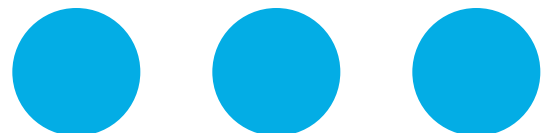




# 2019

**GO  
TO** **THUNDERBAY**

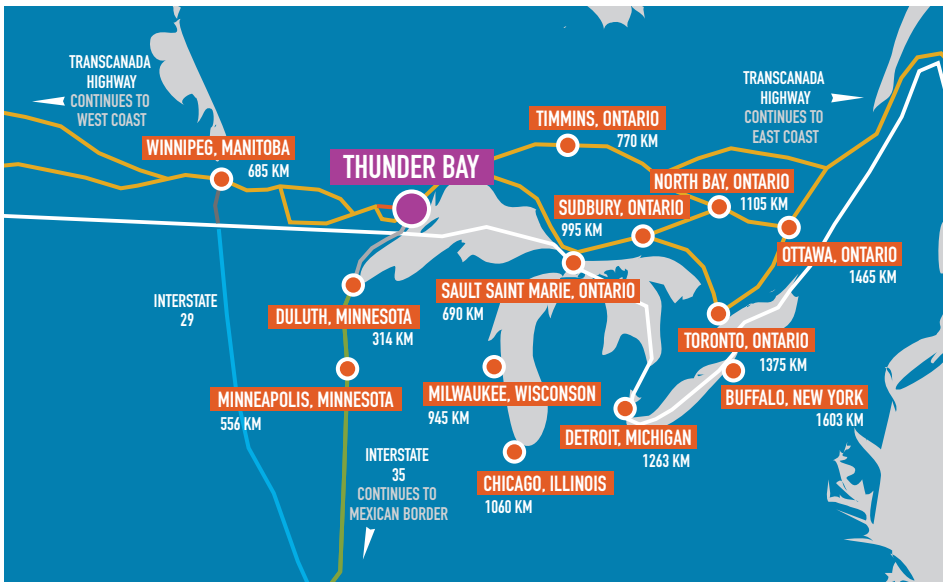
## **SITE SELECTION REPORT**



[www.gotothunderbay.ca](http://www.gotothunderbay.ca)

## Why Thunder Bay

Thunder Bay is a thriving business centre nestled in a breathtaking landscape. Natural resources abound, making forestry and mining historical key industries for the region. With a focus on investment and diversification, Thunder Bay has created a stable and competitive business environment capable of supporting innovation in a variety of sectors including mining, aviation, health sciences and advanced manufacturing. Thunder Bay's central location within Canada and access to US and international markets through its extensive transportation network allow businesses to use Thunder Bay as a key location in their supply chain.



Research & Development Institutes and private labs are supporting exploration across many industries in Thunder Bay. This research and innovation is assisting in the diversification of Thunder Bay's economy, improving health care for Northern communities, commercialization in renewable energy, bio-refining, and mineral extraction and refining.

These institutes are also securing their future development by encouraging greater participation of younger generations in careers based on sciences and math.

“ When compared to US cities such as Minneapolis, Thunder Bay has 22% lower costs for digital industries, 21% lower R&D costs, and 22% lower costs for corporate services. ”

(Source: KPMG Competitive Alternatives 2016).



Canada is the only country in the world to achieve a top 3 ranking in all categories.

Source: KPMG Competitive Alternatives 2016

## Location/Transportation Network

# 70

kilometers from the Pigeon River crossing to the US market

### Road

300 km/186 mi to Interstate 35 linking to the US-Mexico border.

346 km/215 mi from the Fort Frances/International Falls border crossing.

# 20,000

kilometers of CN Rail track through Canada & US

### Rail

Access to 2 major railways, Canadian National (CN) & Canadian Pacific (CP).

Provides access across Canada, through the US, and ports on 3 coasts.

# 6<sup>th</sup>

largest port in Canada

### Water

Largest outbound port on the Great Lakes-St. Lawrence Seaway System.

One of Canada's largest warehousing and trans-shipment complexes.

# 3<sup>rd</sup>

busiest airport in Ontario

### Air

2 hour flight from major centres in the US and Canada.

Airport moves over 800,000 passengers per year.

### Supply Chain

Thunder Bay is centrally located in Canada; the gateway to Ontario's Northwest; and is extremely close (70km, 43.5mi) to a major US border crossing. With an extensive transportation network, businesses can optimize their shipping options based on the final destination of their goods by utilizing a mixture of air, sea, rail, and road transportation.

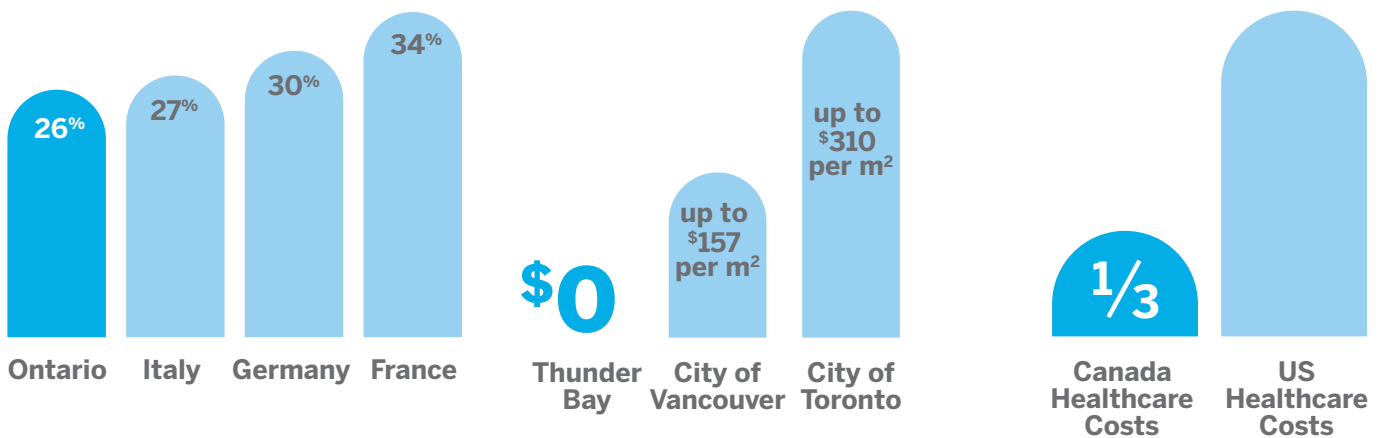
Businesses in Thunder Bay benefit from this network which allows easy access for importing raw materials and delivering final products internationally. Thunder Bay's location and existing supply chain infrastructure is ideal for businesses that need to access not only North America, but a global market.

### Telecommunications

With 5 major national fibre optic cables going through Thunder Bay, the city is well serviced by most national communications companies as well as TBaytel, which is owned by the City of Thunder Bay. The multiple fibre trunks run through the city and are connected to the largest data centre and carrier hotel in Toronto, Canada. TBaytel has a 110 year history in Thunder Bay and has grown to be the largest independently owned communications company in Canada. Tbaytel employs over 400 people in Thunder Bay and they provide the fastest internet connection in the city as well as reliable mobility, tv internet, telephone and security services for business clients.

### Access to Raw Materials

Northwestern Ontario is a strong contributor to Canada's gold mining industry, producing 19% of Canada's gold in 2018. New business sectors also benefit from being situated along Lake Superior which contains 10% of the Earth's available fresh water.



### Low Taxes

Ontario has a combined provincial (11.5%) and federal (15%) corporate income tax rate of 26.5%, making Ontario's combined general federal-provincial CIT rate lower than the average of G20 countries and lower than the average federal plus state CIT rate in the United States.

### Low Site and Building Costs

Thunder Bay offers extremely competitive land costs, construction costs, and zero development charges, making it an ideal location for expansion and new construction. Thunder Bay has a large amount of land zoned for new development, offering commercial, industrial, and aviation space.

### Low Healthcare Costs

One area in which Canadian companies are much more competitive than their US counterparts is healthcare. Ontario has a universal healthcare system, which means that average employer health costs per year for companies based in Ontario are 1/3 of the cost of the US average.

## Cost Overview

Canada is consistently ranked highly competitive on major cost factors including labour, transportation, and taxes. Canada also has a lower dollar value, which increases profits when selling to the US and global markets.

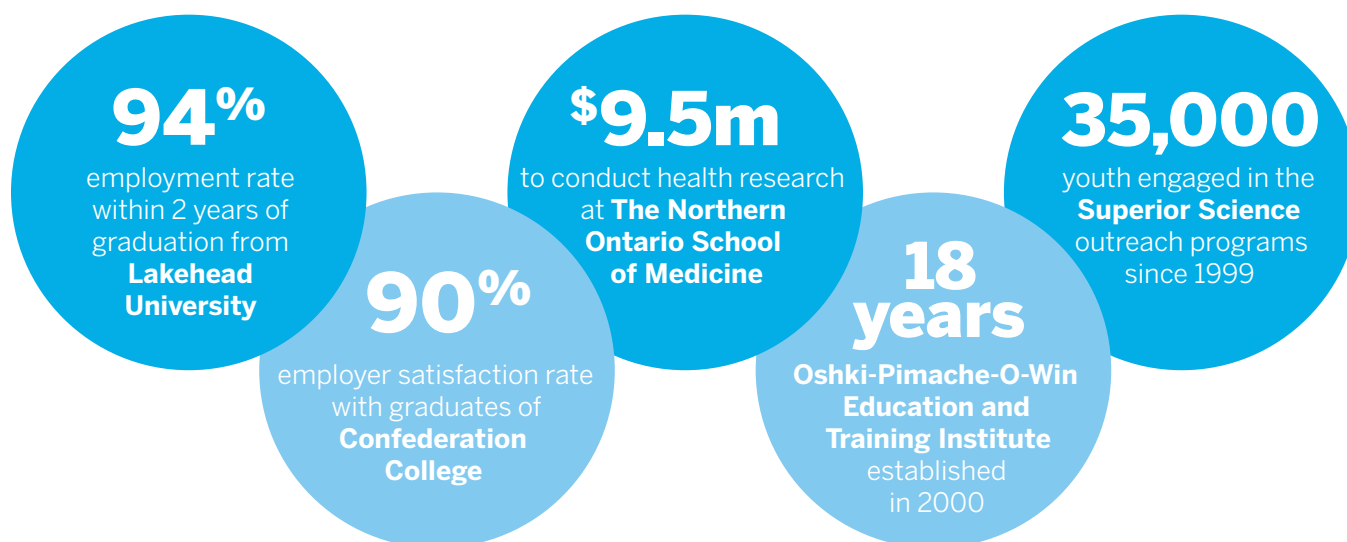
When compared to US cities such as Minneapolis, Thunder Bay has 22% lower costs for digital industries, 20.8% lower R&D costs, and 21.8% lower costs for corporate services<sup>1</sup>. Average wages in Thunder Bay are lower than the Ontario, and Canadian averages.

Thunder Bay also has zero development charges, affordable cost of land and buildings, and competitive construction costs, giving businesses superior opportunities for development. This thriving city is surrounded by breathtaking landscapes, features a superior quality of life and a lower cost of living for its residents.

<sup>1</sup>(Source: KPMG Competitive Alternatives 2016).



## Leading The Way in Business Development



### Leading Edge in Health

Thunder Bay Regional Research Institute aims to develop innovative health care techniques from concept to clinical trials to commercialization, supporting scientists and clinicians at every step.

### Leading Edge in Bio-Refining

The Centre for Research & Innovation in Bio-Economy drives a competitive bio-economy industry within Ontario, transforming renewable forest resources into novel new products, materials and fuels.

### Leading Edge in Mining

The Centre of Excellence for Sustainable Mining and Exploration encourages research, education, and outreach regarding the nature and impacts of mineral resource exploration and extraction.

## Education

Thunder Bay is home to two major educational institutions, Confederation College and Lakehead University. Lakehead University ranked in the top 10 Canadian Universities to attend for a primary degree in the 2019 Maclean's University Rankings, and it has been ranked as the top Canadian University for Undergraduate Research by Research Infosource.

Lakehead University is home to Canada's newest medical school, the Northern Ontario School of Medicine. The Oshki-Pimache-O-Win Education and Training Institute provides post secondary education programs and training for people of the Nishnawbe Aski Nation and other learners.

All of these educational institutions are pro-active in the ongoing development of the skill sets needed by employees to enable companies in Thunder Bay to maintain their competitive advantage.



### Incentives / Funding Programs

Thunder Bay is committed to supporting the advancement of our businesses. There are numerous incentives and funding programs for new and expanding businesses to take advantage of. These opportunities have been organized by municipal, provincial, and federal programs.

# 35%

Refundable Investment Tax Credit offered to Canadian Controlled Private Corporations on qualified expenses



#### SR&ED

This federal program supports businesses that are investing in innovation. Companies that complete scientific research and experimental development in Canada may qualify for tax rebates through the SR&ED program.

#### Northern Ontario Heritage Fund Corporation

The NOHFC provides financial assistance to businesses that are committed to the economic growth and diversification of Northern Ontario.



# 50%

Funding up to 50% on eligible project costs

# \$260M

Has been invested through FedNor since 2011



#### FedNor

Focused on supporting businesses in the North, FedNor provides funding assistance for community projects as well as private sector initiatives designed to improve the economic and social well-being of the North. FedNor also offers internship programs.

## Demographics

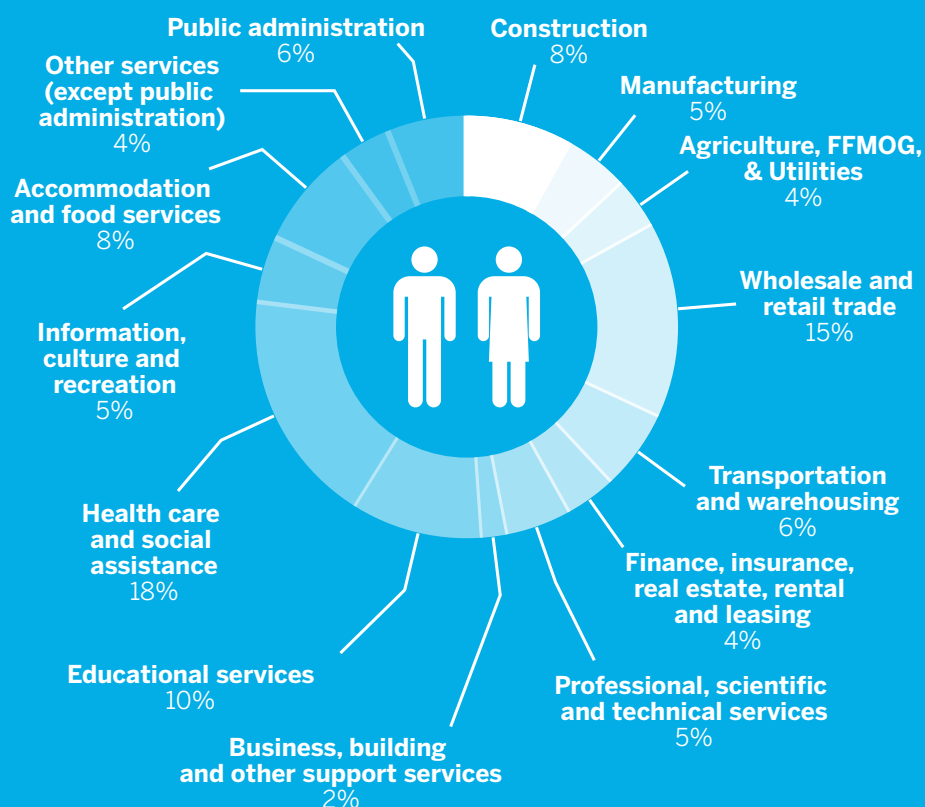
“ 61% of adults in Thunder Bay possess a post-secondary education which is a higher rate than any other OECD country. ”

The City of Thunder Bay is home to 121,621 residents, but the district of Thunder Bay expands the population to approximately 146,048. Over 15,000 Thunder Bay residents identify as part of an aboriginal population, with First Nations being the largest group with over 12,000 people followed by Métis with 3,000 people and 100 who identify as Inuit. With a proud multi-cultural heritage and deep Aboriginal roots, Thunder Bay is one of the most culturally diverse communities of its size in North America.

The city of Thunder Bay has an educated and dedicated labour force of 61,690 people. 61% of adults in Thunder Bay possess a post-secondary education which is a higher rate than any other OECD country. With the recent development and investment in R&D, Thunder Bay has been building a knowledge based economy with diverse job opportunities. Investments such as the Northern Ontario Medical School and Thunder Bay Regional Health Research Institute have attracted world class experts to Thunder Bay.

Thunder Bay is also home to many skilled trades people. Thunder Bay District has over 900 active apprentices and over 3,000 active journey persons. These trades people are skilled in developing projects and maintaining equipment across all industry sectors.

### Talent Pool by Occupation



**Total Labour Force** 

**61,690**

**Employment Rate**

 **61%**

**Participation Rate**

**64%** 

# Thunder Bay CEDC

Thunder Bay's CEDC Team is here to support you while you start, or expand your business in Thunder Bay. Our dedicated Development Officers are local experts that can connect you with other leaders to learn more about the business environment in Thunder Bay. We also assist with: discussing opportunities or available sites, collection of statistics, financial or legal options, booking site visits, providing referrals, and acting as a liaison.

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For assistance please contact the  
Senior Development Officer  
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