



thefutureisunlimited.ca



2018 Annual Report

City of Mississauga, Economic Development Office

2018 Year in Review

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- Business Investments
- Small Business & Entrepreneurship
- Sector Development Initiatives
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A Year in Review

As I reflect on my first year as Director of the Economic Development Office (EDO), 2018 has proven to be a remarkable year filled with many achievements that help strengthen Mississauga's position as a global hub, where creativity and innovation thrive.

Through the past year, we have seen Mississauga's business community become more diversified with the influences of technology, IoT, AI and automation. These are very exciting times for businesses and economic development.

As you read through this annual report, you will learn about the various services that EDO offers, and how we work with our partners to deliver programs that are catered to the changing needs and demands of our business community and transforming economy.

Building on the success of 2018, I believe we are well positioned for another year of growth and success.

Bonnie Brown,
Director, Economic Development



Performance Results

\$4,383,373

NEW & RETAINED
TAXABLE ASSESSMENT

602,932 SQ. FT.

NEW & RETAINED
OCCUPIED SQUARE
FOOTAGE

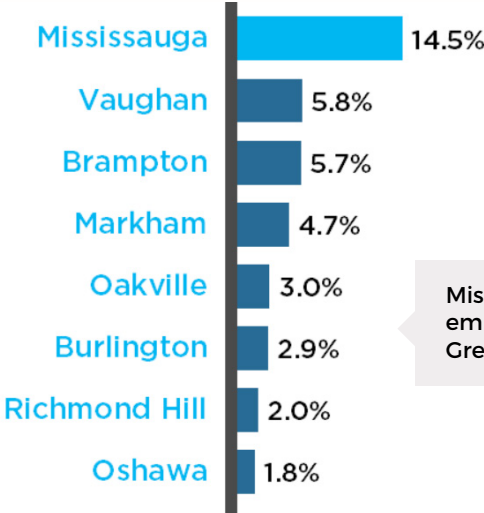
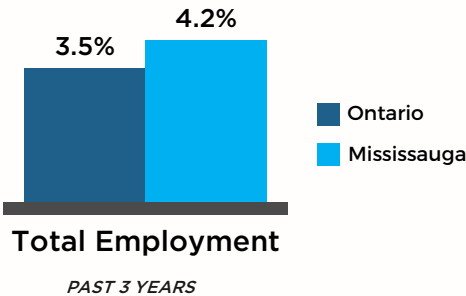
4,781-7,605

NUMBER OF JOBS
CREATED & RETAINED

Economic Snapshot

JOB GROWTH

Our local economy is strong and is outpacing Ontario in terms of job growth.



Mississauga is the 2nd Largest employment cluster in the Greater Toronto Area (after Toronto)

A VIBRANT BUSINESS COMMUNITY

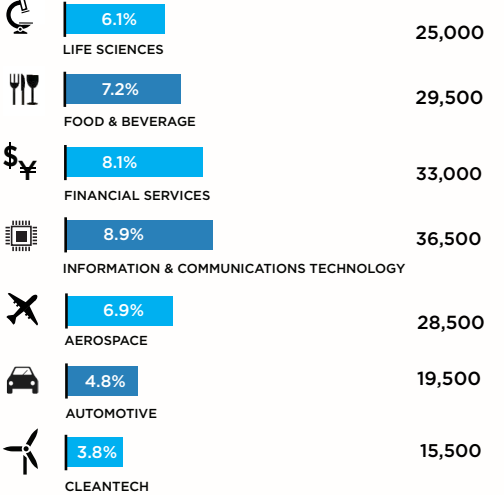
91,000+
BUSINESSES

95% ARE SMALL BUSINESSES

1,400+
MULTI-NATIONAL FIRMS

75
FORTUNE 500 COMPANIES

KEY SECTORS



Business Investments

The following non-comprehensive list details some key recent new businesses, strategic investments and retained/expanded businesses in Mississauga in 2018.

Please note that this list does not include any retail or franchise opportunities and may include opportunities that EDO did not directly support.

Avatara Software Inc.
Industry: Information & Communications Technology (ICT)
Opened a new business start-up.

Baylis Medical Company Inc.
Industry: Life Sciences
Opened a new state-of-the-art laboratory.

Bombardier Inc.
Industry: Aerospace
Announced a new centre of excellence for global business aircraft at Pearson Airport.

Campbells Company of Canada
Industry: Food & Beverage
Announced a new Canadian headquarters and food innovation centre.

CBS Television Studios
Industry: Digital Media
Opened a 260,000 sq. ft television and film production facility.

Colonnade Bridgeport
Industry: Real Estate
Opened a new office.

Cognizant
Industry: Information & Communications Technology (ICT)
Opened a new centre creating over 600 jobs.

Eurofins Alphora Research
Industry: Life Sciences
Expansion into 78,000+ sq. ft. of manufacturing space.

Fluidmaster
Industry: Advanced Manufacturing
Opened a new Canadian Distribution Centre.

Fresenius Kabi
Industry: Life Sciences
Opened a new pharmaceutical compounding centre.

GlaxoSmithKlein (GSK) Canada
Industry: Life Sciences
Announced a \$36 million investment to their Mississauga facility.

KFI Canada
Industry: Food & Beverage
Opened new 19,900 sq.ft. production facility.

Kistler
Industry: Advanced Manufacturing
Opened new sales centre.

Mampster Food Company
Industry: Food & Beverage
Opened a new production facility.

Meritor Inc.
Industry: Automotive
Opened new distribution centre.

MHI Canada Aerospace
Industry: Aerospace
Undergoing a 206,000 square-foot expansion.

NDI ADRL dba Diteba
Industry: Life Sciences
15,000 sq. ft. expansion of manufacturing space.

PACE Securities Corp.
Industry: Financial Services
Occupied 13,000 sq. ft. of office space.

Primerica
Industry: Financial Services
Relocated headquarters to larger, 43,000 sq.ft. space.

Romet Limited
Industry: Advanced Manufacturing
Site relocation, expansion and equipment upgrades.

SOTI Inc.
Industry: Information & Communications Technology (ICT)
Announced plans for new HQ and state-of-the-art facility.

Small Business & Entrepreneurship

Mississauga Business Enterprise Centre (MBEC)

MBEC is a division of the Mississauga Economic Development Office, located on the 4th floor of the Central Library. MBEC is a central source providing information, guidance, and resources to assist small business owners and entrepreneurs to start-up new businesses, expand existing small business, and create jobs in Mississauga.

3,576
GENERAL
INQUIRIES

92
EVENTS

2,258
ATTENDEES

136
BUSINESS
REGISTRATIONS

Supporting Small Business Development

In 2018, MBEC supported over 270 entrepreneurs in starting, growing, and expanding their businesses through the Starter Company PLUS Program. The program provided small business owners, 18 years of age and older, the opportunity to receive training and business skills development, along with mentorship and a program grant of up to \$5,000. In the past year, MBEC helped over 50 businesses start and expand, creating 70 jobs in Mississauga and MBEC provided 28 grants through this program to various types of businesses including e-commerce, retail, and the creative industries. A recent vegan shop and art studio are just some of the newly launched businesses from this program.

Helping Young Entrepreneurs Launch Summer Businesses

Each year MBEC continues to support young entrepreneurs in their journey to success through the Summer Company Program. In the summer of 2018, 15 students, aged 15-29 years, were given the opportunity to use the program grant of \$3,000 to launch their own businesses, creating 15 new jobs in Mississauga. Students were supported through business training, mentorship and coaching to support their business development. Student businesses ranged from teaching henna application, washing cars, to filming professional videos and much more. Students learned business skills and gained transferable skills to take with them for their future endeavours.



“One of the best aspects of being a part of MBEC was the networking and the sharing of ideas with people with various expertise. It was so inspiring to see how people went through the journey of a small business start-up as well.”

- Julia Chatterji, Owner of The Studio Paint Bar



Small Business Month

In October, MBEC launched a month-long campaign in celebration of small business month that highlighted local business success stories through two events, one interactive session and support messaging on social media. In total, the social media campaign generated over 274,000 online impressions and 39,000 engagements.

Sector Development Initiatives

Life Sciences Consortium:

Mississauga’s life sciences consortium consists of executive-level leaders across the city’s life sciences sector including the pharmaceutical, biotechnology, medical devices, contract manufacturing and consulting sub-sectors. EDO held two meetings in 2018 with the most recent being held at Bayer Canada.

Competitiveness Institute Network Global Cluster Conference 2018:

On October 16, the City of Mississauga Economic Development Office was the lead organization on the Advanced Manufacturing Cluster Immersion Experience as part of the Conference. EDO led 24 delegates from 12 countries on a tour of advanced manufacturing sites in Mississauga as part of the TCI Network 2018 Global Conference on Clusters in Action held for the first time in Toronto.



Advanced Manufacturing Sector Council:

Mississauga’s Advanced Manufacturing Sector Council includes CEOs, Plant Managers, and Human Resource Directors and represents some of the top tier aerospace, food & beverage, clean tech, and automotive manufacturers in Canada. They meet on a quarterly basis to promote collaboration and advance the needs of the city’s advanced manufacturing sector.

Continuous Improvement Session:

On November 22, eight members of the City of Mississauga’s Economic Advanced Manufacturing Sector Council attended a Continuous Improvement Organizational Systems session held at Baylis Medical Company in Mississauga. The event included an introductory session on operational processes. This was followed by a plant tour of Baylis where they demonstrated their use of System Organization processes.

Advanced Manufacturing Day:

On February 20 and March 6, EDO partnered with the Canadian Manufacturers and Exporters Association to host two events as part of EDO’s Workforce Development Strategy that benefit Mississauga’s youth and manufacturers. The events involved tours of Mississauga manufacturing facilities in the morning and presentations on the career opportunities available in manufacturing in the afternoon.

Marketing

The Future is Unlimited Campaign



EDO launched a new campaign titled “The Future is Unlimited”. that leverages Mississauga’s business, industry and academic leaders to be the story tellers and share their personal business success stories in Mississauga.

The campaign will be used to attract new business and investment to our city and be comprised of:

- New Website
- Sector Profiles
- Promotional Videos
- Marketing Collateral
- Success Stories

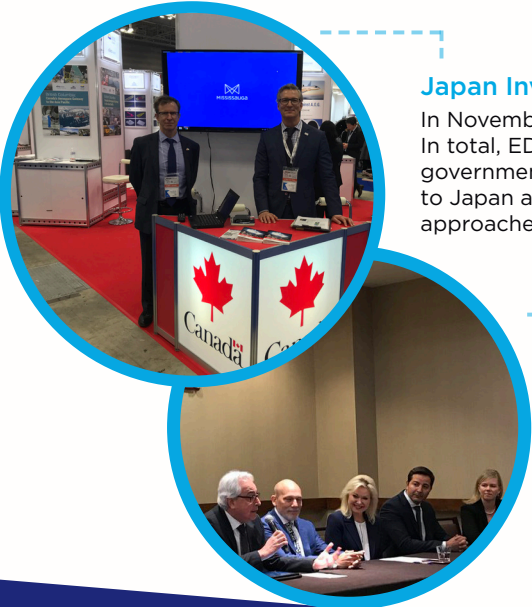
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Awards

- fDi Magazine’s Aerospace City of the Future**
“2nd for FDI Strategy”
“2nd for Innovation & Attractiveness”
- Site Selection Magazine**
“Top 10 Canadian Economic Development Group”
- Business Facilities**
“Connectivity”

Marketing: Investment Promotion



Japan Investment Mission:

In November, EDO attended the JA2018 Japan Aerospace Exhibition held in Tokyo. In total, EDO held meetings with 22 leads, 5 partners/industry organizations, and 5 government representatives. Mississauga continues to demonstrate its commitment to Japan and, according to the Canadian Trade Commissioners in Japan, Mississauga approaches the Japanese market effectively.

BIO 2018:

In June, EDO participated in the Ontario Pavilion at the BIO International Convention held in Boston. During the event, EDO had access to over 16,000 attendees from 74 countries, and networking opportunities with global biotech and pharma leaders. EDO also co-hosted a Mayor’s Breakfast Session that included a diverse speaking panel aimed at positioning Mississauga as a leading life sciences destination to commercialize products, technologies and services in Canada. The event was well-received and attracted over 50 C-Suite life science professionals.

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