

# INVEST IN HAMILTON

Where Innovation Goes to Work



## HAMILTON'S SUPPORT TEAM

# Invest In Hamilton Services

Hamilton's Economic Development Office (Invest in Hamilton) is the central point for all investment activity within the city. Its services are geared to serve new start-up companies, foreign direct investments, corporate relocations, and the expansion and retention of existing business.



## HAMILTON'S SUPPORT TEAM

# Hamilton Immigration Partnership Council



The Hamilton Immigration Partnership Council (HIPC) operates within Hamilton Economic Development. HIPC is a community table that seeks to create a seamless settlement experience for immigrants in Hamilton. With partners from various sectors – including settlement, education, business, health, social services, municipal affairs, and persons with lived immigration experience – HIPC works to create a welcoming community with relevant and accessible services.

As such, Hamilton Economic Development offers paths to supporting both international investors and the international immigrations who now call Hamilton home.



## HAMILTON'S OVERVIEW

# Where Innovation Goes to Work

**INVEST**  
**IN HAMILTON**



**HAMILTON'S OVERVIEW**

# Where is Hamilton?



Hamilton

**<1 hour**

**Toronto**

North America's 4<sup>th</sup> largest city

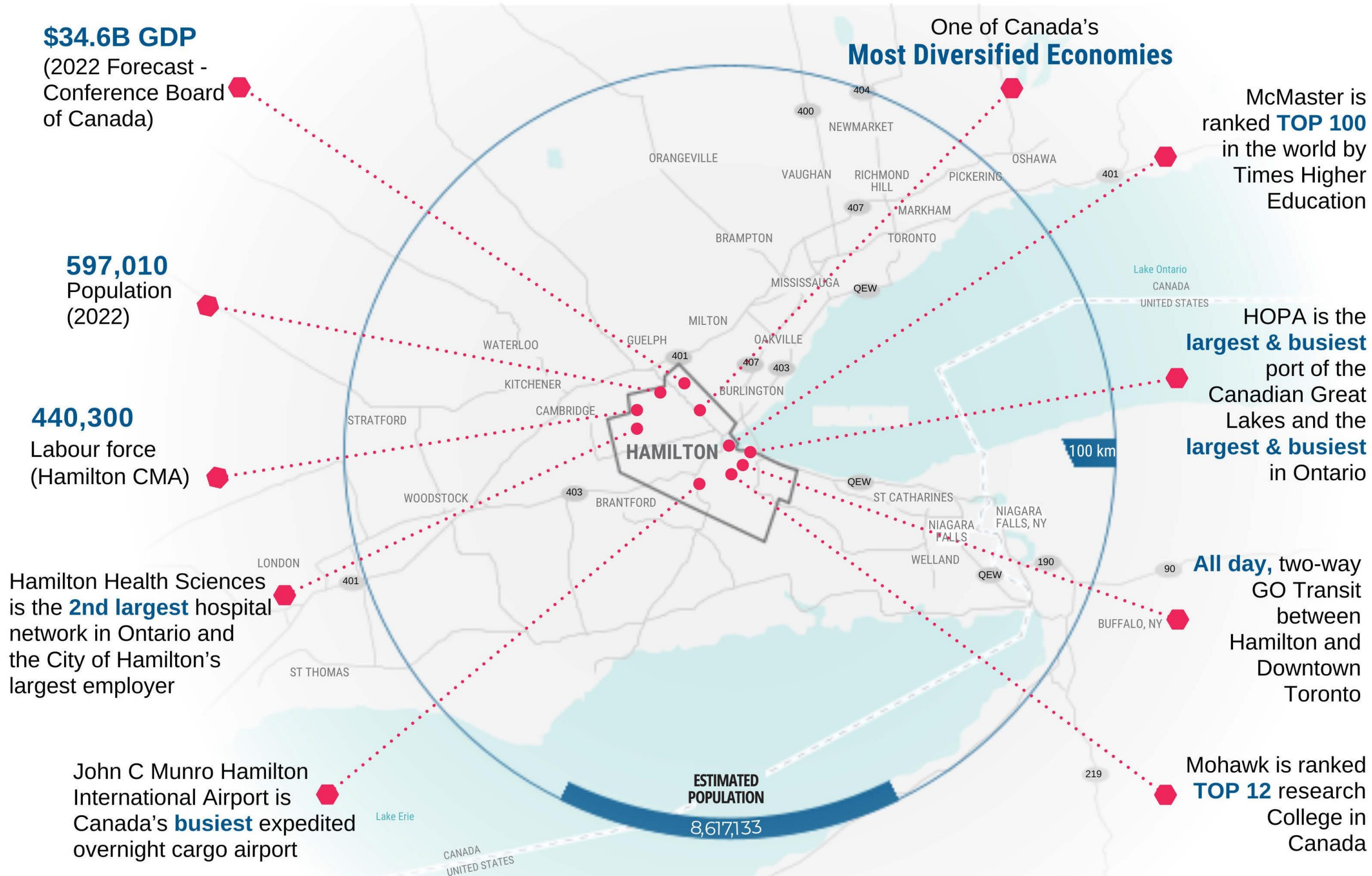
**<1 hour**

**USA**

5 Major border crossings

# HAMILTON'S OVERVIEW

## About Hamilton



Hamilton is in the middle of Canada's most densely populated and economically advanced region and has all the amenities to make it the ideal location for businesses and their workforces to locate and grow.

# 96%

**Diversified Economy Rating**  
(Conference Board of Canada, 2023)

## HAMILTON'S OVERVIEW

# Hamilton thrives in Ontario



## Ontario

### Located in the heart of North America

- 15 million people and over 200 languages spoken.
- Connected to over 150 international destinations.

### Canada's economic powerhouse

- 7th largest economy in North America by GDP.
- Ontario generated 37% of Canada's GDP.

### Access to markets

- Free trade deals with 51 countries reaching 1.5 billion consumers.
- Two-way trade between Ontario and the U.S. totaled CAD \$358 billion in 2020, accounting for 53% of the total merchandise trade between Canada and the U.S.
- 40% of Canada's global goods exports are from Ontario.

**HAMILTON'S OVERVIEW**

# Key Industry Sectors



**ADVANCED MANUFACTURING**



**AGRIBUSINESS AND FOOD  
PROCESSING**



**CREATIVE AND  
CULTURAL INDUSTRIES**



**FINANCIAL, INSURANCE AND  
REAL ESTATE**



**GOODS MOVEMENT**



**ICT / DIGITAL MEDIA**



**LIFE SCIENCES**



**TOURISM**



## HAMILTON'S OVERVIEW

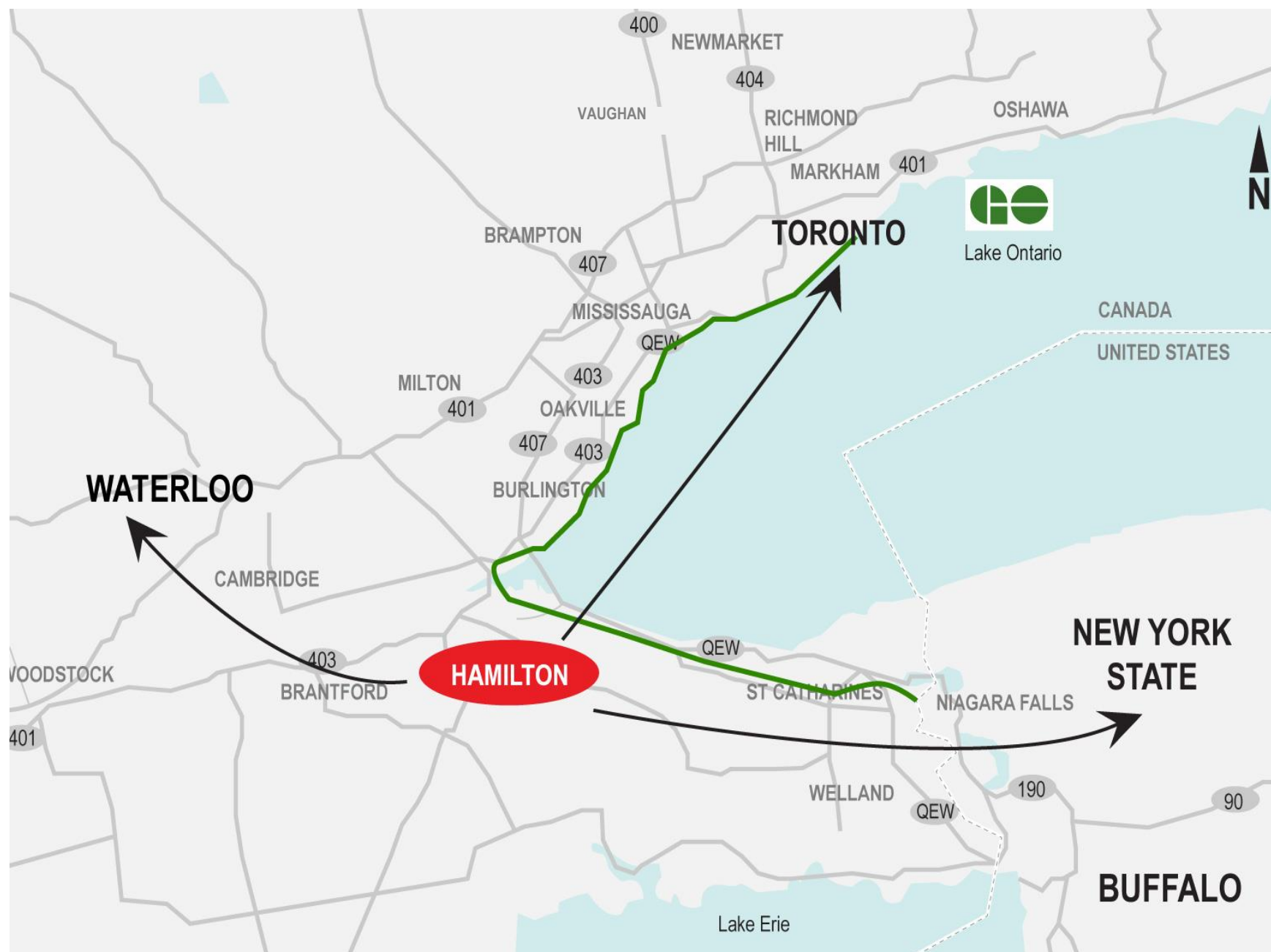
### Key Players

Hamilton is home to a world-class life sciences hub, one of North America's largest manufacturing clusters and global players involved in sectors ranging from alternative fuels to food processing.



## HAMILTON'S OVERVIEW

# Talent Available



**440,300**

**Hamilton Labour Force**

**57%**

**Completed Post-secondary**

**4.8 million**

**People - Talent Catchment Area**

**65,000**

**STEM Graduates Produced in Ontario Annually<sup>1</sup>**

**3**

**Toronto is the third largest tech talent market in North America<sup>2</sup>**

**4**

**Hamilton (Burlington) is the fourth-fastest growing tech sector labour force in North America<sup>3</sup>**

# Training & Talent Pipeline

Hamilton's labour pool is regularly infused with skilled workers from Hamilton's universities, colleges, international schools and from partnered post-secondary institutions in neighboring jurisdictions such as Niagara and Guelph. These graduates are ready to contribute to Hamilton's creative, technical, and healthcare-related industries.



## HAMILTON'S OVERVIEW

# Connectivity



### Hamilton is a true multi-modal city

Hamilton offers all four modes of transportation (road, rail, air, and port).

- Home to the **Centre for Integrated Transportation and Mobility**-one of only six Ontario cities that has an advanced research and development office as part of Ontario's Autonomous Vehicle Integration Network
- **John C. Munro Hamilton International Airport** is Canada's busiest overnight express cargo airport.
- **Hamilton Oshawa Port Authority (HOPA)** – largest and busiest seaport on the Canadian Great Lakes

## HAMILTON'S OVERVIEW

# Research and Innovation



### McMaster Innovation Park

Houses over 40 businesses focused on innovation and commercialization, including CanmetMATERIALS and the McMaster Automotive Resource Centre.



### Innovation Factory

Helping entrepreneurs build businesses around their products and services and guiding small and medium-sized enterprises to scale through workshops, programming, and mentoring.



### IDEAWORKS at Mohawk College

Offers participating businesses customized research applications for specific projects while providing students with real-world, hands-on research experience.



### The Forge

Tech start-up incubator within McMaster Innovation Park, providing seed funding, workspace, prototyping equipment, and mentorship.



### McMaster Industry Liaison Office

Dedicated to helping new products reach their intended markets by creating links between academia and industry.



### Surge

Provides one-on-one mentorship to current students or alumni of Mohawk College who are entrepreneurs or who want to become entrepreneurs

## HAMILTON'S OVERVIEW

# Industry Specific Supports



### NGEN Next Generation Manufacturing

Ngen, located in Hamilton, is the industry-led, non-profit organization leading Canada's Global Innovation Cluster for Advanced Manufacturing.



### McMaster Automotive Resource Centre (MARC)

One of the world's leading academic research programs in transportation electrification and smart mobility. MARC focuses on solutions from advanced electric motors, power electronics, and controls to electric vehicles, and autonomous systems.



### Synapse Life Science Consortium

Serves as the formal regional cluster organization for the life sciences ecosystem in the greater Hamilton region with the main goal to advance health technology commercialization.



### CanmetMATERIALS

The largest research centre in Canada dedicated to metals and materials fabrication, processing and evaluation. The research mainly supports the transportation, energy and manufacturing sectors.

CanmetMATERIALS / CanmetMATÉRIAUX



### Centre for Integrated Transportation and Mobility

The Centre for Integrated Transportation and Mobility (CITM) offers a range of services, programs and resources commercializing integrated transportation and mobility innovations.

**HAMILTON'S OVERVIEW**

# McMaster Innovation Park



MIP is Canada's premiere research park and with additional 2.5 million square feet in development, it is sure to be a global innovation hub



**HAMILTON'S OVERVIEW**

**Ecosystem Partners**





HAMILTON'S

# Global Approach

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**IN HAMILTON**



## HAMILTON'S OVERVIEW

# International Advantage



**25%**

Hamilton's population are immigrants

**>18%**

Identify as visible minorities

**2/3**

of Hamilton's population growth comes from immigration

### Highly Skilled Talent

Among immigrants arriving within the past five years, 35% hold a university certificate, diploma, or degree at a bachelor's level or above.

### Welcoming approach to Immigration

- Global Skills Strategy offers quick work permit processing for high skilled talent - 10 business days

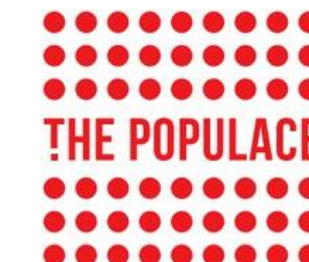
## HAMILTON'S OVERVIEW

# Soft Landing

Invest in Hamilton's soft landing service helps international firms explore the City of Hamilton as a landing site for expansion/investment into the North American Market

- Connections to business services including legal, immigration and taxation, business coaching and mentoring, introductions to business networking organizations
- Dedicated staff providing concierge services to help you "land" in Hamilton
- Mix of different office spaces ranging from coworking spaces to premium Class A office suites

## CoWorking Partners



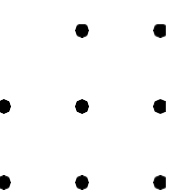
## HAMILTON'S OVERVIEW

# Runway Program at Innovation Factory

**Canada's Start-up Visa Program** offers Permanent Residence to eligible international entrepreneurs looking to build a business in Canada.

Innovation Factory, a Regional Innovation Centre based in Hamilton, offers the **Runway Accelerator program**. This program provides entrepreneurs with:

- Six-month in-person or virtual program to support start-ups as they work through the Start-up Visa Program.
- Customized services and resources that help them set their business up for success in Canada including coaching, workshops and introductions.
- [Letter of Support](#) for which they can apply for the Start-up Visa Program.



## HAMILTON'S OVERVIEW

# Global Skills Strategy

The **Global Skills Strategy** was launched by the Canadian government to encourage foreign investment in Canada, incentivize companies to open offices in Canada, and attract top foreign talent.

The Global Skills Strategy enables:

- Two-week processing for both principal high-skilled workers as well as their dependents.
- The launch of the Global Talent Stream for employers.
- Work permit exemptions for very short-term business travel to Canada.

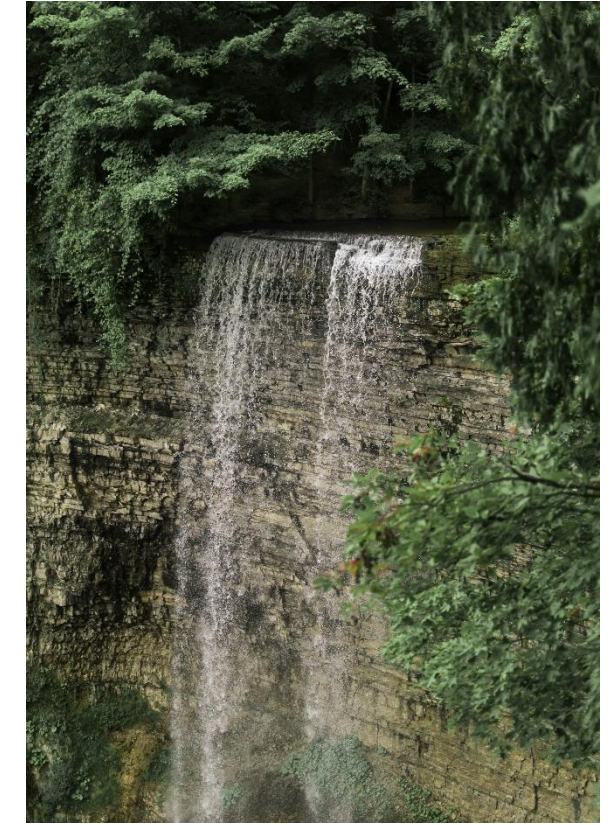


## HAMILTON'S OVERVIEW

# Quality of Life

Living in Hamilton, Ontario, offers excitement, urban downtown vibes, and relaxing scenic backdrops.

Situated on Lake Ontario and along the Niagara Escarpment, Hamilton balances urban and suburban areas, with space for businesses to grow, and opportunities to explore over 100 waterfalls, hundreds of kilometres of trails, and numerous parks.



## Mid-sized Americas Cities of the Future



#1 Mississauga

#2 **Hamilton**

#3 Quebec City

fDi Intelligence ranked Hamilton second on their list of Mid-Sized Americas Cities of the Future. These rankings are based on a benchmark of five key metrics: economic potential, business friendliness, human capital and lifestyle, cost effectiveness, and connectivity

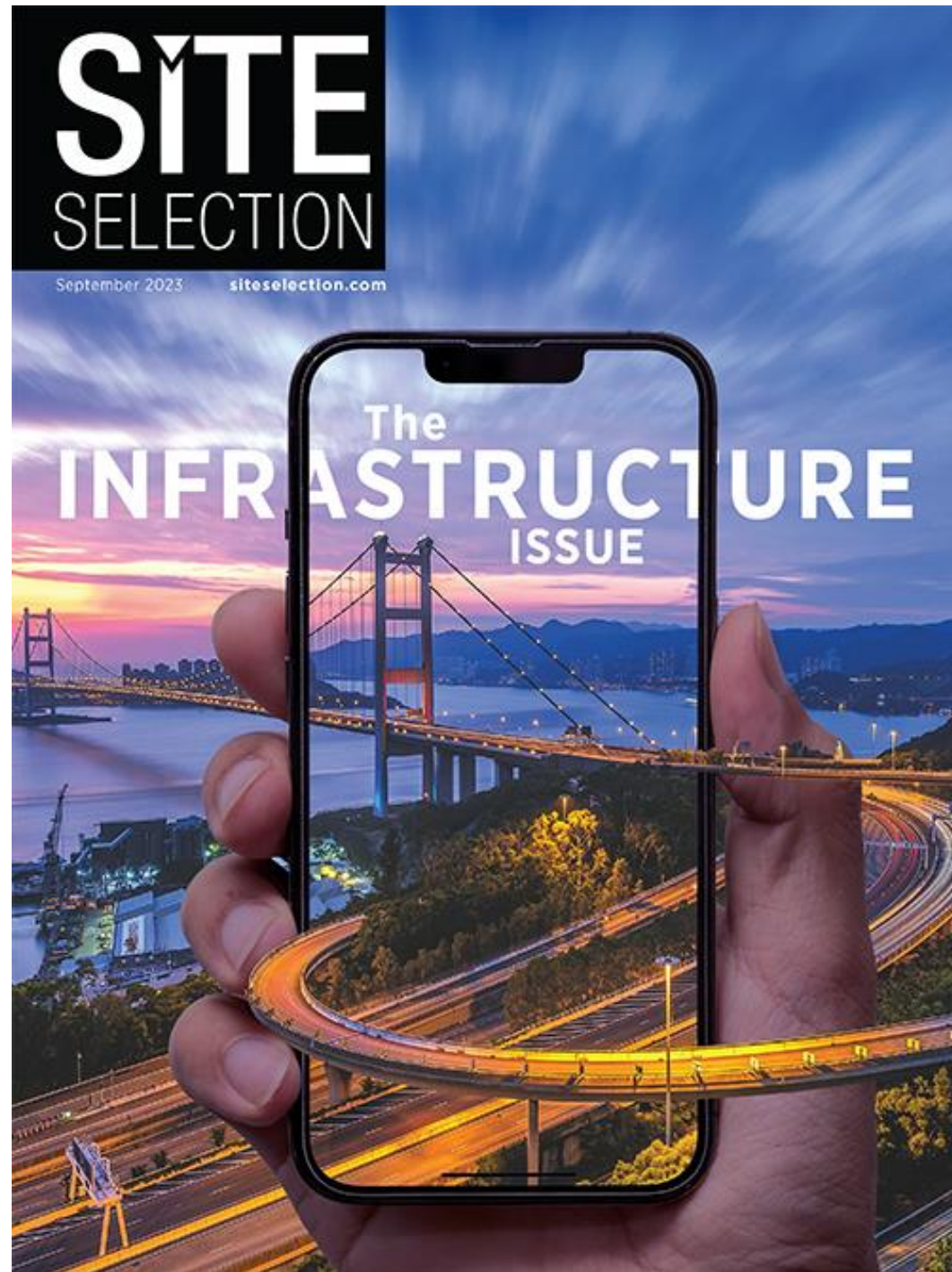
**No 1** in the Top 10 Mid-Sized Americas Cities of the Future – Connectivity

**No 1** in the Top 10 Mid-Sized Americas Cities of the Future – Business Friendliness

**No 8** in the Top 10 Mid-Sized Americas Cities of the Future – Human Capital and Lifestyle

## HAMILTON'S ACCOLADES

# Canada's Best Locations 2023



For the 6<sup>th</sup> time in a row, Site Selection Magazine named Hamilton **one of Canada's best investment locations.**

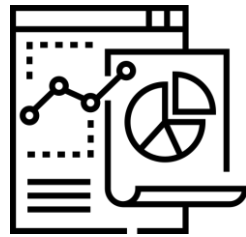
This ranking is based on corporate end-user projects to create per-capita measures of municipal competitiveness.



## HAMILTON'S SUPPORT TEAM

# Make Hamilton Home

Companies looking to develop or acquire a new business, grow their customer base, open a satellite office, develop distribution channels or partnerships are welcome to 'land' in Hamilton Ontario.



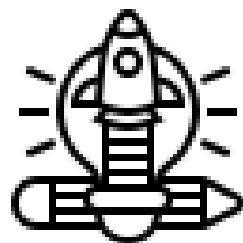
Customized Research to support investment decision-making and site selection. This includes sector specific market reports, overview of available sites and market comparisons.



Tailored tours to showcase the region, available development sites, the city's academic institutions, research centres, business network and trade opportunities such as Hamilton's Foreign Trade Zone.



Hamilton Immigration Partnership Council creates a seamless settlement experience for newcomers to Hamilton. The team offers paths to supporting international investors and the immigrants who call Hamilton home.



Access to Invest in Hamilton's sector focused Business Development Consultant team which provides expertise, connections and a pipeline of relevant opportunities for companies.



Insights into business immigration pathways including talent partnerships with local universities and colleges, and how to hire international skilled talent through Canada's Global Skill Strategy.



Soft landing services which connect companies with workspaces and provide connections to professional support and business services including financial, legal expertise, and access to networking organizations.



Connect with us!

Would you like to know more?

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