

Woodstock, Ontario, Canada

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ArcelorMittal Tailored Blanks Receives \$12.7M Investment

On Oct. 12th, the Federal Government formally announced a \$12.7 million investment in Woodstock's ArcelorMittal Tailored Blanks (AMTB). Liberal London North Centre MP Peter Fragiskatos made the announcement on behalf of Navdeep Bains, Minister of Innovation, Science and Economic Development, as well as FedDev, the federal government's economic development agency in southern Ontario.

The interest free loan was extended to AMTB in support of their advanced manufacturing process (robotic laser welding) which has allowed them to produce lighter weight steel and stronger auto-parts. The FedDev investment will allow AMTB to further develop and bring their innovative products to market.

AMTB is owned by ArcelorMittal Canada Inc. (arcelormittal.com) of Hamilton, ON, which in turn is owned by Luxembourg-based ArcelorMittal, a world-leading steel and mining company with operations in over 60 countries.

This project has seen AMTB increase their footprint in Ontario's innovative automotive corridor through the opening

of a new operation in a retrofitted 93,000 sq ft facility. Completed in March 2016, the plant was built for a total of \$25 million, half of which was invested by the company and the other half supported by the FedDev interest-free loan.

The increased production from this project positively impacts southern Ontario's automotive supply chain, which includes materials sourced from an Ontario supplier, final products processed in St. Thomas, and the completed auto-parts integrated at the Chrysler Canada assembly plant in Windsor.

AMTB's advanced manufacturing process has allowed them to become more competitive against low-cost automotive part producers in other countries, has strengthened Ontario's knowledge of advanced materials, and is positioning AMTB's Woodstock facility as a centre of expertise in high-skilled training.

"This investment is a key strategic success for both AMTB and the Government of Canada, further strengthening Canadian automotive manufacturing and Canadian jobs in advanced manufacturing," said Todd Baker, President of ArcelorMittal Tailored Blanks.

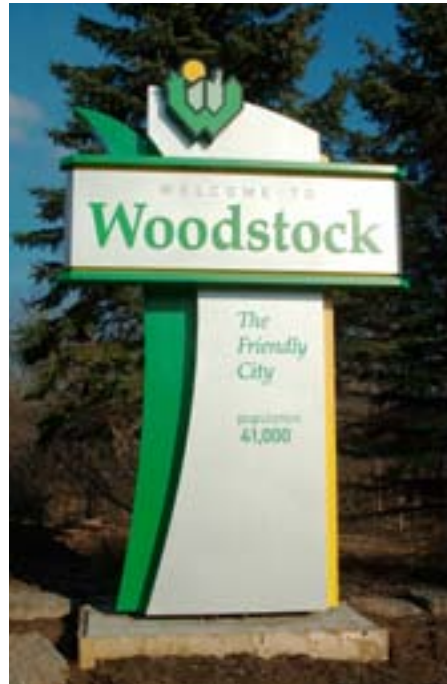


Woodstock Population Growth Outpaces National Average

New 2016 census data released by Statistics Canada in February 2017, shows Woodstock's population has increased 8.3 percent since the 2011 census, outpacing both the national growth rate of 5.0 percent, and Ontario's growth rate of 4.6 percent.

Woodstock's population was 40,902 when the census was taken in May 2016, compared with 37,754 at the time of the 2011 census. Nation wide, 35,151,728 people reported living in Canada on census day, up from 33,476,688 in 2011.

Over the coming months, Statistics Canada will continue to release results from the 2016 Census of Population, and provide a more comprehensive picture of the lives of Canadians and their communities. That information will include statistics such as age breakdowns of the population, family



makeup, ethnic origin, languages spoken, and level of education attained.

Firestone Plant Celebrates 80th Anniversary

Firestone Textiles (firestone-textiles.com), a division of Bridgestone Canada, celebrated 80 years at its Woodstock manufacturing facility with a donation of \$5,000 to the Oxford Canadian Mental Health Association.

Since setting up shop in Woodstock in 1935, Firestone Textiles has become a leader in the development and manufacturing of tire cord and industrial textile products. Over the years, they have expanded, moved and redefined themselves, remaining competitive against foreign markets.

Bob Galway, general manager of the Woodstock Firestone plant, said they are very pleased to still be in Woodstock, adding that it's a great community to work in.

Steel Technologies Investment Secures Expansion Plans and New Jobs

A substantial grant of more than \$855,000 from the Southwestern Ontario Development Fund, secured more than \$8.5 million in private sector investment from Steel Technologies (steeltechnologies.com) towards an expansion of their plant and an investment in innovative technology.

Steel Technologies is an industry leader in flat-rolled steel processing used in the automotive, appliance, agriculture, construction, and hardware industries as well as many others.

Their expansion plans include a 64,000 sq ft (5,946 m²) addition to their existing

80,000 sq ft (7,432 m²) building, along with facility upgrades that will allow it to respond to an increasing demand for lightweight materials such as aluminum and advanced, high-strength steels. The expansion will create 15 new jobs while retaining 75 existing positions and is expected to be complete by the end of 2018.

Mark Gemin, Vice-President, STC Steel Technologies Canada Ltd. said the company is pleased to partner with the Ontario government on this project. "The expansion will give us the footprint we require to install new equipment



Mark Gemin, Vice-President, STC Steel Technologies Canada Ltd., and Liz Sandals, MPP for Guelph

allowing Steel Technologies to process advanced lightweight materials to meet growing demand."

New Affordable Housing a Boost for Downtown

Three new residential housing projects in the west end of Woodstock will add much needed affordable housing to the community and see more people living in the city's core.

HOC Holdings Limited (HOC) and Indwell Community Homes have both received funding from Oxford County to develop a total of 46 affordable housing units. A new 13 unit apartment building at Brock and Simcoe Streets was also recently constructed.

HOC will build a substantial rent-geared-to-income apartment building at 381-387 Dundas Street. The street-level will be designated as retail and commercial space and 29 one-bedroom apartments will be built on the upper floors.

Indwell Community Homes is developing an additional 26 affordable housing units in phase two of its Harvey Woods Lofts project on Vansittart Ave.

These new housing projects combined with 27 rental units in the renovated Central United Church building will boost the number of people living in the downtown area and lead to an overall revitalization of the downtown commercial district.



Thames River Hatchery Chooses Woodstock for New Facility



Sargent Farms (sargentfarms.ca), in partnership with Quebec-based Boire & Frères (boire.qc.ca) announced in late June that it will be establishing a new chick hatchery in Woodstock.

Thames River Hatchery's new facility will be situated on 5.8 acres of industrial land in the Pattullo Ridge Business Park. The business partners expect to invest approximately \$10 million in the new facility and hope to begin operations in the late fall of 2017.

It is anticipated that the hatchery will create more than 20 new jobs and will have an initial capacity of 20 million chicks per year.

"In Woodstock we have the ideal conditions for our business," stated Eric Stejskal, General Manager of Boire & Frères. "Close proximity to farmers, access to highways, transportation systems and infrastructure are the synergies of success in our business."

Hino Motors Brings Cab Line Process to Woodstock Plant

Hino Motors Canada (hinocanada.com) marked their 10th anniversary in Woodstock with an announcement that their trim line process will be brought to the Woodstock assembly facility.

Hino Motors, part of the Toyota Group, manufactures light and medium-duty trucks for domestic use in Ontario.

Rather than importing fully assembled cabs from Japan, doors, dash, floorboards and steering wheels will be added to bare bones cabs at the Woodstock assembly facility.

Bringing the finishing process to the Woodstock plant will allow Hino to source parts locally, resulting in cost savings and reduced turn around time for a customer to receive a truck.



To accommodate the new cab line process, an expansion of 43,000 sq ft (3,994 m²) was recently completed to Hino's existing building.

Hino's growth over the past decade has seen the number of employees grow from 30 to over 75 full-time employees today. The expansion will see nine additional positions created.



City of Woodstock
33,700 sq. ft. Addition to
Woodstock Police Building **\$3.5M**



1841434 Ontario Limited
Interior & Exterior Alterations to
Office Building **\$500k**



1610280 Ontario Inc.
Permit for new Service Garage
Building **\$500k**



Kyjo Steel Inc.
17,330 sq.ft. Two Story Industrial
Building **\$2.0M**



Pneuveyor Systems
12,000 sq.ft. Single Storey
Industrial Building **\$1.2M**



Toyota Motor Manufacturing
Various Projects **\$3.1M**



661981 Ontario Limited
10,023 sq.ft. Commercial Building
\$1.1M



Lightheart Holdings
4,898 sq. ft. Commercial Addition
\$250k



Viewcon Construction Ltd.
8,500 sq.ft. Industrial Building
\$500k, Shell Permit for New
10,350 sq.ft. Industrial Building
\$360k



Norwell Dairy Systems
8,580 sq.ft. Industrial Building
\$600k



Gerry's Truck Centre
14,450 sq.ft. Commercial Building,
Truck Sales & Service **\$3.0M**



Ontario Refrigerated Services
96,800 sq.ft. Cold Storage Facility
\$2.7M



Daymac Ventures Ltd.
7,000 sq.ft. Addition to Existing
Industrial Building **\$900k**



Hino Motors 42,325 sq.ft.
Expansion to Industrial Building
\$2.5M



Tilt Wall
6,006 sq.ft. Building Shell Addition
\$500k

- 1 City of Woodstock **\$4.8M**
- 2 City of Woodstock **\$3.5M**
- 3 Toyota Motor Manufacturing **\$3.1M**
- 4 Gerry's Truck Centre **\$3.0M**
- 5 Ontario Refrigerated Services **\$2.7M**
- 6 Hino Motors **\$2.5M**
- 7 Ontario Marihuana Growers **\$2.5M**
- 8 Woodstock LC Holding Corp. **\$2.5M**
- 9 1799121 Ontario Limited **\$2.0M**
- 10 Kyjo Steel Inc. **\$2.0M**
- 11 Pneuveyor Systems **\$1.2M**
- 12 661981 Ontario Limited **\$1.1M**
- 13 Daymac Ventures Ltd. **\$900k**
- 14 Norwell Dairy Systems **\$600k**
- 15 1610280 Ontario Limited **\$500k**
- 16 1841434 Ontario Limited **\$500k**
- 17 Tilt Wall **\$500k**
- 18 Viewcon Construction **\$500k**
- 19 Viewcon Construction **\$360k**
- 20 Bridgestone Firestone **\$325k**
- 21 Lightheart Holdings **\$250k**
- 22 Woodstock Property Holdings **\$200k**
- 23 Wudstok Inc. **\$170**
- 24 The Effort Trust Company **\$150k**
- 25 Vuteq Canada Inc. **\$150k**
- 26 Seagrave Developments **\$95k**
- 27 London & Dist. Catholic School Board **\$70k**

2016

Economic Development

YEAR IN REVIEW AT-A-GLANCE

Woodstock's economy continued to thrive in 2016 with just over \$146.4 million in building permit activity – a figure on par with the 10 year average, and 9.4% above the five year average. While activity in all sectors was strong, the industrial sector had a banner year with permits of \$18.6 million issued to 30+ companies. Permit highlights included expansions at the Woodstock Police Building and Hino Motors, as well as permits for new building construction at Gerry's Truck Centre, Ontario Refrigerated Services, and Kyjo Steel.

2016 Strong: Bright Future Forecasted for 2017



From left to right: Councillor Connie Lauder, Kent Johnston, President Kyjo Steel, and Woodstock Mayor Trevor Birtch at Kyjo Steel's new 9,800 sq ft facility in Bysham Park.

Construction projects could be found throughout the City of Woodstock in 2016 as the city experienced an industrial construction boom. After selling 30 acres of vacant industrial land in the first half of the year, many of those land sales became active construction sites.

Industrial building permits for over \$18 million were issued over the year, for additions of 200,000 sq ft (18,500 m²), divided up over about 30 projects.

"There has been a lot of activity in 2016," said Woodstock Development Commissioner Len Magyar. "While many of the construction projects are smaller, these are businesses that will grow over time and bring diversity to our economy. A lot of these businesses are locally owned and will therefore tend to stay in and give back to the community."

Magyar says all of the land sales benefit the city, as these businesses will create employment, construction opportunities and ongoing taxes.

While 2016 was one of the top two years in decades, the future also looks promising. Economic Development

Officer Brad Hammond says that he expects 2017 to be just as successful as the previous year and that a number of factors are contributing to that bright outlook.

With 150 acres of serviced industrial land, and 70 acres of unserviced land currently available in Woodstock, there are plenty of options to show companies expressing an interest in locating in Woodstock.

The city is always looking for more industrial land and recently expanded its land holdings with the purchase of the former Alyea Farms. Once developed, the property will add 92 acres of industrial land to the city's inventory.

Woodstock was recently selected by the magazine *Canadian Real Estate Wealth* as one of the top 100 Neighbourhoods for Investment in 2016. The publication looked at price growth over the last one and five year time frames as well as population growth, job growth projections, infrastructure and transit. By 2041 Woodstock expects to add 10,500 new residents, 5,800 new homes and 8,100 new jobs.

2016 HIGHLIGHTS:

Kyjo Steel, Bysham Park

Kyjo Steel (kyjosteel.com) moved into its new 17,300 sq ft (1,600 m²) manufacturing facility in Woodstock's Bysham Park Business Community in December. The family-owned business, first established in 1999, specializes in fabrication operations, supplying critical components to large O.E.M.'s. The new building triples Kyjo's manufacturing space, allowing for the introduction of new capabilities including the ability to roll large tanks up to 12 feet in diameter, roll 24 foot long pieces of pipe, angle and channel large weldments up to 20,000 lbs. Kyjo is CWB certified for welding mild steel and stainless.

Gerry's Truck Centre CommerceWay Business Park

Gerry's Truck Centre (gerrystrucks.com) has been selling and servicing the transportation industry in southern Ontario since 1981. Gerry's is now expanding to include a new location in Woodstock to offer sales, service and new parts to the trucking industry. The company's new 14,500 sq ft (1,350 m²) truck centre on Parkinson Road will offer a modern facility and quick access to Highways 401 and 403.

Thames River Hatchery Pattullo Ridge

Thames River Hatchery, a new joint business venture of Sargent Farms and Boire & Frères purchased 6 acres (2.43 Ha) in the Pattullo Ridge Business Park where they will construct a new state of the art chick hatchery facility.

Reg Hall Building Dundas Street

The City of Woodstock is in the final stages of selling a strategic property with a historic past at 495 Dundas Street. Known locally as the Reg Hall building the property was first constructed in 1840 as a dry goods store and was once owned by Timothy Eaton as one of the earliest Eaton's stores. Over the next 170 years the property experienced a number of physical additions and ownership changes until the City vested ownership as a result of unpaid taxes. The building was recently offered for sale by RFP which closed in December 2016. The new owner expects to redevelop the property with a mix of commercial and residential uses over the coming months.



Norwell Dairy Systems Bysham Park



Construction is complete on Norwell Dairy System's new 8,500 sq ft (790 m²) manufacturing and warehousing facility, situated on a 2.4 acre (0.97 Ha) lot in the Bysham Park Business Community.

Ontario Refrigerated Services CommerceWay

Ontario Refrigerated Services (ontariorefrigeratedservices.com) has moved into their new 30,000 sq ft (2,787 m²) structure

on 6.25 acres (0.49 Ha) of land in CommerceWay Business Park.

Oilstream Corporation Bysham Park

Oilstream Corporation, a business that makes hollow-core precast concrete, has purchased 3.53 acres (1.43 Ha) of land in the Bysham Park Business Community.

Pneuveyor Systems Bysham Park

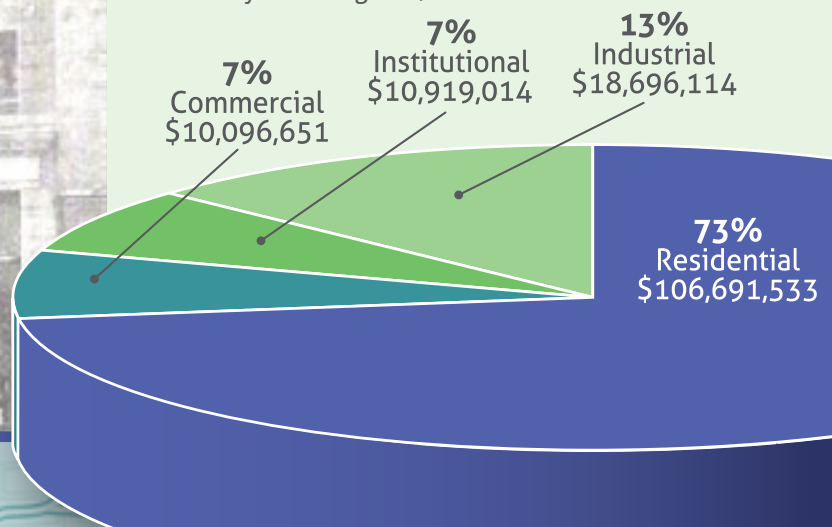
Pneuveyor Systems (pneueyor.com) is building an expanded facility on a 2 acre parcel of land (.80 Ha) in Bysham Park which they expect will be ready to occupy in late spring.

Black and White Property Management Inc. CommerceWay Business Park

Purchased 3.5 acres (1.42 Ha) of industrial land where they are building a 15,000 sq ft (1,393 m²) industrial mall with three leasable units.

Building Permit Activity Strong in 2016

Total building permit values for 2016 finished the year at \$146.4 million, among one of the best years in the City's history. Residential permits ended the year at \$106 million and about 305% higher than the ten-year average. Commercial and Institutional permits remain steady at \$10 and \$10.9 million respectively. Industrial permits matched the 10-year average at \$18.6 million.



The Woodstock Value Proposition

- 1 No development charges on industrial construction
- 2 Reduced building permit fees on construction > 50,000 sq ft.
- 3 Municipal industrial land prices starting at \$85,000 per acre.
- 4 Stable and growing workforce – 1 million residents within 1 hour commute of Woodstock.
- 5 Sites as large as 90 acres available.
- 6 Site plan approvals in as little as 2 weeks.
- 7 One of the lowest tipping fees in the Province of Ontario.
- 8 No annual stormwater management fees on industrial lands.
- 9 Legal and survey costs included in the price of municipally owned land.
- 10 Hwy. 401 and 403 interconnect at Woodstock.
- 11 No Parkland Dedication Fees on industrial construction.
- 12 A new \$167.5 million state-of-the-art hospital.
- 13 Home to Toyota's 7th North American assembly plant.
- 14 Serviced by a second dual/redundant 50/83 transformer station.

Business is at a Crossroads... It's called Woodstock, Ontario, Canada

Our mandate is to support the City of Woodstock's objective of balanced and steady economic growth through existing and new investment.

The Office focuses on business retention and expansion, new business development, investment attraction, and market research. Woodstock Economic Development is an advocate for business dedicated to assisting all companies, regardless of size.

Services offered by the Woodstock Economic Development Department include:

- 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

If your business is considering an expansion or relocation, or you would like to meet with one of our development staff to discuss any challenges your business may be facing, please contact our office and we would be pleased to assist.



The Economic Development Team



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