

Choose Cornwall

The Quarterly Newsletter of Cornwall Economic Development

Shoppers Drug Mart Locates in Cornwall

Announces plans to build multi-million dollar distribution center along Highway 401

Shoppers Drug Mart is moving briskly ahead with plans to build a new state-of-the-art distribution facility in Cornwall. The 550,000 square foot facility, to be operated by Matrix Logistics Services Ltd., will service Shoppers Drug Mart and Pharmaprix stores in Eastern Canada.

Construction is expected to begin in the Spring on the facility, which will sit on approximately 65 acres in the Cornwall Business Park, and will be completed by early 2010. It is expected that over 130 full-time positions will be created as a result of this project.

"This is a fantastic announcement that further solidifies Cornwall's position as a strategic location for logistics and distribution operations in North America," said Mayor Bob Kilger. "On behalf of Council and the citizens of Cornwall, I welcome this new facility to our City and look forward to seeing the first spade in the ground."

The Cornwall Business Park is located in the Eastern portion of the City along Canada's busiest expressway, Highway 401. Canada's main rail line and fibre optic network bisect the park, which is home to over 50 companies employing

approximately 4,000 people. Over 800 acres have been set aside for future development by the City, with an asking price of \$20,000 per serviced acre.

"The City of Cornwall has established itself as a leading centre for supply chain operations," notes Mark Boileau, Manager of Economic Development for the City.

"The City is already home to significant logistics and distribution activities and a growing transportation sector. This

provides a local pool of expertise and resources that can act as a catalyst for future growth".

To accommodate the new facility, the City will build a new north/south road immediately to the east of the new development. The new road will see the development of several new lots in the Business Park.



Work on the Shoppers Drug Mart distribution centre will begin this Spring.

Dreambuilder Studios Hitting All The Right Notes

Natural Synergy with Indie Guitar Brand

Mark Owen had a dream — to build a premiere Film and Recording studio in Cornwall. He had always enjoyed a special connection with film and music and now wanted to use his business skills to provide artists with a place to record and produce film projects.

"My goal was to build a fully-equipped world class micro studio in Cornwall", says Mark Owen. "However, such an endeavor is expensive, so I first concentrated on building my other business to ensure that Dreambuilder Studios would have solid financial backing."

Mr. Owen operates a distribution company that specializes in construction tools and equipment. He is the North American distributor for Triton Tools, an Australian manufacturer of power tools such as drills, sanders and routers.

In 2008 he officially opened Dream Builder Studios, which includes an audio studio designed by a renowned acoustical engineer. Latest generation



Mark Owen and his team are creating a niche market for Dreambuilder Studios.

sound reduction technology has been used, and the end result is the only soffit mounted 5.1 surround control room in Eastern Canada. In addition to the audio studio, Dreambuilder Studios also has a fully equipped film and photography studio, allowing musicians to record the CD, take promotional photographs and develop music videos. It is a one-stop shop that is attracting musicians from across Canada, and beyond.

At about the same time, Mr. Owen met Keith Willis, owner and founder of Indie Guitars, in London England. With Paul Bryan of Cornwall rounding out the team, the end result was the launch of IndieGuitars.ca and the Indie Guitars Cornwall office, which, is the distributor of the highly regarded acoustic and electric guitars in North America.

Local Trucking Firms Expanding

Minimax and Seaway Express Building New Capacity

Cornwall is developing a well-deserved reputation as a centre of excellence for logistics and distributions. And while it is hard not to focus on the large distribution centres in the City, it would be a mistake to overlook the growing local transportation sector.

Minimax Express Transportation is putting the finishing touches on a 30,000 sq.ft. expansion of its facilities and will be investing in new software and adding new jobs. The expansion was made possible in part by a \$150,000 grant from the Eastern Ontario Development Fund.

Seaway Express is also expanding, and has entered into an agreement with the City to purchase six acres in the Cornwall Business Park. This expansion is just one of a several recent investments the company has made in Cornwall.

"The Cornwall Business Park has an ideal location along Highway 401", says Bob Gauthier, owner of Seaway Express.



"We're looking to take our business to the next level," said Yves Poirier, Vice-President of Minimax Express Transportation.

Both Minimax and Seaway Express service the central Canada region, specializing in less than full load truck shipments, commonly referred to as LTL. They operate cross-dock facilities and their proximity to local and regional distribution centres gives them a competitive advantage.

Condominium Living in Cornwall



The Cotton Mill Lofts are attracting new residents from across Canada to Cornwall.

Residents in Cornwall have a whole new range of housing options — courtesy of three new waterfront condominium projects being built along the St. Lawrence River.

The Cotton Mill Lofts

The Cotton Mill Lofts project will see the complete renovation of an historic textile

mill in Cornwall's Cotton Mills district. The building will feature four floors of well-appointed units, with prices starting at \$154,000.

The project is slated for construction in Spring 2009, with many units being purchased by people relocating to Cornwall for the first time.

J.F. Markell Condominiums

J. F Markell Homes Ltd. will break ground on a three storey condominium building on Cumberland Street near Water Street. The 20 unit building will offer panoramic views of the St. Lawrence River, and offer a choice of two or three bedrooms. The building joins five other Markell condominium buildings overlooking Lamoureux Park.

Renaissance on the Park

Advanced Homes is looking at building a 5-storey condominium project on Water Street in Downtown Cornwall.

Help for Downtown Developers

Cornwall has a number of programs to support revitalization projects that occur in the central core, or on "brownfield" sites.

Brownfields are abandoned, derelict or underutilized commercial and industrial properties, where past actions have resulted in actual or perceived contamination.

Available programs include grants to help with environmental assessments, tipping fees and other costs.

The Heart of the City program has a number of tools to help downtown landowners undertake property improvements, with a special focus on aesthetic improvements, along with the upgrading and renovation of commercial properties and ancillary residential units.



Planning Programs Administrator Dana McLean helped Schnitzers owner Leon Sabourin access CIP funding.



VIA Rail to Upgrade Cornwall Station

The VIA Rail Station in Cornwall will receive close to \$500,000 in renovations in the near future. Planned work includes a new roof, improvements to heating and air conditioning systems and significant upgrades to the platform, allowing passengers to access the train on a second track.



Olympic Celebration Site

Cornwall has been chosen as a Celebration Site for the Vancouver 2010 Olympics Torch Relay. The Olympic Torch will be visiting the City on December 14th as part of its cross-country tour. A special torch lighting ceremony will take place in Lamoureux Park to honour the event.



New Hospice Breaks Ground

Plans are moving ahead on the construction of the Cornwall Hospice, a palliative care facility slated for Cornwall's west end. Local firm Grant Marion Construction has been named as contractor for the 12,000 sq.ft., 10 bed, \$3.75 million facility.



Eastern Ontario Development Fund

The Province of Ontario is helping attract investment to Cornwall with the Eastern Ontario Development Fund (EODF). Businesses that invest \$500,000 or more in projects creating or retaining at least 10 jobs over five years are eligible for up to 15% support.



RCMP Detachment Taking Shape

Construction of the RCMP detachment in Cornwall is proceeding very well. Local developer Gaetan Chenier and contractor Bourgon Construction are on schedule for a September '09 opening. The new 32,000 sq.ft. facility is being built at the intersection of Tollgate and McConnell, near Hwy 401.



Canadian Travel.com Opens Cornwall Office

CanadianTravel.com, one of Canada's largest travel discounters, has opened a 3700 sq.ft. travel office and inbound call centre in Cornwall. The office opened with 9 full-time employees and the company plans on growing the Cornwall office to 15 full-time employees in 2009.



Locweld Building Bridges

Locweld is building the steel frame for the new \$98 million Gallipeau bridge, located just east of Montreal. It is one of the biggest bridge projects the company has ever been involved in. The company was also involved in the re-decking of Montreal's Champlain Bridge in the early 1990s.



OPG Announces Visitor Center

Ontario Power Generation (OPG) will break ground this Spring for the construction of the Cornwall Energy Information Centre at the R.H. Saunders Generating Facility. The new centre will showcase the hydroelectric industry and is anticipated to be open to the public in the summer of 2010.