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# Halton Region

Where Innovation  
Creates Opportunities

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**Burlington • Halton Hills • Milton • Oakville**



# HALTON REGION

- ✓ Fast Growth
- ✓ Abundant Location Choices
- ✓ Skilled Workforce
- ✓ Innovative Companies



Over 490,000 people live in the dynamic, fast-growing Region of Halton, located in the Greater Toronto Area (GTA). It encompasses the City of Burlington and Towns of Oakville, Milton and Halton Hills. Halton Region's prime location in the western section of the Greater Toronto Area offers easy access to a well-developed transportation system, U.S. border crossings and three international airports. Halton also has a diverse range of industry sectors, a highly skilled and educated workforce and unparalleled quality of life. Halton truly is a location of choice for business.

Halton Region has experienced strong economic growth throughout the past 20 years. The annual construction value of residential and non-residential development in Halton is 86 per cent higher than it was in 1989. While a significant proportion of the development activity has occurred in Oakville and Burlington, the Town of Milton has experienced a period of hyper-growth during the last decade, with construction activity expanding 515 per cent since 2000.

Halton Region has over 12,300 (5000 hectares) of land in employment uses. These areas are home to existing businesses and also have a current vacant supply of over 2400 acres (1000 hectares) of large "greenfield" locations that can be acquired for construction of new business facilities. This availability of land supply is a unique Halton advantage in the GTA. The Region is also preparing more places for future economic growth, with recent official plan updates adding a further 2700 acres (1100 hectares) of new employment lands. The Region has allocated \$80.9 million of interim financing to provide pre-development servicing (sewer and water) for employment areas, to continue getting them "shovel ready." Employment is expected to grow 79 per cent between 2006 and 2031, from 218,000 to 390,000.

**Halton Region has a diversified economic base that provides the innovation needed to grow advanced manufacturing technologies.** More than 15,000 employers are located in Halton – a figure which would rise significantly were Halton's self-employed individuals taken into account as well. Businesses operating in the technology-related sectors of digital media, IT, biotech, cleantech, ecommerce, pharmaceutical, engineering and advanced automotive and aeronautical represent over one in every 10 employers across Halton.

Advanced manufacturing is thriving in Halton. Let us tell you about a few examples of companies with world wide exports, manufacturing and designing new products here.

Satcon Technology Corporation has its Canadian operations located in Burlington. Satcon builds utility scale, solar, PV inverter systems for installations worldwide. This company supplied inverters for one of the first Ontario Power Authority solar suppliers: First Light, a 9.1 MV, 90 acre solar park now operating in Eastern Ontario.

Ford Motor Company's commitment to innovation in Oakville is a major part of the Town's success. Ford's Canadian headquarters and its 5.4 million square feet Assembly Complex is here. Oakville is also leading the way in a transformation of sectors in advanced manufacturing and life sciences. PharmaTrust, also headquartered in Oakville, is the developer of the MedCentre integrated dispensing and medication management system that gives direct, self-service, patient access to prescribed medications from machines in hospitals, pharmacies, and medical clinics.

Roxul Inc., a world leader in green insulation technologies has its North American headquarters in Milton. A subsidiary of Denmark's Rockwool International, Roxul invested \$150 million in 2009 in the Milton facility to triple production capacity, and implement state of the art energy and waste control systems to improve operations.

Communications and Power Industries Inc. (CPI), located in Halton Hills, designs and manufactures medical and satellite communication products. A division of CPI International of California, they recently undertook a significant expansion of the Georgetown, Halton Hills facility, which now totals 187,000 square feet, to accommodate soaring demand.

**Driving this industry diversity is access to a highly skilled Halton labour force of an estimated 291,000 workers. Halton's labour pool has grown exponentially over the last decade, particularly in north Halton, making the region the fastest growing economic area within the GTA.** From 2001 to 2006, the number of people actively involved in Halton's labour force



increased 18 per cent, with the Town of Milton showing an unprecedented 73 per cent growth in workforce. The most recent statistics on the characteristics of Halton's labour force reveal that management, business, finance and sales and service occupations accounted for a combined total of 60 per cent of the labour force, or three out of every five Halton workers.

Halton residents are also highly skilled. More than 167,000 adults aged 25 to 64 have obtained some post-secondary education, and 38 per cent of adults hold a university degree. That figure rises to 70 per cent of young professionals between the age of 25 and 34 who hold a university or college degree. Among those who have received post-secondary education, 44 per cent identified their major field of study was in business administration, public administration, architecture or engineering. Families living in Halton are also among the most affluent in Ontario, earning an estimated average of \$129,345 in 2010. With one in four Halton residents having been born outside of Canada, Halton's workers offer a valuable international perspective.

Skills development for the future is supported by over 16 universities and colleges within one hour's drive of Halton. The Region is undergoing extensive education expansion: Oakville's Sheridan Institute of Technology and Advanced Learning, the McMaster University's new DeGroote School of Business at the new Ron Joyce Centre in Burlington, and the future Laurier University expansion into Milton's Education Village. Halton Region and the City of Burlington have also contributed financially to the new Burlington McMaster DeGroote School opening this month. ■

For more information please visit [www.halton.ca](http://www.halton.ca).

# GETTING PERSONAL WITH HALTON REGIONAL CHAIR, GARY CARR

**H**alton's Regional Chair, Gary Carr, once played pro hockey. But he left the glory of steel and ice behind to seek the glory of politics and community development. He moved to Halton in the early 80's. A region which has been praised for its high standard of living and has been awarded two years running as Canada's safest regions by Maclean's magazine.

"We chose the region because of its great lifestyle, its proximity to Toronto and it was a safe community to raise our kids. All three grew up here and were involved in the great soccer programs, hockey programs, dance... We stayed and I was fortunate enough to be elected Member of Provincial Parliament (MPP)," Carr said.

Carr was also fortunate enough to have won a Memorial Cup in 1975 when he played pro hockey; he was elected MPP in 1996; Member of Parliament (MP) in 2004; and elected Regional Chair for Halton in 2006. Fortunate indeed. But despite his many past accomplishments, Chair Carr is surprisingly modest and focused on the goals he has set for Halton Region.

Since 2006 Chair Carr has been working on several initiatives that he feels are critical in positioning Halton as an area in which to live and to work. "Keeping taxes low and investing in the infrastructure has been the real thrust of the administration in Halton. It gets businesses to come here, invest here, and it keeps the businesses we do have prosperous."

Halton Region has invested \$396 million into regional infrastructure with \$139 million earmarked for roads alone. Yet this massive investment and expansion in municipal services occurs along side its supposed opposite: low taxes. Over the four years of Chair Carr's tenure at Halton taxes for services have been raised only half a percent.

Low taxes and increased infrastructure contribute to the success of many of the local businesses such as Ford, Magna International and Promotion Engineering. "The difference between being successful and unsuccessful is razor thin these days. At Halton Region we are doing everything we can to ensure [businesses] can thrive," said Chair Carr.

Chair Carr further stressed the importance of location and being a part of the Greater Toronto Area (GTA) is a huge boon. "Halton Region has a great reputation, but when you get to the world stage and are talking to Brazil and India you need to talk about the entire region, because people know the Toronto Region as a tremendous place."

With the GTA being the largest Canadian regional market, it is able to attract investors and businesses on a much larger scale than any one individual region. And Chair Carr feels that Halton's location within the GTA, on the western edge, is especially attractive. "We're on the doorstep to the largest market in the world: the U.S."

Chair Carr is excited about Halton Region's future. With an increase in service based businesses and a decrease in average business size, the Halton administration have had to adjust by becoming more proactive, and increasingly accessible through web communications. Small enterprises don't have the time or staff required to compare every singular municipality. Businesses need a one stop shop, organizations like the Greater Toronto Marketing Alliance (GTMA), to showcase the GTA as a whole. It's in the aftermath that the individual regions and municipalities can tailor themselves to match the needs of an organization. "We're lucky because we get to market such a wonderful region with such tremendous assets," Carr said.

Though tax and infrastructure have been major campaigns, Chair Carr and his administration

have also been implementing some other exciting initiatives; for instance, promoting the highly educated population. The Region provides access to the highest levels of education, allowing businesses to tap into an extremely skilled work force. "We have Sheridan [College] which is a world class institution. Just recently the City of Burlington has been working with McMaster [University] to bring their MBA program to Halton. And Wilfrid Laurier is looking at Milton for a campus."

While much of the land in Halton is set for development, the Region is focused on preserving the quality of land, and maintains their laudable quality of life, the Green Carr program was created to divert waste from landfill sites. And what does end up in the landfill isn't wasted either. Most landfills leak out large amounts of methane gas into the atmosphere. But the "Gas Capture" initiative captures that methane and uses it to heat 1500 homes.

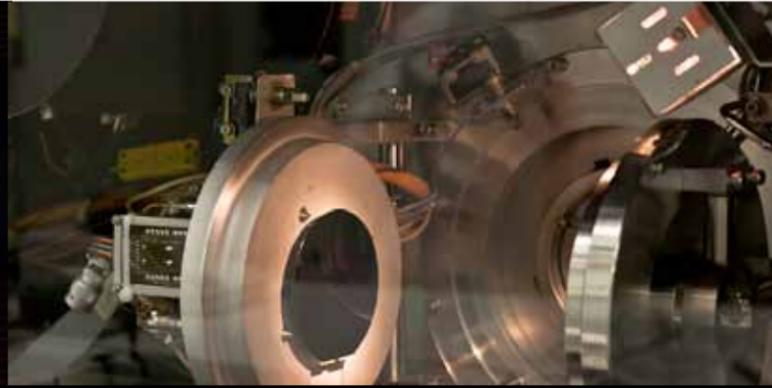
It's all part of an ongoing effort to place the Halton Region amongst the top green economies. A vision that is being supported by local businesses, such as Petro Sep Membrane Technologies Inc., a producer of the materials that process, clean and purify liquids. Carr is eager to continue to attract Green Businesses to the region: "The idea of a Green Economy is new, but we want to become leaders and that means encouraging green businesses to join us."

"So if businesses are out there looking to come to Halton Region they see low taxes, a well educated work force, great environmental programs, good infrastructure and a safe and beautiful community. We think these are very attractive reasons why we can attract businesses," Carr said. Fortunate indeed. ■

**"We're lucky because it's such a beautiful region with such tremendous assets."**  
- Halton Regional Chair, Gary Carr

# Advanced Manufacturing Thrives in Burlington

# Your Business Belongs in Halton Hills



Advanced Manufacturing companies comprise about 16 per cent of Burlington's economy. It's a leading force in the City's economic growth.

(Left) Patlon Aircraft: professional sales and marketing for military and civil defense, aerospace, electronics and industrial markets. (Right) Hayward Gordon: head quartered in Halton Hills, Hayward Gordon engineers, designs and manufactures pumps, mixers, strainers and filters.

There are over 500 manufacturing companies in Burlington employing almost 15,000 and generating \$2.29 billion in revenue. Burlington Economic Development Corporation's (BEDC) analysis of key economic sectors found that the City of Burlington has seen significant growth in a number of industries including electronic, communications and aerospace parts, commercial and industrial machinery manufacturing, and measuring and control instruments. Advanced manufacturing companies comprise about 16 per cent of Burlington's economy. BEDC Executive Director, Kyle Benham, commented, "I'm not surprised that manufacturing is a leading force in our economic growth. In fact, the majority of the investment projects we are currently working on are coming from this sector."

- A culture of engagement and talent management for manufacturing employment
- A dynamic business climate for growth and investment
- Sustainability
- Competency, creativity and innovation

BEDC is a partnership between the local businesses and the City. Private sector leadership allows the community to identify and focus on issues and opportunities important to local companies. BEDC is the primary local resource for businesses seeking to invest or expand in Burlington. In response to business needs Burlington has established:

- BEDC's Rapid Response Team for facilitating investment.
- City of Burlington's Building Permit Fast Track Service.
- Burlington Hydro's GridSmartCity initiative which offers a variety of energy savings and innovative programs.
- Customized training programs, co-op students and apprenticeship programs.
- Team Burlington – Coordinating the efforts of BEDC, Burlington Chamber of Commerce, Tourism Burlington, Business Improvement Areas, Burlington Hydro, and the City of Burlington.

Burlington also offers an enviable quality of life. Having been named the third best Canadian city in which to live and number one in the Greater Toronto Area (GTA) by MoneySense Magazine, the City's quality of place, nestled between the greenbelt of the Niagara Escarpment and its beach and parkland along Lake Ontario, offers growing opportunities for people to live and work. ■

For further information on Burlington, contact Kyle Benham at 905-332-9415. Burlington Economic Development Corporation: 1-877-748-BEDC(2332) www.bedc.ca.

Some of Burlington's success stories:

- Westlake Industries produces piping for the oil and gas industry being recently named one of Profit Magazine's High Growth companies
- L3 Wescam hiring over 100 new engineering and technical positions to support growing demand for its airborne camera and imaging systems
- Siemens Canada creating 50 new jobs through a \$2 million investment in its Burlington facility to accommodate production of a new energy management technology, and the consolidation of its Canadian Head Office operations into Burlington
- EcoWaste winning an international competition to provide NATO with waste disposal units for use around the globe
- Cogent Power receiving the (American) Association for Manufacturing Excellence Award for 2009

Burlington recognizes that manufacturing is experiencing a transformation. BEDC and Burlington manufacturers have developed a strategy to support Next Generation Manufacturing. This strategy identifies the attributes that companies will need for future success:

- Business-to-business collaboration

The Town of Halton Hills is not just another "pretty place." In fact, it is made up of a combination of urban spaces, historic hamlets and stunning rural landscapes. It includes urban Acton and Georgetown, and the vibrant villages of Glen Williams, Norval, and Stewarttown. All have maintained their own sense of community but are united in providing an outstanding quality of life.

With over 1000 acres (405 hectares) of industrially zoned land in the 401-407 Gateway Business Park, Halton Hills is positioned to welcome businesses of any size. The market potential is impressive: over 7 million Canadians live within a 160 km radius of Halton Hills and over 125 million Americans (more than 40 per cent of the U.S population) live within a one day's drive.

The Gateway Business Park is already home to diverse companies such as Sensient Flavors, a food processor; Hayward Gordon Ltd., a pump and mixer manufacturer selling internationally; and Patlon Aircraft Industries, a leading specialty manufacturer for aircraft and military equipment.

World class companies including Mold Masters, CPI Canada, Saputo (Nielson Dairy), PL Foods Ltd., Purity Life and Fernbrook Natural Spring Water are just a few of the companies that have chosen to locate and expand within the Town's three centrally located industrial parks.

PL Foods Ltd., a leading cracker manufacturer has recently completed a major addition to its plant. CEO Dennis Hughey said "Halton Hills staff was very supportive and helpful during our recent expansion, we added over 20,000 square feet. and relocated our offices and warehouse on time and on budget. We consider Halton Hills our business partner."

With over 85 per cent of Halton Hills designated as open space, protected land or farmland, agriculture is a vital industry. Pick-your-own farms, cash crops, equine operations, orchards and livestock operations put Halton Hills in the top five of agriculture income per acre in Ontario.

Halton Hills is committed to remaining a leader in sustainability and environmental protection. Expansion and new facility development meet the Leadership in Energy and Environmental Design (LEED) Silver standards or higher, as designated by the Canada Green Building Council. And the Town consistently finishes with top ten standing in provincial energy challenges. By working closely with local businesses, the Town helps the community to reduce its carbon footprint.

Halton Hills' businesses have access to an educated, hardworking labour pool with low employee turn over, a strong asset for expanding companies. Local educational opportunities are exceptional with major universities and colleges close by.

Halton Hills is a great place to call home. It is friendly, safe and picturesque. Halton Hills boasts abundant recreational activities, trails, open spaces and organized sports for all ages. And with GO Train service at the Town's door step, residents can easily commute within the Greater Toronto Area (GTA).

Your Business Belongs in Halton Hills. Great access to major markets, solid infrastructure, a welcoming business climate and a Town whose staff are ready, able, and willing to give you all the support you need. ■

For more on Halton Hills please visit [www.haltonhills.ca](http://www.haltonhills.ca) or call (905) 873 - 2601 x 2343.

# Milton – Where Population Meets Inspiration



(Left) Parker Hannifins: a world leading manufacturer of motion and control technologies. (Right) Roxul: the state of the art facility in Milton was the North American entry point for this international insulation producer.

# The Future Looks Bright in Oakville

(Left) Goodrich: the landing gear giant has its Boeing headquarters located in Oakville. (Right) Sheridan College: Internationally recognized facilities, with two campuses in the Oakville area.

The Town of Milton is the fastest growing community in Canada, and the western gateway along Highway 401 to the Greater Toronto Area's (GTA) population of six million. Milton is one of the most unique communities in Ontario - if not Canada. The recent growth and distinction as "Canada's Fastest Growing Community," is well known; however, the Town has evolved into one of the most educated, diverse and blossoming communities in Canada. Milton is the only community in Ontario with top 10 standings in five distinct demographic categories: Growth Rate, Median Age, Median Age of Labour Force, Education Attainment and Income.

Milton is getting younger. In fact, it is the second youngest community in the GTA with a median age of 34.4 years. Also its populace is highly educated - comparable to the most affluent and innovative communities in Ontario, including those with local universities such as Waterloo and Ottawa. Milton's population is also becoming increasingly diverse. The people who call Milton home come from a variety of cultures, ethnicities, and religious beliefs. In short, Milton's population is younger, more educated, more diverse and more dynamic than it has ever been. It is a population with the power to create innovation and growth.

Highly skilled and educated individuals seek excellent opportunities in both their personal and professional life. They pursue a high quality of life that includes outdoor activities, arts and culture. Professionally they seek challenges and look for local innovative employers such as Roxul Inc. and Magna companies: Karmax and Modatek Systems to name a few. These are individuals with the specific knowledge, skills and business intelligences to act as key figures in driving the Town's prosperity.

Over the last five years Milton has had an average of two million square feet of industrial, commercial, and institutional developments annually. The influx of highly skilled, educated people and continued industrial

and commercial developments allows Milton to establish a balanced residential to non-residential growth ratio. This trend has made Milton a leader in the GTA. The Town also boasts some of the lowest residential and business property taxes in the area.

Identified in its strategic plan, the Town is working on several initiatives to encourage the growth of the cleantech industry in Milton. The first is the new Derry Green Corporate Business Park - a 2000 acres (809 hectares) development that will provide a good mix of office and industrial space. Second is a Memorandum of Understanding with the local utility provider to explore all clean energy generation opportunities to take advantage of Ontario's lucrative Feed-In-Tariff (FIT) program. Third is the Milton Education Village - a comprehensively planned 450 acre (182 hectares) neighbourhood that will include a university campus, residential and commercial development, and an innovative, cleantech-focused research park.

**"Milton, Canada's fastest growing community, is the only municipality in Ontario with top 10 standings in five distinctive demographic categories: Growth Rate, Median Age, Median Age of Labour Force, Education Attainment and Income."**

The strong fundamentals of a highly skilled and diverse population and the outstanding business parks put Milton in a strong position now and in the future.

Milton Economic Development is at your service, and welcomes any inquiries you may have about investing in our dynamic community. ■

For more information please visit [www.miltonthiswayup.ca](http://www.miltonthiswayup.ca) or contact: 905-878-7252 ext. 2152 [economicdevelopment@milton.ca](mailto:economicdevelopment@milton.ca)

Oakville is a dynamic community with over 170,000 highly skilled and educated residents. A Canadian leader in advanced manufacturing knowledge and know-how, Oakville has over 9000 trained and experienced workers in the automotive, aerospace, energy and environmental sectors. Oakville is also home to many outstanding support companies with expertise in the fields of engineering, systems design and technical consulting.

The advanced manufacturing sector in Oakville is characterized by a cluster of businesses focused on innovation and growth. Many Oakville companies demonstrate world-class leadership in manufacturing process and product advancement. Some of the notable companies in Oakville include:

- Ford Motor Company of Canada
- Prestige Telecom
- Goodrich Aerospace Canada
- Promotion Engineering Ltd.
- Dana Corporation/Long Manufacturing
- PCA Services Inc.

Oakville is home to many specialized supporting businesses in engineering and fabrication. Global leaders like Hatch Engineering, AMEC Americas Inc., SNC Lavalin-Nuclear and MAN Diesel bring experience and knowledge in support of Oakville's manufacturing capabilities.

As the home base of the Sheridan Institute of Technology and Advanced Learning, Oakville has the people, partners and business knowledge to bring new technology to the world. Sheridan offers a broad range of technical training to support the advanced manufacturing sector. From mechanical engineering and manufacturing management programs,

to continuing education courses in CAD/CAM and quality control, there are many opportunities for employee advancement in Oakville.

In the coming years a significant supply of employment lands will be developed including 1260 acres (510 hectares) in north Oakville and 185 acres (75 hectares) in Winston Business Park West. This expansion of employment lands represents great opportunities for businesses to move into one of North America's fastest growing markets. By 2031, employment in Oakville is expected to increase by 64 percent, with the majority of new growth in knowledge-based sectors including advanced manufacturing, life sciences, professional, scientific and technical services and digital media and animation.

Quality of life is a major reason companies choose Oakville - the town's median household income of \$93,400 is one of the highest in Canada and the unemployment rate is one of the lowest. With a business environment that thrives on success and a lifestyle setting that is desired by professionals, there are no limits on personal and professional advancement in Oakville. ■

For more information about Oakville, visit [www.oakville.ca](http://www.oakville.ca) or contact Oakville's Economic Development Department at 905-845-6601.

**"By 2031, employment in Oakville is expected to increase by 64 percent, with the majority of new growth in knowledge-based sectors including advanced manufacturing, life sciences, professional, scientific and technical services and digital media and animation."**





[www.halton.ca](http://www.halton.ca)

