

Discover why food companies
have invested over \$200 million
in Ontario East!



Join us in Ontario East!

Ontario's food processing industry is thriving – and The Eastern Ontario Food Competitiveness Study has confirmed what many already know: that Ontario East is a high value place to do business. A strong economic partnership among food manufacturers, educational institutions and local economic development offices helps keep the area's food processing industry strong and highly productive.

With a strategic location in the heart of the eastern North American market, a stable supply of educated, skilled and motivated workers, and a low cost of doing business, it's no wonder that Ontario East is a prime choice – especially for large food processing companies. In the last three years, Ontario East, has seen \$200 million in new investment.

Big-name companies operating in Ontario East include PepsiCo Foods Canada (Quaker), Nestlé, Parmalat, Abbott Laboratories, Blommer Chocolate, Olymel, Coca-Cola, Casco, Saputo and Kellogg. But smaller companies also add value to the food industry here. *From hors d'oeuvres to dessert, Ontario East has it.*

"The food industry requires a unique skill set that's constantly changing. Having ready access to timely, cost-effective, customized training helps keep us at the leading edge."

~ Chuck Baker, Training and Human Resources Manager for Nestlé Canada



BUSINESS PROFITS IN ONTARIO EAST!

www.ONTeast.com

Continued...

Food for Thought: ...Ontario East serves up a great location!

"There are several benefits to being situated in eastern Ontario for PepsiCo Foods Inc. The area's skilled labour force has helped us produce high quality products and services at low costs. Most of the services we require are within minutes of the facility."

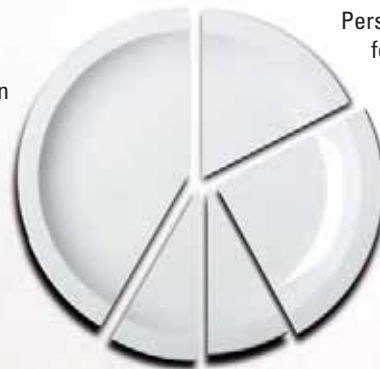
~ Tony Vernem, Plant Manager, PepsiCo Foods Inc. Canada

Sample the Benefits

Ontario is home to more than 1,500 food processing firms and the region of eastern Ontario is one of the province's major food clusters. From Peterborough to Cornwall, our area has a far higher proportion of large multinational firms than any other food processing cluster in Ontario. We also offer a full range of related support services including cold storage, distribution, training programs, equipment fabrication, and packaging.

Here's why existing companies have located in eastern Ontario

Low cost jurisdiction
40%



Personal choice of founder
18%

Raw material
24%

Location, transportation, etc.
9%

High tech/biotech cluster
9%

"It's a small site, but it has proven to Unilever that it's capable of doing new and innovative processes. We have a loyal, efficient, innovative workforce willing to take on new challenges."

~ Allan Laverty, Plant Manager, Unilever

Ontario East offers you:

- Premier access to vast Canadian and US markets
- The dependable value of good people
- Low costs, low taxes and high R&D tax credits
- A wide, varied land with four seasons, and urban and rural living

"We like the work ethic of the people in the area and the availability of good people."

~ Bob Anderson, President, Burnbrae Farms.

www.ONTeast.com

BUSINESS PROFITS IN ONTARIO EAST!

Food Industries Thrive in Ontario East

"Land prices and taxes are also much lower than in Mississauga,... real estate costs are about one quarter that of the company's headquarters in the Greater Toronto Area."

~ David Butler, Quality Custom Blending



With the second-largest food processing cluster in the province, Ontario East has the highest ratio of large-to-medium companies – lower costs being a key factor.

Source: Ontario East Food Study, 2004

And there are good reasons why Ontario East makes an ideal location:

- **Lower operating costs** – Ontario East is one of the lowest cost food processing jurisdictions in the G7, according to the Competitive Alternatives report from KPMG.
- **Dependable workforce** – regarded as both loyal and productive, employee turnover rates are much lower than in competing major centres. Pay rates for production workers are up to 20% lower than in Toronto. Workers are loyal and productive with employee turnover rates of 2.5%. Ontario East offers an educated, skilled and highly motivated workforce of more than 9,000 food processing sector workers.
- **Leading edge training** – Ontario East has training rebates for innovative programs including a Food Processing Operator Apprenticeship – one of the only offerings of its kind in North America.
- **Leading edge technology** – centres of excellence and educational facilities in food and agriculture with related science and technology clusters focused around Trent University, Loyalist College, Queen's University, University of Guelph – Kemptville Campus, University of Ottawa, and more.
- **Location** – Ontario East is connected to suppliers and markets via road, rail and seaway, with intermodal and refrigerator transport capacity. Airports and three international bridges link us to the entire northeast and midwest U.S. markets.

"The site was the right choice for a number of reasons, including convenient transportation routes, total cost to manufacture and the support being provided by the community, region and province of Ontario."

~ Jeff Montie, President, Kellogg Company



Food for Thought:

...Ontario East serves up a great location!

"We liked the location of the plant and it was close to the U.S. border. It helped that there was a ready-to-go skilled workforce and a plant with the right equipment."

~ Don Hill, President and Chief Executive Officer, Streamline Foods

Invest in Ontario East's Growing Food Sector – Here's why

- 1. Location, Location, Location** – in the heart of the 401 corridor, Ontario East is well within reach of major centres.
- 2. Skilled & Motivated Workforce** – Ontario East offers more than 9,000 food sector workers.
- 3. Well-developed Support Services** – readily available, including temperature-controlled trucking and warehousing, co-packing opportunities and stainless steel fabricators.
- 4. Available Property** – serviced, accessible, industrially-zoned land averaging \$35,000 per acre or buildings up to 500,000 sq. ft. ready to move into.



We Can Help Make it Happen

Whether you are looking to expand, relocate or purchase, our goal is to make your investment decision as easy as possible. Our team of local EDOs will help you – from initial site search and startup, through to ongoing operations. Contact Gillian Hatton at: 866-545-3899 or gillian@onteast.com

Put Our Food Sector Team to Work for You!



Robert Humphrey
humphreyr@northumberlandcounty.ca
800-354-7050 ext. 2283



Chris King
chris@quintedevelopment.com
866-961-7990



David C. Paul
dpaul@brockville.com
613-342-8772 ext. 445



Bob Peters
bpeters@cornwall.ca
888-CORNWALL



Chuck Hudson
chudson@smithsfalls.ca
613-283-4124 ext. 107



Jay Amer
jamer@peterborough1.ca
705-743-0777 ext. 222



Stephen Paul
spaul@lennox-addington.on.ca
613-354-4883 ext. 234



James dePater
jdepater@sdgcdc.on.ca
613-932-4333 ext. 25



www.ONTEast.com

Call toll free today, 866-545-3899