



View on Business

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(Above) Architectural rendering of the new GO Parking structure – west elevation - adjacent to new office tower on Pickering Town Centre lands. Both projects now under construction.

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OPG to Call New Office Tower Home

Ontario Power Generation will lease 2 floors of the LEED-Silver office tower that is quickly taking shape at Liverpool Road and Hwy. 401. The announcement reaffirms its continued commitment to the City of Pickering, home to a world-class EN3 cluster of Energy, Environmental and Engineering companies.

“OPG values its leadership role in the community and we’re pleased to continue contributing as a positive economic driver and as a proud community partner,” Chief Nuclear Officer Wayne Robbins said of the announcement, made earlier this fall.

The Class ‘A’ office tower, being developed by 20 Vic Management, will house about 170 OPG employees from various locations who support OPG’s nuclear activities in Durham Region. The floors represent approximately 35,000 square feet of the \$30-million office tower.

Located in the southwest corner of the Pickering Town Centre's parking lot, the office tower is serving as a catalyst for the development of Pickering's downtown core. It's part of a \$50-million commercial and infrastructure project that will include a 700-vehicle GO Transit and office parking deck.

Since being announced last year, the office tower has helped the City of Pickering attract numerous investments and secured construction of the fully-enclosed pedestrian bridge that will span Hwy. 401 and connect the Pickering GO station to Pickering Parkway, the Pickering Town Centre, the office tower and a future transportation hub. The bridge is scheduled to be complete by the end of March 2011 and will be the most visible example of sustainability in the province.

OPG will join the Municipal Property Assessment Corporation, the office tower's lead tenant and the first company to confirm tenancy. Earlier this year, OPG announced that power generation operations at Pickering Nuclear Generating Station will come to a halt in a decade but significant staff will be needed to support the decommissioning of the site. This process will take several decades to complete. The office tower is slated to open in Spring 2011.

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Seaton Community on the Map at DSEA Conference

Making a Sustainable Community Happen, the theme of a conference hosted by the Durham Strategic Energy Alliance (DSEA), put the City of Pickering's Seaton Community on the map with a first-ever student competition that challenged university and college students to design a neighbourhood within the community.

The new, sustainable urban community in Central Pickering is currently in the planning stages. Upon initial build-out, 35,000 people will work in Seaton and up to 70,000 people will call it home. More than half of Seaton's 3,000 hectares will remain in their natural state.

As part of the competition, teams from across the province were required to consider numerous aspects of new community development, including the environment, urban design, housing, energy and conservation.

Urban Marvel, made up of planning students from the University of Waterloo, was awarded first place. "The team received top marks in a few of the main categories, including its final presentation, which captured the imagination and admiration of the judging panel and audience," says Mark Guinto, a judge from the City of Pickering.

The third annual conference, held October 12 and 13, explored ownership, partnership and financial models for designing and building the community of the future. It also examined elements from building technology, water and waste management, and energy and transportation solutions. Keynote speakers included Wayne Robbins Chief Nuclear Officer, Ontario Power Generation. The City of Pickering was a proud breakfast sponsor.



DSEA (www.dsea.ca) is a non-profit organization comprised of business, government and educational institutions working together for the advancement of energy initiatives. It's addressing the energy challenges facing Ontario and Canada by being an active participant in the global quest for clean, affordable energy solutions.

The DSEA 2010 Chairperson Award was presented to Warren Beacom, President of Intellimeter Canada Inc. The award acknowledges his commitment to the DSEA on a national and international level, as well as his vision and leadership in the energy sector – from research to product development in renewable energy projects such as wind and solar.

Intellimeter Canada is an accredited meter testing, sealing and re-testing facility – a certification typically reserved for much larger corporations and public utilities. Congratulations!

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(right) DSEA student competition winners Urban Marvel with Dan McGillvary of the Ontario Centres of Excellence and Ursula Hatherly of the Royal Bank of Canada, both competition sponsors.

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Development News

Downtown intensification continues with the construction of the V!VA Retirement community at 1880 Glengrove Rd. The \$30-million project will be home to 135 retirement units, including 104 independent living suites with kitchenette and 31 assisted-living suites. www.vivalife.ca

(right) Construction of the V!VA Retirement community at 1880 Glengrove Rd. continues.



Purdue Pharma Canada's \$32-million expansion is well underway at its Granite Court facility. The expansion will double the pharmaceutical company's research and development capacity, and will ultimately create 53 new and highly-skilled positions. www.purdue.ca

(right) Purdue Pharma's expansion at its Granite Court facility is well underway.



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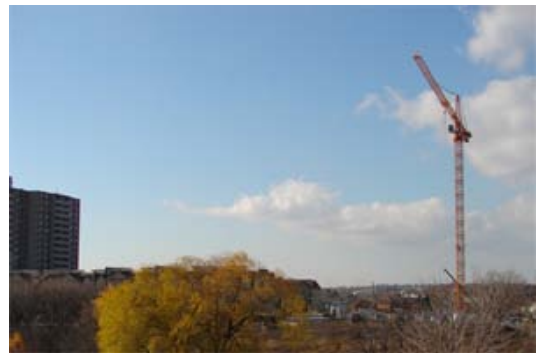
The next phase of commercial construction continues at 1105 Kingston Rd. as Future Shop nears completion. This 25,700-square-foot freestanding retail facility follows the opening of Home Depot and will be accompanied shortly by further mixed retail development on the site.

(right) Future Shop nears completion at 1105 Kingston Rd.



San Francisco By the Bay continues to evolve as S R & R Developments has completed shoring and hoarding work for a 16-storey condo tower with 2 levels of underground parking. The first phase of the community, located on Bayly Street west of Liverpool Road, features 110 townhomes, including live/work condominium units along St. Martin's Drive. The 2 high-rise towers will be connected by a retail-commercial complex. www.sanfranciscobythebay.com

(right) San Francisco By the Bay readies for a 16-storey condo tower at Bayly Street and Liverpool Road.



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Growing Your Business

Interested in growing your business through new product development or expanding your current market? There are a host of product innovation and market expansion programs that may be able to help you achieve your goals.

The first step is to consider how you can strengthen your business by understanding your customer base and working to exceed their expectations, advises Sue Castanier, Senior Business Advisor with the Ministry of Economic Development and Trade.

Next, consider working with one of the programs listed below to help move your project forward. Connect with the program early on so you understand requirements and eligibility. Register to receive email notifications about funding and other initiatives.

We encourage you to connect with your Marketing & Business Development team at the City of Pickering. We'll help connect you to such resources as local consultants who can provide advice regarding government grants and tax credits for things like scientific research development projects.

PRODUCT INNOVATION:

Colleges Ontario Network for Industry Innovation (CONII): This network connects business to the applied research and commercialization expertise of 20 Ontario colleges that can help your company achieve its goals by providing a variety of technical and business services. CONII can also provide financial support for industry-driven applied research and commercialization projects in partnership with its member colleges, which include Durham College. www.conii.ca

MITACS: It plays a leadership role in linking businesses, government and not-for-profits with 50+ Canadian universities to develop cutting-edge tools to support the growth of a knowledge-based economy. Over 60% of its business stakeholders are small or medium-sized enterprises. Programs include MITACS Accelerate, Globalink, and Networks of Centres of Excellence. www.mitacs.ca

Ontario Centres of Excellence (OCE): This research-to-commercialization vehicle facilitates economic growth through support for industrially-relevant research and development, the opening of new market opportunities and the commercialization of leading edge discovery. Centres of Excellence include: Communications and Information Technology, Energy, Materials and Manufacturing. www.oce-ontario.org

MARKET EXPANSION:

Department of Foreign Affairs and International Trade (DFAIT): Its mandate includes strengthening rules-based trading arrangements and expanding free and fair market access at bilateral, regional and global levels; and working with partners inside and outside government to achieve increased economic opportunity and enhanced security for Canada and for Canadians at home and abroad. www.international.gc.ca

Export Market Access (EMA): This cost-sharing grant program helps small to medium-sized organizations take advantage of opportunities in foreign markets beyond the United States. Eligible activities include market research, marketing tools, direct contacts and foreign bidding projects. EMA is an initiative of the Ontario Chamber of Commerce, with support and funding from the Government of Ontario and the Government of Canada. Successful applicants need not be a chamber member. www.occ.on.ca

Ministry of Economic Development and Trade (MEDT): MEDT offers programs and partnership opportunities to help business, industries and communities. Energy Connections supports long-term partnerships for Ontario manufacturers and suppliers across Canada's energy supply chains. International Marketing Branch's International Marketing Consultants provide programs and services for Ontario exporters. Resources include Business Advisory Services. www.ontario.ca/economy

National Resource Council Industrial Research Assistance Program (IRAP): It helps firms to develop technologies and successfully commercialize them in a global marketplace by providing technical and business advisory services and financial assistance to small and medium-sized enterprises. www.nrc-cnrc.gc.ca

Scientific Research and Experimental Development (SR&ED) Tax Incentive Program: This federal tax incentive program encourages Canadian businesses of all sizes and in all sectors to conduct research and development in Canada. It gives claimants cash refunds and/or tax credits for their expenditures on eligible work. www.cra.gc.ca

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Seminar Series for Manufacturers

The Ajax-Pickering Board of Trade (APBoT) has launched a series of seminars designed to support area manufacturers. "We wanted to gather owners, managers and decision-makers to share notes and help each other with the issues they face," says Executive Director Kathy McKay.



A committee formed to develop the inaugural forum – The Next Generation of Manufacturers – included the Ministry of Economic Development and Trade, the Business Development Bank of Canada, R&D One (an expert in Scientific Research and Experimental Development tax credits) and Jet Moulding Compounds.

The forum was held September 21 at the Ajax Convention Centre. Panelists from Bayly Communications, Intellimeter Canada Inc., Flexomaster and Jet Moulding Compounds discussed resources they used during the recession, including best practices, innovation, global expansion and access to federal/ provincial programs. Facilitator and steering committee member Bob Weese of B2B Sales Connections led the discussion and directed questions from the floor to the panelists.

"A key aspect to the event was to provide an opportunity for these business leaders to share ideas and network, a practice the Board of Trade feels is an excellent way to grow your business, and develop new contacts and partnerships," says Ms. McKay.

Based on input from those attending the first forum, the next seminar will cover social media and marketing on a tight budget, developing more prospects that will become clients and doing business in foreign markets. It will be held April 20, 2011. The cost is \$30 and includes breakfast.

Manufacturers interested in attending should contact APBoT (www.apboardoftrade.com) at 905.686.0883 or info@apboardoftrade.com. If interest warrants, a final seminar will be held on September 22, 2011.



(above) Manufacturers forum panellists, from left: Ives Mazzarolo of Flexomaster, Gary Johnson of Bayly Communications, Jannette Mongeon of Jet Moulding Compounds and Warren Beacom of Intellimeter Canada.

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Business Excellence Awards Presented

The Ajax-Pickering Board of Trade presented its 16th Annual Business Excellence and Business Person of the Year Awards at Deer Creek Golf Clubs in October. Congratulations to Business Excellence Award recipients, all proudly located in the City of Pickering:

1-9 Employees: Indaco Manufacturing Ltd. and Minuteman Press Indaco Manufacturing Ltd.

Indaco Manufacturing Ltd. has been producing biodegradable film since the late 1980s and environmentally-responsible plastic bags since 1994. It produces, markets and distributes its own biodegradable compostable products across North America under the trade name Bag To Nature™. www.indaco.ca

Minuteman Press offers a complete range of business communications services and products and services. It uses the latest printing and document management technology to complete projects from start to finish. www.ajax.minutemanpress.com



(above) Indaco Manufacturing's Alison Wehrle receives award from APBoT President Jason Cameron and OLG's Bruce MacKenzie.



(above) Ashmeed Khan of Minuteman Press receives award from APBoT President Jason Cameron and OLG's Bruce MacKenzie.

10-49 Employees: John McLellan Contracting Inc.

John McLellan Contracting, now celebrating 16 years in business, is a privately-held company that provides construction-related solutions for homeowners and business owners, including roofing, vinyl siding, and interior and exterior renovations. www.mclellancontracting.ca



(above) John McLellan of John McLellan Contracting receives award from Veridian's Michael Angemeer and APBoT President Jason Cameron.

50+ Employees: Holmes & Brakel Business Interiors

Holmes & Brakel is a full-service contract office furniture and supplier that opened its doors in 1975. Its focus is contract interiors, working with large corporate clients on a national and international scale. Its team of professionals work with clients to develop one-of-a-kind solutions to their furniture needs.

www.holmesbrakel.com



(above) Steven Misner of Holmes & Brakel Business Interiors receives award from RBC's Christina Dorey-Gray and APBOT President Jason Cameron.

The Board of Trade (www.apboardoftrade.com) established the Business Excellence Awards in 1994 to recognize achievements and excellence in business performance. The Business Person category was launched in 2004. An independent panel of judges evaluates the nominees based on 3 categories: 1 to 9, 10 to 49 and 50+ employees. All nominees are selected by their business peers.

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Tribute Communities: An Award to Write Home About

Tribute Communities has been recognized as among the best in Ontario business. It received the Desjardins Business Excellence Large Business Award, presented at the Ontario Chamber of Commerce's 2010 Ontario Business Achievement Awards gala in Toronto in September.

A dozen companies were selected from a record number of nominees from across the province and named winners of the Ontario Business Achievement Awards and the Ontario Global Traders Awards. "These outstanding award winners exemplify business excellence through innovation, export diversity, entrepreneurial spirit and an understanding that the best investment is in their people," said Ontario Chamber President and CEO Len Crispino.

Tribute Communities (www.tributehomes.com), a leading builder of new homes and condominiums, is committed to creating distinctive, visionary communities. It received the Ajax-Pickering Board of Trade's Business Excellence Award in 2009. The City of Pickering is proud to be home to its head office and décor centre. Congratulations on your most recent achievement!



(above) Left - Right - Alain-Michel Sékula, Senior Vice-President, Ontario, Desjardins Group, Al Libfeld, President and Chief Executive Officer, Tribute Communities, Shaun Majumder.

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Pickering Town Centre Wins Prestigious Award

Pickering Town Centre received the International Council of Shopping Centers' Maple Leaf Gold Award in its annual Canadian Shopping Centre Awards competition for its efforts in helping Raise the Woof! for the Humane Society of Durham Region.

The awards recognize outstanding achievement in marketing, design and development of retail properties and retail store design. Pickering Town Centre won the Gold Award in the Cause Related Marketing category for a 5-day fundraising and pet adoption campaign created to raise community awareness and financial resources for the construction of a new animal shelter following a tragic fire that has left the Humane Society in a temporary location.

The campaign raised more than \$10,100 through the sale of 10 varieties of limited edition plush pets, 2 of which were named after animals that lost their lives in the fire. Pickering Town Centre also hosted pet-focused March Break activities, a reusable shopping bag design contest, and a Facebook and Twitter campaign.

The Canadian Shopping Centre Awards were presented in October. Professional recognition for the Raise the Woof! campaign was given to Pickering Town Centre Manager Allan Arsenault, Marketing Director Lorna Murphy and Marketing Assistant Lori Hennebury.

Pickering Town Centre (www.pickeringtowncentre.com) is a welcoming gathering place that regularly gives back and enriches the lives of those in our community. It's home to more than 200 shops and services. Congratulations on your much-deserved honour and thank you for your continued contributions to our community.

(right) Pickering Town Centre Marketing Director Lorna Murphy.



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Municipal Election Results

Mayor Dave Ryan was elected for a third consecutive term on October 25. He first took office in 2003 and has been on council since 1994. Also elected to serve the City of Pickering:

- Ward 1 Regional: Jennifer O'Connell
- Ward 2 Regional: Bill McLean (acclaimed)
- Ward 3 Regional: Peter Rodrigues
- Ward 1 City: Kevin Ashe
- Ward 2 City: Doug Dickerson
- Ward 3 City: David Pickles
- Durham District School Board Trustees: Chris Braney and Paul Crawford
- Durham Catholic School Board Trustee: Jim McCafferty
- Conseil Scolaire de District du Centre-Sud-Ouest Trustee: Sylvie A. Landry
- Conseil Scolaire de District Catholique Centre-Sud Trustee: Olga Lambert

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City of Pickering Economic Development Team

Thomas Melymuk, Director of the City of Pickering's Office of Sustainability, and Lynn Winterstein, Manager of Marketing & Business Development, are pleased to announce recent staff changes that will strengthen our Economic Development Team.

Catherine Hodge has been promoted to the position of Coordinator, Economic Development. Many of you know her through her work as an Economic Development Officer with our team. In her new position, Catherine will play a leadership role in implementing the City's economic development program.

The City is also pleased to welcome our new Economic Development Officer, Fiaz Jadoon. His experience as the Research and Program Coordinator of the Town of Whitby's Economic Development Division is an asset to our team.

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Spotlight on Business: Torbram Electric Supply

Since opening its doors in Pickering in 1996, Torbram Electric Supply (TES) has expanded 3 times and is now located in a 4,500-square-foot facility on Bayly Street with a showroom and warehouse that stocks everything from light bulbs, light fixtures and low energy lighting to solar panels, tools, generators and exterior lighting for the winter.

TES is the Canadian division of Electrical Wholesale Network, a privately-owned company that was established with one branch in 1951. Today, its group of electrical companies encompasses 1,500 branches around the globe, including the United Kingdom, Western Europe, the United States, the Middle East, and now Australia and New Zealand.

The Pickering branch is one of 72 in Canada and serves the Pickering, Ajax and Uxbridge area. Clients include Ontario Power Generation, Hydro One, electrical contractors, engineering and logistics firms, and the general public. Services include complimentary energy audits, automation design and build, lighting design, same/next day delivery of products currently in stock, free delivery and 24-hour emergency service callouts at no extra cost.

Interested in Ontario Power Authority's Renewable Energy Feed-In Tariff (FIT) and MicroFit programs? TES can coordinate everything from complimentary on-site surveys for businesses and residents to installation of solar products. The FIT and MicroFit programs allow businesses and residents to generate renewable energy through such sources as Solar PV, feed the generated energy back into the electrical grid and get financially reimbursed.

Interest in the programs continues to grow, reports TES Branch Manager Tom Jubb. TES partners with solar energy manufacturers and local installers to meet your solar requirements. Visit www.sustainablepickering.com for a helpful guide to understanding the FIT and MicroFit programs.

Located at 1735 Bayly St, TES is open Monday through Thursday from 7am to 6pm, Fridays from 7am to 5pm and Saturdays from 8am to noon. To learn more, visit www.torbramelectric.com, call 905.839.5161 or email sales.pickering@torbramelectric.com.



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Business Openings

The City of Pickering is pleased to welcome the following businesses and business expansions to our community:

Aecon Industrial, Canada's largest public construction and infrastructure development company, has expanded into space at 890 Brock Rd. to accommodate increasing demands on its nuclear sector division. Future work includes the eventual decommissioning at Pickering's Nuclear Generating Station and refurbishment of the Darlington site. www.aecon.com/industrial



(above) Celebrating the grand opening of Aecon Industrial, from left: Jeff Gagne, Director Nuclear Services; Ian Turnbull, Senior VP, Macit Cobanoglu VP Nuclear; Jake Berg, President; and James Gandhi, Manager, Business Development Nuclear.

Lowe's Home Improvement Warehouse has opened its doors in the Smart! Centre at 1899 Brock Rd. Lowe's opened its first Canadian stores in 2007. It's the world's second largest home improvement retailer and the first winner of the ENERGY STAR® Sustained Excellence Award in Retail. Renovations at this location included a 7,500-square-foot addition. Lowe's Pickering currently employs 146 staff, the majority of whom reside in Pickering and Ajax. www.lowes.com



(above) Lowe's Store Manager Duane Oldham.

Insta-Insulation, located at 3260 Hwy. 7 in Kinsale, has been serving the insulation needs of clients across Ontario for more than 10 years. Insta-Insulation and Mike Holmes of Holmes Inspection have a longstanding relationship in developing effective, eco-friendly solutions for insulating homes and businesses. Services include spray foam insulation, insulation removal, blown insulation, fireproofing, protective coatings and insulation panels. www.instainsulation.com



(above) Insta-Insulation Manager Paul Kwasnik celebrates the grand opening of Insta-Insulation with Mike Holmes of Holmes Inspection.

McDonald's restaurants celebrated the grand re-opening of its location in the Smart! Centre at 1899 Brock Rd. The family-friendly restaurant has unveiled a new design. McDonald's opened its first restaurant in Canada in 1967. www.mcdonalds.ca

Rexall Pharmacy has reopened its doors at 650 Kingston Rd. and 1999 Dixie Rd. The Rexall™ family of pharmacies is members of Katz Group Canada, the country's largest and leading integrated retail pharmacy network. Its mission is to maintain and foster excellence in pharmacy care and services within its network. www.rexall.ca

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