

Choose Cornwall

The Quarterly Newsletter of Cornwall Economic Development

Hydro Power Without The Dams

Ontario Invests in Verdant Power's Plans to Create Green Energy in Cornwall

A project to generate electricity through turbines located on the floor of the St. Lawrence River in Cornwall has received a big boost from the Ontario Government, who announced that it will invest \$2.2 million through its Innovation Demonstration Fund.

"With this project we are demonstrating a clean, viable alternative source of energy - one that not only works in Ontario, but one we can export around the world," said John Wilkinson, Ontario's Minister of Research and Innovation.

The turbines will be located in the St. Lawrence River just west of Cornwall's downtown core by Verdant Power, and will turn the river's strong current into 15 megawatts of clean energy, enough to power 11,000 average-sized homes. Installed on the floor of the river, the turbine looks like an underwater windmill. The turbine blades rotate slowly allowing fish to pass through safely with minimal environmental impact.

"Water is a proven resource for generating power. But we are going to demonstrate a game-changing power source - simply by using underwater currents without dams," said Trey Taylor, president and co-founder of Verdant Power.

"The St. Lawrence River has been a major contributor to life in this area for hundreds of years, and thanks to some visionary thinking and timeless Ontario ingenuity, it is now also a source of clean,



MPP Jim Brownell, Minister John Wilkinson and Verdant Power's Trey Taylor

responsible energy," said Jim Brownell, MPP Stormont-Dundas-South Glengarry.



The province is investing in the project through its Innovation Demonstration Fund, which supports bio-based, environmental and alternative energy technologies.

Cornwall is not only the staging area for this project, but will act as the base for Verdant Power engineers who will fine-tune the company's Free Flow Turbine technology over the next four years. The Thompson Rosemount Group, a Cornwall-based engineering firm, is assisting Verdant Power in this project.

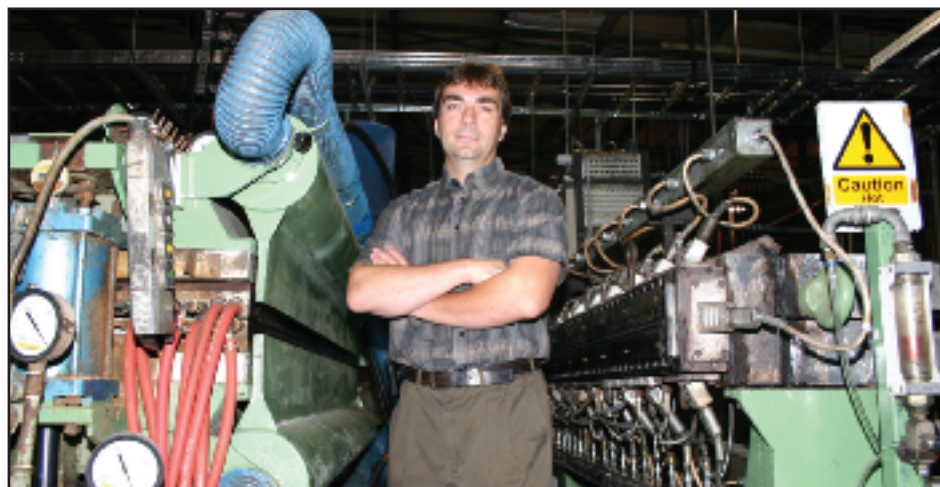
Laminacorr Starts Up New Extrusion Line

Invests \$1 million in new equipment, relocates to larger facility

When Guy Robichaud established Laminacorr in 1998, he did so knowing that he had a competitive advantage when it came to laminating fabric on to corrugated plastic in order to form abrasive-free packaging for the auto industry.

Ten years later his company is now the largest laminator of corrugated plastic in North America. Yet he has never stopped looking forward, and that has led to the acquisition of new machinery and a vertical integration of this manufacturing process.

"We have invested in equipment so that we can extrude our own corrugated polypropylene and high density polyethylene," says Robichaud. "This will help us maintain quality, and keep our



Guy Robichaud and new extrusion equipment.

costs low – yet the real advantage is being able to control the whole process from start to finish."

Laminacorr's commitment to quality products and superior service has enabled

the company to provide its customers with shorter than average delivery schedules and competitive prices.

Flexibility and the ability to react quickly are part of Laminacorr's corporate culture.

New Website Invites People to "Choose Cornwall"

Thinking of moving? Be sure to include Cornwall on your list of potential sites – regardless of whether you are moving your business or your family.

That's the message of a new website (www.choosecornwall.ca) launched by Cornwall Economic Development. Featuring testimonials by local business leaders and residents, the site offers a wide variety of information on living and doing business in the "City with a world of possibilities".

The site is basically split into two sides: one that focuses on living in Cornwall, and the other on doing business in Cornwall. The residential side features housing comparisons – demonstrating how a family can sell their home in a large city and move to a similar Cornwall home and save thousands of dollars.

The business side features Cornwall's advantages as a low-cost location, and highlights the City's transformation to a diversified economy.

The latest addition to the site is a short video featuring Mayor Bob Kilger. The video aired on national TV.



www.ChooseCornwall.ca

The website offers both residential and business information, including maps, housing comparisons and links to job listings.

Federal Presence to Grow In City

Service Canada Contact Centre Adds 177 Jobs

Guy Lauzon, Member of Parliament for Stormont-Dundas-South Glengarry, announced recently on behalf of the Honourable Monte Solberg, Minister of Human Resources and Social Development, the opening of a Service Canada call centre in Cornwall in the Spring of 2010 that will mean 177 jobs for the region and improved telephone services for Canadians.

The new call centre will be able to answer close to 1.2 million calls every year on a wide range of programs, such as Employment Insurance (EI), Canada Pension Plan (CPP), and Old Age Security (OAS). Eventually, the new call centre will also handle inquiries on new services, such as passports.



Guy Lauzon, MP and Mayor Bob Kilger

"Cornwall is an ideal location for this new integrated call centre because of the region's ability to recruit and retain skilled bilingual workers," said Mr. Lauzon. "The new centre will improve services for taxpayers and families across the country, and will help our government meet the evolving needs of Canadians, including the growing number of seniors."

Many Canadians use telephone services, not just for finding information but increasingly to carry out transactions. This new call centre will join a network of call centres across the country. The network currently responds to approximately 53 million inquiries each year on a variety of issues relating to CPP, OAS, EI, and other government services. When it opens, the new call centre will add much needed additional capacity.

Service Canada brings Government of Canada services and benefits together in a single delivery network. It provides Canadians with one-stop service they can access however they choose: by phone at 1-800 O Canada, on the Internet at servicecanada.gc.ca, or in person at Service Canada Centres across the country.

Plans finalized for RCMP Regional Detachment

The 4500 square metre facility is to be located at McConnell Ave. and Highway 401, and will house 127 law enforcement personnel from the RCMP and other agencies. Construction is expected to begin in September 2008.

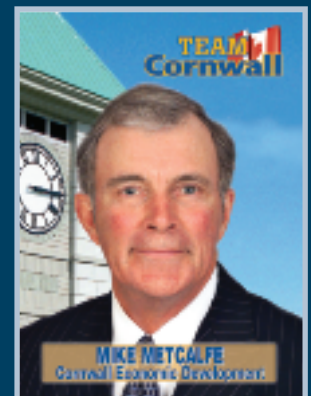
Centre of Specialization Adds 40 Jobs

Service Canada will also bring 40 public service jobs to Cornwall with the creation of the Employment Insurance Centre of Specialization. The Centre is designed to improve the way revised EI claims are reviewed and processed, and will consolidate staff and resources from across Ontario. The result will be improved and more timely services delivery for claimants across the province.

New Faces in Economic Development



Alyssa Blais is the new business consultant with the Cornwall Business Enterprise Centre, offering services to small business owners and entrepreneurs.



Mike Metcalfe heads up the Business Retention and Expansion (BR+E) project, which seeks to survey businesses in the retail and manufacturing sectors.

Also joining our team is **Julie Donkers**, who takes over as Administrative Assistant.



Cornwall Electric Reduces Rates

Cornwall Electric decreased their retail rates by 6.2% in July, a unique feat made possible by a new 11 year electricity supply contract with Hydro Quebec. The contract ensures reliability of supply and rate stability, with rates projected to remain below current levels until 2012.



\$1 Million Retrofit for Farm Boy

Farm Boy has added to its Eastern Ontario retail success story with major renovations of its flagship store in Cornwall. Work is wrapping up on the interior and exterior renovations, which includes a new kitchen and bulk goods distribution centre.



Seaway Express Drives Expansion

Seaway Express has added new trucks, new employees, and a second building to continue its growth in the competitive transportation industry. Two of the newest trailers include a full size ad for the City, done in conjunction with Team Cornwall.



3-Pad Arena to Enhance Lifestyle

City Council has approved a new 3-pad ice arena to replace two aging facilities. A centrally-located site has been chosen and design work will soon begin. The new arena complex will help local organizers attract tournaments to the City.



Brookdale Avenue Development

Brookdale Avenue continues to be the development hotspot in town with several large commercial developments planned, including a beautiful new AutoParts Store for the Cornwall-based Benson Organization.



Moustache Joe's Downtown Deli

One of Cornwall's best known chefs has opened a new deli/restaurant in Downtown Cornwall - to rave reviews. Joe Aiello and his full moustache are well-known locally, hence the name of the restaurant. Recipes from Joe and other local chefs can be found on ChooseCornwall.ca.



Banners Add Colour to Cityscape

With the help of the good folks at Cornwall Electric, decorative banners have been installed along Montreal, Water and Pitt Streets. The banners celebrate three aspects of Cornwall's culture: sports, business and the environment. More themes are planned.



Cornwall Living Magazine

The inaugural issue of Cornwall Living has hit the newsstands. With a focus on the lifestyle local residents enjoy, featured articles include a profile of area chefs, waterfront living and the arts community. Copies are available from Cornwall Economic Development.