CHOOSE CORNWALL

HOTEL DEVELOPMENT OPPORTUNITIES



Growing Economy

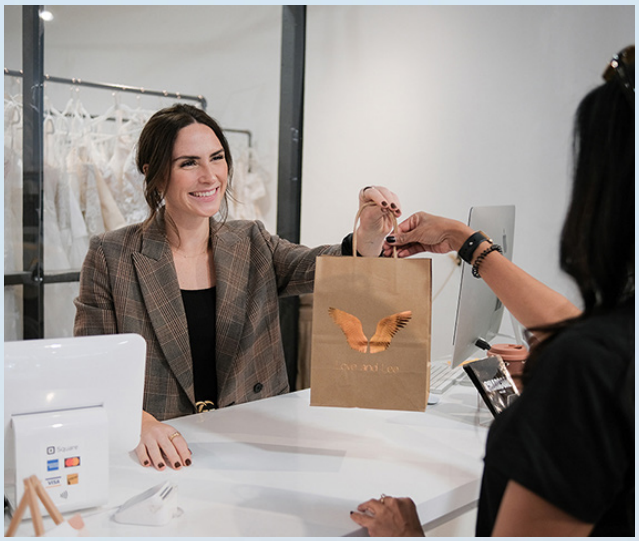
Cornwall is a vibrant, bilingual city in Eastern Ontario with a stable economy and an excellent quality of life.



Located along Highway 401 and the beautiful St. Lawrence River, Cornwall offers an enviable combination of modern urban amenities and small-town charm. With its diverse cultural makeup, endless tourism and recreational opportunities and strong municipal infrastructure, Cornwall is a great place to live – and invest.

Some of Ontario's largest private sector investments over the past few years have happened in Cornwall, attracting new workers to fill hundreds of jobs. Walmart has opened a second major distribution centre in the Cornwall Business Park while other leading private sector employers like Benson, Olymel and Biscuits Leclerc have expanded their operations and invested in new technology.

The public sector has kept pace and Cornwall now boasts a new hospital, a new international bridge crossing, a revitalized college and a new multi-sport facility that attracts thousands of tournament participants each year.



These amenities, together with the city's strong hospitality sector and enviable location, have helped to establish Cornwall as a choice venue for major conferences and sporting events throughout the year. And there is even more potential for growth.

With a growing economy, expanding population and strategic access to Highway 401 traffic, there has never been a better time to invest in Cornwall.

Key Facts

Cornwall Population	54,346
SDG Regional Population	128,617
Average Price of a House	$500,000
Electrical Rates	25% lower than other Ontario cities

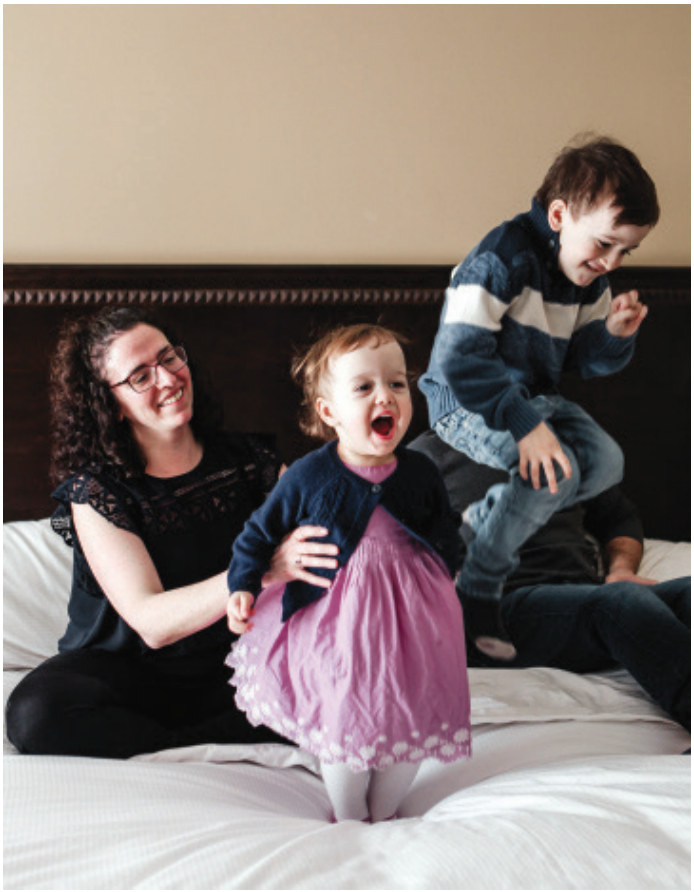


Positive Growth In Overnight Stays

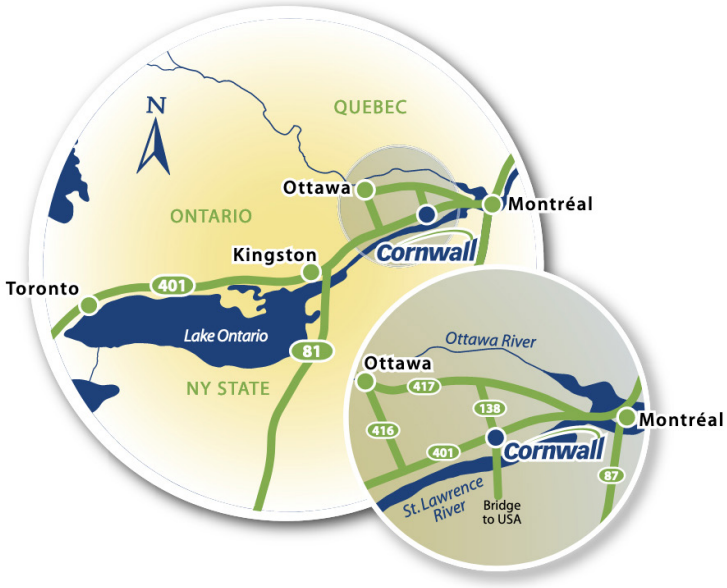
Cornwall is one of the fastest-growing markets in Eastern Ontario for accommodations. In 2021, the Cornwall-Kemptville region led the RTO 9 region (Kingston to Quebec border) with an average occupancy rate of 59.2% and a Revenue per Available Room (RevPAR) of $69.75, according to statistics from CBRE.

Cornwall is the major commercial centre serving an immediate regional population of 128,617. It is also the largest commercial centre along Highway 401 between Kingston and Montreal and is just an hour's drive from Ottawa while also bordering on New York State. Over 5 million people live within a 90 minute drive of Cornwall.

Tourism is a major economic driver in Cornwall and Eastern Ontario. According to RTO 9 data, Cornwall and Eastern Ontario welcomed 7.8 million visitors in 2016 with total visitor spending in excess of $817 million. Key major markets include Ontario, Quebec and New York State.



Cornwall has a wide array of brand name and independent accommodations to suit every traveller type.



AVAILABLE ROOMS

2019	2026	SHORTFALL
1200 rooms	800 rooms	400 rooms

Source: Cornwall Tourism

2025 AVERAGE OCCUPANCY

KINGSTON	BROCKVILLE	CORNWALL
-3.6%	-4.4%	+3.8%

Percentage Change from 2024. Source: CBRE National Market Report.

Site Selection

There are a number of excellent sites in the city that are available for immediate development.

There are four key areas of the city that have been identified as being ideal spots for new hotels in Cornwall. Cornwall Economic Development can help with the site selection exercise.

WATERFRONT

Cornwall has over 17 km of waterfront along the St. Lawrence River, well connected with a multi-use recreational path and parklands.

HIGHWAY 401

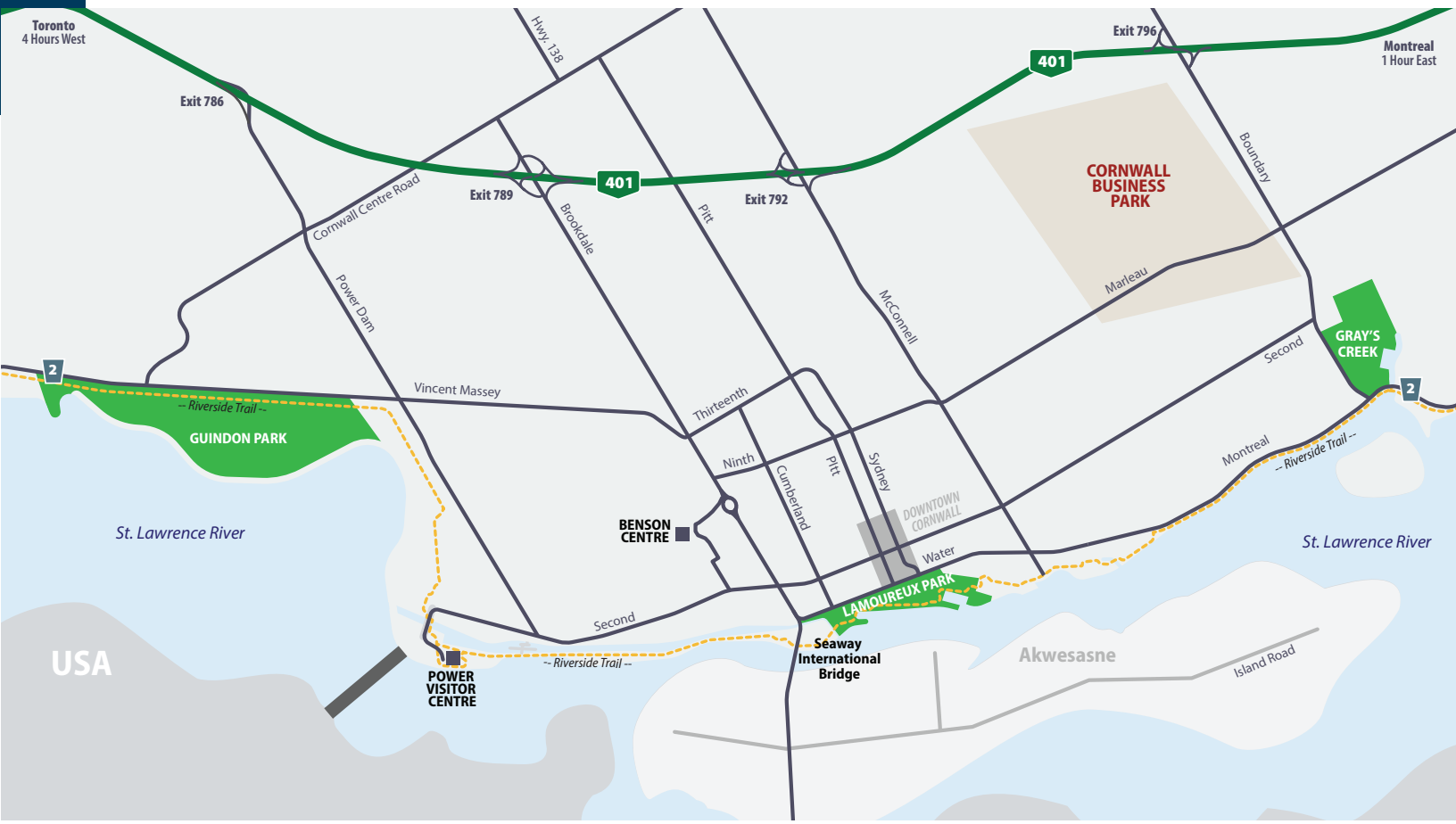
Over 25,000 vehicles pass by Cornwall each day on Highway 401, Canada's busiest highway. The city is an ideal stopover for travellers.

DOWNTOWN

Cornwall's Downtown core is a vibrant mix of restaurants and shops, and there is an immediate opportunity to add a hotel to the mix.

BUSINESS PARK

The Cornwall Business Park is home to dozens of growing companies, and an opportunity has been identified for a hotel in the area.



PLANNING CONSIDERATIONS

The City of Cornwall's comprehensive zoning by-law offers ample opportunity for the development of accommodation properties. A hotel is a permitted use in no less than nine (9) current zones. Cornwall also has lower than average building permit fees and development charges compared to most big cities in Ontario.

ECONOMIC INFO

Ask Cornwall Economic Development for the latest overview of Cornwall's economy and workforce trends, including which companies are growing.

www.ChooseCornwall.ca

Cornwall Accommodations

From cozy bed and breakfasts to full-service hotels, Cornwall has a wide variety of accommodation options to suit everyone.

- **Best Western Parkway Inn & Conference Centre**
  1515 Vincent Massey Drive
  97 Rooms
- **Century Motel**
  1209 Brookdale Avenue
  24 Rooms
- **Chesley's Inn**
  40 First Street West
  4 Rooms
- **Comfort Inn**
  1625 Vincent Massey Drive
  118 Rooms
- **DEV Centre**
  1950 Montreal Road
  535 Rooms
- **Elect Inn 5**
  5 Brookdale Avenue
  42 Rooms
- **Fairview Inn**
  2020 Vincent Massey Drive
  12 Rooms
- **First Canada Inns**
  1618 Vincent Massey Drive
  22 Rooms
- **Hampton Inn**
  1757 Vincent Massey Drive
  80 Rooms
- **Martin's Inn**
  2200 Vincent Massey Drive
  14 Rooms
- **Monte Carlo Motel**
  1700 Montreal Road
  23 Rooms
- **Motel 6**
  1142 Brookdale Avenue
  35 Rooms
- **Nites Inn**
  2120 Vincent Massey Drive
  17 Rooms
- **Ramada Hotel and Conference Centre**
  805 Brookdale Avenue
  114 Rooms
- **Regency Inn & Suites**
  1620 Vincent Massey Drive
  15 Rooms
- **Super 8 Cornwall**
  2694 Brookdale Avenue
  50 Rooms



Cornwall is home to the award-winning Chesley's Inn which holds the distinction of being Ontario's oldest inn.

Cornwall Tourism Development Fund

The Cornwall Tourism Development Fund (TDF) was established in 2019 to support efforts to grow the tourism economy in the City of Cornwall. Supported by revenues from the MAT, the TDF provides financial support to tourism events, experiences and businesses that have a positive economic impact on the city. Applications are accepted year-round.

For more information:
www.CornwallTDF.ca

Heart of the City

This popular initiative supports revitalization projects that occur in the central core, or "Heart of the City", including the downtown (Pitt Street and adjacent roadways) along with the Le Village district.

Cornwall's downtown is a vibrant bustling business district that has welcomed new restaurants, merchants and salons. A number of residential development projects are also underway, bringing new residents to the core.

Le Village has been described as Cornwall's eritage and cultural nexus, and is home to the exciting renovation of the old Cotton Mills into beautiful waterfront condominiums.

The Heart of the City program provides a number of financial incentives to build new or improve existing buildings. Since 2005 the Heart of the City program has supported over 279 commercial development projects totalling over $85 million in value.





A Growing Visitor Destination

Amazing outdoor amenities, unique attractions and an eclectic mix of shops, restaurants and accommodations have helped establish Cornwall as a unique visitor destination in Eastern Ontario.

Outdoor adventure enthusiasts love the city and region for its traffic-free cycling trails, world-class fishing and spectacular camping, boating and scuba diving opportunities, among other things. These natural features are enhanced by over 30 annual festivals and special events which help to animate the city and showcase the region's diverse culture and heritage to visitors.

Given its ideal location and world-class amenities, Cornwall is also an ideal venue for major sporting events, conferences and other special gatherings. The city plays host to dozens of conferences and sporting events each year, bringing immeasurable economic spin-offs to local accommodations, restaurants, shops and other service-related businesses.

Cornwall Tourism plays a key role in supporting, facilitating and promoting upcoming festivals, events and conferences in the city. From engaging stakeholders to assisting with approvals and providing visitor services to delegates, the Cornwall Tourism office is available to assist at every turn!







CORNWALL
TOURISM ✦ TOURISME
CornwallTourism.com



CHOOSE CORNWALL

If you are looking to invest, take a closer look at Cornwall.

With affordable electrical rates, low cost real estate and a welcoming business community, Cornwall gives you the best possible chance to succeed.

Learn more about development opportunities by contacting Cornwall Economic Development. Visit us online for current business news, available real estate and local job postings.

Bob Peters
Manager, Economic Development

613 551-6715
bpeters@cornwall.ca

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