



INVESTMENT Profile

www.smithsfalls.ca/business

Inside

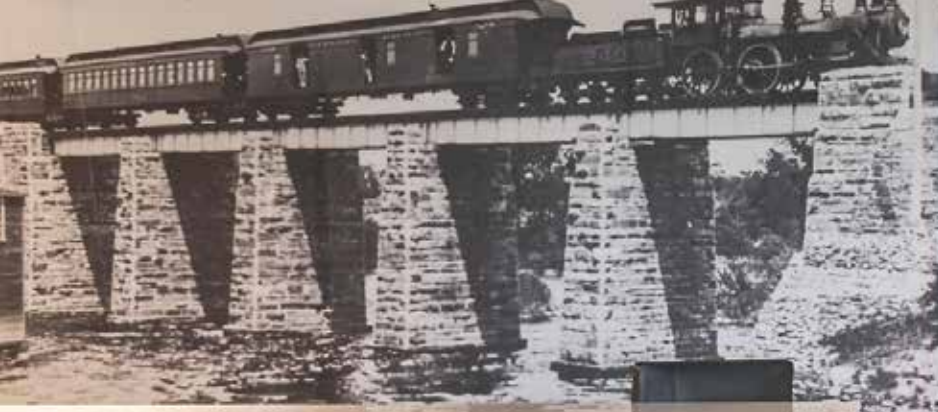
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Town of Smiths Falls
Economic Development

77 Beckwith St. N.,
Smiths Falls, ON,
K7A 1T4

(613) 283-4124 ext. 1107
invest@smithsfalls.ca

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OPEN

For Business

READY FOR INVESTMENT

Smiths Falls is actively looking for new investment into our community. As one of the up and coming communities in Eastern Ontario, we are committed to creating an environment that supports new businesses and fosters growth. If you are thinking of establishing a business in Smiths Falls, we are open for business.

Home to a diverse range of businesses and industries, within minutes of post-secondary opportunities, world-class recreational facilities, and the UNESCO World Heritage Site, the Rideau Canal, Smiths Falls is ready to help your business realize its potential. Come and see what we have to offer, and why corporations and industry has been calling Smiths Falls home for more than 100 years.

INNOVATION HUB

Innovation thrives in Smiths Falls – here, we have embraced burgeoning industries and business concepts while still in their infancy, while providing the resources and infrastructure to help them prosper. When medicinal cannabis was first finding its foothold in the global market, Smiths Falls was the town that opened its doors and gave Tweed (now Canopy Growth Corp.) a place to call home.

SEMI-URBAN LIFESTYLE

Residents and visitors come to Smiths Falls because of the business and employment opportunities, but they stay because of the unmatched semi-urban lifestyle that offers the best of a rural and urban community, rolled into one. World-class recreational facilities, trails, cycling routes, waterways, and a charming small town, invite visitors to call Smiths Falls home.

World-class recreational facilities

Easy access to transportation routes

35 minutes to the City of Ottawa

Access to hundreds of kms of cycling routes and trails



WHY Smiths Falls?

SUPPORT FOR NEW BUSINESS

We offer a robust support system for businesses, whether start-up, midsize or established enterprises. We're working hard to make sure we have the tools you need to establish your business, and have it prosper.

LOWER BUSINESS COSTS

It costs less to operate a business in Smiths Falls. IN the KNOW magazine listed Smiths Falls as having the second lowest business costs in the world. How do we do this? We work with economic development strategies that maximize efficiencies in our infrastructure, we have no development fees, low water hook-up fees, plus we have a stock of investor-ready industrial space, at an affordable price. Open your business here, for less.

ACCESS TO URBAN CENTRES

The town of Smiths Falls is only a short drive to Carleton Place, and from there it's a straight shoot to the City of Ottawa on a major four-lane highway. The city of Kingston is 1.5 hours away, and Brockville is 45 minutes. VIA Rail runs right through the town of Smiths Falls, and will take you to Ottawa, Kingston, Toronto, and beyond.

UPDATED INFRASTRUCTURE

Over the past several years, Smiths Falls has invested more than \$50 million into municipal infrastructure, including a new hospital, new arena, and updates to water treatment and sewer plant. With this strong commitment to creating a robust infrastructure, Smiths Falls is well positioned for continued growth.

DIVERSIFIED ECONOMIC BASE

Smiths Falls is committed to fostering a strong, diverse community that will attract investors and entrepreneurs. Our comprehensive Economic Development strategy is focused on working with innovative entrepreneurs in industries like food processing, manufacturing, pharmaceuticals, emerging technologies, and more.

IN-PERSON COMMUNICATION

We offer in-person communication with prospective investors. This means less time spent navigating municipal regulations and the opportunity for sit-down, face to face engagement. Contact us today to learn more about all the reasons why Smiths Falls is where you want your business to call home.



CENTRAL

Location

TRANSPORTATION HUB

Smiths Falls sits at the centre of a transportation hub for vehicular, rail, water and aerial traffic. We are:

- **A destination and route for passenger and freight train lines.** VIA Rail provides daily passenger service to and from Ottawa and Kingston, while the CNR and CPR freight trains also pass directly through Smiths Falls.
- **A conduit for water traffic.** The Rideau Canal runs through the centre of Smiths Falls and offers a water-based mode of transportation.
- **A flight destination for aerial traffic.** The Russ Beach Smiths Falls-Montague Airport is located just outside of Smiths Falls, and can accommodate small passenger planes and air delivery services.





DRIVING

Distances

TO INTERNATIONAL AIRPORTS:

		KM	MILES
Ottawa:	Ottawa International Airport	66 km	41 miles
Kingston:	Norman Rogers Airport	100 km	62 miles
Montreal:	Pierre Elliot Trudeau International Airport	228 km	141 miles
	Mirabel International Airport	230 km	129 miles
Toronto:	Billy Bishop Toronto City Airport	353 km	219 miles
	Lester B. Pearson International Airport	357 km	221 miles
Syracuse, NY:	Hancock International Airport	231 km	143 miles

BETWEEN SMITHS FALLS AND:

Ottawa	78 km	48 miles
Perth	19 km	11 miles
Carleton Place	29 km	18 miles
Brockville	51 km	31 miles
Kingston	96 km	59 miles
Toronto	343 km	213 miles
Montreal	250 km	155 miles

On the Rideau Canal:

Access to Kingston and the St. Lawrence River, and Canada's Capital City, Ottawa, by traversing the 202-kilometre canal. Depth restrictions and lock fees apply on the Rideau Canal.

Info: www.pc.gc.ca/rideau

Water traffic
on the UNESCO
World Heritage
Site, the Rideau
Canal

Transport
traffic to:
Kingston
Brockville
Ottawa
Toronto
Montreal

Passenger
transport
through VIA rail.
Freight transport
through CNR
and CPR rail lines

Vehicular
traffic via:
Hwy 43,
Hwy 15,
Hwy 29, and
Hwy 7



ECONOMY

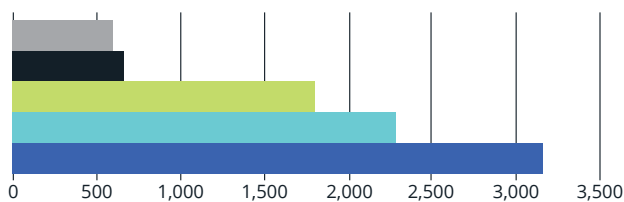
Overview

DEMOGRAPHICS

Population 2016
Population 2011
Population Density/Sq. km.
Land area in square kilometres
Average age of population 2016
Median age of population 2016
Average household income
(Source Statistics Canada Census, 2016)

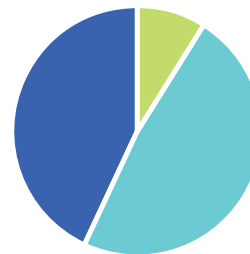
	Smiths Falls	Ontario
Population 2016	8,780	13,448,494
Population 2011	8,978	12,851,821
Population Density/Sq. km.	909.1	14.8
Land area in square kilometres	9.66	908,699.33
Average age of population 2016	44.7	41.0
Median age of population 2016	48.1	40.6
Average household income	\$33,664	\$47,915

EDUCATION



Apprenticeship or Trades Certificate
 University Certificate
 College, CEGEP
 High School
 Postsecondary Certificate or Diploma

EMPLOYMENT



Unemployment Rate 9%
 Participation Rate 48%
 Employment Rate 43%

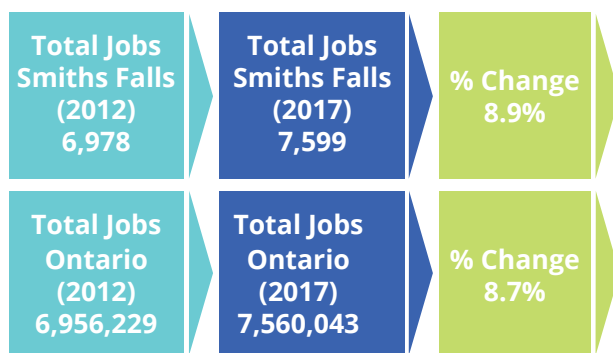
EMPLOYMENT

Profile

CONSISTENT JOB GROWTH

Employment growth in Smiths Falls exceeded provincial rates between 2012 and 2017. This was due in part to the rapid growth of the manufacturing industry in Smiths Falls, as well as increased development that fueled the construction industry.

Job growth is expected to continue in future years as economic development in Smiths Falls continues to increase in response to development incentives and a rise in the available workforce.



SKILLED WORKFORCE

Smiths Falls' population is a readily accessible workforce that can meet the need for almost any type of skilled labour. A strong history in manufacturing and technical production has fostered an experienced workforce in a variety of fields. Corporations and industries rely on Smiths Falls' world-class recreational facilities, educational opportunities, community amenities and low cost of living to both contribute to and retain a vibrant and industrious workforce.

TOP 5 OCCUPATIONS IN SMITHS FALLS



Source: OMAFRA, EMSI, Q1 2018

Source: Statistics Canada Census, 2016



BUILDING

Growth

CONSTRUCTION BOOM

Smiths Falls is experiencing a construction boom, with rapid growth across the residential and commercial sectors. Prospective investors can take advantage of a booming economy ripe for development, at reasonable prices. And it's not just commercial development that is at its peak - housing has also reached new heights in recent years.

Construction values in Smiths Falls increased from \$30 million in 2014 to more than \$76 million in 2019. There is a lot of potential for continued growth in our community as existing and overlooked waterfront and industrial lands and buildings are sold for new development.

Smiths Falls is on the rise - *come rise with us!*

DEVELOPMENT COSTS LESS IN SMITHS FALLS

No Development Fees	Low Water Hook-Up Fees	Investor-Ready Industrial Space	Comparative Tax Rates	Low Housing Costs
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CONSTRUCTION STATISTICS

150% Increase in Construction Value from 2014-2019	More than \$76 Million in Development (2019)	112 Building Permits Issued (2019)	Average Construction Value \$687,473 (2019)
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DEVELOP Here

BUSINESS PARKS

Smiths Falls has a long history as a manufacturing town, a history that has led to an extensive industrial section, with room to grow.

If you are looking for commercial, industrial, or office space you can choose from facilities that range in area from several hundred to several thousand square feet.

Please visit the Town of Smiths Falls' website at www.smithsfalls.ca/business/land-building-listings for an up to date list of industrial and commercial locations available for sale or lease in an interactive map format.

The Town of Smiths Falls welcomes all prospective purchasers and investors to reach out for more information about allowable uses and commercial or industrial zoning for Smiths Falls' properties.



Business and industrial parks are within 30 minutes of Highway 401 or Highway 416

Shovel-ready Serviced Land Available



DEVELOPMENT

Incentives

Development in downtown Smiths Falls is eligible for project cost-sharing with the municipality through the Community Improvement Plan (CIP), and its funding streams.

The Downtown Revitalization Plan was created by the town in 2013, and lays out goals and strategies for development of the downtown core, and the adjacent waterfront.

The Community Improvement Plan (CIP) was created in 2015 and is intended to promote economic sustainability and quality of life in downtown Smiths Falls. The CIP offers a package of financial incentive programs intended to encourage long-term investment in private property – focusing primarily on the sustainability and enhancement of the commercial building stock, with additional opportunities to support mixed-use and higher-density residential development.

COMMUNITY IMPROVEMENT PLAN (CIP)

Facade, landscape and signage improvement (up to \$10,000)	Building, restoration, renovation and improvement (up to \$20,000)	Planning fees and building permit grant (75% fee reduction)
Tax-based redevelopment grant (equivalent to municipal portion)	Environmental site assessment (up to \$15,000)	Environmental remediation tax assistance (modeled on BFTIP)

COMMUNITY IMPROVEMENT PLAN SUCCESS STORIES



Lyne Houle and Scott Taylor,
Davidson Courtyard

"We wanted to keep the character of Davidson Courtyard, and embellish it a bit, turn it into a commercially successful property. The CIP program has been instrumental in allowing us to fulfill our vision for the property."



Pat Maloney
Bowie's

"The Community Improvement Plan is a great initiative helping to revitalize downtown Smiths Falls. We were able to make improvements to our beloved 132-year-old building much faster than we would have otherwise been able to."



Alexis Officer,
Art + Science Physiotherapy & Pilates

"I opened my business in a stunning old building downtown Smiths Falls but the state of the facade left a lot to be desired. I was able to collaborate with my landlord to obtain the CIP funds required to rebuild and restore the heritage facade of the building, as well as to purchase a beautiful new hand-carved sign featuring my logo. I have had so many new clients approach me because of noticing the new sign and facade. This grant was a key step in the establishment and growth of my business."

KEY Industries

OUR INDUSTRIES

Smiths Falls is home to a number of industries, each with their own needs when it comes to infrastructure, resources and support. From tourism to manufacturing, Smiths Falls has been the location of choice for world-renowned businesses and continues to be a sought after location for business enterprises of all kinds. Our main industries are:

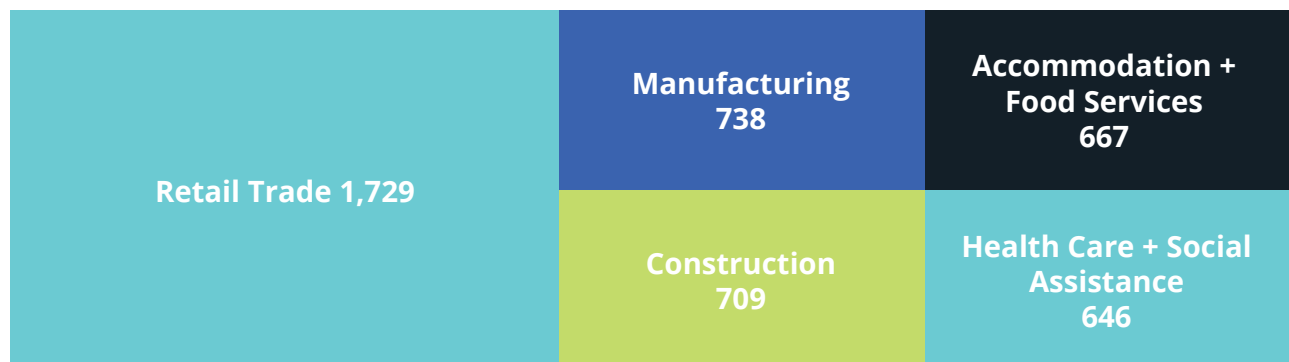
1. Retail Trade
2. Manufacturing
3. Construction
4. Accommodation and Food Services
5. Health Care and Social Assistance

INNOVATION WELCOME

Businesses in Smiths Falls are full of bright ideas with the potential to change the world and influence industry and economy for years to come. Here, we welcome innovative thinkers, ground-breaking ideas and cutting edge concepts.

If you have an innovative idea or are looking for an environment to grow your business, you will find it here in Smiths Falls. Come and join a wealth of other innovative thinkers and lead the way into a new era where thinking outside the box transforms the world.

Top 5 industries in Smiths Falls (total jobs)

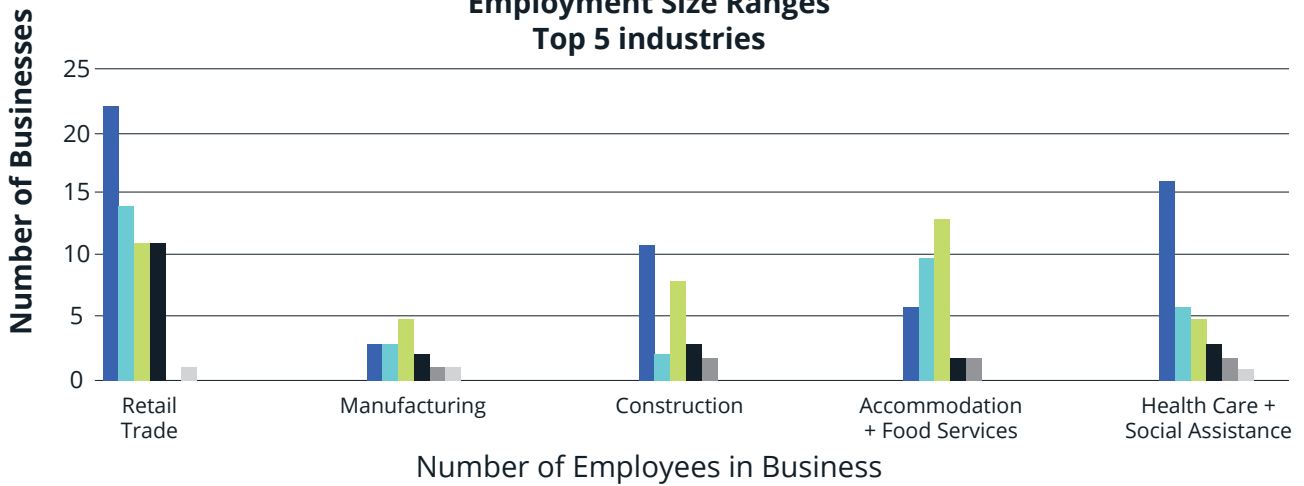




INDUSTRY

Snapshot

**Employment Size Ranges
Top 5 industries**



Smiths Falls Imports and Exports (2015)

■ 1 to 4 ■ 5 to 9 ■ 10 to 19 ■ 20 to 49 ■ 50 to 99 ■ 100 to 199



Source for data on this page: OMAFRA, 2018

MANUFACTURING

\$84,810,512 in Exports (2015)

Smiths Falls boasts manufacturing operations of all sizes, manufacturing a wide range of products to meet virtually every industry need.



David Klein, CEO
Canopy Growth Corporation (Tweed)

"As the largest cannabis company in the world, we are proud to have our headquarters in Smiths Falls. We have production sites around the country and use Smiths Falls as our central hub because it offers logistical advantages being close to rail and international airports."



Richard Timmons, President
Guildline Instruments
Precision Manufacturing

"We're not lacking for anything in Smiths Falls. There is an advantage to being located where we are with respect to transportation, but being part of a small community also brings its own benefits."



Dave Bland, Project Manager
JPB Fabrication Services

"The Town of Smiths Falls has been fundamental in the growth of our small essential business. Its opportunities for development and the support of the community have made the decision easy to plant our roots here."

ACCOMMODATION & FOOD SERVICES

\$11,068,443 in Exports (2015)

As development continues in Smiths Falls the accommodation and food services industry's growth continues to parallel development trajectory. This industry has room for growth and will continue its upward climb as Smiths Falls grows and evolves.



Lisa MacLean, Marketing Manager
Le Boat

"The Town of Smiths Falls and the Tourism & Economic Development team in Smith Falls have always been a support of Le Boat and positioning the town as a great tourism destination within Eastern Ontario, welcoming both local and international visitors."



Angie and Dan Hoysted, Owners
Valley Custom Cutting

"Being located almost midway between Ottawa and Kingston makes Smiths Falls an ideal location, with easy access for production and distribution. The support from the community and surrounding area was gratefully received both during our build and since we opened four years ago."

CONSTRUCTION

\$19,637,456 Exports (2015)

Development in Smiths Falls is booming, and the construction industry is growing in response to construction demand. Smiths Falls is home to a number of high quality construction specialists.



Chris Saumure
Guy Saumure & Sons

"The recent surge in development in Smiths Falls is a good news story for the town...the economic climate is changing and we need to make hay while the sun shines."

HEALTH CARE & SOCIAL ASSISTANCE

\$71,108,970 in Exports (2015)

Health care services are essential to ensuring the Smiths Falls' community remains health now and into the future. The growth of this industry says volumes about the community's dedication to fostering excellent health care.



Rob Rodine, Owner
Optimum Health: Chiropractic,
Massage & Fitness

"Having operated a professional health services office here for over ten years, the thing that stands out most to me is the caring nature and involvement of those in the community. From the vibrant arts and culture scene to the individual volunteers and service clubs, it is a strong and diverse community where everyone is invested in creating a wonderful place to visit, shop and live."



Natatia Gemmell, Owner
Functional Performance Fitness

"The support of the Smiths Falls community has given Functional Performance Fitness the opportunity for continued growth. I am confident the business community in Smiths Falls has a position to lead the way."

UTILITIES AND SERVICES

Hydro One Networks
185 Clegg Rd.
Markham, ON
L6G 1B7
1-888-664-9376
www.hydroone.com

Hydro One Electricity Rates:

Hydro One operates on a time-of-use billing. Prices change three times each day, when demand is at peak, mid-peak and off-peak. The times applicable for each time-of-use designation shift with the seasons, weekends and holidays.

Commercial (Demand) Regulated Price Plan (up to 250,000 kWh/year)
First 750 kWh/month \$0.12 cents
Additional kWh \$0.14
Additional costs such as delivery fees may apply. Contact Hydro One for more information.

Enbridge Gas

400 Coventry Rd.
Ottawa, ON
K1K 2C7
1-877-ENBRIDGE (362-7434)
www.enbridgegas.com

Waste Disposal is offered through weekly curbside collection from the Town of Smiths Falls. Please visit www.smithsfalls.ca/environment/waste-recycling/.

SMITHS FALLS' COMMERCIAL TAX RATES

Smiths Falls strives to keep its tax rates competitive with other municipalities in Eastern Ontario, and in particular for commercial and industrial locations. The combined tax rates below are accurate as of April 2020.

Commercial Taxable: Full	0.04511603
New Comm. Construction:	0.04241603
Commercial Taxable/Vacant Unit	0.03533123
Commercial Taxable/Vacant Land	0.03533123
Industrial Taxable: Full (under 1,500,00)	0.5098938
Industrial Taxable: Full (1,500,000 and over)	0.05998750

COMMERCIAL WATER RATES

Water rates in the town of Smiths Falls are kept low in order to maintain a competitive advantage over neighbouring municipalities.

Smiths Falls has a new water treatment and wastewater treatment plant that uses cutting edge technology to deliver high capacity water services to industry. Water consumption is billed on a monthly basis for commercial accounts, and the base rate is dependant on meter size.

Consumption rate for Commercial, Industrial or Institutional is:
\$1.302 per cubic metre.



BUSINESS DEVELOPMENT RESOURCES



Valley Heartland Community Futures Development Corporation

91 Cornelia St. Smiths Falls, ON K7A 5L3
613-283-7002
www.valleycfdc.com

Valley Heartland CFDC has been building entrepreneurship for over 30 years, helping strengthen and grow the local economy. Entrepreneurs and communities can work with Valley Heartland for access to funding, guidance and mentorship, and to help nurture the most innovative, sustainable businesses and communities imaginable. As a community-based, non-profit organization funded by FedDev, Valley Heartland invests in job creation, business and community innovation.



Small Business Advisory Centre

91 Cornelia St. Smiths Falls, ON K7A 5L3
613-283-7002
www.smallbizcentre.ca

The Small Business Advisory Centre services the area of Smiths Falls, Lanark County and North Leeds, and provides free guidance for entrepreneurs starting and growing their business, one on one counselling, direction with business plans, resource materials, events/seminars and youth/entrepreneur programs.



Smiths Falls & District Chamber of Commerce

77 Beckwith St. N. Smiths Falls, ON K7A 2B8
613-283-1334
www.smithsfallschamber.com

The Chamber of Commerce is a membership-based organization that provides support for member businesses and represents the business community in Smiths Falls and District.



Smiths Falls Downtown Business Association

77 Beckwith St. N. Smiths Falls, ON K7A 2B8
613-283-4124 ext. 1114
www.downtownsmithsfalls.com

The Downtown Business Association (DBA) is also known as a Business Improvement Area (BIA). A BIA is a geographic area where business and property owners work together, with the support of the municipality, to encourage and facilitate physical improvements and to attract new commerce to the area. The DBA is one of the resources available when looking to establish a business downtown.



HOW

Can We Help You?

Online at www.smithsfalls.ca/business/

Connections
with local
business resources

Guidance in your
search for the
perfect location

Assistance with approval processes and investment
incentives offered through the Community
Improvement Plan

TOWN OF SMITHS FALLS

ECONOMIC DEVELOPMENT & TOURISM DEPARTMENT

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TOWN OF SMITHS FALLS ECONOMIC DEVELOPMENT

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