



COMMERCIAL RETAIL IN CORNWALL







Growing Economy Attracting New Residents

Some of Ontario's largest private sector investments over the past few years have happened in Cornwall, attracting new workers to fill hundreds of new jobs.

Walmart has opened a second major distribution centre in the Cornwall Business Park, and Loblaw has joined Shoppers Drug Mart in an expanded distribution centre. Benson has expanded their operations, as has Minimax and Seaway Express. Growth has been seen in the food processing sector, with new facilities opened by Leclerc and Lallemand. Olymel continues to expand its meat-processing facility, and several manufacturers such as SigmaPoint, Laminacorr and the Laframboise Group have expanded and invested in new technology.

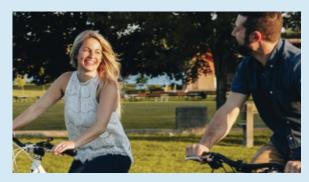
Service Canada and TTEC have each established successful call centres, taking advantage of the bilingual capabilities of the local workforce. All of these developments have ensured that Cornwall has a diverse and growing employment base.

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

People have flocked to Cornwall as a result of this investment, and local builders have responded in style by building new condos, expanding subdivisions and erecting apartment buildings.

Cornwall's tourism sector has seen significant growth, especially in terms of special events, Working together, tourism officials and the hospitality sector are now welcoming major conferences and sporting events throughout the year.

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









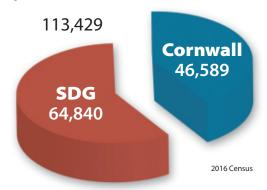
Eastern Ontario's Fifth Largest Market

Cornwall is Eastern Ontario's fifth largest market, yet arguably its most under-serviced. This has created an opportunity for retailers to establish their brands in a community eager to embrace new merchants.

Cornwall is the major commercial centre serving an immediate regional population of 113,429. It is also the largest commercial centre along Highway 401 between Kingston and Montreal, and is the closest large centre to Massena and Potsdam, New York. Traffic has significantly increased on Highway 401, nearly doubling in the past 20 years.

Over 5 million people live within a 90 minute drive of Cornwall.

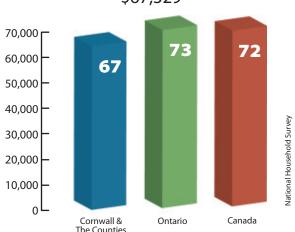
Population of Cornwall & The Counties

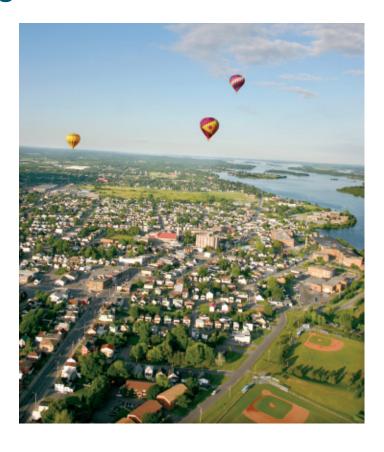


Cornwall is an affordable community in which to live, which is reflected in modest family income levels. Families in Cornwall spend 30% less on rent/mortgage costs, resulting in more money to spend on food, clothing and other goods.

Median Family Income

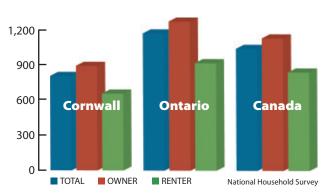
The median family income in Cornwall & the Counties is $\$67,\!329$





Average Monthly Shelter Cost

On average, people in Cornwall spend 30% less on housing, resulting in more disposable income.



The cost to build in Cornwall is amongst the lowest in Ontario, with commercial land selling for \$50,000/acre and electrical rates 25% below other Ontario communities. Cornwall also has very modest development charges, making building here a very attractive proposition.

A city with a world of possibilities





Commercial Retail Hubs

A number of key commercial hubs have emerged in Cornwall, courtesy of many of Canada's top commercial developers.





195,000 sf development Walmart, Dollar Tree, A&W, BMO, PetSmart, LCBO, Taco Bell, Kawartha Credit Union 15.000 sf available



Choice Properties

268,000 sf development Food Basics, Kelsey's, Dollarama, Scotiabank, Tim Hortons, Planet Fitness 140,000 sf available



Harden

113,000 sf development Shoppers Drug Mart, Boston Pizza, BulkBarn, Starbucks, Sushi Shop 30,000 sf available



Cornwall Square

250,000 sf development Shoppers Drug Mart, Dollarama, Urban Planet +50 stores 45,000 sf available



Villarboit

109,000 sf development Winners, Sport Chek, Best Buy, Mark's, Moores 15,000 sf available



Weaving Baskets

165,000 sf development Home Hardware, Pet Valu, Value Village, ReStore, Poirier Furniture 10,000 sf available



Goldmanco

56,300 sf development FreshCo, Dollarama, Menchie's, Little Caesars, AllState



Choice Properties

111,000 sf development Your Independent Grocer, Staples, Jean Coutu, Fit4Less, TD Bank 1,200 sf available



Plaza Retail

180,000 sf development NoFrills, Beer Store Ardene's, Dollarama, Carter's 10,000 sf available



Grantchester Developments

25,000 sf development Currency Exchange, BrokerLink 5 acres available



Iberville

125,000 sf development Food Basics, LCBO, Burger King 5.000 sf available



Irving Oil Properties

20,000 sf development Irving Oil, Subway 13.3 acres available



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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 heritage 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 180 commercial development projects totalling over \$47 million in value.







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.

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