

Economic Development Programs

Economic Development Programs

Development inducements vary from city to city and frequently involve the formation of positive relationships and partnerships with the private sector. This evolving pro-business philosophy has led to new incentives designed to attract private development. There are many forms of economic development programs used across Ontario to encourage growth.

Programs to promote economic development include, but are not limited to;

- Grants
- Interest Free Loans
- Tax Incremental Financing
- Corporate Visitation Programs
- Ambassador Programs
- Refund/waiving of fees
- Business Enterprise Centres
- Municipal land assembly
- Brownfield programs
- Downtown programs
- Heritage restoration programs
- Developing networks and business directories
- Developing newsletters

Some of these programs, such as Brownfield redevelopment, are new to Ontario. The number and types of incentives are still evolving. Economic development strategies and incentives are tailored to fit the needs of the community. A municipality's decision to offer various incentive programs is also related to where the municipality is in terms of its phase of development; whether the municipality is in growth, stability, retrenchment or revitalization phase.

Some municipalities included in the study advocate the use of economic development incentives as a tool to generate additional assessment. The increased amount of taxes and user fees generated, as well as the number of jobs created, serve to strengthen the local economy. Community improvement programs are undertaken to increase tax assessment, revive or further stimulate community vitality and encourage more efficient and effective use of land and existing services, facilities and infrastructure. Many community improvement programs are targeted to downtown cores and to specific forms of development.

Business Retention and Expansion programs are face-to-face ways of finding solutions to local business problems. Corporate calling programs typically initiate discussions with businesses to identify if and how assistance can be provided in the following areas; relocation and expansion, strategic alliances, planning approvals, export information, government programs and municipal services. Most municipalities that have business retention programs identified them as a cost-effective approach to business development.

Business incubator programs and facilities help to build strong, viable companies by providing support services and professional advice. A business incubator is an economic development tool designed to accelerate the growth and success of entrepreneurial companies through an array of business support resources and services. Incubators usually provide clients access to appropriate rental space and flexible leases, shared basic office services and equipment, technology support services, and assistance in obtaining the necessities for company growth.

Ontario Legislation

The following section provides an overview of various Ontario legislation related to financial assistance and other financial incentives that may be used to encourage development and redevelopment in municipalities. This information has been taken from excerpts from a Ministry of Municipal Affairs and Housing document “Municipal Financial Tools for Planning and Development”.

Municipal Act

The Municipal Act (subsection 111(1)) prohibits municipalities from directly or indirectly assisting any manufacturing business or other industrial or commercial enterprise through the granting of bonuses. Notwithstanding the bonusing rule, subsection 111 (2) of the Municipal Act permits, with the Municipal Affairs and Housing minister’s approval, certain financial assistance for the purpose of implementing a community improvement plan that has been adopted under the provision of Section 28 of the Planning Act.

Planning Act

Section 28 of the Planning Act sets out the authority for municipalities to designate community improvement project areas and adopt community improvement plans. This is done through a legal process involving public notice, a public meeting and the right of appeal. Once approved by the Ministry of Municipal Affairs and Housing, a community improvement plan can provide municipalities with broad powers to acquire, hold, clear, lease and sell land in designated areas for the purposes of community improvement.

Once a municipality has approved community improvement policies and designated a community improvement project area, it may use the powers afforded through subsection 28(7) to issue grants or loans to registered or assessed owners of lands and buildings within the designated areas.

Ontario Heritage Act

Section 39 of the Ontario Heritage Act allows municipalities to make grants or loans to owners of heritage designated properties. These grants or loans are to pay for all or part of the cost of alteration of the designated property, on terms and conditions established by municipal council.

Development Charges Act

The *Development Charges Act, 1997* provides the legal basis for Ontario municipalities to impose growth-related development charges (sometimes known as impact fees) in order to recover some or all of the capital costs of new municipal infrastructure requirements resulting from new development. The services eligible to be funded from this source include transportation (roads and transit), sewer, water and other services that must be provided to serve residential and non-residential growth.

Section 4 of the *Development Charges Act, 1997* exempts the first 50 per cent of existing industrial building expansions from municipal development charges.

Paragraph 10 of subsection 5(1) of the *Development Charges Act, 1997* permits municipalities to give full or partial exemption for some types of development.

In the interests of economic competitiveness and job creation or preservation, many Ontario municipalities have chosen to use this section to wholly or partially exempt new industrial development and larger expansions of existing industrial buildings from the imposition of local development charges and impact fees.

Under subsection 2(7) of the *Development Charges Act, 1997*, municipalities may exempt areas of the municipality from the application of a development charges bylaw. Such areas could include a downtown or development area, including community improvement project areas under the *Planning Act*. Municipalities may also adopt area bylaws not including a specific area.

Bill 56—Brownfield Statute Amendment Act

Brownfields are defined by the Province as derelict, dysfunctional or under-used industrial and commercial facilities where expansion or redevelopment is complicated by real or perceived contamination. Despite the complexity of developing these properties, they are often in desirable and strategic locations. Redeveloping brownfields means transforming environmentally challenged properties into productive properties. Brownfields are lands on which industrial or commercial activity took place in the past. They may be vacant, underused or abandoned. Brownfields are usually located in strategic areas of the community, with existing transportation, infrastructure and facilities and close to or in the downtown core.

The Act removes the main barriers to brownfield cleanup and redevelopment. It sets out clear rules for the clean up of contaminated brownfield sites to ensure that environmental liability standards are met and public health protected. It would limit future environmental liability for municipalities, developers and owners of brownfield properties. In addition, it streamlines the planning process to expedite brownfield projects and help municipalities provide financial support for brownfield clean up costs.

The Ministry has provided assistance to municipalities by establishing financial and liability tools.

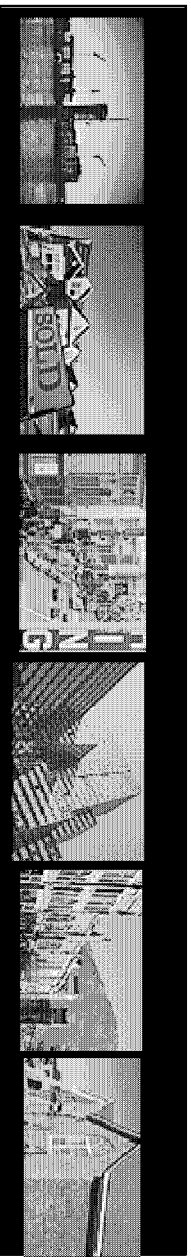
Financial Tools include—municipal loans and grants, tax incremental financing to leverage the difference between the current and potential tax yields on redeveloped properties, waivers of municipal fees where appropriate, and matching education tax rebates.

Liability Tools include — MOE liability agreements signed with local municipalities and lenders that limit exposure to liability risks under circumstances such as site investigations, technology databases that provide remediation technology and project detail information, environmental liability insurance.

Types of Programs That Promote Economic Development

- *Municipal Land Assembly*
- *Business Retention & Expansion Programs*
- *Downtown/Area Specific Programs*
- *Brownfield Redevelopment*

The next section of the report provides an overview of the various types of programs that promote economic development and their presence across the municipalities in the survey.



Business Retention & Expansion Programs

| Municipality | Business Expansion and Retention Programs |
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| Ajax | <p>Corporate Calling Initiative - In September 2007, the Town of Ajax launched a Corporate Calling Initiative to meet with the Town's key businesses, starting with the manufacturing sector.</p> <p>Business Networking Seminars - As an educational and networking opportunity for the local business community, the Town organizes and hosts a quarterly seminar series entitled the Ajax Business Network. The sessions are free of charge and provide an opportunity to learn about business issues and to meet with business colleagues.</p> <p>Business Newsletter and Website - The Town's Business Newsletter, <i>First News</i>, along with the Town's website continue to be the key points of contact between the Town and the business community. The newsletter features timely articles on business issues while the website provides relevant research and information related to operating a business in the Town.</p> <p>Site Selection Services - A full array of services are available to both new and existing businesses wishing to re-located in the Town of Ajax. These services range from finding a location, to expediting the development approvals process, to assisting with the grand opening of the new facility.</p> |
| Aurora | <p>The Town of Aurora has implemented a number of initiatives to promote economic development which include, but are not limited to the following:</p> <p>Business Networking/Information Seminars – Town staff host these sessions semi-annually. Some sessions are organized in conjunction with the Aurora Chamber of Commerce. Information seminars deal with informative topics of interest to local businesses.</p> <p>Business Newsletter – semi-annual publication is available to all local businesses and contains news and announcements dealing with Aurora companies.</p> <p>Aurora Business Ambassadors Program – created in 1996, the Program involves prominent local business leaders who promote the Town globally. Ambassadors provide important feedback to Town staff on a variety of business issues as well as contacts with national and international companies. Ambassadors will also be incorporated into the Town's Corporate Visitation Program.</p> <p>Corporate Visitation Program – On a monthly basis, a team of Town officials, consisting of the EDO, the CAO, and Business Ambassadors, visit a local business in order to meet company representatives, tour facilities and discuss issues of importance to each company.</p> <p>Investment Retention & Attraction Strategy – the EDO acts as a champion for business interests, gathers community intelligence, prepares economic market information and provides a liaison between municipal government and local businesses.</p> <p>Development Coordination Role – Economic Development Division staff undertake a 'One-Point-Of-Contact' role, working closely with the development community to assist non-residential investors in navigating the municipal approvals process. The EDO is part of a municipal team working to expedite development approvals.</p> |

Business Retention & Expansion Programs

| Municipality | Business Expansion and Retention Programs |
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| <p>Barrie</p> | <p>Corporate Visitation Program – City officials undertake visits to businesses to: express to each company their importance to the community; learn more about the business and its management; and to offer services ensuring that any challenges they may be experiencing are addressed.</p> <p>Business Enterprise Centre. The Centre offers a library, forms and publications, seminars, workshops, workstations and other resources to help those interested in starting their own business and provides assistance and support to small and medium-sized businesses in both their startup and early growth stages.</p> <p>The City of Barrie, in partnership with the Ministry of Economic Development & Trade, Greater Barrie Chamber of Commerce and the Greater Barrie Small Business Enterprise Centre host a number of seminars and events during the course of the year to provide professional development and information sharing opportunities for the business in the community.</p> <p>The City of Barrie works closely with a community based Doctor Recruitment Task Force with funding from the City of Barrie and the Royal Victoria Hospital.</p> <p>Business Ambassador Program – more than 200 local businesses make up Barrie's Business Ambassadors. These influential and involved companies not only help sell Barrie but keep the City up to date on issues impacting the local business community.</p> <p>Workforce Development – Barrie works with local businesses and Georgian College to maximize opportunities for the integration of Georgian's practical program into the business community.</p> |
| <p>Bradford West Gwillimbury</p> | <p>Bradford West Gwillimbury is part of the South Simcoe Economic Alliance which is dedicated to fully supporting strategic growth and offering a one-stop shop for site selection.</p> |

Business Retention & Expansion Programs

| Municipality | Business Expansion and Retention Programs |
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| Brampton | <p>Brampton continues to form strategic alliances with its industry clusters to manage effective local business relationships. Brampton's BR&E program includes the following initiatives: Corporate Calling, Business Alliances, Attention = Retention, Inquiry Facilitation, and Economic Policy & Research.</p> <p>Workforce Development</p> <p>Brampton is a strong supporter of higher learning and advanced education. The city is a strategic partner and investor in the new Sheridan Centre for Advanced manufacturing and Design Technologies.</p> <p>Investment Marketing Program</p> <p>The Economic Development Office has set up a strategic economic development marketing initiative to continue to promote local business success and Brampton as a premier investment location in the GTA.</p> <p>Small Business Enterprise Centre</p> <p>The Brampton Small Business Enterprise Centre offers entrepreneurs and small business owners access to business planning, business registration, counseling, research, Leadership, and mentorship, advice, tools and seminars.</p> <p>Tourism Brampton highlights the uniqueness and brilliance of the City's local venues and lucrative infrastructure development to attract residents and business to the City every year.</p> <p>Ambassador Program</p> <p>Senior business executives from some of Brampton's largest businesses tout the benefits of Brampton as a city to live, work and play, both locally and abroad.</p> <p>ICI Land Use Strategy</p> <p>Brampton's land use strategy preserves prime business-building lands for targeted development to ensure that new business owners coming to the City get the most out of their investment.</p> <p>Economic Development Research Program</p> <p>Brampton's Research Program provides business owners, site selectors and ICI clients, with customized research on current economic trends, in addition to Brampton's demographic, socio-economic and employment statistics. The Research Program serves as a data collection and dissemination centre utilizing government and private resources and to provide business owners and clients information in a timely manner.</p> |

Business Retention & Expansion Programs

Municipality

Business Expansion and Retention Programs

Brantford

The City of Brantford administers a local **Business Retention and Expansion (BR+E)** program through the Economic Development and Tourism Department. The BR+E program supports local businesses by creating opportunities for direct firm assistance and enabling area businesses to become aware of programs and resources available to them, through ongoing local company visitations.

The BR+E works to promote community-based business and organization economic development by offering services for location assistance, business planning, financial planning, exporting, training & development, market research, market plan development and human resources.

The BR+E is undertaken through partnerships with the Economic Development Departments of the City of Brantford and the County of Brant, the Ontario Ministry of Small Business and Entrepreneurship and the Ontario Ministry of Training, Colleges and Universities.

The **Brantford•Brant Business Resource Enterprise Centre** provides information, resources and free professional consultation to entrepreneurs either starting a business or already operating a business. The centre is part of a network of offices that serve Ontario's small business community and is a partnership with the City of Brantford, County of Brant, Ontario Ministry of Small Business and Entrepreneurship and local businesses.

In 2007, the City and its community partners began a project to produce a **Workforce Development Strategy** for the Brantford area. The strategy is intended to address the short and long-term labour needs of current and future employers while ensuring employment opportunities for the citizens of the community. The project will undertake a comprehensive review of established local programs and services, provide clear identification of employer needs and employee skills gaps and prepare a workforce development strategy report that will form the basis of a community workforce development plan.

Brockville

The **Leeds and Grenville Small Business Enterprise Centre** offers information and advice to anyone starting or managing a business.

Serving Leeds and Grenville, the Small Business Enterprise Centre is a one-stop source of information, with access to the Internet and resource materials. You will also get personal advice on preparing a business plan, financing and managing your business.

Working in partnership with the local Community Futures Development Corporations provides expertise and start-up capital.

Burlington

The City has a business-calling program operated by the Burlington Economic Development Corporation (BEDC). The program is based upon the retention and expansion software called Synchronist Business Information System. It allows for more sophisticated levels of programs and follows a rigorous process for selecting companies, arranging interviews, conducting interviews and recording and analyzing data. It has proven to be a powerful planning tool for service delivery in the municipality.

Burlington also has a "Jobs Burlington Campaign" which set up a website for high tech businesses to link to labour.

Business Retention & Expansion Programs

| Municipality | Business Expansion and Retention Programs |
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| Caledon | <p>In addition to offering site selection, business research and development process facilitation services;</p> <p>The Town conducts a Corporate Visit Program.</p> <p>A Mayor's Business Breakfast is held semiannually to offer the local business community networking opportunities and to hear from a keynote speaker.</p> <p>Published quarterly, the Economic Development & Communications Department Newsletter highlights local economic development news and activities.</p> <p>The Caledon Business Centre provides free consultations, business plan reviews, financing and mentoring services, free access to accountants, lawyers and other professionals, business registration, workshops and seminars to new and growing businesses.</p> <p>The Town of Caledon has successful, dedicated partnerships with established organizations, including the Caledon Chamber of Commerce, The Hills of Headwaters Tourism Association, Peel Federation of Agriculture, Greater Toronto Marketing Alliance and the Excellence in Manufacturing Consortium.</p> <p>Development charge exemption for accommodation facilities (minimum ten units).</p> <p>As a community health initiative, the Town of Caledon has implemented a Physician Recruitment Program aimed at attracting and retaining family physicians.</p> <p>Cambridge</p> <p>The City supports existing businesses with their expansion by having regular contact with the business community through networking and a visitation program.</p> <p>The City also provides information and resource material through the Business Enterprise Centre.</p> |

Business Retention & Expansion Programs

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| Chatham-Kent | <p>Business Development Services – acting as the champion and spokesperson for local business, gathering community intelligence and supporting business' special issues, enhancing the existing business infrastructure.</p> <p>Entrepreneurial Services provide start up support and on-line business registration to new entrepreneurs in cooperation with the Ministry of Economic Development and Trade.</p> <p>Economic Development Services promotes Chatham-Kent to the world, communicating with senior national and international business leaders and provincial and federal government decision-makers to identify Chatham-Kent as a location for new investment, maintaining an inventory of land and buildings available for development and assisting with site selection activities.</p> <p>The Agricultural Services area of the Economic Development Services works at promoting and developing agri-business opportunities. Working with the University of Guelph/Ridgetown College to provide business support services through the Agricultural Business Centre.</p> <p>Tourism Development Services – providing support to the local tourism sector through tourism destination marketing, developing partnerships with local tourism operations and attractions, operating seasonal visitor information services.</p> |
| Clarington | <p>The Business Retention and Expansion (BR&E) program includes two essential elements:</p> <p>First, the Visitation Program surveys a large sample of our local companies to determine the needs, concerns and opportunities of existing local companies in order that action could be taken to respond to the companies' needs or development opportunities.</p> <p>Secondly, an ongoing BR&E Implementation Program sets out to implement the actions to help businesses become more competitive. The implementation of recommendations to proactively improve the local business climate will be the responsibility of the BR&E for the Municipality of Clarington in partnership with the Clarington Board of Trade, other organizations and members from the business community</p> |

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| Cobourg | <p>Once a year over 1,000 businesses are telephoned to update information and discuss any concerns. Manufacturers are contacted twice annually. Information and/or assistance are provided as well as appointments for personal visits by Town staff. Team Cobourg representatives, regularly visit industries that wish to expand or reorganize their operations.</p> <p>An Opportunity Analysis Program promotes a public forum for business to express views on present and future development. Entrepreneurial services are provided for start up and existing businesses through the Business Advisory Centre – Northumberland. This includes seminars and performance monitoring as well as a business reference library.</p> <p>Marketing programs such as the award winning “shop local campaign” are implemented jointly by the Town of Cobourg, Chamber of Commerce, local media and retailers from all nodes. Another example is the Town’s Tourism Partnership with wellness practitioners and accommodation businesses that mutually promote each other as Ontario’s Feel Good Town.</p> <p>The Town has partnered with the Life Long Learning Centre regarding skill development in Construction Trades including job placement. The Business Advisory Centre works in 6 Secondary schools promoting Business Plan Competitions and student summer businesses as future entrepreneurs. The Town works with area Chambers and EDO’s hosting manufacturing seminars.</p> |
| Cornwall | <p>The Cornwall Business Enterprise Centre is designed to allow “One-Stop” shopping for information on starting up and operating an existing business in the Cornwall / S.D. & G area. It offers support services such as:</p> <ul style="list-style-type: none"> • Library of resource materials • A quiet place to work • Free publications • Counselling on general small business • Referral to more detailed sources of information • Computer and free internet access • Provide small business oriented seminars for the general public <p>It also offers seminars, Stepping out on Your Own Business Information Sources, Youth Programs and a Corporate Centre Link.</p> |
| East Gwillimbury | <p>Business Development Committee—signage branding and promotion of local businesses. The Town continues to develop strategic initiatives in order to promote additional new industrial and employment growth in the municipality.</p> |
| Fort Erie | <p>Company Visitation Program.</p> |

Business Retention & Expansion Programs

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| <p>Guelp</p> | <p>Guelp Business Enterprise Centre – A partnership with the City of Guelp's Economic Development Department, the Guelp Chamber of Commerce and the Ontario Ministry of Agriculture, Food and Rural Affairs (OMAFRA). The centre answers questions on start-up businesses, provides one-on-one consulting, seminars and training, mentoring and networking.</p> <p>Local Best Practices Networking Group – A partnership between the City's Economic Development Department and the Ministry of Economic Development and Trade (MEDT) and the Excellence in Manufacturing Consortium (EMC). This group promotes an emphasis on continuous improvement and increasing members' competitiveness.</p> <p>Physician Recruitment Program is in effect to attract qualified doctors to open practices in the City.</p> <p>Business Attraction Marketing Program</p> <p>Business Retention Program</p> <p>Visitor & Convention Services Program</p> |
| <p>Grimsby</p> | <p>The Town conducts a Business Visitation Program that is intended to maintain contact with local businesses, as well as host business breakfasts on a semi-regular basis to provide the opportunity for the local Chamber of Commerce in this regard.</p> |
| <p>Halton</p> | <p>Proactive Business Contact Program. Access to Capital Program helps companies prepare for investor readiness. This involves seminar series with three components; understanding investor needs, preparation of the investment plan and negotiating with the investor. On completion of the seminars, the company can then do its presentation in front of a review panel of three experts, which will provide a critique.</p> <p>The Halton Apprenticeship Advisory Council is a joint public-private venture which reviews and addresses labour needs in Halton to provide the labour resources necessary for growth.</p> <p>The City conducts a Corporate Visitation Program. In addition, the City participates in trade fairs in Canada and the US and takes local companies at no charge for their booth space.</p> <p>The Hamilton Small Business Enterprise Centre provides the information and tools that entrepreneurs need to grow their businesses. It is a one-stop source for business information, guidance and professional advice on starting and running a successful business.</p> |

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| Kawartha Lakes | <p>The Kawartha Lakes Small Business Enterprise Resources Centre helps smaller businesses realize new opportunities and increase competitiveness. The objective is to ensure that the small business community continues to be supported in its growth, while increasing employment and investment within the City.</p> <p>The Kawartha Lakes Economic Development Office conducts visitation programs, opportunity alert services, investment network services, business consultations, and Government liaison services</p> <p>In an effort to provide maximum municipal assistance to community groups and organizations, the Economic Development Office has an Economic Development Partnership Fund Program. This loan repayment program is available to groups and organizations that have secured other financing but require assistance with start-up cash flow. Applications from the smallest event to those requiring the maximum loan of \$80,000 will be considered.</p> <p>Based on Strategic Planning exercise looking to 2010, Tourism development Initiatives include:</p> <p>Premier-ranked Tourist Destination Framework (2007-2008)</p> <p>Product development and Industry/association partnerships</p> <p>Branding, destination Marketing and website management</p> <p>The Kawartha Lakes Community Health care Initiative is a non profit corporation dedicated to facilitate the recruitment of new General Practitioners and the retention of existing ones via incentive programs and community-based initiatives.</p> <p>There are numerous programs to promote the agriculture business including, but not limited to the following:</p> <p>Agriculture Economic Impact & Development Study in partnership with Peterborough County and City</p> <p>Kawartha Farm Fresh – a guide to buying fresh local farm products</p> <p>Fostering partnerships through government programs, creation of linkages to increase economic activity and opportunities</p> |
| Kingston | <p>Kingston Economic Development Corporation's (KEDCO) activities include the promotion of the city in the international marketplace; assisting local companies with expansion/modernization projects; maintaining a computer database of up-to-date economic indicators for the area; co-ordinating local economic development efforts and advising local and senior governments on economic development matters.</p> |

Business Retention & Expansion Programs

| Municipality | Business Expansion and Retention Programs |
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| Kitchener | <p>The City has a Corporate Calling Program. This program is used to help identify the City's strengths for future marketing efforts. The City is reviewing clustering opportunities of public and private companies. The City is also investigating strategic alliances to develop business relationships in the private sector.</p> <p>The City has a Business Enterprise Centre. The services provided include business plan review, market research, workshops and seminars, free computer use, free internet use, printing services, one-on-one business consultations, government information. The City, Provincial government and private sector sponsors provide funding for the Centre.</p> |
| Leamington | <p>The Leamington Economic Development Department's services to business include: customized information services, market information, networking/contact, and small business consulting.</p> |
| London | <p>London Economic Development Corporation (LEDC) is a partnership between the City and the private sector. Their goal is to facilitate the process of attracting and retaining investment to the City. The main sectors of focus for the LEDC are manufacturing, life sciences, information technology and other forms of technology.</p> <p>Business retention activities include providing site selection data, information on government programs, providing advice and assistance, acting as a liaison with the municipal government.</p> <p>The LEDC also partners with a host of local service providers to assist companies with financial, regulatory, taxation and legal issues.</p> |
| Markham | <p>Innovation Synergy Centre in Markham (ISCM) is a business advisory "hub" designed to accelerate the development of thriving enterprises with 10 to 50 employees. It is not an incubator but will partner with qualified companies to support their development into larger, more prosperous organizations.</p> <p>Since 1997, the Town has been marketing itself through a comprehensive economic development strategy as Canada's High-Tech Capital. Markham has attracted the largest per-capita concentration of high-tech companies in Canada.</p> |
| Milton | <p>The City operates a proactive Visitation Program.</p> <p>The Milton Economic Development Advisory Committee (MEDAC) was established in order to obtain strategic advice from the business community comprised of 16 members from a broad spectrum of industries including manufacturing, financial institutions, real estate, small businesses and the Chamber of Commerce.</p> <p>The Economic Development Office works closely with the development community and the major landowners in the 401 Industrial Park to ensure that economic development prospects are serviced.</p> |

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| Mississauga | <p>Business Call Program - The City hosts a proactive corporate call program in key industry sectors. Elected officials and senior staff from the City visit major new companies to the City each year to develop a rapport with the business community, determine the level of satisfaction with City services and address issues.</p> <p>Mississauga Business Enterprise Centre (MBEC) – assists entrepreneurs to start-up businesses and existing small businesses to grow and expand.</p> <p>Facilitation Services – site location assistance; industry and business networks; business and government contacts.</p> <p>In addition, the City supplies partnership options and offers seminars for small and medium sized companies.</p> |
| Muskoka | <p>Muskoka Enterprise Centre servicing all of Muskoka; it is funded from municipal contributions and grant from Province</p> |
| Niagara Falls | <p>The City operates a proactive Visitation Program.</p> |
| Norfolk | <p>Development Coordinating Committee – A monthly meeting of all Norfolk County departments provides a streamlined, proactive approach to processing and assisting key development applications.</p> <p>Business Visits Program – The Norfolk County Economic Development staff visit manufacturing, agricultural and tourism businesses on an ongoing basis and assist in facilitating any outstanding issues they may have, or connecting them with local, provincial and federal support programs.</p> <p>Site Selection – Norfolk County offers site location assistance for developers of industrial and commercial projects, including the maintenance of an inventory of available properties.</p> <p>Networking – Norfolk County offers networking opportunities for business through its Advisory Board, and networking teams for Industry, Agriculture and Tourism, through meetings, workshops, careers fairs and seminars</p> <p>Marketing Partner Program – Norfolk County works collaboratively with participating industrial, agricultural and tourism-related businesses on marketing campaigns and other initiatives, such as the annual Community Profile publication.</p> |

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| North Bay | <p>The City's Economic Development Department provides turn key services to prospective investors including site searches, land sales, labour market analysis, public funding applications assistance, financial structuring and related services.</p> <p>North Bay's Business Retention & Expansion program was implemented for the first time in 2005 as a communication tool between the Mayor's Office of Economic Development in partnership with the North Bay & District Chamber of Commerce and the local business community. Phase one, now complete, was designed to gather empirical data from a wide cross section of firms in a variety of sectors through a confidential survey process. Results have provided the community with a better understanding of the benefits and challenges to doing business in North Bay as well as enabled firms and the City to capitalized on several value add and business expansion opportunities. Phase two, the on going company visitation program is now in place and continues to provide valuable feedback and facilitates issue resolution.</p> <p>The Business Centre - Nipissing Parry Sound, a partnership between the City, the Province of Ontario and various community stakeholders assists in the start-up and expansion of new and existing businesses. The Centre provides support through the first five years of operation, by offering business consulting services and information concerning market research, business plans and financing.</p> <p>Incentive and grant initiatives specific to Northern Ontario such as the Northern Ontario Young Entrepreneurs, Emerging Technology, Infrastructure and Community Development programs offered through the Northern Ontario Heritage Fund and those available through FedNor and their Community Futures Development Corporations assist with the expansion of existing companies and the attraction of new investment to the region.</p> |
| Oakville | <p>The Oakville Economic Development Alliance (OEDA) – provides a company proactive Visitation Program to assist businesses and ensure that they are satisfied with Oakville. In addition OEDA provides site information, economic data and acts as the lead advisor to the Oakville Council, Chamber of Commerce and developers on expansion opportunities/constraints.</p> |
| Orangeville | <p>The Town operates a Small Business Enterprise Centre for business start-ups. The Orangeville & Area Small Business enterprise Centre (SBEC) provides guidance for start-up and existing companies.</p> |

Business Retention & Expansion Programs

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| Oshawa | <p>Business retention is part of the City's Economic Development Strategy. Oshawa has a business retention and expansion/Corporate calling program which is designed to provide excellent customer service to existing businesses by opening lines of communication, creating loyalty and assisting Oshawa firms with business opportunities and addressing their issues and business concerns.</p> <p>Business Advisory and Enterprise Centre run through the region of Durham - on behalf of the City of Oshawa.</p> <p>Site selection services to allow for quick response to inquiries, maintain inventory of available lands and buildings and other critical data for site selection decisions.</p> <p>Advocacy – provide coordinating role to review and streamline approvals and provide connections with regional, provincial and federal organizations and agencies.</p> <p>Newsletter – publish a quarterly newsletter featuring local business expansions, openings, information which is mailed to over 6,000 businesses, federal and provincial departments, site selectors</p> <p>Outreach – organize quarterly information meetings on topics of interest to business community (i.e. automotive outlook, economic outlook, etc.)</p> |
| Ottawa | <p>The Entrepreneurship Centre is an initiative of the Ottawa Centre for Research and Innovation (ORCI); dedicated to helping Ottawa entrepreneurs make educated decisions about starting and growing their businesses. The centre aims to promote Ottawa's economy, through the development of products and services that encourage entrepreneurship and support business growth. The City of Ottawa, the Ontario Ministry Enterprise and Innovation, the Royal Bank, Neiligan O'Brien and numerous other business partners fund the Centre. The Centre provides links to other business organizations, seminars and entrepreneurial events, online training and many other tools and resources to assist budding entrepreneurs.</p> <p>BizPal – an initiative that has been developed with a lead group of government partners to provide businesses with a way to identify the entire permit and license requirements at one time.</p> <p>The Ottawa Centre for Research and Innovation (OCRI) is a not-for-profit organization supported by over 600 members. OCRI builds on the strengths of the region to advance research and development, lifelong learning, professional development and community infrastructure.</p> <p>Ottawa Global Marketing, a division of OCRI works with the private sector and all three levels of government to attract investment, people, and companies to the region. It is a lead organization in the branding and marketing of Ottawa internationally.</p> <p>The Ottawa Capital Network (OCN) assists in creating efficiencies in the capital market through programs aimed at educating the entrepreneurial community, creating linkages among the investment community and providing knowledge and support to the business community.</p> <p>2007 Ottawa Small Business Forum – a unique learning and networking opportunity that focuses on supporting the success and growth of Ottawa's small and medium size businesses. The Forum strives to provide entrepreneurs in growth mode with access to relevant and reliable information.</p> <p>Ottawa.com web site: - developed to position itself as the "official" source of information on Ottawa, which will be achieved through prominent positioning of the site on major search engines. Ottawa.com provides a strong, focuses and strategic web presence to enable an external audience to gather information on investment, employment, tourism and other opportunities in Ottawa.</p> |

Business Retention & Expansion Programs

Municipality

Business Expansion and Retention Programs

Parry Sound

Ambassador Program - The mission of the Town of Parry Sound's Business Development Plan is to diversify Parry Sound's economic base by building the economic capacity of the community and aggressively promoting the Town as a diversified vibrant centre which recognizes and embraces small town qualities, protects the natural environment, and promotes regional partnerships and cooperation.

To this end, Council has appointed 42 local business people as "Ambassadors". The goal of the "Ambassador" is to work with the Business Development Team to attract the establishment of new businesses in order to create employment and business development in accordance with Council's Business Development Plan Mission.

The Ambassador Program will enable the community to achieve a broader reach for its targeted business development marketing and promotion. The Ambassador program will take advantage of local business people who have occasion to travel throughout the province, nationally and internationally and can potentially court some key business development prospects for the Town.

Peterborough

Operated through the Greater Peterborough Area Economic Development Corporation (GPAEDC). The GPAEDC is governed as a public/private non-profit partnership corporation. The following programs are used:

- Proactive business retention and expansion program, including business visitation programs, government funding programs, and acting as a government liaison
- Maintain economic data, statistics and information
- Develop partnerships to promote, support and sustain growth
- Mediate conflicts and advocate for business concerns
- Market Peterborough to prospective businesses

The **Business Advisory Centre** has consultants to advise both prospective and established business owners on key aspects of start-up and maintaining successful businesses. The Centre provides information on government programs, library, trade show directory, internet access, personalized business consultations and seminars.

Peterborough also has a **Business Advisory Centre** (Phase 2), which focuses on businesses that are 35 years old. Issues such as capital expansions, accounts receivable and other financial matters are typically addressed.

The City has a **Physician Recruitment Program**, which is funded by the Federal Government. There is full-time staff dedicated to the program. A program in the community has been established to offer incentives to attract new physicians to the community.

Skilled Labour Recruitment Program, which is funded by the province to attract new manufacturing companies to the community and help retain a skilled labour force in existing companies.

Business Retention & Expansion Programs

| Municipality | Business Expansion and Retention Programs |
|----------------------|---|
| Pickering | <p>Corporate Calling Program, connecting our office with:</p> <ul style="list-style-type: none"> • Local businesses of all sizes and sectors as a means of engaging them in our local economic growth and providing an avenue for them to voice concerns and share successes • Government agencies and institutional and community groups that impact our local economy • External businesses and partners, representing the voice of both Pickering and Regional business interests <p>The Economic Development Office partners with local, regional and provincial groups as a means to enhancing and protecting the interests of our local businesses. Partners include the Ajax-Pickering Board of Trade (APBOT), The Greater Toronto marketing Alliance (GTMA), Durham Strategic Energy Alliance (DSEA), The Region of Durham Economic Development Office, the Durham Region Local Training Board, The Business Advisory Centre Durham (BACD) and more.</p> <p>Publications - Publish an Available Land & Space Directory, View on Business Newsletter, Economic & Community Profile, Business Start-Up Directory and Business Directory listing over 2400 local businesses by size and sector.</p> <p>The City also maintains a business website providing statistics, news, economic development program details. Film permit access, land and space inventories with aerial mapping, development news and images, links to all manner of local and regional business interests and much more.</p> <p>Seminars and Business Start-Up Consultations are also offered to anyone interested in business matters.</p> <p>Corporate Visitation Program. The Economic Development Office assists firms in developing new export markets and expanding existing companies.</p> |
| Port Colborne | <p>Corporate Visitation Program. The Economic Development Office assists firms in developing new export markets and expanding existing companies.</p> |
| Richmond Hill | <p>Corporate Calling Program. This program responds to leads from within the local business community itself and through information obtained from professional affiliations and sources in a concerted effort to call on businesses of varying size and different stages of development.</p> <p>Small Business Coordinator - seminars, queries, etc.</p> <p>The Office of Economic Development (OED) will assist local industries to increase their international presence and competitiveness, penetrate new markets, develop new products and realize new business development. In order to ensure opportunities are realized, the Richmond Hill Office of Economic Development is facilitating strategic alliances to promote increased opportunities for Richmond Hill companies, which would result in diversification, expansion, and job creation.</p> <p>Film and Conference Attraction</p> |

Business Retention & Expansion Programs

Municipality

Business Expansion and Retention Programs

St Catharines

- Corporate Visitation Program
- Physician Recruitment
- Domestic and International Marketing
- Event Planning
- Business Recruitment and Site Selection
- Small Business Development
- Industry Seminars & Workshops

St. Thomas

The St. Thomas E.D.C is active in encouraging and supporting business development through methods such as corporate visitation, the provision of aid with expansion planning, domestic and international marketing, business recruitment and site location.

The St. Thomas E.D.C. has formed an association with Aylmer, Ingersoll, North Perth, St. Marys, Stratford, Tilsonburg and Woodstock called the Southwestern Ontario Marketing Alliance (SOMA). SOMA aggressively markets the region internationally to potential investors and actively supports business interests.

There are no Industrial Development Charges in the City of St. Thomas

Stratford

The Stratford and Area Business Association is active in promoting and improving business development. Under the CASP program 24 companies were assisted in the development of business, marketing and financial plans.

Presentations are made to business establishments.

A survey was designed to determine the direction in which the business community would prefer to proceed in promoting future economic development plans.

Training courses to local businesses are provided – computer, hospitality, and customer service.

The City has formed an association with Aylmer, Ingersoll, North Middlesex, Woodstock, and St. Thomas called the **Southwestern Ontario Marketing Alliance** (SOMA). SOMA actively supports local manufacturers and their investments in the region by promoting their interests in the community

Sudbury

Regional Business Centre operating from the office of Sudbury Development Corporation, the Regional Business Centre is an independent multi-sector partnership, which includes the banking, educational, municipal, and private involvement that provides public access to all of the resources required for business start-ups, growth or expansion through one location. Workshops and seminars are provided. The City operates trades shows and conducts trade missions. In addition, businesses are visited on a regular basis through a visitation program.

Thunder Bay

The **Thunder Bay & Area Entrepreneur Centre** exists to offer free and confidential business consulting services to both new and existing small businesses. The services include providing information on various business topics to one on one consultation with a Small Business Consultant.

Business Retention & Expansion Programs

| Municipality | Business Expansion and Retention Programs |
|--------------|---|
| Tillsonburg | <p>Corporate Visitation Physician Recruitment</p> |
| Timmins | <p>Services include site selection, exporting information, community statistics and demographics and assistance on government assistance programs</p> <p>The Business Enterprise Centre (BEC) provides a full range of business support (training, business plan development, advice, referrals, a business library, provincial registration of businesses, etc).</p> <p>The City has formed a Community Development Committee which is comprised of a team of senior staff who meet weekly to deal with matters relating to land acquisitions/purchases, development proposals, special projects and are available to meet face-to-face with residents and business people to discuss issues and proposals relating to community development.</p> <p>Timmins and Area Business Self-Help Office offers a walk-in resource library of business information with a knowledgeable Business Consultant.</p> <p>Council has eliminated development charges in the City for all classes of development.</p> <p>The TEDC provides a full range of programs and services to support existing business and to attract new business to the City.</p> |
| Toronto | <p>Economic Development assists small business, stimulating entrepreneurial development, and revitalizing commercial and industrial employment areas.</p> <p>Economic Development manages Enterprise Toronto www.enterprisetoronto.com, a public-private alliance assisting entrepreneurs and small business. Its four business centres provide one-on-one assistance to those starting or growing an early stage business.</p> <p>Toronto cost-shares capital improvement in designated retail business districts and traditional employment areas.</p> <p>Toronto's Economic Development team provides specialized business knowledge and information on Toronto's <u>key industry clusters</u> including:</p> <ul style="list-style-type: none"> • information technology and digital media; • biotechnology and pharmaceuticals; • tourism; • financial and business services; • call centres; • fashion and apparel; and • food, beverage and packaging. |

Business Retention & Expansion Programs

| Municipality Business Expansion and Retention Programs | |
|--|--|
| Vaughan | <p>Corporate Calling Program</p> <p>Partnerships and International Partnerships</p> <p>Business Link Newsletter, complimentary to all Vaughan businesses</p> <p>Online Business Directory, complimentary basic listing</p> <p>Vaughan Corporate Centre</p> <p>Vaughan Business Enterprise Centre</p> <p>Ambassador Program</p> |
| Wasaga Beach | <p>The EDO is involved in a number of programs:</p> <ul style="list-style-type: none"> • Marketing the community to attract tourists and other new businesses by attending trade shows, advertising and promotion initiatives • Supporting existing businesses by having regular contact with the business community • Providing an annual operating grant to our local Chamber of Commerce. This includes the facility and financial support for part time summer students for the visitors' centres. • Working closely with developers to market their properties • Assisting with an annual Business Show |
| Waterloo (Region) | <p>The Region co-ordinates an annual survey of all businesses in the community. This is done in conjunction with the lower tiers.</p> |
| Welland | <p>Site Location</p> <p>Business Facilitation</p> <p>Venture Niagara</p> <p>Club 2000</p> |
| Whitby | <p>Whitby First Promotion Program</p> <p>Entrepreneurship & Small Business Support Program, including Business Seminar Program, Whitby Business Resource Centre, One-on-One Consultation, Partnership in the Business Advisory Centre Durham</p> <p>Invest Whitby Support Program whose initiatives include: Business Planning Workshops, Investmentlink Program, International Trade & Pre-Qualification Meetings, Government Funding Programs Tracking System</p> <p>Business Growth and Expansion Support Program</p> <p>Site Selection & Relocation Support Program</p> <p>Tourism Whitby Support Program</p> <p>Film Whitby Support Program</p> <p>Agricultural Support Program</p> |

Business Retention & Expansion Programs

| Municipality | Business Expansion and Retention Programs |
|-------------------------------|---|
| Whitchurch-Stouffville | <p>The Town began the BR&E Visitation Process in January 2007 and has since, completed 97 individual business interviews. The project has focused on retaining and growing existing businesses and downtown revitalization. The project was conducted in partnership with the Province of Ontario, Region of York, Whitchurch-Stouffville Chamber of Commerce and the Stouffville Business Improvement Area.</p> <p>Rural Development Consultations – These are used to identify appropriate and realistic ways in which rural areas can participate in the Town's overall economic growth – for example, fostering ecotourism, entrepreneurship and agribusiness. General promotion for both business and tourism attraction. Continuous data collection and revisions to facilitate investment decisions in favour of Whitchurch-Stouffville.</p> |
| Windsor | The City has a Corporate Visitation Program and a Business Self-help Centre |
| Woodstock | <p>Services offered by Woodstock Economic Development include:</p> <ul style="list-style-type: none"> • Land and building site selection information • Provision of statistical and market data • Promotional programs to encourage new investment • Free assistance to new and existing local companies • Product sourcing and potential market identification • Assistance with business start-ups • Liaison with provincial and federal governments • Consultation and networking with local businesses and industry |

Downtown/Area Specific Programs

The following programs have been developed to address specific areas of improvements within municipalities. Some of the programs are available for all property types, while others target specific forms of redevelopment. The programs may be in the form of a loan, a grant, waiving of fees, tax rebates and tax forgiveness.

| Municipality | Type of Program | Downtown/Area Specific Programs |
|---------------|--|--|
| Ajax | Municipal Property Acquisition, Investment and Partnership | Rehabilitation of existing Town property, acquisition of property and public/private partnerships for rehabilitation of public or private lands |
| | Rehabilitation Tax Grants (not currently active) | Where rehabilitation/improvements result in an increase in assessed value, an annual grant equal to 80% of the increase in the Town's taxes is provided for 10 years. |
| | Grant | Reimbursement of 80% to 100% of development and building permit fees |
| | DC Exemptions/Reductions | Full exemption or reduction (50% to 75%) to encourage higher density and more intensive residential and mixed use developments |
| | Parkland Dedication Reduction | Provides relief in form of reduced parkland dedication requirements for medium and high density residential development |
| | Exemption from Parking Requirements | Relief in the form of a reduction in the number of parking spaces required |
| Barrie | Loans | The City of Barrie has implemented incentive programs in the City centre Planning Area to encourage development and redevelopment in the Downtown and Allandale communities. The historic downtown core and former Village of Allandale together form two focal points at either end of Kempenfelt Bay. The long term vision is to see the entire City centre area grow and offer more opportunities for business, residents and lifestyle/culture. The Downtown Community Improvement Plan and the Allandale Community Improvement Plan complement each other and offer a range of programs in the form of loans, grants and tax incremental financing. A development charge exemption is also in place in certain areas within the Downtown Community Improvement Plan and the Allandale Community Improvement Plan. |
| | Grants | |
| | DC Exemptions | |
| | Tax Incremental Financing | |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|--------------|---|--|
| Brampton | Downtown Development Corporation | <p>The Brampton Downtown Development Corporation (BDDC): a financially sustainable funded, semi-autonomous organization that has evolved from the existing Brampton Downtown Business Association (BDBA), and will have expanded powers pursuant to existing municipal legislation, namely: Community Development Corporation, BIA, Municipal Business Corporations legislation.</p> <p>The Brampton Downtown Development Corporation is the first Development Corporation of this kind in the Province of Ontario. After a 5-year process, the regulation was finally passed through Provincial Cabinet in April 2005. It is a new development tool that will have the capacity to undertake considerably more than the existing BIA is able to currently undertake as a Part III Corporation. This includes undertaking a program of grant making, and other promotion, improvement, development and redevelopment programs.</p> |
| Brantford | Grant | <p>The City provides a Performance Grant Program to assist businesses and property owners within the Downtown Community Improvement Project Area in the implementation of sound business plans that will generate increased economic activity in the Downtown. The grant is to assist with the financing of costs associated with the rehabilitation of lands and buildings relating to the implementation of such business plans.</p> <p>The City has reduced building permit fees to encourage construction activity in the Downtown Community Improvement Project Area.</p> <p>No development charges in Downtown BIA area.</p> |
| Caledon | Building Permit Fees DC Exemptions DC Exemptions BIA | <p>Exemption of development charges for the Caledon East Commercial Core Area and the Bolton Business Improvement Area (BIA)</p> <p>The Town assists the Bolton Business Improvement Area (BIA) Board of Management by providing funds that are allocated to enhance the economic viability and competitiveness of the downtown core</p> |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|--------------|--------------------|---|
| Cambridge | Interest Free Loan | Building Revitalization Program - The City offers interest-free and partially forgivable loans (on a matching-share basis) for property improvements that focus on improving the street appearance of buildings and encourage structural and weather/waterproofing repairs. The City will lend up to \$20,000 per building, with partial loan forgiveness of up to 35% available. (A maximum of \$60,000 per property owner is available). |
| | With grant Option | Instead of entering into a loan arrangement with the City, the program can also be arranged so that the partially forgivable portion can be given as a grant. |
| | Grants | Design Guide Program - This program offers grants for owners to retain professional assistance in designing property improvements. The City offers a \$750 grant for design assistance in the downtown core. |
| | Tax Rebate | Realty Tax Rebate Program – a three year program that provides a rebate of a percentage of the City's portion of the increase in City property taxes as a result of building improvements and/or new development. All properties in the core are eligible where the property improvements result in an increase in the City property taxes. |
| | No Fee | Development Application Fee Waiver —no fees for applications under the Planning Act (Site Plan, Zone Change, Official Plan Amendment, Subdivision) for new residential development in the downtown core |
| | No Fee | Building Permit and Sign Permit Fee Exemption —all properties in the core areas do not pay a fee for obtaining a building permit or permits for signs |
| Clarington | Grant | Upgrade to Building Code Grant Program. Intended to assist property owners with the financing of building improvements required to bring existing older buildings into compliance with the current Ontario Building Code. It will provide up to \$10,000 or one third of the cost of building improvements. |
| | Grant | Signage Program. Assist business owners with financing the design and installation of new signage within the commercial zone (Main Street) of the Community Improvement Plan area. Provides a grant equivalent to 50% of the amount of new signage, not to exceed \$2,000 |
| | Grant | Facade Improvement Grant Program. Available to registered property owners within the Community Improvement Area for the Municipality of Clarington. Grant covers up to 50% of the costs of the eligible work per building to a maximum of \$5,000 per municipal street address or storefront, subject to an overall maximum of \$45,000 per property owner for a building with multiple street addresses or storefronts. |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|--------------|----------------------|---|
| Cornwall | Loans, Rebates | Heart of the City Program initiatives including: Tax rebates Tipping fee relief Façade improvements Planning, permit and development fee relief |
| Guelph | Interest Free Loan | Downtown Residential Incentive Grant Program – a tax incremental waiver program, which encourages the rehabilitation and renovation of the upper stories of existing buildings and their conversion to residential use. |
| Hamilton | Financial Assistance | The City of Hamilton offers financial assistance programs in the form of loans and grants to assist with various costs associated with the development/redevelopment of the downtown. Downtown development is exempt from development charges within a defined area. Additionally, there is a program to provide assistance to property owners within the 11 Citywide Business Improvement Areas for commercial property façade improvements. BIA Commercial Property Improvement Grant is a program that provides financial assistance to commercial property owners and owner-authorized tenants within the 11 Citywide BIAs. The program provides financial assistance for façade improvements of commercial properties within the BIAs through a matching grant (to a maximum of \$7,500 per property). |
| | Interest Free Loan | The Hamilton Downtown Residential Loan Program was developed to provide a financial incentive to developers in assisting with the costs of converting commercial space in commercial buildings into apartments, or renovations to bring existing apartments into compliance with the property Standards By-law and Fire code. Under the program, loans will be interest-free for a maximum of 5 years. The principle repayable in annual amounts of ten (10%), in 12 equal monthly payments of the original loan amount. The balance outstanding will be paid by a balloon payment at the end of the five-year term. The maximum loan amount is calculated on the basis of \$20 per square foot of habitable floor space. |
| | Grant | The Enterprise Zone makes tax grants available for developing, re-developing or renovating residential/commercial lands and buildings located within the boundaries of the Downtown Hamilton Community Improvement Project Area. The program will authorize a nine-year grant, in an amount not exceeding the increase in municipal realty taxes as a direct result of the development/redevelopment of the land and/or building. Grants will not exceed the costs of the property's development/redevelopment. |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|--------------|--------------------|--|
| Kitchener | Grant/Loan | <p>Façade Improvement Loan Program. The City may provide financial assistance for the façade and interior improvement of the building up to \$15,000 per municipal address, \$7,500 for interior work and \$7,500 for exterior work. 15% of the financial assistance will be in the form of a grant given as a forgivable loan and 85% will be a loan.</p> <p>Upper Storey Renovation Program. The program will assist owners with renovation costs in the form of loan and grant funding, to a maximum of \$100,000 per property, based on 50% of renovation costs.</p> |
| Leamington | Loan | <p>Façade Program. Assist owners in upgrading the façades of their buildings. Loan would cover up to 30% of the cost of eligible façade improvements to a maximum loan of \$20,000</p> |
| London | Loan | <p>Façade Restoration Loan Program – assists Downtown property owners interested in improving their building façade. May be eligible for a ten-year interest-free loan up to a maximum of \$25,000 or half the value of the façade improvements being proposed.</p> <p>Upgrade to Building Code Loan Program – assists Downtown property owners with interior improvements that relate to Fire and Building Code requirements. May be eligible for a ten-year interest-free loan up to a maximum of \$50,000, or half the value of the work proposed.</p> |
| | Interest-free Loan | Economic incentive for the rehabilitation and/or redevelopment of commercial and residential buildings in the core. If property taxes increase as a result of a rehabilitation and/or redevelopment project, the City will grant back a portion of that tax increase every year, for ten years. |
| | Grant | A MainStreet London Program that provides grant money for building and business owners who want to improve the façade of their building. |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|--------------|-----------------|---|
| Newmarket | Grants | <p>Facade Improvements & Restoration Program - The grant program will see property owners receive a matching grant of up to 50% of eligible costs to a maximum of \$15,000.00 per property, except for corner and laneway properties which shall be eligible to receive a matching grant of up to 50% of eligible costs to a maximum of \$20,000.00 per property.</p> <p>The Project Feasibility Study Program is intended to undertake studies necessary to determine project feasibility be they adaptive re-uses of existing facilities or complete redevelopment projects in the Community Improvement Plan. This program applies to all properties within the CIP.</p> <p>The grant program will see property owners receive matching grants of up to 50% of eligible costs to a maximum of \$10,000.00 per property. Adjacent properties under the same ownership and land assemblies would only be eligible for one grant.</p> <p>The Interior Renovation and Improvement Program is intended to promote upgrading of and improvement to the interior of deteriorated or functionally obsolete buildings in order that they may be brought into compliance with the Building Code and the Fire Code.</p> <p>The grant program will provide property owners with a matching grant of up to 50% of eligible costs to a maximum of \$15,000 per property.</p> <p>The Business Sign Program is intended to promote unified updated signage within the Main Street retail area as well as to promote an effective sign presence in the CIP area that requires signage. This program is directed at commercial and industrial properties within the CIP area to update their signs consistent with the neighbourhood. The grant program will provide property owners or business tenants up to 50% of eligible costs to a maximum of \$2,500 per business.</p> <p>The Redevelopment and Rehabilitation Tax Incremental Program is intended to provide financial incentives in the form of grants to property owners who undertake appropriate redevelopment of properties that increases property assessment resulting in increased Town property taxes. This incentive program is meant to stimulate investment by the private sector that would otherwise not occur by providing an eligible property owner with a grant equivalent to a portion of the resultant Town property tax increases.</p> <p>This program will function as an annual grant for up to 10 years equivalent to a portion of the tax increase the property will experience as a result of the improvement/redevelopment.</p> |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|-------------------------------------|------------------------|---|
| Newmarket (continued) | Loan | The Residential Conversion and Intensification Program is intended to promote the conversion and intensification of second and third story spaces along Main Street for residential purposes. The loan program will provide property owners with an interest-free loan to pay for up to 50% of eligible costs to a maximum of \$100,000 of the conversion of commercial/industrial space to residential units and construction of new units on vacant land or as part of an existing structure. |
| | Parking Relief | Parking Requirement Program. Allows for relief or reduction or waiving of standard parking requirements. |
| Niagara Falls | DC Exemptions | Development Charge Exemption Program – will provide a financial incentive in the form of an exemption from payment of 75% of the City development charge on residential, commercial and mixed use development and redevelopment projects that create additional residential units and/or commercial space. Residential Loan Program – 0% interest loan based on \$20 per sq. ft. of habitable residential space constructed to a maximum of \$20,000 per residential unit created. Promote conversion, infill and intensification for Downtown area. Loan Commercial Building Loan and Façade Grant – 0% interest loan equal to 50% of the cost of building maintenance and improvements to a maximum loan of \$15,000 per property. Improvement, restoration and rehabilitation of existing commercial and mixed use buildings and building facades. Loan Revitalization Grant Program – annual grant equivalent to 80% of the increase in City property taxes for first 5 years, 60% in years 6 and 7, 40% in year 8, and 20% in years 9 and 10. Building renovations, additions and new construction Grant |
| Norfolk | DC Exemptions | No development charges for all developments within the boundaries of the Central Business Districts (Simcoe, Delhi, Port Dover, Port Rowan, Waterford) No development charges for roofed accommodation development (hotels, inns, bed and breakfast and other tourist accommodation) No development charges for brownfield developments, parking garages, affordable housing, temporary structures, farm help house development, and some others. |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|-----------------------------------|---|---|
| Norfolk (continued) | Non-Financial Grants & Interest Free Loans | Norfolk County facilitates ongoing revitalization initiatives in its central business districts, such as Simcoe, Delhi and Port Dover. Norfolk County has submitted a Community Improvement Plan to the Province of Ontario for approval. If approved, it is expected to include a Façade Improvement Program and other subsidies. |
| North Bay | Grants/Interest Free Loans | Downtown Community Improvement Plan provides funding in the form of both grants and interest free loans to either building or business owners for façade/leasehold improvements, feasibility studies and the revitalization/redevelopment of buildings. Grants of up to \$15,000 and interest free loans of up to \$50,000. The City also operates a Conversion Credits Program for Community Improvement areas, where credits are based on per square foot, i.e.: if converting from industrial to residential the owner gets a credit of approximately \$8 per square foot for what has been demolished, to be used against the residential re-construction charges. |
| Oshawa | Loan/Grant | The City of Oshawa received Provincial approval for a central business district (18 blocks). The loan programs consist of Façade Improvement Loan Program, Upper Storey Conversion to Residential Loan Program and Upgrade to Building Code Loan Program . The grant programs consist of Residential Development Charge Grant Program, Increased Assessment Grant Program, Building Permit Grant Program and Parkland Dedication Fee Grant Program. The City has launched an aggressive 37 step Downtown Action Plan which includes establishing a Downtown Development Corporation, converting some one way streets to two way, attracting residential builders to the downtown core to realize intensification goals, the development of an Urban Design Master Plan, etc. Development charges are waived in the downtown Shoulder Area CIP provides grants and loans similar to the downtown CIP as well as the Simcoe Street South CIP which provides a façade improvement loan program of up to \$15,000 per municipal address |
| Ottawa | No Fee DC Exemptions | The City of Ottawa offers the following incentives: No development charges for residential construction in the Central Area and Centretown Reduced parking requirements for mixed use development on selected downtown streets Expedited development approval process |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|---------------|--|--|
| Pickering | Non-financial | Direct marketing to promote specific developments and targeted sectors. |
| Port Colborne | Residential and Commercial Tax refunds | The City approved a by-law in 2004 to provide tax assistance in the form of refunds of the taxes for up to 10 years for City municipal purposes on all improved residential and commercial properties in the Community Improvement Plan Areas that have been increased as a result of improvements. |
| | Commercial Façade Loans | Commencing in 2004, the City implemented a program to provide loans of up to \$1,000 per project for design projects and up to \$10,000 per project for improvement projects for commercial facades |
| | Exemptions | Exemptions for the creation of new residential or commercial units of building and planning fees as well as an exemption of parkland dedication fees and parking and loading space requirements |
| Richmond Hill | Interest Free Loan | The City provides a façade matching interest free program of up to \$10,000 for downtown properties. |
| Sarnia | Grant/Tax Relief | The City provides grants to property owners who undertake renovations/rehabilitation to their properties that result in an increase in their assessment and a corresponding increase in their taxes. The grant is equal to any increase in taxes paid as a result of the work being done. The grant is available for a period of 10 years for non-heritage properties. The grant is 100% of actual tax increases as a result of increased assessment in years 1-8, decreasing to 75% in year 9 and 50% in year 10. |
| | Fees waived | Building permit fees are waived in the downtown until January 1, 2007 |
| | Façade Loan | Loans are available to a maximum of \$20,000 per storefront or the total cost per storefront of the proposed eligible improvements whichever is the less, to a maximum of \$60,000 per property. Interest will be charged at one half the prime rate of the City's banker at the time of the application. Term is open not to exceed 10 years |
| St. Thomas | Grant | The City operates a Community Improvement Program whereby grants, interest-free loans, financial aid for façade improvements and the waiving of building permit fees are offered to pre-approved applicants. |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|--------------|---------------------------|---|
| Sudbury | Tax incremental financing | Designated a Community Improvement Area to allow the City to provide a Tax Incremental Financing Scheme to support downtown redevelopment or rehabilitation. This is a 10-year program whereby the maximum amount of the tax rebate shall not exceed the anticipated increase in municipal realty taxes as a direct result of the redevelopment. The rebate is on a declining basis whereby in year 1 it is equal to 100% of the municipal realty increase, declining 10% each year. The total amount of the rebate shall not exceed the costs of the property's rehabilitation. |
| | DC Exemptions | Elimination of development charges in the downtown core |
| | Parking Requirements | Permits the conversion of vacant commercial or retail space to residential uses without the requirement of providing parking. No zoning requirements for parking for commercial uses. |
| Thorold | Grant | Facade Improvement Grant Program – grants will be available for the Downtown Thorold Area equal to 50% of the eligible costs to a maximum of \$10,000 per building. |
| Thunder Bay | Grant | Core Area Rehabilitation & Redevelopment Grant Program – eligible property owners can receive a grant equal to 100% of any increase in municipal taxes that result from the re-assessment of improved property for a ten-year period. |
| | Loan | Core Area Facade Loan Improvement Program – eligible property owners can receive interest-free loans, amortized over 10 years for 50% of the cost to improve the exterior facades of buildings to a maximum of \$15,000 per loan. Amendments to the Central Business District Zones (CBD) now allow for an increased number of uses within the city's downtown areas. It also alters various standards such as yard, frontage and parking requirements in an effort to facilitate positive development. |
| Tillsonburg | | Approved Community Improvement Plan for the downtown core with tax increment financing, waiver of building and other fees. |
| Timmins | | A Community Improvement Plan for the downtown core areas of the City is currently underway and will identify a variety of incentive programs to encourage investment and improvements. |
| Toronto | Facade | Supplementary programs in Streetscape Improvement, Commercial Facade Improvement, Banner and Mural, Commercial Research, and Community Festivals and Special Events are also offered. |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|--------------|-------------------------------|---|
| Waterloo | Interest Free Loan | The City has a façade program that provides up to \$15,000 in interest free loans. |
| Welland | Loan | Façade Improvement Loan Program. Provides assistance to rehabilitate and improve facades of commercial buildings in the Downtown Community Improvement Area. The loan covers 50% of the eligible improvement costs to a maximum of \$15,000 per municipal address. |
| | DC Exemptions | Residential DC exemptions in the downtown |
| | Fees waived | Refunding most planning and building permit fees and parkland dedication fees. Assistance will be 50% for projects other than those creating new residential units and 100% for new residential rentals. |
| | Interest Free Loans | Interest free loans to pay for conversion of existing commercial space to residential units and the construction of new units on vacant land. The maximum loan amount is to be calculated based on \$10 per square foot of habitable space, with a maximum term of 10 years. |
| | Tax Incremental Grant Program | This program promotes the redevelopment and rehabilitation of the downtown by removing the financial disincentive of increased property taxes associated with redevelopment in the short term. The municipality will give grants equivalent to a portion of the property tax increase for a period not to exceed 10 years (80% in year 1 and 2, 70% in year 3 and 4 etc.) |
| | | Waiving or reduction in residential parking requirements for improvements or change of use to existing buildings and additions or new building construction as set out in the Zoning by-law. |

Downtown/Area Specific Programs

| Municipality | Type of Program | Downtown/Area Specific Programs |
|------------------------|--------------------------------|--|
| Whitby | Grant | <p>Facade Grant Program in place for 2 years – a minimum investment of \$5,000 will result in a \$2,500 grant for approved items. Applicants can reapply every 5 years. Applicants can get a grant for up to \$1,000 for architectural, engineering and design fees.</p> <p>Downtown Development Office provides support to downtown property and business owners including publishing annual business directory. Advertising, special events, studies and information products, business recruitment and retention, banners and signage, etc.</p> <p>Ongoing program of enhanced capital improvements to public streets and parks in the downtown areas.</p> |
| Whitchurch-Stouffville | | <p>Downtown Community Improvement Program – aims to revitalize the downtown area restoring the 'country town' feel and centrality to the community. The program has been designed to brand the downtown area, and create an atmosphere that encourages the consumer to visit and stay longer in downtown Stouffville.</p> |
| Woodstock | <p>Tax Rebate</p> <p>Grant</p> | <p>Downtown Improvement Area Grant Program – properties that are reassessed as a result of renovation, rehabilitation, or redevelopment are eligible to apply for a grant following work that would trigger a reassessment.</p> <p>The portion to be granted back only includes the increase in municipal taxes and BIA levy associated with the improvement. The portion of municipal taxation levied for Education and Upper tier purposes will not be granted back. The total value of the grant shall not exceed the value of the work done.</p> <p>The City offers Rehabilitation and Renovation Grants – applies to commercial, institutional or industrial buildings. For this program 80% of the increase is eligible in the municipal portion of the taxes and BIA levy in year one, decreasing to 60% in year two, 50% in year three, 40% in year four and 30% in year five following reassessment.</p> <p>Redevelopment Grants – applies to all classes of new buildings that are developed on vacant land or cleared sites within the downtown area.</p> |

Brownfield Redevelopment

A “Brownfield site” is considered to be a property with or without buildings or structures, having a history of either industrial or commercial uses and which, as a result of these uses, has become environmentally contaminated under circumstances where there is no reasonable prospect that the remediation of such contamination will be accomplished solely by the private sector.

Brownfields are viewed by many as opportunities for revitalizing urban communities. Some of the advantages of Brownfield Redevelopment include:

- Revitalization of the downtown core and surrounding neighbourhoods
- More effective use of existing municipal infrastructure
- Reduction in pressure for suburban expansion
- Clean-up of environmentally contaminated sites
- Increased tax revenue
- Create jobs
- Improve the overall liveability of urban neighbourhoods

Municipality

Brownfield Development

Brantford

The Brantford Brownfields Financial Tax Incentive Program provides tax assistance to private developers for the rehabilitation and redevelopment of brownfield properties. The goal of this program is to work with developers by providing financial assistance for the redevelopment of brownfield properties so that these sites can be more competitive with Greenfield properties. This program implements, in part, Brantford's Brownfield Sites Community Improvement Plan, which promotes the healthy rehabilitation and redevelopment of eligible brownfield sites for a defined period of time.

The financial incentive program will allow successful applicants to obtain rebates on the municipal and school portion of the property taxes paid on rehabilitated brownfield properties. Up to 100% of the cost of environmental remediation may be eligible for rebates.

The **Brantford Brownfields Financial Tax Incentive Program** is designed to work in conjunction with the Brownfield Financial Tax Incentive Program established in 2004 by the Province of Ontario. Application to the Brantford Brownfields Financial Tax Incentive Program will also serve as the application to the provincial program.

Developers can receive a credit from **development charges** payable for a project for the cost of environmental remediation work carried out on the property.

Brantford is actively involved in assembling brownfield properties, carrying out environmental site assessments and removing encumbrances and then requesting proposals for the redevelopment of these lands.

| Municipality | Brownfield Development |
|--------------|--|
| Cambridge | <p>Opportunities are available to potential purchasers of contaminated sites to cancel a portion of all outstanding taxes.</p> <p>It may be possible to receive a Development Charges credit equal to the restoration costs of the property (not to exceed the total development Charges payable to the City on the project)</p> |
| Clarington | <p>No development charge shall be imposed with respect to developments or portions of developments that result in addition of a single unit within the existing footprint.</p> |
| Cornwall | <p>Tax incentives and tipping fee relief for a development in an existing brownfield site</p> |
| Guelp | <p>The City has developed a preliminary inventory of approximately 175 potential brownfield sites.</p> <p>Tax Increment Financing</p> <p>'Tax Increment Equivalent Grants' are a method of using the future increases in tax assessment and property tax revenues on a property associated with site assessment and remediation.</p> <p>Tax Arrears Cancellation Policy</p> <p>This program would apply to brownfield properties that are in tax arrears where a bona fide third party purchaser is interested in acquiring the site and remediating it. The approach promotes the redevelopment of brownfield sites without exposing the municipality to the risk of ownership.</p> <p>Taxation Assistance During Rehabilitation</p> <p>The Brownfields Statute Law Amendment Act established a new financial tool, which would allow municipalities to freeze or cancel all or a percentage of municipal and education taxes (with Ministry of Finance approval for the latter) during the rehabilitation and redevelopment time periods.</p> <p>Development Charge Related Incentives</p> <p>The Development Charges Act – a by-law that provides a development charge credit on contaminated properties equal to the site assessment and clean-up costs of the property.</p> |

Brownfield Redevelopment

| Municipality | Brownfield Development |
|----------------------|--|
| Hamilton | <p>Brownfield Redevelopment.</p> <p>The City has prepared a Community Improvement Plan, known as the Environmental Remediation and Site Enhancement Plan or ERASE Plan that provides incentives in the City's 3,400 acre older industrial area</p> <p>ERASE Redevelopment Grants</p> <p>Grants are available to provide financial relief to property owners who undertake and complete brownfield redevelopment projects within the project area. Grants cover the following eligible program costs:</p> <ul style="list-style-type: none"> • Environmental remediation and environmental studies • Demolition • Site preparation including construction/improvement of on-site public works. <p>The grant is calculated as 80% of the increase in the municipal portion of property taxes and is paid on an annual basis for up to 10 years, commencing once the redevelopment is complete.</p> <p>ERASE Environmental Study Grants</p> <p>Matching grants are available from the City to pay for up to one-half the cost of a Phase II and/or a Phase III Environmental Site Assessment (Remedial Action Plan). The maximum City contribution per study is \$10,000 to a maximum of two (2) studies per property.</p> <p>ERASE Planning and Development Fees Program</p> <p>A grant-in-lieu of planning and development fees paid on brownfield redevelopment projects within the project area is also available.</p> |
| Kitchener | <p>The City approved a recommendation to consider all of the City of Kitchener as a Community Improvement Project (CIP) are and develop a Brownfields Remediation Community Improvement Plan</p> |
| Niagara Falls | <p>Brownfields Development Charge Exemption Program – Region's Development Charge Waiver/Exemption Program exempts a development from 75% of the Regional development charge if it is in a downtown, surrounding built-up urban area or brownfield area. Up to an additional 25% development charge exemption is provided depending on the inclusion of Smart Growth principles into the proposed development.</p> |
| Norfolk | <p>Norfolk County exempts approved brownfield developments from development charges.</p> <p>Further incentives for brownfield remediation are being studied as part of Norfolk County's Community Improvement Plan.</p> |

Brownfield Redevelopment

| Municipality | Brownfield Development |
|---------------------|---|
| Oshawa | Brownfields Renaissance Community Improvement Plan is applicable to lands throughout the City and includes grants for environmental studies of brownfield sites, tax cancellations program and redevelopment grants |
| Thorold | A property tax assistance that provides for the exemption of up to 100% of taxes levied, subject to budget consideration, for the period immediately following the approval of the Property Tax Assistance By-Law and continuing during the Rehabilitation Period and Development Period. The Minister of Finance may match the municipality's tax assistance provided to a property owner through the education portion of the property tax. |

Industrial Parks

| Municipality | Industrial Park | Size Acres | Price Per Acre | | Ownership |
|------------------|---------------------------------------|---------------|----------------|------------|----------------|
| | | | High | Low | |
| Ajax | Carruthers Creek Employment | 640 | N/A | N/A | Public/Private |
| | Westney Road & Bayly Street | 280 | N/A | N/A | Private |
| Aurora | Aurora Gateway Business Park | 81 | N/A | N/A | Private |
| | Aurora South Industrial | 14 | \$ 275,000 | \$ 175,000 | Private |
| | Industrial Parkway North | 38 | \$ 275,000 | \$ 175,000 | Private |
| | Hallgrove Business Park | 48 | \$ 500,000 | \$ 425,000 | Private |
| | Aurora Business Park | 88 | N/A | N/A | Public |
| Barrie | Mapleview West Industrial Park | 36 | \$ 275,000 | \$ 225,000 | Public |
| | South Barrie Industrial Park | 41 | \$ 90,000 | \$ 65,000 | Public |
| | Private Lands | 1000 | N/A | \$ 125,000 | Private |
| Belleville | North-East | 150 | 40000 | \$ 20,000 | Public/Private |
| | North-West | 25 | N/A | N/A | Private |
| Brampton | Multiple | N/A | \$ 220,000 | \$ 99,000 | N/A |
| Brantford | Brandeia Industrial | 52 | \$ 145,000 | \$ 95,000 | Public |
| | Jame Dick | 143 | \$ 150,000 | \$ 130,000 | Private |
| | Kina & Benton Oak Park East | 300 | N/A | N/A | Private |
| | Brant Trade | 84 | N/A | N/A | Private |
| | Tillyard | 30 | N/A | N/A | Private |
| Brockville | John G. Bloom Industrial | 85 | 40000 | 15000 | |
| Caledon | Bolton Industrial Park | 398 | N/A | N/A | Private |
| | Bolton Industrial Park | 217 | N/A | N/A | Private |
| | Tullamore Industrial Park | 148 | N/A | N/A | Private |
| | Mayfield West - Kennedy Road | 358 | N/A | N/A | Private |
| | Victoria Business Park | 83 | N/A | N/A | Private |
| Cambridge | Cambridge Business Park | 850 | \$ 145,000 | \$ 145,000 | Public |
| | L. G. Lowell Park | 1300 | \$ 145,000 | \$ 145,000 | Public/Private |
| | Eastern Industrial Park | 300 | N/A | N/A | Private |
| Chatham-Kent | Bloomfield Industrial Park | 120 | \$ 70,000 | \$ 55,000 | Public |
| | Ridcetown Industrial | 28 | \$ 11,050 | \$ 11,050 | Public |
| | Blenheim Industrial | 33 | \$ 29,000 | \$ 29,000 | Public |
| | McGregor Industrial | 5 | \$ 41,400 | \$ 41,400 | Public |
| Clarington | Clarington Science Park | 352 | N/A | N/A | Private |
| | Clarington Energy Park | 318 | N/A | N/A | Private |
| Cobourg | Lucas Point Business & Industrial | 54 | \$ 40,000 | \$ 30,000 | Public/Private |
| Cornwall | Cornwall Industrial Park | 1000 | \$ 20,000 | \$ 10,000 | Public |
| East Gwillimbury | Bales Drive Industrial Park | 100 | N/A | N/A | Private |
| | Mount Albert | 48 | N/A | N/A | Public/Private |
| | Holland Landing South | 212 | N/A | N/A | Private |
| | Green Lane East | 94 | N/A | N/A | Private |
| | Queensville | 954 | N/A | N/A | Private |
| Geelich | Hanlon Creek Business | 20 | \$ 85,000 | \$ 85,000 | Public/Private |
| | Coldpoint Business Park | 60 | \$ 125,000 | \$ 75,000 | Private |
| Hamilton | Ancaster Industrial Park | 88 | \$ 65,000 | \$ 75,000 | Public/Private |
| | Stoney Creek Industrial Business Park | 250 | \$ 125,000 | \$ 75,000 | Private |
| Kawartha Lakes | Lindsay Industrial Park | 200 | \$ 65,000 | \$ 35,000 | Public/Private |
| Kingston | Cataracqui Industrial Estates | 140 | \$ 45,000 | \$ 35,000 | Public |
| | Clyde and Alcan Industrial Parks | 50 | \$ 45,000 | \$ 35,000 | Public |
| | St. Lawrence Park | 160 | \$ 35,000 | \$ 35,000 | Public |
| Kitchener | 4 Industrial parks | | | | |
| Leamington | Seneca Road | 20 | \$ 65,000 | \$ 60,000 | Private |
| London | Trafalgar Industrial Park | 35 | \$ 85,000 | \$ 55,000 | Public |
| | Skysway Industrial - Phase 1 | 140 | \$ 97,000 | \$ 45,000 | Public |
| | Innovation Park - Phases 1 to 4 | 570 | \$ 97,000 | \$ 55,000 | Public |
| Markham | Woodbine North | 67 | \$ 350,000 | \$ 300,000 | Private |
| | Commerce Valley | 15 | \$ 350,000 | \$ 300,000 | Private |
| | 407/404 | 10 | \$ 350,000 | \$ 300,000 | Private |
| Mississauga | Northeast Business District | 555 | N/A | N/A | Private |
| | Airport Corporate Centre | 110 | N/A | N/A | Private |
| | Gateway Business District | 562 | N/A | N/A | Private |
| | Western Business Park | 130 | N/A | N/A | Private |
| | Meadowdale Business Park | 648 | N/A | N/A | Private |

Industrial Parks

| Municipality | Industrial Park | Size Acres | Price Per Acre | | Ownership |
|------------------------|------------------------------------|---------------|-------------------|-------------------|----------------|
| | | | High | Low | |
| Newmarket | Newmarket Industrial Business Park | 48 | N/A | N/A | Private |
| | Murlock Drive/Harry Walker Parkway | 9 | \$ 450,000 | \$ 400,000 | Public |
| Niagara Falls | Montrose Business Park | 100 | \$ 40,000 | \$ 20,000 | Public |
| | Muller | 62 | \$ 100,000 | \$ 50,000 | Private |
| | Stanley Industrial | 15 | N/A | \$ 35,000 | Private |
| Norfolk | Alfred W. Judd Industrial Park | 93 | \$ 26,500 | \$ 26,500 | Public |
| | Norfolk Industrial Park | 27 | \$ 30,000 | \$ 23,000 | Private |
| | Delhi Industrial Park | 8 | \$ 24,000 | \$ 24,000 | Public |
| North Bay | Gateway Business Park | 68 | \$ 20,000 | \$ 8,000 | Public |
| | North Bay Jack Garland Airport | 30 | N/A | N/A | Public |
| Oshawa | Stevenson Industrial Park | 74 | \$ 275,000 | \$ 225,000 | Private |
| | Champlain Industrial Park | 80 | \$ 300,000 | \$ 225,000 | Private |
| | Farewell Industrial Park | 117 | \$ 275,000 | \$ 130,000 | Private |
| Ottawa | Orleans Industrial Parks | 1100 | \$ 100,000 | \$ 50,000 | Public/Private |
| | Kanata South Business Park | 300 | \$ 120,000 | \$ 75,000 | Public/Private |
| | Hawthorne Business Park | 200 | \$ 110,000 | \$ 80,000 | Public/Private |
| Owen Sound | Owen Sound Industrial Park | 840 | \$ 40,000 | \$ 5,000 | Private |
| | Owen Sound Industrial Park | 74 | \$ 30,000 | \$ 30,000 | Public |
| Peterborough | Major Bennett Industrial Park | 100 | \$ 40,000 | N/A | Public |
| | Peterborough Industrial Park | 50 | \$ 40,000 | N/A | Public |
| Pickering | Brook Industrial Area | 400 | \$ 250,000 | \$ 150,000 | Private |
| Port Colborne | Loyalist Industrial Park | 85 | \$ 25,000 | \$ 21,000 | Public |
| | Babcock & Wilcox Property | 328 | N/A | N/A | Private |
| | Highway 140 Industrial Area | 200 | N/A | N/A | Public/Private |
| Richmond Hill | Beaver Creek Business Park | 614 | \$ 600,000 | \$ 450,000 | Private |
| | Headford business Park | 433 | \$ 600,000 | \$ 450,000 | Private |
| Samia | Samia 402 Business Park | 85 | N/A | N/A | Public |
| | Chippewas of Samia Business Park | 200 | N/A | N/A | Private |
| | Samia Business & Research Park | 200 | N/A | N/A | Public |
| | University Western Ont. R & D | 80 | N/A | N/A | Public |
| | Vidal Industrial Park | 33 | N/A | N/A | Private |
| Sault Ste. Marie | Sault Ste. Marie Industrial Park | 45 | \$ 29,000 | \$ 15,000 | Private |
| | Gateway Industrial Park | 1000 | \$ 23,000 | \$ 12,000 | Private |
| St. Catharines | Burlington East Industrial | 320 | N/A | N/A | Private |
| | Port Weller Industrial | 219 | N/A | N/A | Private |
| | Louth Industrial | 451 | N/A | N/A | Private |
| | Burlington Industrial Park | 260 | N/A | N/A | Private |
| | Glendale Industrial Park | 222 | N/A | N/A | Private |
| St. Thomas | Highbury Industrial Park | 130 | \$ 45,000 | \$ 45,000 | Public |
| | Other Lands | 50 | \$ 45,000 | \$ 35,000 | Public |
| Stratford | Wright Business Park | 52 | \$ 38,000 | N/A | Public |
| Sudbury | Walden Industrial Park | 60 | \$ 50,000 | \$ 40,000 | Public |
| | Valley East | 22 | \$ 20,000 | N/A | Public |
| | Radisson Industrial Park | 40 | \$ 40,000 | \$ 35,000 | Private |
| Thunder Bay | Balmorally Business Park | 39 | N/A | N/A | Private |
| | Innova Business Park | 71 | \$ 93,951 | \$ 64,770 | Public |
| Tillsonburg | Municipal Industrial Park | 80 | N/A | N/A | Public |
| Timmins | Noronia Industrial Park | 4 | \$ 35,000 | N/A | Public |
| | Private Property | 10000 | N/A | N/A | Private |
| Vaughan | Vaughan Enterprise Zone | 1206 | \$ 1,000,000 | \$ 150,000 | Private |
| | Vaughan Corporate Centre | 112 | \$ 1,000,000 | \$ 300,000 | Private |
| | Vaughan 400 North | 139 | \$ 1,000,000 | \$ 300,000 | Private |
| | Jane North | 112 | \$ 1,000,000 | \$ 300,000 | Private |
| | Weston 400 North | 199 | \$ 1,000,000 | \$ 300,000 | Private |
| Wasaga Beach | Wasaga Beach Business Park | 40 | \$ 150,000 | \$ 100,000 | Public/Private |
| Whitby | Durham Business Centre | 45 | \$ 250,000 | \$ 200,000 | Private |
| | Thickson Woods Business Park | 30 | \$ 180,000 | \$ 100,000 | Private |
| | Hopkins | 30 | \$ 200,000 | \$ 125,000 | Private |
| Whitchurch-Stouffville | Stouffville | 497 | N/A | N/A | Private |
| | Vandorf | 12 | N/A | N/A | Private |
| | Gormley | 251 | N/A | N/A | Private |
| Windsor | Cardico | | N/A | N/A | Private |
| | Twin Oaks Business Park | 9 | \$ 130,000 | \$ 65,000 | Public |
| Woodstock | Patullo Ridge Business Park | 150 | \$ 75,000 | \$ 75,000 | Public |
| Average | | | \$ 191,932 | \$ 115,552 | |
| Median | | | \$ 93,951 | \$ 70,000 | |

Source - Ontario Economic Development Community Profiles

