

Choose Cornwall

The Quarterly Newsletter of Cornwall Economic Development

\$79 Million New International Bridge for Cornwall

New concrete developed by NRC to be used for the first time

The first of four contracts has been awarded in the \$79 million construction of a new international bridge in Cornwall.

The Federal Bridge Corporation Limited (FBCL) has selected American Bridge Canada Company as the contractor for the first phase in the replacement of the Seaway International Bridge in Cornwall. The scope of work includes the construction of three new bridge piers in the north channel of the St. Lawrence River. The marine work is expected to start in early May 2011.

"We are extremely pleased to get started with this project that has been in preparation for so many years," said Micheline Dubé, President and Chief

Executive Officer of FBCL. "This bridge will remain an important link between Canada and the U.S., and will link Massena NY, the Akwesasne Reserve and Cornwall Ontario."

The bridge piers will utilize a brand-new, cutting-edge concrete developed by researchers at the National Research Council (NRC). The new concrete, which includes shale in the mix of aggregates, is crack-resistant, making it much more durable.

The entire bridge project will consist of four phases and will extend from the Brookdale Avenue traffic circle in Cornwall to Cornwall Island.

The four construction contracts for this unique and significant project have been announced and are described as follows:

- Contract 1: In Water Works
- Contract 2: North Channel Bridge & Approaches
- Contract 3: Demolition of the existing bridge
- Contract 4: Brookdale Avenue and Water Street realignment

Contracts 2 to 4 will each be the subject of a future competitive tender and will be advertised on the online tendering site called Merx.

The entire project is expected to be completed by 2016.

The Federal government gave the green light to the bridge replacement in August 2010



ITS Canada Purchases CSI Logistics

Move continues upward trend of investments in Cornwall's logistics sector

International Truckload Services Inc. (ITS), recently acquired ownership of CSI Logistics.

The acquisition includes over 70 transport truck units and a combination of dry vans, heaters and temperature controlled tandem and tridem trailers. ITS now employs over 75 people in Cornwall.

"This is a strategic acquisition for ITS as we look to service key domestic cities in Ontario, Quebec and the East Coast. It will enhance our service offering and coverage," says Rob Haggarty, President & COO. "This move will also provide us with warehouse capabilities in Cornwall which is fast becoming a key transportation hub to Eastern Ontario, Quebec and the Maritimes. We look forward to a great future for our employees and customers going into this new decade."



ITS was started by Max Haggarty in Belleville, Ontario and today provides truckload services throughout North America and Mexico. It is one of the most dynamic, passionate and service driven carriers in Canada.

This acquisition positions ITS to become one of the leading transport companies operating in Central Canada.

Benson Centre an Instant Landmark

Benson Organization leads dozens of local companies in sponsoring the facility

The curved lines of the Benson Centre reflect the dynamic potential for the City's new multi-sport facility.

"This facility allows the City to welcome people from all across Canada to participate in local, provincial or national

competitions, ensuring Cornwall continues to be a top destination for athletics," said Marty Benson of the Benson Organization.

Funding for the \$32.5 million Benson Centre includes \$18.4 million from the Federal and Provincial Governments.

The City of Cornwall's contribution was offset with \$2 million from corporate and personal donations.

The facility includes three NHL-sized rinks and a field house with an indoor soccer pitch and tennis court.

The Benson Centre is located at 800 Seventh Street West and opened in May 2011.





Don Fairweather, Campus Dean

College Campus a Hub of Activity

The Cornwall Campus of St. Lawrence College is a busy place these days.

For starters, work is near completion on a \$15 million redevelopment of the campus that will see the consolidation of activities into Moulinette Hall.

The work includes new computer, chemistry and physics labs, as well as a new nursing simulation lab and a new paramedic lab. There have also been improvements to the campus athletic facilities and the trades program areas.

Funding for this project included \$10 million from the federal and provincial governments.

Design and architectural work was completed by Cornwall's Genivar office and the construction work is being done by Perras-DiStefano, one of Cornwall's leading commercial contractors.

With 1,200 full-time students and 32 full-time programs, enrollment is also up at the Cornwall Campus, as both

new and established programs are attracting students at a record pace.

For the second year running, the College is number one in the province for graduate employment — 92% of 2010 graduates were employed within six months of graduation.

In early 2011, the College Foundation launched "The Difference We Make" fundraising campaign. With a stated goal of \$4.5 million, the campaign seeks to raise funds and offset the continuing costs of improving the Cornwall campus. The City of Cornwall has committed \$1 million to the Foundation.



Farm Boy Named One of Canada's Best



Jeff York, Chief Executive Officer

After opening up their books, operations and management to careful scrutiny, Farm Boy has been named one of Canada's 50 Best Managed Companies. The fresh food retailer joins 49 other companies which have been recognized for business excellence.

Farm Boy operates nine fresh-food grocery stores in neighbourhood locations in Cornwall and Ottawa, with another store currently under construction.

"We are totally focused on the customer who wants a fresh food experience and unique private label-branded fresh products," says Jeff York, Chief Executive Officer. "The freshness and quality of our food is what initially attracts customers. It's also what ensures their loyalty as repeat customers."

Farm Boy's first store was opened in Cornwall in 1981 by Jean-Louis Bellemare. Over the next two decades, he and his brothers Normand and Daniel would expand to Ottawa, opening 8 more stores.

Today, the company employs 1300 people in Cornwall and Ottawa.



EMS Headquarters Nearing Completion

Work is progressing well on the new headquarters for the Emergency Medical Services team that serves Cornwall and the United Counties of Stormont, Dundas and Glengarry. The \$5.5 million state-of-the-art facility is being built by R. Bourgon Construction of Cornwall.



Bulk Barn Opens Doors

The Harden Group has expanded its commercial plaza on Brookdale Avenue with the construction of a new 15,000 sq.ft. building that houses retailers Bulk Barn and The Source. There are plans to add a third building to the plaza which is already home to Shoppers Drug Mart.



Cotton Mill Lofts Underway

Work is well underway on the \$12-million Cotton Mill Lofts, 54-unit condo development. Crews are now working on the interior of the five-storey building, with an expected completion date in the Fall of 2011. Many of the building's original features are being incorporated into the design.



Minimax Named Business of the Year

Minimax has been named Business of the Year for 2010. The transportation company has seen steady revenue growth and recently invested over \$1.3 million in new trucks and equipment. The company (led by founder Paul Poirier and his sons Yves and Marc) recently celebrated their 20th anniversary.



City Investing in Business Park

The City of Cornwall is making significant investments in the Cornwall Business Park to accommodate future development. Industrial Park Drive will be extended to the west to meet up with 10th street, and water and sewer services will be expanded. This work will create approximately 300 acres of development lands.



Scotiabank Expands Call Centre

Scotiabank is adding new positions to the bilingual contact centre it established on Brookdale Avenue in January 2011. The Centre provides customer service to Scotiabank's Canadian customers in both English and French. Scotiabank has a long association with Cornwall dating back to 1928.



Highway 401 Bridge Improvements

Work has begun on the replacement of the Highway 401 overpass at Boundary Road. Traffic in the area has increased due to growing logistics activities in the Cornwall Business Park. The project has a contract value of over \$29 million and includes the replacement of two nearby CNR overhead bridges.



Commercial Plaza Takes Shape

Major retailers such as Future Shop, SportChek, PetSmart, Winners and Michaels are expected to anchor the new Villarboit commercial retail plaza currently under construction at the intersection of Brookdale and Tollgate in Cornwall. Stores should be open by Fall 2011.