



RichmondHill Business Connections

Your source for economic development news in Richmond Hill

Richmond Hill Office of Economic Development

Fall/Winter 2009-10

RichmondHill
educated dynamic sustainable

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Mayor Dave Barrow Addresses Richmond Hill Business Community



Mayor Dave Barrow

“Business owners help determine what kind of community we are and will be. We are happy with how we have been able to work with people like yourselves who are active in this great community, not just businesses, but as residents, too.”

– MAYOR DAVE BARROW

Outlook Optimistic for Richmond Hill moving forward

The Richmond Hill Chamber of Commerce hosted the Mayor’s Annual Luncheon this fall. Attendees enjoyed the opportunity to hear Mayor Dave Barrow’s State of the Town address and network with other Richmond Hill Businesses.

In his address, the Mayor updated attendees on key issues facing the Town, as well as recent accomplishments and new initiatives happening in Richmond Hill. He highlighted the Town’s success in obtaining approval for approximately \$29 million dollars in grant funding for Town infrastructure, as well as environmental initiatives such as surpassing waste diversion targets and the Town’s record setting reduced energy consumption during Earth Hour. On behalf of Council, the Mayor expressed his gratefulness to the business community for its involvement and willingness to be engaged in Town projects and initiatives, particularly Richmond Hill’s new Strategic Plan: *A Plan for People a Plan for Change*. Moving forward, Mayor Barrow pointed out that it is a priority for Council and staff to continuously engage the members of our business community to help determine Richmond Hill’s future direction.

Finally, Mayor Barrow expressed optimism in regards to the Town moving forward in a rapidly changing economy. He noted that staff are currently developing an economic development strategy that will guide Richmond Hill’s economic development efforts as the economy continues to evolve. In his conclusion, Mayor Barrow explained that “it is important to maintain and build upon our sense of community and grow our connection with the business community.”



Mayor Dave Barrow delivers his 'State of the Town' address.

Highlights from the Mayor’s State of the Town Address:

Economic Diversity:

Richmond Hill has a diverse economy that is balanced and well-represented in a number of sectors. This balance has helped Richmond Hill stay competitive during slow economic times.

Growing Service Sector:

In the last 10 years, Richmond Hill has experienced notable growth in the service sector, particularly in the business and professional industries sectors and is transitioning into a ‘knowledge’ economy.

Skilled Workforce:

The 2006 Census stated that over 40 per cent of Richmond Hill’s residents have completed their education at a university level, almost twice the rate of university completions in Ontario.

Economic Expansion:

During the past year, business park development has continued with Richmond Hill seeing projects move forward in its employment lands, including: BMW, Compugen, Ash City, Cosmo Music and iServe.

Federal Economic Development Agency Created as Part of Canada's Action Plan

Economy of Southern Ontario the focus of agency

The economy is a key issue for many Canadians. As such, many businesses are talking about Canada's Action Plan and are eager to find out how this plan can assist them. In response to recent economic challenges, the Government of Canada has created a federal development agency, FedDev Ontario, to support economic and community development, innovation and economic diversification in southern Ontario. The purpose of this agency is to encourage businesses, communities and workers to take advantage of opportunities, as the economy recovers in Canada and around the world. As part of this program, more than \$1 billion will be provided as part of a five year plan to help revive and grow the economy in southern Ontario. The program will be a comprehensive undertaking, aiming to work with existing programs and partnerships to provide opportunities for the southern Ontario to be innovative and to compete in the global economy.

"I believe that by working collaboratively with perseverance, knowledge and skill, we can surpass our track record of innovation and invention, and position Southern Ontario as an economic leader not only in Canada, but worldwide."

– THE HONOURABLE GARY GOODYEAR,
MINISTER OF STATE
(Federal Economic Development Agency
for Southern Ontario)

OVERVIEW OF KEY PROGRAMS

Southern Ontario Development Program (SODP)

The SODP was established as a core program of FedDev Ontario. Funding for this multi-year program will be directed towards projects that can stimulate local economies and enhance the growth and competitiveness of local businesses and communities. It will build on the assets and strengths of communities to create an environment for businesses to thrive, and will maximize Southern Ontario's potential to succeed in the new economy.

National Research Council - Industrial Research Assistance Program (IRAP)

Partnership initiatives have been undertaken to increase funding for the IRAP program. The program provides direct financing support to Southern Ontario firms and organizations for business research and development, with an emphasis on enhancing the innovation and commercialization capacity of small and medium-sized firms.

Source: www.southernontario.gc.ca

To learn more about the **FedDev Ontario programs** and how they can be of assistance please visit www.southernontario.gc.ca or contact John Lyall, Researcher, at jlyall@richmondhill.ca.



Economic Development Strategy Underway

Strategy to set a Direction for Richmond Hill's Economic Development Activities

As our local and national economies continue to change and evolve, it's essential to have a strategy in place to succeed in the emerging economy. Richmond Hill's Office of Economic Development is currently working on an economic development strategy to help position itself for tomorrow's opportunities.

With the assistance of economic development consultants, staff will be creating a forward-thinking strategy with actions to help Richmond Hill achieve its Economic goals and align with the Town of Richmond Hill's Strategic Plan.

The Town's Strategy will be available in early 2010. For more information, please contact Brenda Osler, Coordinator of Economic Development Programs, at bosler@richmondhill.ca.

**RICHMOND HILL
COMPANY PROFILE:**

PCI Geomatics

Transforming raw data into useful information is critical for business. And, thanks to technological and software advances, a satellite image, combined with the proper software, can help provide users with important information to make informed decisions. Companies like Richmond Hill's **PCI Geomatics** play a key role in this rapidly growing sector.

Located in the Beaver Creek Business Park, **PCI Geomatics** is an innovative company that creates software and solutions to process aerial and satellite imagery used for effective decision making. This satellite imagery, in turn, is used to monitor and report on all aspects of the earth – everything from environmental impacts to food and agriculture, to public safety. Founded in 1982, **PCI Geomatics** has expanded rapidly, currently employing 100 employees at its Richmond Hill and Gatineau, Quebec locations. The company's innovative approach, led by President and CEO

Dr. Robert Moses, was recently rewarded with the *2009 Geospatial Innovator of the Year Award*, for their GeoImaging Accelerator software that corrects large volumes of imagery automatically. PCI was also featured on the *2009 Branham300* listing of *Top Canadian Technology companies in Canada*.

PCI is actively involved in environmental and community initiatives. For years, PCI has been contributing knowledge and technology to help sustain a green planet through its many advanced earth imaging diagnostic tools that are used for change detection, environmental analysis, land and forestry inventory and much more. PCI also gives back by supporting a number of Canadian universities and colleges with cash bursaries and certificates awarded to top students. For more information about **PCI Geomatics**, contact Alysia Vetter, Marketing Communications Manager, at vetter@pcigeomatics.com.



Year Founded: 1982

Number of Employees: 100

Website:

www.pcigeomatics.com

Current Project:

PCI is currently working on a National Imagery Project where it is correcting satellite imagery coverage for all of Canada. This imagery will be incorporated into a free GeoBase website which can be accessible over the internet at www.geobase.ca.



**RICHMOND HILL
COMPANY PROFILE:**

Aecometric Corporation

It's clear that sustainability and environmental responsibility are values that are shared by many companies in Richmond Hill. Located in the Town's Newkirk Business Park, **Aecometric Corporation** helps goods-producing companies focus on environmental responsibility through a wide variety of high efficiency products.

Aecometric is a manufacturer of industrial combustion equipment for the global market. Aecometric's energy efficient burners are used in many applications with an emphasis on fuel flexibility and reduced emissions. Aecometric produces a wide array of products ranging from its high intensity burners, which produce a powerful, yet emission friendly flame to its sulfur recovery units, which are designed to recover sulfur from a gas stream in refineries and natural gas processing. All of Aecometric's products are created with the ultimate goal increasing efficiency while reducing emissions. "Aecometric works closely with its clients to ensure our custom equipment helps to improve their industrial

processes, making their plants more fuel efficient, while lowering greenhouse gas emissions, maintenance costs and pollutant emissions," says Aecometric's Chief Financial Officer John Pieroni.

A Richmond Hill company for 27 years, Aecometric's equipment is fully assembled in town. Aecometric currently exports its products to more than 40 countries worldwide, a testament to its innovative products and increased focus on environmentally friendly initiatives. Aecometric's attention to its clients, its products and the environment has earned the company many awards, including the *Canadian Innovation Award* for environmental technologies, the *Business Achievement Award* from the Richmond Hill Chamber of Commerce, and has been ranked in the prestigious *Profit 100* list of fastest growing companies for the past three years. For more information about **Aecometric Corporation** contact John Pieroni at jpieroni@aecometric.com.



Year Founded: 1982

Number of Employees: 48

Website:

www.aecometric.com

Current Project:

Aecometric is currently working with various public utilities in Canada and abroad to explore biofuel options. The objective is to deliver energy to remote communities using small, cleaner burning power generation facilities.



Breaking Ground... With Compugen!

Information Technology specialist expanding in Richmond Hill



To help celebrate Compugen's new expansion in Richmond Hill, Mayor Dave Barrow and Councillor David Cohen were pleased to attend the company's groundbreaking ceremony in September. Currently located in the Beaver Creek Business Park, Compugen's growth required a larger head office with upgraded office, laboratory and operations and warehouse facilities. Compugen's new Canadian head office will be located in the Barker Business Park and is scheduled for completion in the summer of 2010.

Congratulations Compugen!

About Compugen:

Compugen helps corporations and government agencies across Canada with enterprise-level solutions that optimize IT infrastructure and leverage technology for better results.

- Compugen is the largest privately-owned Canadian IT solution provider and currently employs over 900 staff throughout Canada.
- Compugen was founded in 1981 by President and CEO Harry Zarek.

"We have been a proud part of the Richmond Hill business community for many years and we are pleased to continue this partnership with the Town and the Region."

*— HARRY ZAREK,
PRESIDENT AND CEO,
COMPUGEN*

For more information about available employment lands within Richmond Hill, please view our updated Vacant Employment Land Inventory at www.richmondhillonline.com.

Richmond Hill SMALL BUSINESS ENTERPRISE CENTRE

Richmond Hill
SBEC
Small Business Enterprise Centre

To find out more about the Small Business Enterprise Centre and how it can assist you, please visit the small business section of the Office of Economic Development's Website at www.richmondhillonline.com.

YOUR PARTNER ON THE ROAD TO SUCCESS

Seminars Help Entrepreneurs Learn Valuable Information



An entrepreneur must wear many hats in order to effectively run his or her business and the more information they have, the better the decisions. The Small Business Enterprise Centre (SBEC) hosts learning seminars to help entrepreneurs learn valuable information on a number of small business topics.

The SBEC offers a wide range of seminars to help both current and aspiring entrepreneurs learn relevant information assisting them to start and grow their businesses. Hosted by the SBEC, each seminar features a speaker from a small business topic of interest to provide relevant and useful information for the audience. These seminars are designed to provide valuable information on many small business topics, including writing a business plan, marketing, income tax and accounting, legal issues when starting a business, e-commerce and much more.

For the latest listing of seminars offered by the Small Business Enterprise Centre, please check the seminars page on the Economic Development Website at www.richmondhillonline.com.

For more information about the SBEC and how it can assist you, please contact Adam Kallio, Small Business Consultant, at (905) 771-8800, extension 3831 or akallio@richmondhill.ca.

Please provide us with your feedback.

We would like to know what you think about our newsletter. Please let us know by visiting www.richmondhillonline.com to complete a brief survey. For more information or questions about *Business Connections*, please contact John Lyall, Researcher, at jlyall@richmondhill.ca or call (905) 747-6387.

