Servicing Eastern Canada
The Emergence of Cornwall Ontario as a Major Hub of Supply Chain Activity

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Cornwall

- Cornwall is one of Ontario’s oldest cities, established in 1784
- It occupies a strategic location on the St. Lawrence River with easy access to the United States

Industrial Heritage

- Cornwall was accurately labeled a “mill town” in the 1900’s, with active textile and paper mills employing thousands
Boom and Bust

- The recession of the early 1990s resulted in the closure of several Cornwall manufacturers, including many of the large mills. Domtar closed its doors in 2006.

Recovery

- In the mid 1990’s, new jobs began to be created in a variety of sectors:
  - Manufacturing
  - Call Centres
  - Logistics
- This trend of economic growth and diversification has continued
Private Sector Employers

<table>
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<tr>
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<th>Jobs</th>
<th>Company</th>
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<td>ROL Mfg. Automotive</td>
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<td>Minimax Transport</td>
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Cornwall Strengths

- Cornwall offers great advantages as a logistics location, including:
  - Strategic location
  - Inexpensive land costs
  - Available labour force suited to blue collar shift work
  - Low penetration of organized labor
  - A good level of business-friendliness
  - Strong municipal economic development team

* Marc Wulfraat (2011)
3000 people currently work in the Cornwall Business Park, one of the largest contiguous business parks in Eastern Ontario.

* 1.5 million sq.ft.

Walmart Distribution Centre
Cornwall Business Park
May 2012
Shoppers Drug Mart Distribution Centre
- Opened in 2010
- 500,000 sq.ft.

Walmart Logistics
Harmony Distribution Centre
Expansion underway on second distribution centre for Walmart Logistics
Benson Auto Parts Distribution Centre

Two buildings
300,000 sq.ft.

Supporting Cast

• Cornwall Business Park is home to a long list of companies that support the sector
  • Gaz Métro
  • Cornwall Warehousing
  • Seaway Express Transport
  • Villeneuve Tank Lines
  • Minimax Express Transport
  • ITS Transportation
  • Cornwall Warehousing
  • and many more!

Gaz Métro operates a LNG fuelling facility in the Cornwall Business Park
Area Impacts

• Growth in the region’s supply chain sector not limited to Cornwall Business Park
  • UAP Logistics Centre (Long Sault)
  • Hercules (Long Sault)
  • CHEP (Summerstown)
  • Trailer Wizards (South Glengarry)
  • Robert Transport (South Glengarry)
  • Giant Tiger (Prescott)
  • Canadian Tire (Coteau du Lac)

Employment Growth

• Walmart Logistics recently hired an additional 200 people for the new DC
• Xplornet to open new support centre
• Other companies continue to recruit for over 500 new positions created in 2016
  • Sigmapoint, Olymel, Morbern
  • Atelka, Scotiabank
  • Various retailers
Business Advantages

Low electrical rates, NO development charges
$30,000/acre for serviced land
Flexible zoning

No Development Charges

With no development charges, the cost of building in Cornwall versus the GTA can be as much as $20 million lower

* Based upon a 1 million sq. ft. building
Affordable Land

At only $30K per acre, the cost of buying serviced industrial land in Cornwall versus the GTA can be as much as $40 million lower.

* Based upon the purchase of 100 acres

Electricity and Data

- Electrical rates as much as 25% lower than other Ontario communities
- Robust expandable fibre optic network with built-in redundancy
**Infrastructure**

- Robust municipal infrastructure
- Excess capacity in water purification and wastewater treatment

**Education and Training**

- St. Lawrence College has developed programs to support the supply chain industry
  - 8 week course
  - 18 week course
  - Post-graduate studies
Highway 401

Canada's main highway bisects the Cornwall Business Park.

Highway 401

- Highway 401 provides immediate access to Eastern Canada
- Boston, New York within a day's drive
- LCV Routes approved in Cornwall Business Park
Highway 30

- $1 billion new highway just to the east of Cornwall
- Routes traffic south of Montreal, avoiding big city traffic
- Offers efficient connections to Maritimes and USA

CN Rail

- CN Rail mainline bisects the Cornwall Business Park
- Team Track facility in place to service local needs
New Bridge

- New $75 million bridge connecting Cornwall to Cornwall Island has improved transit to USA
- New CBSA facility and new USA Customs facility

Cornwall Harbour

- City of Cornwall and Akwesasne have jointly purchased Cornwall Harbour
- Will continue to operate as a commercial harbour for at least 2 years
Aerospace Centre of Excellence

- Joint venture between Carleton University and NAV CANADA
- Connects NAV CENTRE and Cornwall Regional Airport
- Pilot Training
- Air Traffic Control Training
- Drone Training
- Upcoming Aerospace Summit

Available Land

- 260 acres
- Highway 401 exposure
- Variety of lot configurations
- $30K per acre
Development Site

- 121 Acres fully serviced site
- Cleared and shovel ready
- Adjacent to CN mainline
- $30K per acre

ChooseCornwall.ca

- Download valuable info including maps
- Content is continually updated, including employment opportunities and business news