



Winter 2006

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## PICKERING ATTRACTS GROWTH COMPANIES

A diverse economy is among the reasons why Pickering has posted a dramatic drop in local vacancy rates. According to commercial real estate consultants Colliers International, Pickering's industrial vacancy rate dropped from 10.3% in September 2005 to 6.9% in September 2006. The office vacancy rate dropped from 9.4% to 5.1% in that same time period.

"Our economy has been growing at a pretty steady pace and with that comes new jobs and demand for industrial and office space," explains Keith Reading, Vice President of Research with Colliers. "On the demand side, the fundamentals are strong. On the supply side, developers active in the Pickering area have not overbuilt. Most new buildings have a lead tenant, so developers are not building on truly speculative spaces."

It's a trend Reading predicts could continue. "The great thing about Pickering is that it has a diverse economy and is not dependent on a single sector. Overall, economic growth translates nicely into strong markets as they move forward."

*Profit Magazine* identified Pickering as one of 10 best cities in the country for growth companies and predicts our population growth will lead the country within the next 10 to 15 years. Pickering is one of just five communities in Ontario and the only location in Durham Region ranked by *Profit*.

The magazine's 18th annual list of 100 Fastest-Growing Companies included AIRIQ

([www.airiq.com](http://www.airiq.com)) and National Waste Services Inc. ([www.nwscanada.com](http://www.nwscanada.com)), both successful Pickering-based companies.

Investment interest in Pickering is also reflected in our rapidly increasing land values. Industrial land available for \$200,000 to \$250,000 per acre only a few years ago is now commanding \$300,000 an acre. Values could increase even further as employment lands in the Greater Toronto Area and Pickering become scarcer. About 400 acres of vacant employment lands remain. An additional 1,000 acres are planned along the Hwy. 407 corridor in the future.

The energy sector continues to thrive and expand in Pickering. Ontario Power Generation (OPG) continues to anchor our local energy sector and attract new suppliers and service providers, including Wardrop, Areva, AECL, Crossby Dewar, and Black & McDonald.

OPG recently began an environmental assessment as part of a business case study for possible refurbishment and continued operation of Pickering B Nuclear Generating Station. As well, OPG recently submitted a site licencing application for new nuclear build consideration in Clarington.

"OPG is very fortunate to operate in a community with business and political representatives who understand the importance of the energy sector to the well-being of Ontario's economy," notes Jacquie McInnes, Manager, Public Affairs, OPG Pickering Nuclear.

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## MESSAGE FROM THE MAYOR

This past summer, we were proud to distribute to our residential and business communities the publication, *Sustainable Pickering*. The report highlights the numerous steps we have been taking to safeguard our natural legacy for future generations while improving our quality of life today.

Sustainability means doing things differently, not doing without. It's a better way of doing business that we are proud to promote and to follow. Sustainability challenges businesses like yours to incorporate economic, social and environmental considerations into your bottom lines.

On November 25th, we held the City of Pickering Mayor's Gala 2006, and I am proud to say that we raised approximately \$130,000 for the Ajax-Pickering hospital and the future construction of a Durham West Arts Centre. I would like to thank Scotiabank, Ontario Power Generation and the many other corporate sponsors of the Mayor's Gala for once again investing back into our community.

I am pleased to introduce your City of Pickering Council:

- Bonnie Littley**, Regional Councillor, Ward 1
- Jennifer O'Connell**, City Councillor, Ward 1
- Bill McLean**, Regional Councillor, Ward 2
- Doug Dickerson**, City Councillor, Ward 2
- Rick Johnson**, Regional Councillor, Ward 3
- David Pickles**, City Councillor, Ward 3

I look forward to working with our new City Council towards an even more dynamic, exciting and sustainable future for Pickering.

Thank you for your continued support and please remember that my door is always open!

  
Dave Ryan  
Mayor, City of Pickering

## PICKERING ATTRACTS GROWTH COMPANIES *Continued from Page 1*

"We have built upon the existing infrastructure put in place for OPG Nuclear to create a thriving and growing local energy sector in Pickering."

Meanwhile, the owners of the Pickering Town Centre lands have retained commercial real estate advisors jJBarnicke to market and lease space within their proposed 20-storey office tower in the southwest parking lot of the Centre. A planned enclosed pedestrian bridge that spans Hwy. 401 would link the tower directly to the Pickering GO Station. To learn more about leasing opportunities, contact Paul Anderson, Associate Broker, jJBarnicke Client Advisory Services, at 416.449.1710.

Council has approved redevelopment of the Bay Ridges Plaza and the proposed construction of 126 townhouses (including 12 live-work units) and two high-rise apartment towers. In addition to 27,000 square feet of ground

floor retail/commercial use, the towers could be home to 347 residential units. Plans to build a new Home Depot store on Kingston Road, just east of Dixie Road, were also recently approved.

Construction on the City Centre Residence at 1801 Valley Farm Rd. began in the spring. The 117-unit seniors' apartment building, the second phase of a Rockport Group project, follows construction of a 112-townhouse development at 1775 Valley Farm Rd., completed in fall 2004. It will be managed by Chartwell Senior Housing REIT, and has an anticipated occupancy in summer 2007.

Together, these and other exciting initiatives reflect our commitment to downtown redevelopment, intensification and identification initiatives. These priorities will continue through 2007 and beyond as we build upon a downtown rich in opportunity.



City Centre Residence - Rockport Phase 2

## EXPORT DEVELOPMENT CANADA

Thousands of Canadian companies turn to Export Development Canada (EDC) to expand their business internationally. A Crown corporation, EDC provides financing and risk management services to Canadian exporters and investors in up to 200 markets worldwide.

Its services include export credit insurance, political risk insurance, contract bonding and guarantees, and direct loans to foreign buyers of Canadian goods and services. In 2005, about 7,000 Canadian firms completed \$57.5 billion of business that EDC insured or financed.

Visit [www.edc.ca](http://www.edc.ca) to assess your export readiness, check the credit history of a potential buyer, or discover its financial tools. Call 1.866.899.0808 to speak to an EDC representative.

## CUSHMAN & WAKEFIELD LePAGE

Last fall, Royal LePage Commercial Inc., a national leader in commercial real estate services with clients and activity in Pickering, became part of New York-based Cushman & Wakefield Inc., one of the world's largest privately-owned real estate firms.

Royal LePage Commercial now operates under the new name, Cushman & Wakefield LePage. At the time of the merger, Royal LePage Commercial had offices in five Canadian

## DEVELOPMENT NEWS

The Liverpool Road South Great Lakes Nautical Village continues to grow and prosper, with the groundbreaking for The Lake House by Frenchman's Bay Marina this fall. The 11,000-square-foot clubhouse is owned by Pickering Harbour Company and is being constructed by Marshall Homes. It is expected to open in fall 2007.



Groundbreaking for The Lake House in September

PBI Interiors celebrated its grand opening in October. Larry and Tricia Aziz invite you to visit their 3,800-square-foot "living" showroom, which highlights their full selection of office furniture and design services. It's located at 1101 Kingston Rd., Suite 280. Visit [www.pbiofficeinteriors.com](http://www.pbiofficeinteriors.com) or call 905.420.0200.



PBI grand opening in October

SPAR-Marathon Roofing Supplies is building a 25,000-square-foot facility at 1350 Church St. It manufactures and distributes a wide range of roofing products, including roofing and hoisting equipment, residential and industrial roofing materials, metal products, roofing insulation, and tools and accessories.

SPAR-Marathon, currently located at 1028 Toy Ave., considered many cities and municipalities before deciding to stay and build in Pickering, President Craig Glynn and Vice-President Wendy Spragge said in a press release. The new facility, expected to be completed by spring, will allow it to expand operations.



SPAR-Marathon groundbreaking in September

## UPDATE YOUR BUSINESS LISTING Business Directory

Businesses are reminded to take advantage of our local online Business Directory, available through the City website at [cityofpickering.com](http://cityofpickering.com). We encourage businesses to update your business listing at no charge.

The popular directory is a valuable promotional tool and provides a unique opportunity for businesses and residents to consider sourcing local products and services. Since its launch in January 2005, the site has had close to 320,000 hits.

## FRENCHMAN'S BAY CORPORATE CHALLENGE

Members of our business community are invited to support the Frenchman's Bay Watershed Rehabilitation Project and its valuable work by taking part in its Corporate Challenge.

The Rehabilitation Project is an initiative of the Toronto and Region Conservation Authority and works in close partnership with the City of Pickering. For the past 9 years, it has been working to improve the ecological health of the Frenchman's Bay Watershed.

Through Corporate Restoration Events, you and your staff can make a difference in your community by lending a hand at any of a number of activities, including tree plantings, installation of habitat structures and wildflower garden plantings.

You can also invite a member of the Rehabilitation Project to host an informative Lunch 'n Learn session at your workplace on topics like organic gardening, water conservation, tree care and property naturalization.

Participating businesses will be acknowledged through our Corporate Recognition program, which includes advertising in our community newspaper and the Frenchman's Bay Project quarterly newsletter.

Visit [www.cityofpickering.com/fbwrp](http://www.cityofpickering.com/fbwrp), email [stewardship@city.pickering.on.ca](mailto:stewardship@city.pickering.on.ca) or contact Stewardship Assistants Steve Joudrey or Angela Porteous at 905.420.4660, ext. 2212.

# S U S T A I N A B I L I T Y

# BOARD OF TRADE NEWS



The Ajax-Pickering Board of Trade (APBOT) celebrated the accomplishments of local business at the **12th Annual Business Excellence and Business Person of the Year Awards** in October. Winners are:

### **Business Person of the Year:**

**Joan Wideman**, The Lenbrook Group's Vice-President of Corporate Services and Co-Chair of the Pickering Mayor's Business Advisory Council. She is also credited with helping rebuild APBOT.

### **Business Excellence Awards:**

**Purdue Pharma** of Pickering (50+ Employees)

**First Durham Insurance & Financial** of Pickering (10 to 49 Employees)

**Voice Path Convergence Group** of Whitby (One to 9 Employees)

As part of its commitment to serving our business community, APBOT has expanded its team. It now includes Executive Director

Kathy McKay, Events Coordinator/Office Administrator Andrea Payne Bradley (currently on maternity leave), Administration & Event Planner Brenda Gregory, Administrative Assistant April Winter, and Sales & Member Relations Officer Rick McCann.

The Board has also expanded its office space and is now located at 144 Old Kingston Rd., 2nd Floor, Pickering Village, Ajax. Call 905.686.0883 or visit [www.apboardoftrade.com](http://www.apboardoftrade.com).



*Purdue Pharma at Business Excellence Awards*

## SMALL BUSINESS SEMINAR SERIES

Our Economic Development Office and the Pickering Public Library Business Services have teamed up to offer a series of small business seminars that will be held the second Wednesday of each month from January through May 2007.

The first 4 topics are: Health & Safety, GST & Business Taxation, Government Services & Opportunities for Small Business, and

## WATTS READER LOAN PROGRAM

Electricity prices may be on the rise, but a new partnership between Veridian Corporation and Pickering Public Library will help give you the power to conserve.

Use your Pickering Public Library card to check out a Watt Reader monitor from your local branch and discover the cost of running your appliances. Connect your appliance to the Watt Reader and an LCD display will count consumption by the kilowatt hour. You

E-Commerce. To learn more, and register, visit [www.cityofpickering.com/business](http://www.cityofpickering.com/business) or [www.picnet.org/business-jobs](http://www.picnet.org/business-jobs).

Businesses can take advantage of a wide variety of business services offered through the Library, including complimentary wireless Internet access, business software programs, affordable meeting rooms and more.

can calculate the operating cost of your electrical appliances by the day, week, month or even the entire year.

Watt Readers are available for one-week loans. The first 500 patrons to check one out will receive a complimentary energy-saving compact fluorescent light bulb that uses 75% less electricity and lasts 10 times longer than a traditional light bulb. Visit the Powerwise link at [www.veridian.on.ca](http://www.veridian.on.ca) for more energy-saving information.

Our Economic Development Team includes:

**Thomas J. Quinn**,  
Chief Administrative Officer

**Thomas E. Melymuk**,  
Division Head, Corporate  
Projects & Policy

**Lynn Winterstein**,  
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View On Business is a publication of the City of Pickering Corporate Promotions & Economic Development Office.

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