

Come and grow with us!



CITY OF

SUMMERSIDE

**One of Canada's Most
Pro-Business Cities**

City of
Summerside

Prince Edward Island
Canada



Summerside understands the challenges companies face when looking to grow and expand. Our municipality is both business and employee focused and we believe we have the right cost environment, access to markets and business partners to help ease the challenges of growth. Let Summerside compete for your next business expansion project and let us show you how we can help your business grow.

City of
Summerside

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Canada

FOR BUSINESS, IT'S TIME TO THINK DIFFERENTLY ABOUT BEING SMALL

For business, there's no place quite like it!

The City of Summerside shows what can be done with innovative thinking, open-minded partners and a creative view to running a municipality. Home to the renewable energy sector, growing aerospace sector, robust IT services, traditional industries and programs tailored to support business growth, are what set Summerside apart. It is an ecosystem of industry and partnerships offering advantages that can only be described as unique.

We know as more companies review and forecast their business strategies and growth plans looking to improve efficiencies, reduce costs, increase profits and find ways to access more markets, a compelling business case for expanding in Summerside becomes even more apparent.

Summerside: a small city offering big opportunities

Working with government is different in Summerside. And by different, we mean easy. Our team will work with you to help navigate expansion and relocation by ensuring that the process is taken care of seamlessly between all levels of government.

Summerside's lead economic development agency is committed to your success. We provide a suite of services that are tailored to meet – and exceed – the needs of each individual business. We bring clarity to the investment process and ensure your success in one of Canada's most pro-business cities.



Our comprehensive range of services includes:

- Customized site selection
- Facilitating company relocations and expansions
- Facilitating industrial and commercial development projects
- Concierge Investment Program (to fast-track approvals)
- Information and advice on programs, statistics and employment areas
- Corporate outreach program to office and industrial businesses
- Small business start-up, growth and retention support



Lowered and stabilized costs

- Low-cost operating environment per KPMG international rankings
- Interest-free loans, tax rebates and over 100 incentive options
- Ranked 4th in Canada for business competitiveness according to KPMG



Empowering infrastructure

- High-speed fibre, smart grid technology and sustainable energy programs
- City-owned electric utility with 99% approval rating
- Atlantic seaport and developed waterfront facilities
- Fully serviced airport
- Advanced wastewater management
- Move-in-ready office and industrial space





KEY LOCATION FOR DOING BUSINESS

On Canada's East Coast, accessible to North East U.S. and Western Europe
24-hour development cycle between Europe, North American and Asia



Reliable labour force

- Cited as one of the most productive and profitable by multinational partners
- Average job tenure 9 years
- Summerside has one of the lowest lost per worker days
- Educational institutions partner with business to create custom training programs



Enviably lifestyle

- Safe community with crime rates among the lowest in Canada
- More than 44% of population enjoys a post-secondary education
- New schools and hospital



WE'RE DIVERSIFIED

Aerospace sector overview

Summerside's aerospace industry continues to reach new heights, contributing to Prince Edward Island's diverse economy. Some of the best-known names in aerospace have chosen Prince Edward Island. Honeywell Engines Systems and Services, Airbus – Vector Aerospace, MDS Coating Technologies Corporation, TubeFab Inc., and Tronos Canada Inc. all have operations in Summerside.

Stakeholders have voiced a strong optimism in the growth that is poised for Summerside's aerospace sector. Stakeholders pointed to existing strengths in Summerside that are attractive to investors across the globe. Specifically, stakeholders mentioned that Summerside has...



- A globally competitive cost structure
- Research and development support and funding assistance unique to PEI
- Customized incentive packages to aerospace industry companies
- A world class workforce that is trained and skilled for the aerospace industry
- A collaborative sector approach with local post-secondary institutions and an aerospace training centre (Holland College, UPEI)



RUNWAY: 06-24 (8,000' X 200')
FUEL: Jet A-1 (FS11 additive available) /Avgas (100LL)



HEATED HANGARS:
33,000 – 88,000 sq ft. with 30-50 ft. ceilings and door opening of 150+ ft.



A Premier Air, MRO, and Training Hub of Atlantic Canada



Tax Rebate Incentive Program for all eligible aviation-related companies provides a full rebate annually on all corporate income tax paid to the province for operations conducted at Slemon Park. There's also a full rebate annually of all real property tax attributable to ownership or rental of facilities at Slemon Park.

Summerside boasts the unique offering of Slemon Park — a premier business centre that features 600 hectares of prime industrial property, more than 50,000 square metres of state-of-the-art manufacturing (component and sub-assembly within OEM supply-chain aviation training), pilot and air-crew, airport management, and aviation-related training. Some of the most recognizable names and leaders in the industry today have chosen Summerside and call Slemon Park home:

Prince Edward Island provides a very competitive business case with savings between 5–20% depending on industry segment; access to a ready, willing, and able workforce; and some very specific and unique aerospace infrastructure (airport, hangars, and services). Home for more than 20 years to Honeywell and Airbus centres for Maintenance, Repair and Overhaul (MRO) operations.

Slemon Park is the provincial focal point for the aerospace industry in the Province of Prince Edward Island. Slemon Park is home to 20% of the manufacturing industry in the province. Future focus is on further development of the Maintenance, Repair and Overhaul (MRO), Tier 2&3 manufacturing, and aviation-related training industry subsectors.

Information and Communications Technology

Summerside's information communications technology (ICT) sector has become a major contributor to the strong economic growth taking place in Summerside and Prince Edward Island. In recent years, Summerside's ICT sector has seen an emerging focus on e-health software development, client service, and support and testing laboratories to foster advancements in the industry.

Seeking Partners in:

- Small to medium-sized niche firms with a focus on development or support
- Companies seeking a prime test bed for products as part of their R&D
- Firms seeking an environment where like-minded companies can collaborate and innovate
- Companies with smaller workforce requirements, but who will benefit from the unparalleled loyalty and work ethic of Islanders
- Companies seeking a state-of-the-art smart building developed with green principles and the infrastructure required by the IT industry
- Firms that will realize meaningful benefits from the aggressive incentives and competitive costs offered in Prince Edward Island.

THE CITY ADVANTAGE — A FIBRE BACKBONE

Driven by the Summerside Energy Group, fibre to all premises in Summerside is being deployed to fully integrate energy and communications. Initially inspired to ensure a more efficient management of a diverse set of energy inputs, fibre to the premises is becoming a key IT enabler in Summerside.





ECO CITY

Summerside is widely recognized as a leader and early adopter of green technologies. Our unique municipally owned infrastructure, combined with a business environment that encourages innovation, distinguishes us from other communities in Atlantic Canada.

A commitment to sustainable development and technologies is a driving force in the policies of the City of Summerside. Our businesses and residents expect it. Sustainability makes both fiscal and environmental sense. It is a pillar of our approach to renewable initiatives and economic development in our community.

The City of Summerside is looking ahead to more innovation in the green technology sector by building on the infrastructure already developed. Across North America, communities look to Summerside as a best practice model for leveraging sustainable green development as an integral part of an economic development strategy.

**OVER
53,000
SQUARE
FEET OF
CLIMATE
CONTROLLED
WAREHOUS-
ING SPACE**

MARINE

Prince Edward Island's Marine Strategy helps to favourably position Summerside for further investment in this sector, given the cross-over skills from the aerospace industry and the technical and training partners in the region along with the significant cost advantages of Summerside.

The Port of Summerside is home to a diverse waterfront general shipping and receiving facility offering services in both bulk and packed cargo. Summerside Port offers over 53,000 square feet of climate controlled warehousing space with a suite of services to handle most shipping and receiving needs.

Come and grow with us!

In addition, Holland College's world renowned Marine Training Centre is also located on the waterfront, offering Transport Canada Approved international courses in a range of disciplines from bridge watch ratings to Master Mariner programs.

The recently launched Advanced Marine Technology Tax Assistance Program further supports new growth in our marine industry. It is a 10 year tax rebate program that applies to eligible companies which establish operations within Prince Edward Island. To learn more about this program, visit <http://www.innovationpei.com/marine>.

WE'RE GREEN

Summerside has advanced its innovation footprint beyond what most municipalities could even think of doing. Accomplishments include a wind farm, energy storage, fibre-optic communications network, electrification of city vehicles, first-generation charging stations and a state-of-the-art water pollution control centre.

WIND FARM

Summerside's 4-turbine wind farm scored big gains in environmental stewardship and early adopters reaped substantial benefits. Today, the Summerside Electric Utility & Wind Farm provides over 45% of the city's energy needs and an open policy permits its use for testing and commercialization purposes.

ENERGY STORAGE

Storing excess power during off-peak hours in residential and commercial appliance use, heat and water storage systems facilitate our highly successful Heat-for-Less program.

FIBRE-OPTIC NETWORK

Summerside's Powernet communications network enables clean, green economic prosperity by enabling the electrical infrastructure to create business opportunities. The network plays a key role in the efficient management of our Heat-for-Less program.



VEHICLE ELECTRIFICATION

Involving mobile charging devices, we have electrified 3 vehicles to date and are in the process of converting more to increase Summerside's EV Fleet.

CHARGING TECHNOLOGY

Summerside is installing electric vehicle charging stations on every municipal property throughout the city. Our goal is to link wind, communications and storage technologies into next-generation chargers. This will bring us a future in which homes and buildings can use cars to run their electrical demands in times of need.

LIVING LAB

Summerside is a real-life test and experimentation environment where users and producers co-create. Companies, researchers and developers work directly with the community and its unique infrastructure to advance product development in a real world setting.



WE'RE GROWING

Projects poised to take off from the Summerside launch pad are big, ambitious and packed with the promise of leading edge innovation. Among all the following initiatives is a large smart storage project that could even lead the way to the replacement of diesel.

**10 YEAR
TAX REBATE
PROGRAM**



MULTI-SOURCE ENERGY STORAGE PROJECT

This system is designed for the ultra-efficient integration of renewable and traditional power sources and the combining of sources with mass storage. Management of this system addresses environmental, economic and next-generation energy applications, providing green energy when needed just as transmission provides traditional energy today.

SUMMERSIDE ECO-INDUSTRIAL PARK

To truly grow our community, we believe the establishment of a new business park is absolutely essential. It will be a park in which businesses cooperate with each other and the local community in order to reduce waste and pollution, efficiently share resources — information, materials, water, energy, infrastructure, natural resources — and help achieve sustainable development. The leveraging of infrastructure investment will provide a more focused approach to development.

Our immediate goal is to attract partners to work with Summerside in realizing this plan. The long-term goal is increased economic gain and improved environmental quality.

NATIONAL CENTRE OF RENEWABLE INNOVATION

The ultimate target in our sites is the establishment of Summerside as the National Centre of Renewable Innovation. It will be a centre of excellence which attracts renewable innovation leaders, creates economic opportunity and sustainability, and builds a strong commercial and industrial tax base, increasing the diversity and resilience of the economy.



COME AND GROW WITH US

Summerside Economic Development is committed to marketing Summerside's competitive advantages, pro-business climate and superior lifestyle across Canada and around the world.

Less cost with lowered risk for new product testing

Share the vision and reap the rewards

In addition to enhanced international exposure, Summerside's infrastructure enables unique opportunities to get products to market sooner, at less cost and with lowered risk. Products and services can be tested and business models developed for advanced deployment in the very early stages of product life.

Choose Summerside for your next move

We are not suggesting you move lock, stock and barrel, but expansion to Summerside could pay substantial dividends across all of your plans for corporate growth.

You'll be helped every step of the way

The Summerside Economic Development team will work with you directly to ensure seamless coordination between all levels of government.

PARTNERSHIPS, JOINT VENTURES, NEW ENTERPRISE — EXPANSION OPPORTUNITIES

Summerside's economy has an opportunist reputation and has seen significant advancement and growth over the past decade. Sectors targeted to bring a new level of prominence to Summerside include Aerospace, ICT Enterprise, Education, Consumer Product Providers and Advanced Manufacturing. While Summerside has many opportunities for growth in all sectors, we have identified some key expansion opportunities for growth and are looking for partnerships, joint venture opportunities, and new enterprise in the following areas:

Sectors of Interest:

AEROSPACE — Repair and Overhaul is a primary target, airframe and paint systems in all facets of aerospace including fixed wing and helicopter. Training in aerospace and defence industry is another primary target given the regulatory environment of our aerospace park.

INFORMATION TECHNOLOGY — Software development with a specific focus on e-health type enterprise, financial services and other software and back-office IT operations.

GREEN AND RENEWABLE SECTOR — Enterprises engaged in the renewable infrastructure sector with a focus on solar, renewable storage, electric vehicle and vehicle testing, X to Grid specializing in next generation micro grid technology, smart metering. Firms engaged in software development management systems and integration of renewables into utility and distributed power systems. Summerside is also seeking firms engaged in developing bio fuels from natural sources including plant and marine life.

LIVING LAB — Summerside is specifically interested in firms looking for an opportunity to engage in a uniquely powerful innovation ecosystem, based on world best practices. This will involve the community's intrinsic infrastructure, key information technology assets and keenly aligned stakeholders committed to embracing a connected, open and innovating system based on:

1. Municipally open ICT and infrastructure
2. Commitment to sustainable positive impact for Summerside
3. Research foundation
4. Collaboration
5. Pooling of complementary resources
6. Sharing of information and innovation
7. Making innovation more visible
8. Engaged citizens

CAPITAL VENTURES — We are also looking for development agencies interested in capital projects to further diversify our industrial / commercial / accommodation mix.

OUR VALUE PROPOSITION — A PLACE THAT LIVES UP TO ITS MISSION

43% of Prince Edward Island workers have been with the same employer for more than 6 years



Operating Cost Environment

The operating cost environment in a jurisdiction is an important factor to each of the targeted sectors. From a business perspective, locating in Summerside allows firms to run leaner operations compared to well-known industry locations such as Boston and Montreal. From a talent perspective, P.E.I. provides highly skilled workers with a much lower cost of living compared to most other locations in North America.

The KPMG Competitive Alternatives report in 2016 revealed the operating cost advantages of locating in P.E.I. The report modelled operating costs for several industries in over 200 jurisdictions around the world. For all of them, P.E.I. came out as one of the most competitive locations.



Competitive Institutional Assets

The education and training industry on P.E.I. is developing tailored programs to ensure the industry has the talent it needs to grow into the future. Holland College offers an array of industry focused programs to feed the talent pipeline. The University of Prince Edward Island is expanding its engineering program to support the needs of the aerospace and defence and renewable sector as well as other industries in the Island.



Supporting Government

The Provincial and Federal government is a key ally in helping to promote the industry across Canada and around the world. Specific to the aerospace industry, the provincial government offers Canada's only aerospace tax rebate program as well as many other sector based programs.



Compatible and flexible spaces

Summerside offers a range of industrial and commercial spaces that have the potential to support these targeted industry activities on a temporary and permanent basis, which is further enhanced by a comparative lack of traffic congestion and parking issues (particularly for larger vehicles) that are often experienced in other larger municipalities.



Robust support industries base

While other areas of the Canada may hold stronger shares of core industry labour force and business activity, Summerside and P.E.I. continue to hold a strong base of over 150 businesses in aerospace, renewables and green support industries, particularly in administrative and knowledge-based business support sectors (e.g. management consultants, bookkeeping / payroll, accounting).



Economic incentives — prospects have access to standard IPEI tax — incentives and labour rebate programs plus an additional discount on the cost of doing business in Summerside vs. other like jurisdictions (labour/ rents/ taxes/ energy/ permits)



Partnership — the City of Summerside provides opportunities for pilot projects and test beds through access to infrastructure, investment and contracts — the City through its Living Lab program for firms in qualifying industries will make access to infrastructure such as the power grid and fibre available — creating incredible economic value



Speed — the City of Summerside represents a true designed entrepreneurial environment. It features low bureaucracy with systems in place to eliminate or cut through red tape, assigned economic development professionals to act as concierges for prospects, and quality building infrastructure providing significant cost advantages vs. other like jurisdictions



Quality of Life — Summerside is a safe (low crime rates) community with excellent schools, access to an unspoiled waterfront and beach where residents swim and sail, 5-minute commute times and a very low cost of living. It is the best place to set up shop in PEI for employees of prospects



Logistics — Summerside has better access to Confederation Bridge and working ports, and equal access to the PEI airport, college and university programs, and labour pool via the highway system. Moving goods and people around is easy in Summerside



BRINGING COST CERTAINTY TO BUSINESS — THE ISLAND INCENTIVES

Summerside understands that fiscal support and financial incentives are not the key reasons for companies looking to expand in a growing place like Summerside. We know that our initial and ongoing support can help reduce the risks of an expansion and bring cost certainties, improve returns and ease the start-up transition. Coupled with our competitive environment, our support programs and long term outlook for business engagement, Summerside can provide a very competitive offer for businesses looking to expand with a customized and responsive approach.

The City of Summerside and partners work collaboratively and offer incentive programs designed to stimulate and encourage targeted development and redevelopment in key geographic areas of the city. These programs demonstrate our commitment to partnership and provide enterprises with cost certainties in the development process. Focus is on addressing gaps and the city's enabling infrastructure that prioritizes employment growth.



Our Partners Programs

The Innovation & Development Labour Rebate Program (IDLR)

— The IDLR is a performance-based incentive offered to eligible companies expanding in or locating to Prince Edward Island.

The IDLR is a rebate of 25% of your eligible gross payroll paid out over a one year term. Innovation PEI may agree to pro-rate the eligible rebate, with partial payments over several years (for example, 5% for five years).

To receive the rebate, your company must create or retain a targeted number of jobs, at a minimum determined salary, within a set timeframe.

Advanced Marine Technology Tax Rebate — The Advanced Marine Technology (AMT) Tax Rebate is a 10 year tax rebate program that applies to eligible companies which establish operations within Prince Edward Island.



Atlantic Canada Opportunities Agency Assistance Programs — Business Development Program (BDP) —

The Business Development Program (BDP) is designed to help you set up, expand or modernize your business by providing access to capital in the form of interest-free, unsecured, repayable contributions.



Atlantic Innovation Fund (AIF) — The Atlantic Canada Opportunities Agency's Atlantic Innovation Fund (AIF) is an initiative through which the Government of Canada is making strategic investments aimed at increasing Atlantic Canada's innovation capacity. The AIF focuses on R&D projects in the area of natural and applied sciences, as well as in social sciences, humanities, arts and culture, where these are explicitly linked to the development and commercialization of technology-based products, processes or services.



Innovation Programs — The Pilot and Discovery Fund supports early stage, proof-of-concept projects that will lead to the development of new products, services or processes in the strategic sectors.

The Innovation PEI Graduate and Post-Doctoral Fellowship Program

— This program is designed to support and develop highly skilled researchers in the strategic sectors. Such support allows them to gain research experience on industry relevant projects while undertaking their graduate or post-doctoral programs.

The Development and Commercialization Fund — This fund supports Island-based businesses and researchers that have completed the prototype and pilot stage, have tested and developed a product and are prepared to move toward manufacturing or commercial scale production.

**PLANT A SEED NOW.
Just hand us your card!**





Our model for attracting business expansion opportunities is a proven model of business success both in the short term and for the long term. Our organization works proactively, collaboratively and responsively with business, partner agencies, educational institutions, the community and all levels of government. We focus on leveraging Summerside's key strengths and entrepreneurial philosophy to sustain economic growth and create wealth. It is a model we have perfected over time.

Using a hands-on approach, we are committed to furthering the success and growth of businesses, helping grow markets and ensuring we exceed your expectations.

Let us compete for your business. Share your expansion ideas with us on 2 sheets of paper and then let us prepare a detailed market expansion brief for your consideration.

Nothing could be easier!

You'll be in a very good company



**We know where we're going.
We need your help getting there.**

LET'S BUILD THE FUTURE TOGETHER!

JUST HAND US YOUR CARD

or contact:

Mike Thususka

Director of Economic Development

City of Summerside

902 432 1255

mike@summerside.ca