

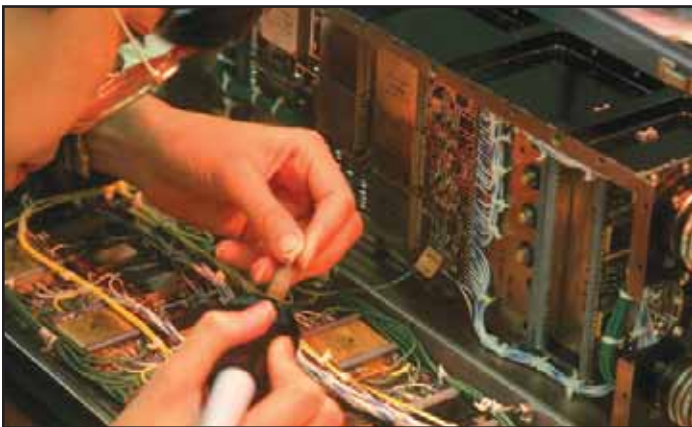
Information & Communications Technology

*" . . . Good people have to be there.
The right R&D climate matters.
So does reliable infrastructure. And the
right property has to be available . . . "*

When you think about an ideal ICT location, think Ontario East. We're ready for your business.

The Workforce

Currently, more than 65,000 people work in Ontario East's IT and communications sector. But our strong work ethic and sense of loyalty—which boost productivity and reduce turnover—is spurring strong industry growth, particularly in Ottawa, our largest community.



We offer a dependable workforce with polished skills, high productivity and low turnover, including some with bilingual and multilingual capabilities—good people for whom local, provincial and federal wage and training incentive programs are available.



Ontario East has more than 2,500 innovative high-tech companies. The 1,800 high-tech companies are in Ottawa have annual revenues of \$10.4 billion. In 2005, venture capital investment in Ottawa's software, telecom and microelectronics/wireless cluster stood at \$120 million.

Ottawa's high-tech workforce is expected to grow to 100,000 by 2008. It is second in North America to San Jose, CA, in the share of local employment devoted to science and engineering disciplines (11.6%). The Canadian city with the next highest share is Calgary (7.6%).

According to KPMG's 2006 *Competitive Alternatives*, our labour costs, including statutory and other benefits, are lower than those of other regions in Ontario, and the Canadian and U.S. averages.

Of the 102,000 full-time post-secondary students attending Ontario East's universities or colleges of applied arts and technology, thousands are enrolled in computer science and engineering degree or certificate programs.

Research & Development Climate
Ontario East has more than 2,500 innovative high-tech companies that generate more than

\$12.5 billion in annual revenue. Ottawa has 1,800 of these companies and their annual ICT revenues are \$10.4 billion. Ottawa's high-tech industry strengths include telecom equipment and networking, computer software and photonics.

In 2005, venture capital investment in the software, telecom and microelectronics/wireless cluster was \$120 million in Ottawa alone. Industry organizations helped foster new software solutions, attract world-class talent and facilitate expanded partnerships between companies.

Infrastructure

Ontario East offers a first-class high-tech infrastructure:

- 100% digital and fibre optic long-distance lines, in communities across Ontario East
- World-leading microwave transmission, satellite communications services and data distribution networks
- Lower prices for long distance, data communications and wireless services than those of U.S. centres
- Lower prices for Internet access, including broadband Internet
- Low taxes and generous R&D tax credits—tax credits cut to \$42 the cost of \$100 of R&D

Available Property

Ontario East offers a wide range of options. Average office lease rates (CDN\$13 per gross sq. ft.) are lower than Canadian and U.S. averages. Fast-track development approvals may be available, and many communities have removed development charges on commercial construction.



With a telecom infrastructure that includes 100% digital and fibre optic long-distance lines, seamless links to U.S. carriers, lower services charges than the United States and no sales tax for toll-free business telephone service, Ontario east is a viable alternative.

More Costs Qualify For Tax Credits In Ontario

	Ontario	United States
Wages and salaries	✓	✓
Capital equipment	✓	
Materials	✓	✓
Overhead	✓	
Contract expenses	✓	65% to 75%

Source: www.2ontario.com, 2006



18980 Beaverbrook Road
 Martintown, ON K0C 1S0
 1.866.641.EAST (3278)
 T (613) 528-1472 F (613) 528-1473
 E-Mail: info@onteast.com

Visit our web site, www.onteast.com to learn about communities that match your business needs.

Or call Joyce Gravelle at (613) 528-1472, toll-free at 1-866-641-EAST (3278), or write info@onteast.com, and find out how we can help you prosper in Ontario East.

© 2006 Ontario East Economic Development Commission

