EXECUTIVE SUMMARY

Throughout 2009, Hamilton’s economy not only weathered the “economic” storm but demonstrated some very positive signs of recovery. The City’s unemployment rate consistently remained below the Provincial average and a full two percentage points less than any other southern Ontario manufacturing centre. The reason for Hamilton’s solid performance is a direct result of the City’s efforts to diversify our local economy.

Building permit growth, although down from the previous two years, was the third best total the City has seen since amalgamation and overall assessment growth exceeded projected expectations in 2009.

The Ancaster Industrial Business Park, sold out an entire 35 acre phase in less than 10 months and it is now home to new companies like Tim Hortons’ state-of-the-art Coffee Manufacturing facility.

Hamilton Calling, the City’s Business Retention program, kicked into high gear last year and worked with over 350 companies, many of which are in an expansion mode.
Vision: To be the best place in Canada to raise a child, promote innovation, engage citizens and provide diverse economic opportunities.

Values: Honesty, Accountability, Innovation, Leadership, Respect, Excellence, Teamwork

Hamilton continues to look forward and invest in our future which is precisely why City Council approved the purchase in November of the 16.5 acre former CP Lands in the West Hamilton Innovation District. This strategic property is immediately adjacent to the McMaster Innovation Park which is changing the dynamics of our economy.

Led by Arcelor-Mittal, our local steel industry is back in production again as are other larger employers like National Steel Car. In addition to our traditional industry clusters, a strong emphasis was placed on attracting and growing both the Clean-Tech (green industries) sector in Hamilton and the Creative Industries cluster – areas where Hamilton has well recognized inherent strengths.

The Small Business Enterprise Centre achieved near record numbers in 2009 and was awarded the Canadian Youth Business Foundation’s Chairman’s 2009 National and Ontario Outstanding Community Partner Award.

Moving forward, 2010 will see the completion of the City’s Economic Development Strategy which will serve as a blueprint for taking our economy into the future.

The strategy will take into account and capitalize on two major potential growth catalysts, those being; the 2015 Pan Am Games and the potential for a dedicated LRT (Light Rail Transit) system. Each of these represents a tremendous “transformational” change in this City that will have a profound impact on our economic development and our image.

Throughout this report, and in the attached 2009 Economic Development Review (Appendix A to Report PED10058), there is a detailed listing of all related economic development initiatives that occurred in Hamilton, including information on Business Development, the Small Business Enterprise Centre, the Brownfield Office, the Film and Television Office, and the Real Estate Section.

**FINANCIAL / STAFFING / LEGAL IMPLICATIONS** (for Recommendation(s) only)

| Financial: | N/A |
| Staffing:  | N/A |
| Legal:     | N/A |

**HISTORICAL BACKGROUND** (Chronology of events)

Not applicable
POLICY IMPLICATIONS

Not Applicable

RELEVANT CONSULTATION

Building Services Division, Planning and Economic Development Department
Economic Development Advisory Committee

ANALYSIS / RATIONALE FOR RECOMMENDATION

(Include Performance Measurement/Benchmarking Data, if applicable)

Attached is the 2009 Economic Development Review (Appendix A to Report PED10058) for the City of Hamilton. This publication provides a summation of local economic development highlights and major growth-related initiatives that occurred over the past year. In addition to being a primary marketing and promotion piece for the Economic Development and Real Estate Division, the Economic Development Review is circulated to the entire membership of all three local Chambers of Commerce, area Industrial Commercial Institutional realtors, education partners and the Province of Ontario.

The publication will also be placed on the investinhamilton.ca website and for the first time feature an interactive component of ten videos highlighting the success stories and tremendous growth that has taken place in the City of Hamilton in 2009.

BUILDING PERMIT GROWTH

2009 was another outstanding year for development in Hamilton. Non-residential permit values led the way with a 113% and 37% increase in industrial and commercial permits respectively; indicating that Hamilton is increasingly being viewed as a prime investment location for commercial and industrial activity.

The following table provides a five (5) year summary of the City of Hamilton’s economic growth as depicted by building permit totals per category.
## Building Permits (in dollars)

<table>
<thead>
<tr>
<th>Building Type</th>
<th>2005</th>
<th>2006</th>
<th>2007</th>
<th>2008</th>
<th>2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>375,133,564</td>
<td>407,331,942</td>
<td>395,335,459</td>
<td>415,430,563</td>
<td>282,169,882</td>
</tr>
<tr>
<td>Commercial</td>
<td>79,082,418</td>
<td>108,702,496</td>
<td>126,391,840</td>
<td>139,215,985</td>
<td>194,656,100</td>
</tr>
<tr>
<td>Industrial</td>
<td>72,466,405</td>
<td>72,266,757</td>
<td>63,337,586</td>
<td>53,002,526</td>
<td>115,039,969</td>
</tr>
<tr>
<td>Institutional</td>
<td>106,656,106</td>
<td>85,829,122</td>
<td>210,207,720</td>
<td>202,548,954</td>
<td>85,847,282</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>7,541,108</td>
<td>8,417,498</td>
<td>6,446,743</td>
<td>8,264,422</td>
<td>14,689,153</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>640,879,601</strong></td>
<td><strong>682,547,815</strong></td>
<td><strong>801,719,318</strong></td>
<td><strong>818,462,450</strong></td>
<td><strong>692,402,386</strong></td>
</tr>
</tbody>
</table>

Source: City of Hamilton, Building Services Division

### ASSESSMENT GROWTH

In 2009, Hamilton experienced assessment growth of 1.3%. This was primarily buoyed by strong commercial and industrial investment activity over the last two years.

<table>
<thead>
<tr>
<th>Year</th>
<th>($ million)</th>
<th>Res</th>
<th>Com/Ind</th>
<th>Inst/Gov’t</th>
<th>Assess Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>$801.7</td>
<td>49%</td>
<td>24%</td>
<td>26%</td>
<td>0.8%</td>
</tr>
<tr>
<td>2008</td>
<td>$818.4</td>
<td>50%</td>
<td>25%</td>
<td>25%</td>
<td>1.0%</td>
</tr>
<tr>
<td>2009</td>
<td>$692.4</td>
<td>41%</td>
<td>47%</td>
<td>12%</td>
<td>1.3%</td>
</tr>
</tbody>
</table>

There are two aspects of assessment growth as a measure of economic performance that require explanation, these being: 1) Assessment growth expressed as a percentage increase over the previous year. This is a measure that supports new or smaller communities with a smaller “assessment base”. For example, 1% assessment growth in Hamilton’s 80 million square feet industrial base translates into 800,000 square feet of new construction. In a smaller municipality with only a 20 million square feet industrial base, that 800,000 square feet would represent an assessment growth of over 4%; and 2) Net Assessment growth is a number that includes successful assessment appeals, demolitions, vacancies, municipal tax write-offs, reclassifications, etc. In Hamilton’s case, which annually experiences all of these reductions, this can lower the City’s overall assessment growth by as much as 0.5%.
Investment and Building Permit Highlights

Agriculture and Food Processing

Tim Hortons Coffee Roasting Facility
2009 was the year Canada’s most popular coffee chain came home. Tim Hortons, which originally started in Hamilton in the 1960s, announced a $30-million, state-of-the-art coffee bean production and roasting facility in the Ancaster Industrial Business Park. The investment in coffee research and production is one of the largest of its kind in Canada and the 74,000 square foot plant will be capable of producing hundreds of millions of cups of coffee a year through an advanced processing, roasting and high-speed packaging system, and will include an innovative research and development centre. The plant construction, which includes the latest technology in environmental and safety controls, will create another 50 permanent positions when completed in 2010 and will be capable of expanding to accommodate additional products.

anDea Chocolate
anDea Chocolate expanded to 13,000 square feet in the Ancaster Industrial Business Park, retaining 11 jobs in the process. This approximately $100,000 investment, plus new equipment purchase, will assist anDea in manufacturing and supplying quality chocolates and chocolate packaging supplies across Canada.

Pan Am Nurseries
Pan Am Nurseries completed their site plan approval for an additional 102,000 square feet of horticultural grow greenhouses with the balance of the development to continue over the course of 2010 and 2011.

Ancaster Fairgrounds
The Ancaster Agricultural Society opened their new Fairgrounds in 2009, moving this historical organization from an urban area to a rural part of Ancaster. The Society purchased 200 acres and invested close to $20 million in property and buildings throughout 2009 ensuring the future of the Ancaster Fair and Agricultural Society for many years to come.

Research and Innovation

The Atrium @ McMaster Innovation Park
In October 2009, the McMaster Innovation Park opened its first building (the Atrium); part of the ongoing transformation of vacant brownfields and warehouses into a premiere research park. The $19 million, 135,000 square foot Atrium includes laboratories, offices and teaching, training and conference facilities all in support of research and development in a number of key industrial areas: advanced manufacturing and materials, nanotechnology, bio-technology, and other areas McMaster University has recognized research strengths. The Park will accelerate the commercialization of
research into new and marketable products and services, and create new companies that will provide high-paying, highly skilled jobs in Hamilton.

- **Trivaris Ltd.**
  Trivaris became the first major tenant in the Atrium at McMaster Innovation Park in 2009. A company that addresses the challenges of commercialization by partnering with inventors, researchers, entrepreneurs and innovative organizations to help take ideas from concept to marketplace, Trivaris occupies 23,000 square feet of space and also houses PV Labs, VitaSound, GeoDigital and Crazy Daisy. Since their move in 2009 to the McMaster Innovation Park, Trivaris has added 10 new employees and plans to add an additional 40 in 2010.

- **VitaSound**
  Part of the Trivaris family of companies, VitaSound located at the McMaster Innovation Park in April 2009. A patented neural model based hearing Compensation technology developed at McMaster University and being commercialized by VitaSound, this early-stage Hamilton company offers innovative hearing products through alternative distribution channels. In 2009, VitaSound was the recipient of Profit Magazine’s Innovations@Work Award and was a finalist in Deloitte’s fast 50 companies to watch.

- **INO**
  INO, a company formerly based in Quebec, moved their entire operations to Hamilton’s McMaster Innovation Park in 2009. INO offers a complete range of integrated services in the fields of optics / photonics to clients of all descriptions in every field of industrial activity.

**CANMET**

Work continued on the $60 million, 156,000 square foot CANMET Materials Technology Laboratory which is scheduled to open in late 2010. The CANMET building will be approximately three storeys high and will house the Federal Government Materials Technology Laboratory (MTL). The facility will support research activities in materials development and performance evaluation including pilot scale casting, rolling, forming and welding, corrosion, mechanical testing and micro-structure evaluations. The building is targeting LEED Canada NC Platinum Certification

**CP Lands Purchase - West Hamilton Innovation District**

In December 2009, the City purchased 16.5 acres of land for $2.1 million from the Canadian Pacific Railway in the West Hamilton Innovation District (directly adjacent to the McMaster Innovation Park). The land is critically placed at the south end of Frid Street, which the City plans to extend into the innovation district and will link the several other projects in that area including the 156,000-square-foot CANMET Materials Technology laboratory (expected to open in 2010 with about 100 federal employees).
Advanced Manufacturing

Aquacut Foam
Aquacut Foam expanded their existing operations in the Ancaster Industrial Business Park by 12,000 square feet. Aquacut provides packaging for the North American automotive sector.

ArcelorMittal Dofasco
ArcelorMittal Dofasco is investing in the next generation of a great Canadian community – Hamilton. In 2009, the company announced a $100 million investment to improve the capability of its primary steel production facilities. This investment is a signature expenditure that will create jobs, offer significant positive environmental impacts, and showcase world-class innovation, efficiency and productivity. Some of the tangible benefits that will result from this project include a reduction in the amount of electricity required to produce steel, a decrease in the amount of coke used per tonne of steel shipped and the capturing of waste gases and converting them into useable energy. Once implemented, the project will serve as the foundation for future investments for a new century of innovative and sustainable steelmaking in Hamilton, and bring long-term benefits to the Ontario industry, the environment and the local community.

Bar Hydraulics
Bar Hydraulics expanded their tank fabrication operations in 2009 by 30,000 square feet.

Burlington Automation
Burlington Automation, a company specializing in the designing, manufacturing and servicing of CNC metal fabrication machinery, tube finishing equipment and material handling equipment relocated from Burlington to a 38,000 square foot building in the Flamborough Technology Park. This move brought 25 employees to Flamborough.

Hooper Welding
Hooper Welding, with assistance from the Ontario Ministry of Economic Development and Trade and the Economic Development and Real Estate Division finalized their new 26,000 square foot site in the north end of the City.

OnePower
Although established in November 2008, OnePower’s operations in Hamilton flourished in 2009. Staffed with 15 full-time employees, OnePower developed a revolutionary new product used for major construction projects and emergency relief efforts. Created from sea-shipping containers, OnePower units store items such as welding stations, HVAC units, water purification systems, air compressors and power washers. The OnePower system is a cost-effective, made-in-Hamilton solution designed to remedy the lack of accessible and sufficient power sources that construction projects and emergency relief efforts require.
Transportation and Logistics

Earl Paddock Transportation
In 2009, Earl Paddock Transportation expanded their operations by 130,000 square feet.

Customized Global Logistics
Customized Global Logistics (CGL) is a logistics management company managing several modes of transportation including ground, air, and ocean freight in 36 countries worldwide and listed in Profit magazine consecutively in years 2005-2007 as one of Canada’s Fastest Growing Companies. In 2009, CGL expanded into Hamilton through the $1 million acquisition of a 150,000 square foot distribution centre in the north end of Hamilton.

Cargojet
Cargojet’s 2009 investment in upgrading its maintenance hangar facilities at John C. Munro Hamilton International Airport featured a new 65,000 square foot hangar, 12,000 square feet of shop, offices and parts warehouse area and a 75,000 square foot apron area. The new facility accommodates a Boeing 767-200 Extended Range and a Boeing 757-200 Extended Range aircraft simultaneously and provides apron parking for up to three widebody and narrowbody aircraft. Coupled with 24/7 customs clearance, lower airport fees and aircraft operating costs and situated within one day’s drive of 150 million people, Cargojet’s added capacity has created promising potential for future economic growth in Hamilton.

Seven Star Express Line
Seven Star Express Line Limited, a local International long haul trucking company, undertook a 15,000 square foot expansion on 3 acres in Stoney Creek in 2009. This innovative goods movement company invested over $2 million into the community. With over 100 drivers and support positions, Seven Star is well situated to sustain and continue their efficient international goods movement business activity.

Latitude Aeromedical
Latitude Aeromedical Works became the latest global business attraction to Hamilton and to the Hamilton International Airport. Latitude’s investment of $2 million into a 4,000 square foot space created 15 new jobs with plans to expand and hire in the future months.

DHL Express
DHL Express Canada Ltd., an aviation distribution firm, carried out a two-phase expansion relocation to the John C. Munro Hamilton International Airport; taking the spot of the former 40,000 square foot WestJet hangar.

Vision: To be the best place in Canada to raise a child, promote innovation, engage citizens and provide diverse economic opportunities.
Values: Honesty, Accountability, Innovation, Leadership, Respect, Excellence, Teamwork
Metro Freightliner
Metro Freightliner consolidated operations in Hamilton with the purchase of a 140,000 square foot facility near the South Service Road in Stoney Creek. With the move, Freightliner brought 50 full-time employees to Hamilton from St. Catharines to complement Freightliner’s existing work force.

Hamilton Port Authority
The Port’s first foray into short sea shipping in the modern era saw the July launch of a weekly container feeder service, Sea3, between Hamilton and Montreal. Providing a cost effective, green alternative was met with success, carrying cargo for more than 20 companies by year’s end. Nearly seven acres on Pier 26 became a new container terminal, used for the Sea3 service as well as creating a regional depot for containers to build inventory of available boxes to serve the industrial needs of businesses in Hamilton and surrounding region. In addition, Sifto Salt delivered cargo to Hamilton in the last quarter of the season, boosting total cargo volumes and growing the bulk sector presence at the port.

Commercial Investment Highlights

Centre on Barton
Work continued on the massive 700,000 square foot open-air power centre.

Mountain Plaza Mall
Work to expand the Mall by 25 percent to 300,000 square feet continued in 2009. This is a $55 million investment (not including land or existing buildings).

Players Paradise Sports Complex
A newly constructed 98,000 square foot facility near the South Service Road in Stoney Creek completed in 2009 can now accommodate a number of sports, most often soccer, year round.

Red Hill Toyota
Red Hill Toyota began construction on a new 37,000 square foot facility near the Red Hill Valley Parkway and Barton Street. This site will include 19 service bays, an eight vehicle service drive and a showroom and is scheduled to open in Spring 2010.

Institutional Investment Highlights

Canada Post
Canada Post opened their new 50,000 square foot distribution centre in the Ancaster Industrial Business Park. This investment played a large role in the major expansion of distribution operations in the west end of the City.
Hamilton Health Sciences
A number of redevelopment projects were completed at Hamilton Health Sciences in 2009:

- **The Regional Rehabilitation Centre** (located at Hamilton General Hospital): a three-storey facility that consolidated most of the rehabilitation and acquired brain injury services previously located in 14 buildings across the City into one spectacular building. It includes 91 inpatient beds, a hydrotherapy pool, an outdoor therapy track, outpatient and occupational therapy clinics, and a patient and family resource centre.

- **The David Braley Cardiac, Vascular and Stroke Research Institute** (located at Hamilton General Hospital): a six-storey building home to Canada’s largest group of researchers conducting randomized clinical trials and includes laboratories, meeting rooms, offices and breakout spaces.

- **Construction at Henderson General Hospital** is making significant progress. When it opens in Summer 2010, it will include a new Emergency Department, Operating Room, Diagnostic Imaging Department and Intensive Care Unit.

McMaster Engineering Building
A new five-storey, 125,000 square foot, glass–covered Engineering Technology Building was officially opened at McMaster University in October 2009. The $48 million building will house more than 2,000 students, professors, researchers and staff. It features state-of-the-art learning and research facilities, is expected to achieve LEED Gold certification and received the 2009 Award of Excellence for Architectural Design by Hamilton’s Urban Design and Architecture Awards Committee and a 2009 Ontario Concrete Award.

Mohawk College
In August 2009, Mohawk College broke ground on the $30 million, three-storey, LEED gold certified Mohawk Centre for Entrepreneurship, Learning and Innovation. In February 2009, the Gerald Marshall Centre for Transportation officially opened at the Mohawk STARRT Institute for Skilled Trades, Apprenticeship, Research, Resources and Training. The $4 million centre, part of Mohawk’s $27 million transformation of the Stoney Creek Campus, will train upwards of 400 apprentices in Truck and Coach Apprentice, Truck and Trailer Apprentice and Pre-apprentice Truck and Coach Programs.

Redeemer College
In Fall 2009, Redeemer University College began a $6 million infrastructure investment in their facility funded in part through the Knowledge Infrastructure Fund. The Project includes renovations throughout the existing facility, new windows, labs, and administrative wing improvements.
St. Joseph’s Hospital
Work continued on the Perioperative Redevelopment Project at the Charlton site, which will see 12 new operating rooms, a new sterile processing department, 24 post anaesthetic recovery beds and 50 day surgery beds for patient care open in the Fall of 2011.

Business Development Program Highlights

Hamilton Calling Program
The Business Development Division continued its aggressive approach to local business retention through its “Hamilton Calling” initiative. The program involves engaging City employers in a comprehensive 90 minute, one on one survey. The survey’s 45 questions cover everything from growth and expansion plans, labour needs and research and development investments, to opinions about city taxes, planning processes, infrastructure and development charges.

In 2009, 354 surveys were conducted with local employers. When added to the 253 interviews conducted in 2008, the division has reached out and gathered information on over 600 local firms within the last two years.

This information provides the City with incredible insight into the dynamics of the local economy by identifying companies with the best growth potential, by predicting companies at risk and by measuring a city’s strengths and weaknesses in comparison to other municipalities.

Some of the interesting results yielded from the 2009 surveys include:

- 69% of local companies are looking to expand in the next three years;
- 28% of local companies indicated their primary market is international;
- 81% have introduced new products in the last five years;
- 87% indicate that their sales have been stable or increasing;
- 89% approval rating on the quality of the Hamilton workforce.

The survey data has proven to be an extremely valuable tool to allow the City’s business development consultants the opportunity to tailor their efforts to work with companies looking at expanding their operations and encouraging them to stay in Hamilton.

The Hamilton Calling Program has been extremely well received by the business community and all of the companies have been very pleased that the City is taking a pro-active approach to learn about them and discuss their concerns and issues.
Brownfield Office

The Environmental Remediation and Site Enhancement (ERASE) program had another successful year resulting in 10 approved ERASE Study Grants totalling $83,455 in grants towards Phase II and Phase III Environmental Site Assessments and approximately 17 acres of supplemental industrial/commercial land studied. In addition, the Brownfield Office received three ERASE Redevelopment Grant applications which, once completed, will result in two more brownfield redevelopments in Hamilton to add to the growing number that have already been completed.

Two notable 2009 brownfield grant applications include;

- The property at the corner of Barton Street East and Ferguson Street near the Hamilton General Hospital (HGH) was approved for an ERASE Redevelopment Grant of approximately $1.9 million for environmental remediation and infrastructure upgrading to permit the development of a parking lot for Hamilton Health Sciences and two future commercial building envelopes. This $6.5 million (estimated) project will continue the redevelopment of the area surrounding the HGH.

- A former Tim Hortons and gas station at the corner of Aberdeen Avenue and Dundurn Street was also approved for an ERASE Redevelopment Grant for $157,000 for environmental remediation in order to permit the construction of a 42-unit, six-and-a-half storey condo building. This $7 million (estimated) project by Urbancore Developments Inc. will result in further redevelopment of the area near McMaster Innovation Park (MIP).

Aside from the ERASE program, Hamilton was the beneficiary of several clean-ups and environmental restoration of some high profile former service station sites, including the corner of Queen Street and Main Street East and the corner of James Street North and Burlington Street.

CUI Award Recognizes Joint Brownfield Project

Hamilton Health Sciences and its contractor, CH2M Hill in partnership with the City of Hamilton captured a national Brownfield award in the category of Financing, Risk Management and Partnerships at the Canadian Urban Institute’s 10th Annual National Brownfield’s Conference. The Redevelopment at the Hamilton General Hospital (HGH) included the creative acquisition, the partial environmental cleanup and capping of the Wellington Ferguson Block, the environmental cleanup of the HGH north site and the infilling of the north site with the Regional Rehabilitation Centre and the David Braley Cardiac, Vascular and Stroke Research Institute. This is the second time Hamilton has been recognized nationally for brownfield redevelopment efforts; the first being for the Environmental Remediation and Site Enhancement (ERASE) Community Improvement Plan in 2001.
Awards and Recognition

E+B Data Recognition
The City of Hamilton’s Economic Development Office took a “social” approach to its marketing in 2009 with the launching of its own profiles on social networking sites including: YouTube, Facebook, Twitter, LinkedIn and Flickr. The office also launched investinhamilton TV, an on-line daily news station featuring economic good news stories on the investinhamilton.ca website. As a result of these efforts, Montreal’s E+B Data, an economic development consultancy, through its Canadian Cities Online Marketing Index, placed Hamilton third in the nation in how well Canadian cities’ economic development agencies are marketing their regions to potential investors via the web. The uses of various Web 2.0 tools were assessed and the availability of relevant information sources for site selectors on the economic development offices site was considered as a part of the ranking process.

Economic Developers Council of Ontario
The Economic Developers Council of Ontario (EDCO) presented the Economic Development and Real Estate Division with the 2009 EDCO Award for top stand-alone ad that focused on the division’s Hamilton Calling program.

FDI Magazine
FDI Magazine (a publication of the world-famous Financial Times) ranked Hamilton as the third top large city in North America for quality of life.

Real Estate Investment Network
The Real Estate Investment Network, a national independent real estate research company, named Hamilton the 2nd top investment city in Ontario for the next five years (2009-2014)

Site Selection Magazine
US-based Site Selection Magazine ranked Hamilton as the 7th Top Canadian Metro with a “Canada’s Best Locations Award 2009.” The ranking was based on the number of new facilities and expansion projects per capita, project capital investment per capita, project job creation per capita, and 100+ job projects per capita.

Hamilton Film and Television Office
2009 was another solid year for filming activity in Hamilton; making it one of the most popular filming locations in Ontario and a leading location for Canadian made productions. 2009 saw 96 productions shot in Hamilton, representing 887 film days (prep, shoot and wrap) and a total estimated spend of nearly $6.1 million. To combat national and international pressures such as the strong Canadian dollar, financial disaster in the U.S. economy and strong competition from other states and provinces, Ontario made tax credits permanent in the provincial budget and expanded some of the
programs for producers. On the local front, Hamilton continued to see a great deal of activity from producers such as Red Canoe, Fenian Films and the Shooting Eye, and the establishment of a First Tuesday Networking Group and online Ning Film Network designed to assist the local film and television community to network, share ideas and embark on joint projects.

<table>
<thead>
<tr>
<th>Year</th>
<th># of Productions</th>
<th>Prep, Shoot and Wrap Days</th>
<th>Direct Impact</th>
</tr>
</thead>
<tbody>
<tr>
<td>2002</td>
<td>58</td>
<td>834</td>
<td>$ 5 million</td>
</tr>
<tr>
<td>2003</td>
<td>45</td>
<td>600</td>
<td>$ 8 million</td>
</tr>
<tr>
<td>2004</td>
<td>48</td>
<td>740</td>
<td>$10.5 million</td>
</tr>
<tr>
<td>2005</td>
<td>90</td>
<td>1,330</td>
<td>$15.6 million</td>
</tr>
<tr>
<td>2006</td>
<td>94</td>
<td>1,280</td>
<td>$15 million</td>
</tr>
<tr>
<td>2007</td>
<td>106</td>
<td>1,318</td>
<td>$12 million</td>
</tr>
<tr>
<td>2008</td>
<td>77</td>
<td>763</td>
<td>$6.6 million</td>
</tr>
<tr>
<td>2009</td>
<td>96</td>
<td>887</td>
<td>$6.1 million</td>
</tr>
</tbody>
</table>

Film By-law introduced – August 10, 2009.

2009 was also a pivotal year for creative industry growth and refocusing of both public and private initiatives. The Creative Industries Section of the Economic Development Strategy is being expanded to reflect the growing contribution of this sector to the local economy. The updated strategy should be presented to Council in late Spring 2010. A new Creative Industries Profile was essentially completed in 2009 and will be presented to City Council early in 2010. This profile will further illuminate Hamilton’s creative strengths and focus on opportunities for growth.

The Film and Television Office was also the lead on behalf of the City of Hamilton and along with the Imperial Cotton Centre for the Arts (ICCA), took major steps in 2009 towards the creation of a Creative Catalyst project in Hamilton’s downtown. A Creative Catalyst would occupy a large, iconic building (or buildings in a precinct) downtown with an educational or cultural institution as an anchor. This facility could also house a contemporary multipurpose performance / rehearsal space, offices, studios, retail and hospitality uses. Once developed, the Creative Catalyst will spur additional creative activities, programming and development, increase surrounding property values and boost the concentration of employees within these fields.

**SMALL BUSINESS ENTERPRISE CENTRE (SBEC):**

In 2009, the Centre handled more than 39,000 general inquiries, conducted over 800 business consultations, completed 72 workshops and helped create over 725 new jobs. The Centre also hosted a revamped *Bridges to Better Business Expo* in October that saw the participation of more than 150 business clients come together for networking, learning and information exchange.
As a result of its efforts in the area of youth employment, the City of Hamilton’s Small Business Enterprise Centre (SBEC) was awarded the Canadian Youth Business Foundation’s (CYBF) Chairman’s 2009 National and Ontario Outstanding Community Partner Award; a first in the history of the CYBF. Hamilton’s Small Business Enterprise Centre has been a CYBF delivery partner since 2005 and since January 2008 alone has provided assistance to hundreds of youth age 18-34 in the development of their business idea under the CYBF program. These efforts have resulted in twenty CYBF loans totaling over $300,000 being disbursed in Hamilton and the surrounding area.

The SBEC continued to provide mentoring and small business consultations to the tenant companies in the City-owned Hamilton Technology Centre (formerly known as Hamilton Incubator of Technology). The Centre is currently 95% occupied.

**CORPORATE REAL ESTATE HIGHLIGHTS**

Real Estate is a corporate function that resides in the Economic Development and Real Estate Division and provides services across the entire corporation that includes land sales, land acquisitions, appraisals, leasing/renewals and accommodations, and real estate-related advice to staff and Council members.

The following is a review highlighting the section’s key activities in 2009;

- Divested 20 City non-core assets with an estimated value of $4,153,234
  (Cost Savings to the City assuming 4% commission= $166,129.36)

- Acquired 47 Real Property/Capital projects with an estimated value of $20,478,170
  (Cost Savings to the City assuming 4% commission= $819,126.80)

- Processed 99 Cash-in-lieu parkland applications with a value of $3,450,946

- Management of 22 Major Leases & Licenses
  (cost saving to the City $67,523.68)

- Processed 24 Non-Core Asset Circulations

**ALTERNATIVES FOR CONSIDERATION:**

(include Financial, Staffing, Legal and Policy Implications and pros and cons for each alternative)

N/A
CORPORATE STRATEGIC PLAN  (Linkage to Desired End Results)


Financial Sustainability
• Generate assessment growth/non-tax revenues

Growing Our Economy
• Competitive business environment

APPENDICES / SCHEDULES

Appendix A – 2009 Economic Development Review

NE/NS/BF:dt