **GOODS EXPORTED** IN 2016:

$4 BILLION

EXPORT TRADE VALUE GROWTH 2011-2016:

13.9%

INVESTMENT IN NIAGARA OVER THE LAST 5 YEARS:

$4 BILLION

CANADA TO ACCEPT NEARLY

1 MILLION

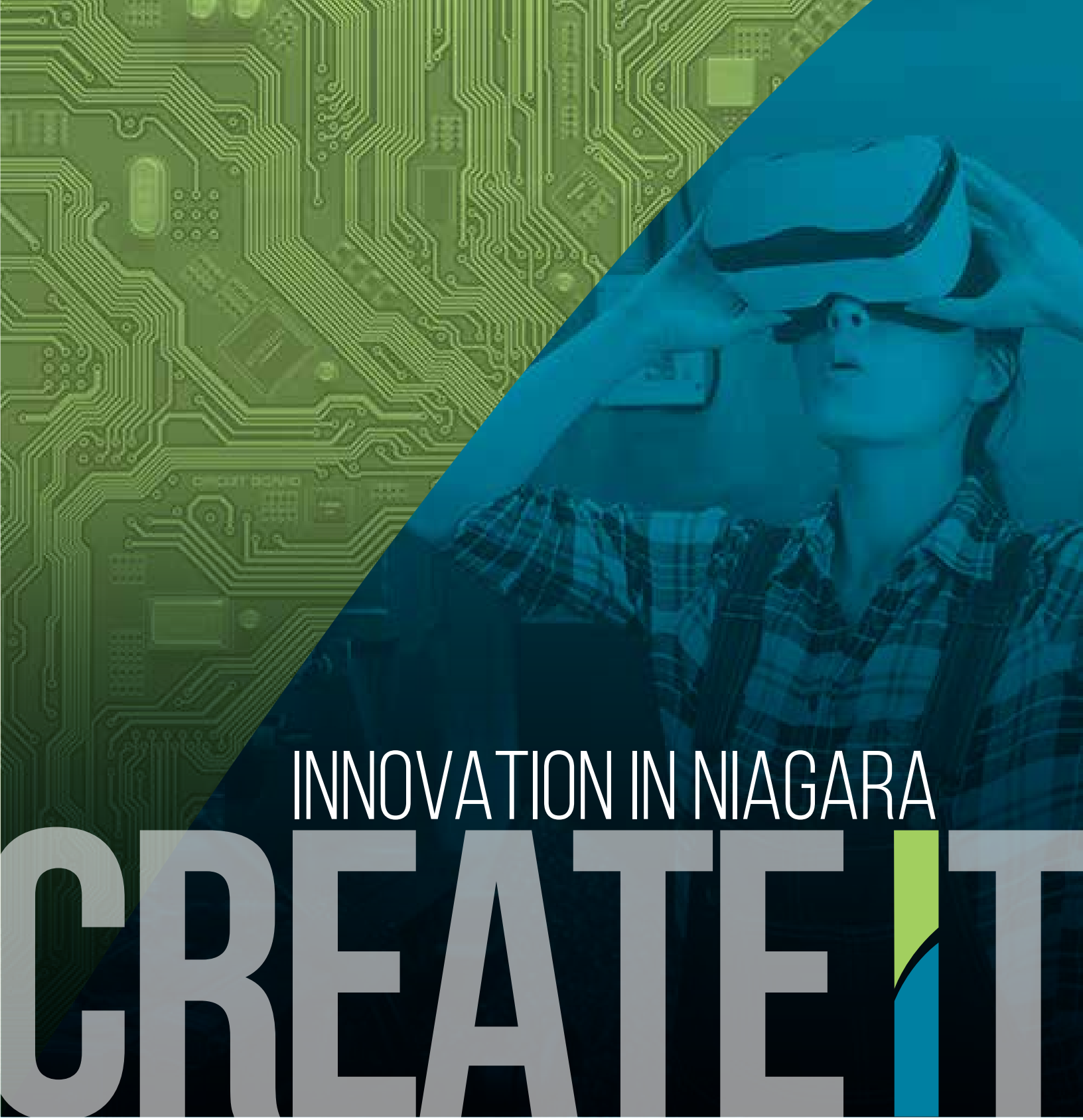
IMMIGRANTS OVER THE NEXT 3 YEARS

KEY PRIVATE SECTOR INVESTMENTS SINCE 2010:

- General Motors of Canada: **$480 MILLION**
- GE Manufacturing Facility: **$345 MILLION**
- Ivanhoe Cambridge Outlet Mall: **$178 MILLION**
- Cytec Industries: **$175 MILLION**

GLOBAL TRADE AGREEMENTS — NAFTA, CETA, TPCPP

APRIL 2018



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INNOVATION IN NIAGARA...

CREATE IT

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Niagara has been an innovation zone since Nikola Tesla and George Westinghouse first harnessed the power of Niagara Falls to create the world's first hydroelectric power plant and the revolutionary construction of the Welland Canal, bypassing the Niagara Falls and connecting the Great Lakes to the Atlantic Ocean.

Today, Niagara's proud history of innovation lives on through collaborative industry, and academic and government partnerships.

Niagara's incubators, innovation centres and research institutes are propelling Niagara's economy into the future by blending the collective power of academic insight, private sector perspective and public sector support.

From the establishment of technologically advanced manufacturing, and cutting-edge agriculture research, to digital media game changers, Niagara excels at supporting technical talent and enterprise so they can thrive in the global marketplace.

3 OUT OF 115

MOST COMPETITIVE NORTH AMERICAN CENTER **FOR DIGITAL MEDIA**

18 OUT OF 115

MOST COMPETITIVE NORTH AMERICAN CENTER **FOR R&D**

59%

OF WORKFORCE HAVE **POST-SECONDARY EDUCATION**

Brock University

- 13 Canada Research Chairs
- BioLinc Health and Bioscience Incubator
- Cool Climate Oenology and Viticulture Institute

vineland RESEARCH & INNOVATION CENTRE

20 PhD's conducting ground-breaking research

Niagara College Canada APPLIED DREAMS.

- NC Research & Innovation
- Walker Advanced Manufacturing Innovation Centre
- Agriculture and Environmental Technologies Innovation Centre
- Canadian Food & Wine Institute
- Southern Ontario Network for Advanced Manufacturing Innovation

DOUBLE-DIGIT JOB GROWTH IN KEY TECHNICAL SECTORS

- Computer systems design: **+47%**
- Specialized design: **+24.5%**
- R&D: **+13.5%**

EASY ACCESS TO THE **WORLD'S TOP TECH TALENT**

- Waterloo
- Toronto
- Fast Track Visas for Skilled Immigrants

GAME-CHANGING **INCUBATORS**

the GENERATOR at GBS

ihub EDUCATION. RESEARCH. INNOVATION.

INNOVATE NIAGARA

APRIL 2018

INCENTIVES IN NIAGARA

SAVE IT

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INCENTIVES IN NIAGARA...

SAVE IT

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In today's global marketplace, every penny matters. That's why Niagara regularly benchmarks other cities and asks, "How can we offer more?" Answering that question has led to the creation of several programs that have been specifically designed to help developers, investors and business owners save time and money.

From reduced property taxes and development charges to duty and tariff exemptions on goods for export, Niagara's incentives are helping the businesses located here to build a better bottom line. How much better? In a study conducted by KPMG Niagara, was identified as one of North America's most competitive centres for doing business.

NIAGARA FOREIGN TRADE ZONE

DUTIES RELIEF PROGRAM

DRAWBACK PROGRAM

CUSTOM BONDED WAREHOUSE PROGRAM

EXPORT DISTRIBUTION CENTRE PROGRAM

EXPORTERS OF PROCESSING SERVICES PROGRAM

NIAGARA GATEWAY **COMMUNITY IMPROVEMENT PLAN**

ONLY IN NIAGARA

Property tax breaks and development charge grants for eligible projects in Fort Erie, Niagara Falls, Port Colborne, Thorold and Welland

BROWNFIELD REDEVELOPMENT INCENTIVES

- Tax freezes during development
- Funding for environmental studies
- Rebates to help offset property tax increases

DEVELOPMENT CHARGE INCENTIVES

= SAVINGS FOR SUSTAINABILITY

SAVE UP TO 50%

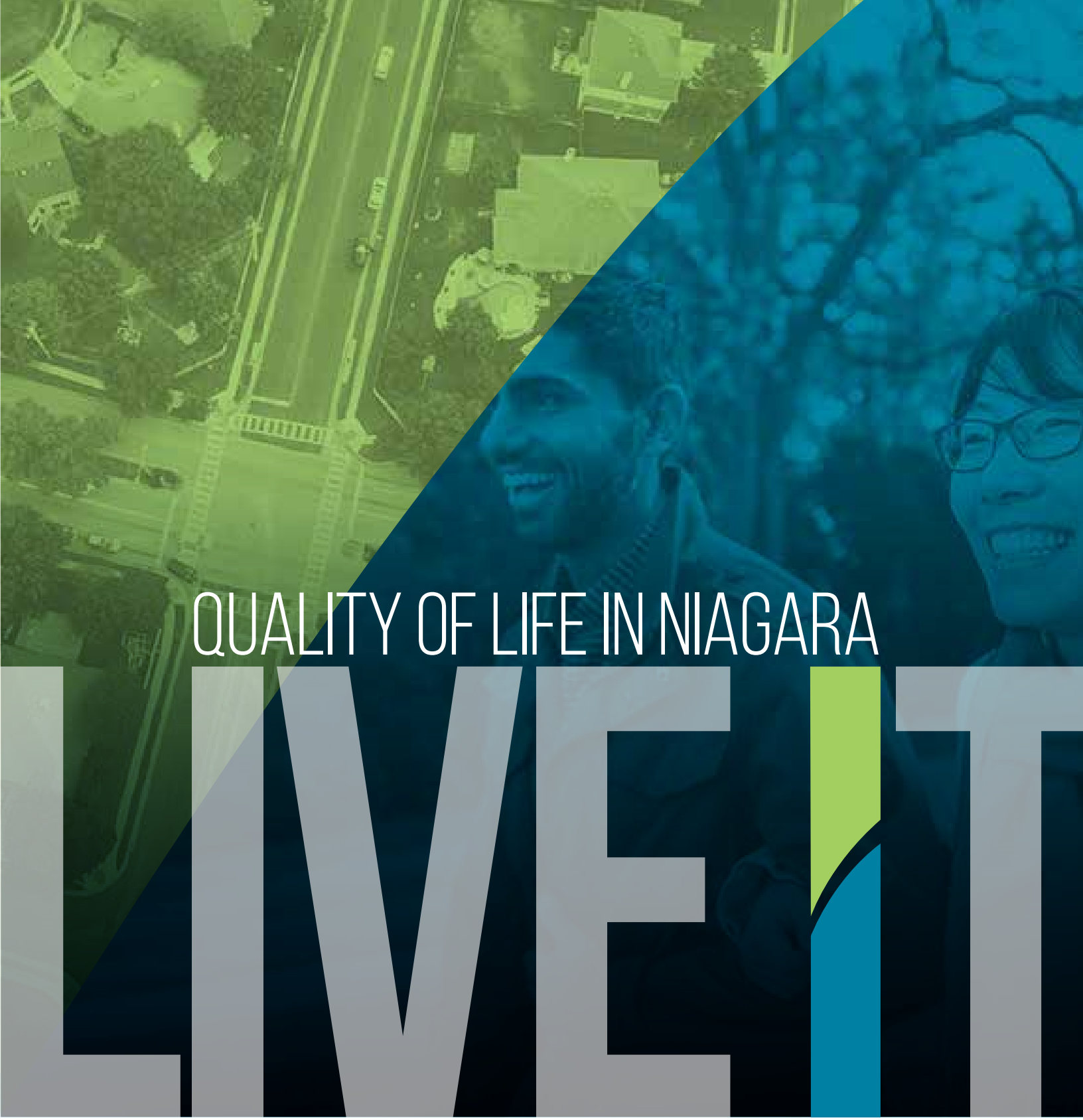
of development charges on eligible developments, expansions, conversions and demolitions in Niagara municipalities

EVEN MORE WAYS TO SAVE

- Downtown Development Incentives
- Environmental Assessment Study Grants
- Building and Façade Improvement Grants and Loans
- Heritage Restoration and Improvement Grants and Loans
- Ability to combine our unique and aggressive Regional incentives with generous Provincial and Federal incentives to save even more!

HOW CAN WE HELP?

Access concierge-style support to research and apply for municipal, regional, provincial and federal programs that can drive significant savings for residential, commercial, industrial and agricultural projects in Niagara.



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QUALITY OF LIFE IN NIAGARA...

LIVE IT

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Niagara doesn't just offer competitive advantages that boost businesses' bottom lines. It also boasts a wide range of benefits that improve the lives of those living here. Significantly lower home prices than the Greater Toronto Area, excellent schools and a well-developed recreational infrastructure create a richer lifestyle equation for Niagara residents.

NIAGARA IS ONE OF THE BEST PLACES IN CANADA TO BUY REAL ESTATE

AVERAGE HOME RESALE PRICE

MLS $CDN 2017

$388,500

LEAST TRAFFIC CONGESTION OF CANADA'S LARGEST CITIES

EASY ACCESS TO TORONTO AND THE WORLD

- Summer GO Train Service from Toronto
- Daily GO Train Service arrives in 2021
- 6 airports within 1 hour

ACTIVE LIFESTYLE EQUIPPED

- 40 golf courses
- 30+ arenas
- 300+ km of cycling trails

9TH LOWEST CRIME RATE OF CANADA'S METROPOLITAN AREAS

NATURAL LANDSCAPES TO EXPLORE AND ENJOY

- Niagara Escarpment
- Lake Erie
- Lake Ontario

ACTIVITIES AND ATTRACTIONS OF A GLOBAL TOURISM DESTINATION

- Niagara Falls
- The Shaw Festival
- Casinos and Live Entertainment Venues
- Festivals and Events
- World-class Dining

A+ EDUCATION OPTIONS AND INTERNATIONAL STUDENT PROGRAMS

- **137** elementary schools
- **26** secondary schools
- **6** independent schools
- Niagara College
- Brock University

NIAGARA WINE ROUTE

96+ WINERIES

CRAFT BEER REVOLUTION

13+ LOCAL BREWERIES AND GROWING

BONUS

Niagara's unique geography creates a weather forecast that shines in every season!

APRIL 2018