

Your Launchpad to
**NORTH AMERICAN
AEROSPACE**
Markets



bigpossibilities.ca

City of
Summerside

Prince Edward Island
Canada



YOU WILL MAKE MORE MONEY IN SUMMERSIDE

The City of Summerside's unique municipally-owned infrastructure and progressive business environment presents distinct advantages over every other Atlantic designation. It is the perfect gateway for foreign companies to expand globally while gaining a foothold in North American markets.



Located on Canada's east coast—in the province of Prince Edward Island—the City of Summerside is widely recognized as a leader and early adopter of innovation and investment in specific and growing sectors. It is a small place with very big things to offer.

Summerside leverages its success across many sectors—including Aerospace, IT, Renewable Energy, and Mid-Stage Start-Ups—with the objective of growing evermore present in International markets.



HERE IS WHY IT HAS TO BE SUMMERSIDE

Pro-growth leadership—including an interconnected network of senior collaborators and industry experts, plus public and private investors, that brings all key players into the “same room.”

Big think—unique Living Lab assets including research, development, and partnerships to support investment in green and alternative energy, waste management technology, and connectivity.

Lifestyle—ideal work / life balance, minimal commuting time, recreational, cultural and entertainment services throughout the province, plus a shared sense of community in a very attractive seaside setting.

Low cost / low risk—a promising strategy for a manageable entry into North America.

Lower production / ownership cost—beta testing of new technologies and products permits “Fail First, Fail Fast” in addition to “Fail Cheap” advantages, which accelerate the development cycle and reduce risk and cost. Plus ready access to customers for product validation.

Employee retention—lower turnover and wage burden relative to other North American cities.

Collaborative focus—including creative partnerships with a wide range of professional organizations.

Time zone advantage—for online / phone-based service companies with two shifts 8:00am to 8:00pm, customers can be served during all normal business hours in all time zones across Canada and the U.S.



The best country in the world for global investment

- ✓ Canada is the best country for global investment, it's a fact
- ✓ Canada has international relations beyond its borders including over 1.5 billion customers in 51 countries
- ✓ Canada has trade agreements, allowing a fluid global market, with the United States, Mexico, the European Union, the United Kingdom and Pacific countries
- ✓ Access to Canada's global trade markets is facilitated through a robust and sophisticated infrastructure of over 26 major airports with international connections, over 17 seaports and 117 border crossings for efficient and timely movement of goods and services
- ✓ Talent is the foundation of Canadian enterprise and Canada is the most educated country in the world
- ✓ Canada enjoys stability with political, banking and corruption indices atop the global economy
- ✓ Investment in Scientific Research and Innovation is at the forefront of growing Canada's economy
- ✓ Canada continues to rank in the Top 5 countries in the world for quality of life

SUMMERSIDE SETS THE PACE FOR AEROSPACE

AT ONE OF THE LOWEST COSTS IN THE G7

Generating over \$400 million in sales, Aerospace & Defence has become one of Prince Edward Island's fastest growing sectors with a strong base of companies employing more than 1,350 skilled workers. Revenues from international markets have grown three-fold in five years.

Summerside's Slemon Park Aerospace Centre provides the competitive and cost-efficient climate that is critical for aerospace companies servicing the global market. Slemon Park increases company returns on investment, generating extra funds for R&D.

Add to your bottom line tax-free

Aerospace companies calling Slemon Park home generate even more profit by taking advantage of Prince Edward Island's Aerospace Tax Rebate program. The only provincial aviation-specific tax program in Canada, the Aerospace Tax Rebate includes a full yearly rebate on all corporate income tax paid to the province, plus a full yearly rebate of all real property tax relating to ownership or rental of spaces in Prince Edward Island.

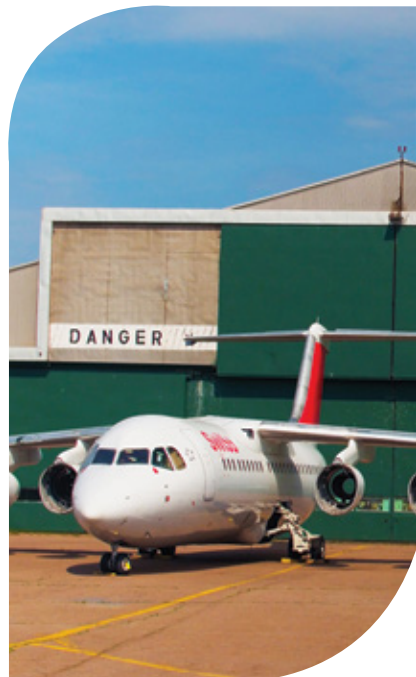
It's no wonder that a recent KPMG Review ranked Prince Edward Island's aerospace industry as:

The highest net profit after tax amongst 8 major aerospace hubs including Dallas, Indianapolis, Los Angeles and Seattle.



Summerside's Slemon Park Aerospace Centre is a unique combination of a great many assets: strategic location, government support, fast-track loans, freedom from red tape, move-in-ready facilities, productive workers, and a Living Lab for launching products sooner. It is perfectly positioned to facilitate turnkey solutions for maintenance, repair and overhaul (MRO)—component, airframe, engine accessories, propeller/rotor blade shop, avionics—in all facets of aerospace including fixed-wing and helicopter.

The airport services private, corporate, charter and military clients, as well as manufacturing and aerospace tenants. Some of the biggest names in the business—Honeywell Engine Systems and Services, Standard Aero, MDS Coatings, Tronosjet, and TubeFab—call Slemon Park home.



Slemon Park provides complete aerospace infrastructure

- ✓ FBO airport
- ✓ Runway: 8,000 x 200 feet
- ✓ Fuel: Jet A-1 (FSII additive available / Avgas (100LL)
- ✓ Readily available air space / no scheduled passenger traffic
- ✓ Low landing and facility fees
- ✓ Quick turnaround service times
- ✓ Heated hangars: 33,000—88,000 sq. ft. with 30—50 ft. ceilings
- ✓ 300+ VFR days per year
- ✓ Automated Weather Observing System
- ✓ Extensive ramp space

Immediate Opportunities in Aerospace

- ✓ Airframe MRO
- ✓ Avionics Operations
- ✓ Engine and Engine Accessories
- ✓ Manufacturing Enterprise (T2/T3)
- ✓ Component and Sub-Assembly Manufacturing
- ✓ Aviation Training
- ✓ Pilot Training



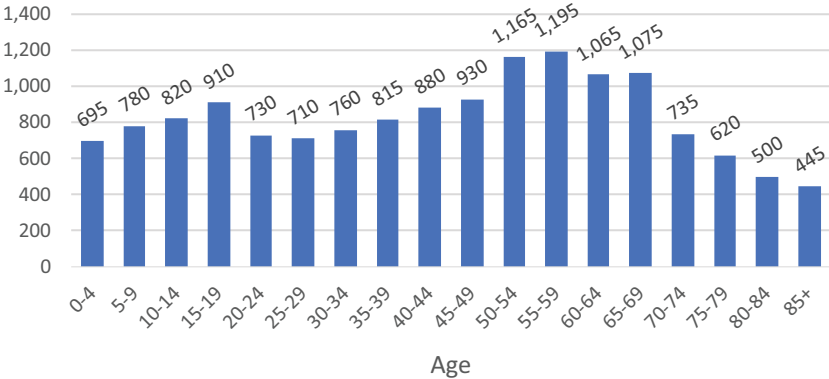
SUMMERSIDE BY THE NUMBERS

The following section provides a high-level snapshot of the broad range of factors of the key metrics which make up Summerside, with a focus on our demographic, labour and cost structures. Summerside's economic makeup is consistently cited as one that presents growth, stability and diversification for investors and is underpinned by significant opportunities for business and investment.

Demographics

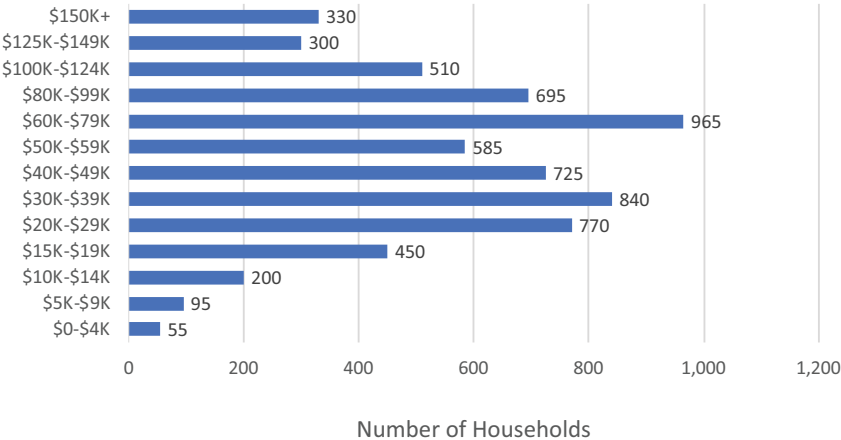
Like many small municipalities across Canada Summerside's demographical makeup and diversification continues to evolve in a very positive fashion. In 2016 Summerside's official population was just over 14,800 persons with an average age slight above 46 years of age, again consistent with overall Canadian patterns. The makeup of our households' mimics those of our provincial averages with average household size of 2.2 persons. Summerside has become a growing and highly educated population and continues to make strides as a destination for business and, while our population represents around 12% of the Islands total population, our retail and service markets represents over 20% of provincial expenditures. With a consistent rise in population, household incomes and cultural diversification Summerside is home to a growing diverse and multilingual population base.

Population by Age Group Median Age = 46.8 years



Source: Statistics Canada, 2016 Census

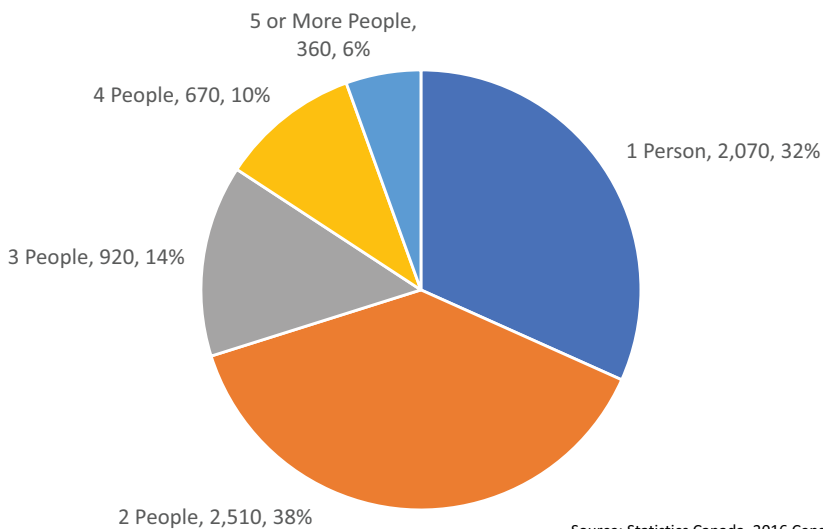
Household Income Median Household Income = \$52,143



Source: Statistics Canada, 2016 Census

Household Size

Average Household Size = 2.2 People



Source: Statistics Canada, 2016 Census



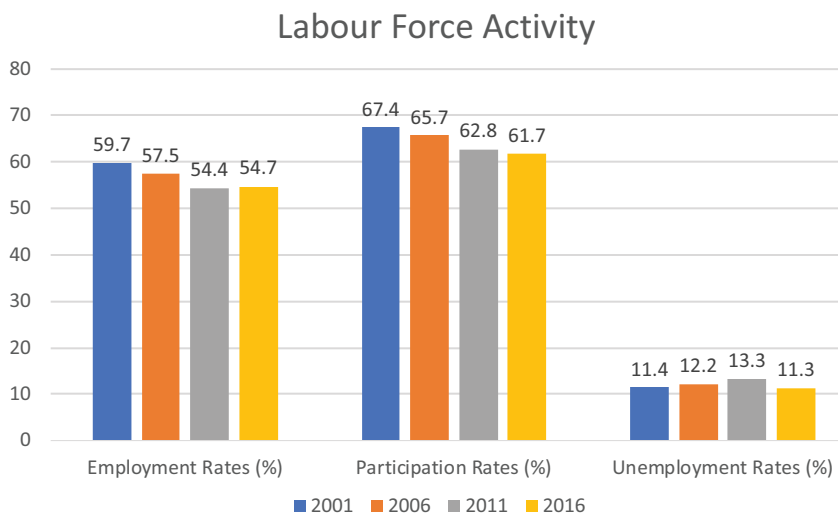
Labour Profile

Summerside's labour force is well represented by individuals with strong technical skills—well over 50% of the population possess a High School Diploma or Higher. This fact, along with strong commitment from our provincial partners and our learning institutions, provide Summerside with a large pool of educated and dedicated employees.

Labour which forms the largest cost centre of business operations is one of our competitive strengths and in addition to our lower rates, governments through our labour programs can support enterprise from the outset.

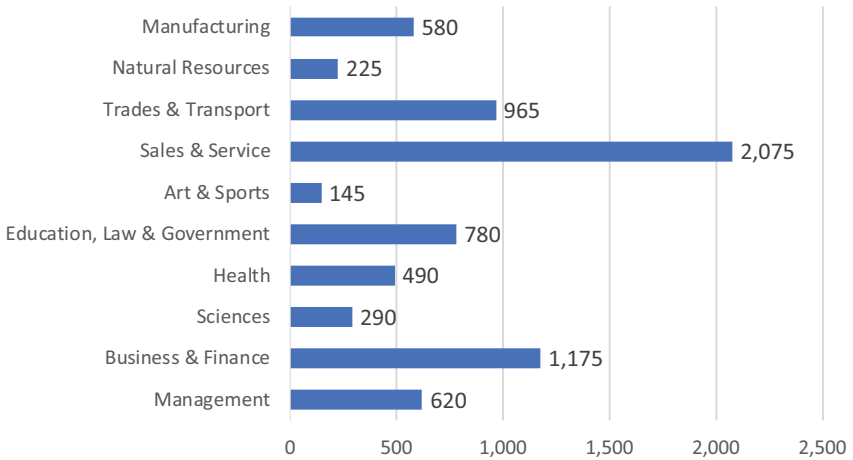
Summerside has some of the most competitive wages and least amount of statutory holidays compared to the other regions, meaning less labour obligations for businesses.

Typically, the labour market within Summerside boasts a higher participation and employment rate compared to the rest of the province and our labour pool is highly dedicated with average tenure well above National Standards. Our labour force is well represented in a cross section of industries with a high concentration in manufacturing and IT related industries.



Labour Force by Occupation

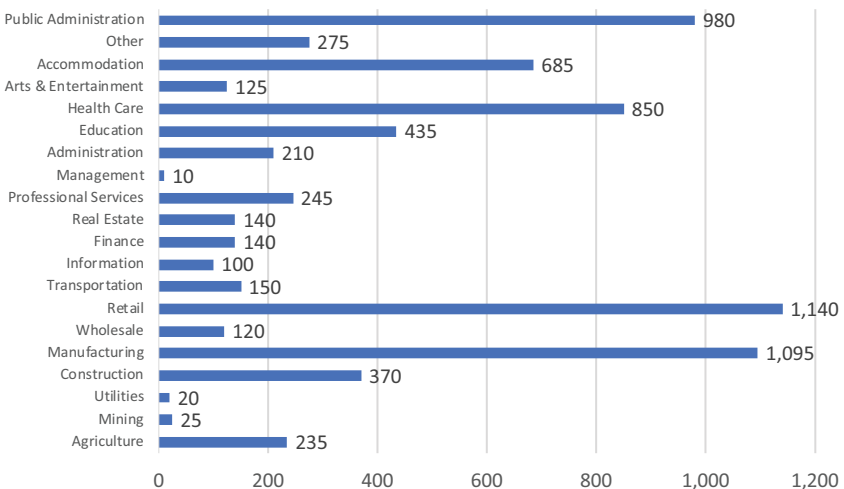
Total Labour Force = 7,480



Source: Statistics Canada, 2016 Census

Labour Force by Industry

Total Labour Force = 7,480



Source: Statistics Canada, 2016 Census

Business Costs

Summerside and for that matter Canada stack up among the top in the world when it comes to business costs, be it marginal tax rates, aggressive tax treatment on investment or the significant incentives in all aspects of fostering business.

Summerside understands that fiscal support and financial incentives are not the main reasons companies look to expand outside of their home territory. This is precisely why our initial and ongoing support programs have been honed to reduce the risks of expansion by establishing cost certainties, improving returns and easing the start-up transition.

The City of Summerside and partners work collaboratively, creating incentive programs to stimulate and encourage targeted development and redevelopment in key geographic areas of the city. These programs demonstrate our commitment to partnership and provide cost certainties in the process. They are centered on capital and labor assistance to reduce the barriers you face.

Provincial Personal Income Tax	Rate (%)
First \$31,984	9.8
\$31,984 - \$63,969	13.8
\$63,969	16.7

Federal Personal Income Tax	Rate (%)
First \$47,630	15
\$47,630 - \$95,259	20.5
\$95,259 - \$147,667	26
\$147,667 - \$210,371	29
\$210,371+	33

Federal Corporate Income Tax	Rate (%)
General	15
Manufacturing & Processing	15
Investment	15
Small Business	9

Provincial Corporate Income Tax	Rate (%)
General	16
Manufacturing & Processing	16
Investment	16
Small Business	3.5

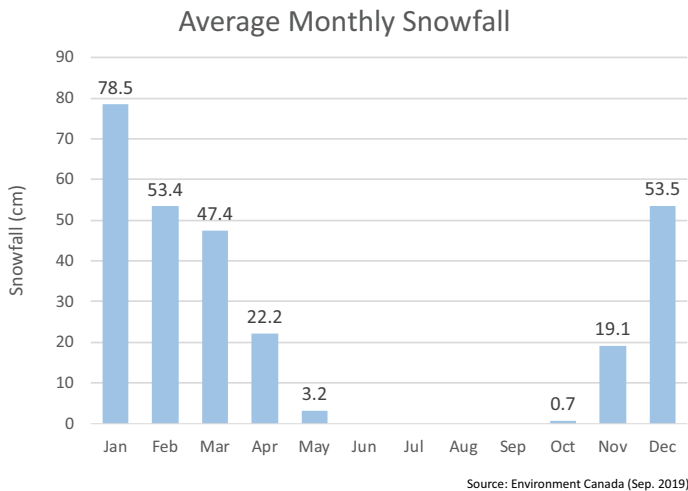
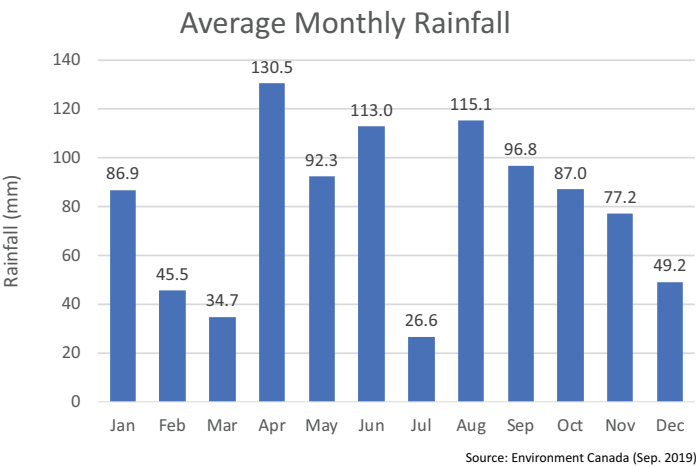
Source: Canada Revenue Agency (Jan. 2019)

Rates	Summerside
Property Tax Rates (Per \$100):	
Commercial - Provincial	\$1.50
Commercial - Municipal	\$1.90
Non-Commercial - Provincial	\$1.00
Non-Commercial - Municipal	\$0.74
Water Rate (Metered) 75MM Pipe:	
Base Charge	\$122.07
Per 1000 Gallon	\$1.56
Sewer Rate (Metered) 75MM Pipe:	
Base Charge	\$150.50
Per 1000 Gallon	\$1.51
Electric Rate (Small Industrial):	
1st Energy Block (\$ per kWh)	\$0.1731
Remainder Energy (\$ per kWh)	\$0.0872
Demand Charge (\$ per KW)	\$7.46



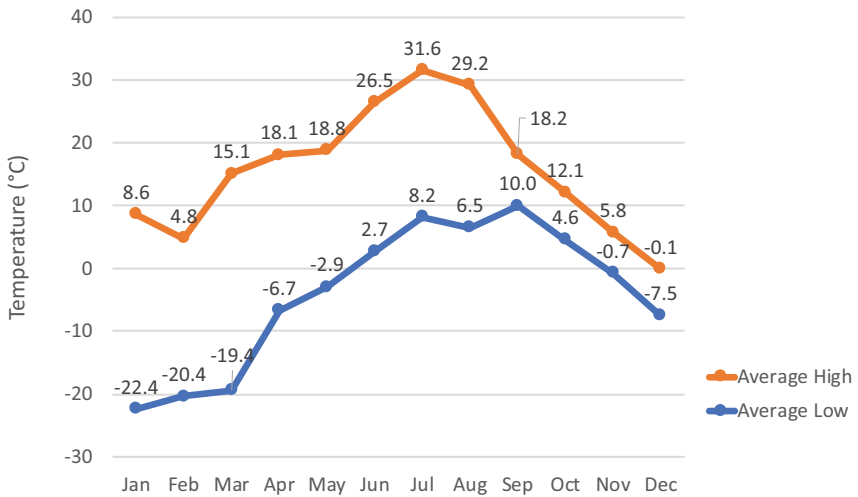
Climate

Like the rest of Canada, Summerside enjoys four seasons and, as a coastal city, the weather is less severe than one might expect from a Canadian city. Summerside enjoys the moderate swings in temperature and precipitation that is experienced in most of Canada with average temperatures and precipitation seen in most parts of the country.





Temperature Range

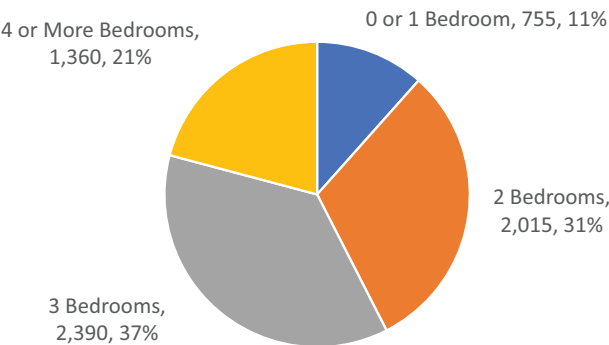


Source: Environment Canada (Sep. 2019)

Housing

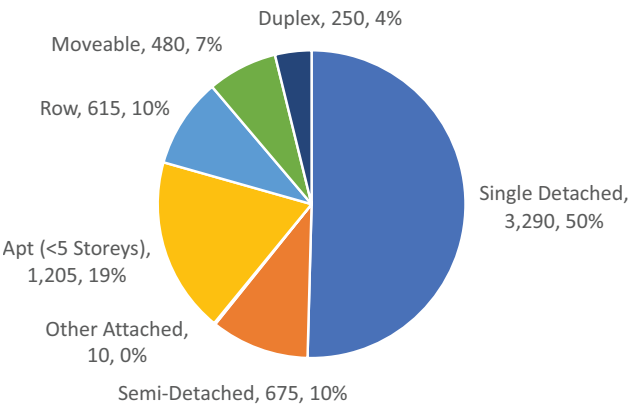
Summerside offers a vast selection of housing options including rental and purchase accommodations, often described as diverse and affordable. With average house prices far below the national Canadian average, home ownership in Summerside is easily attainable. Summerside is currently undergoing a resurgence in housing developments to meet the expanding demand in housing.

Dwellings by Number of Bedrooms

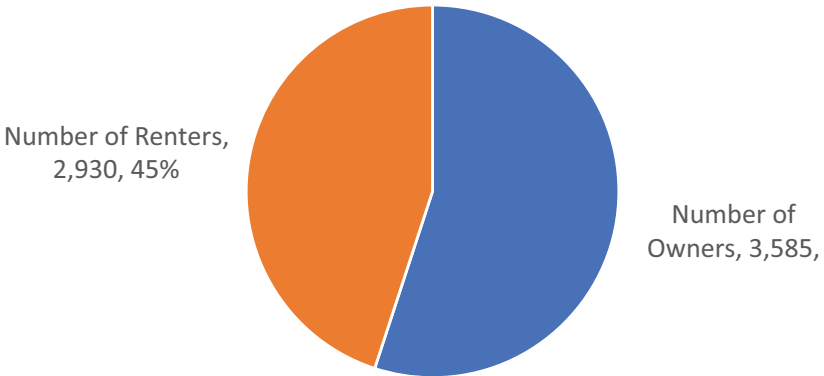


Dwelling Type by Structure

Total Number of Dwellings = 6,530

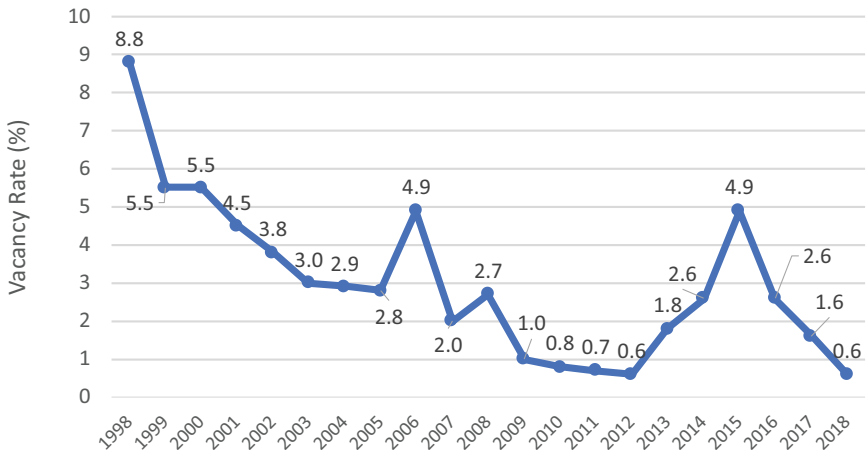


Home Ownership vs. Rental



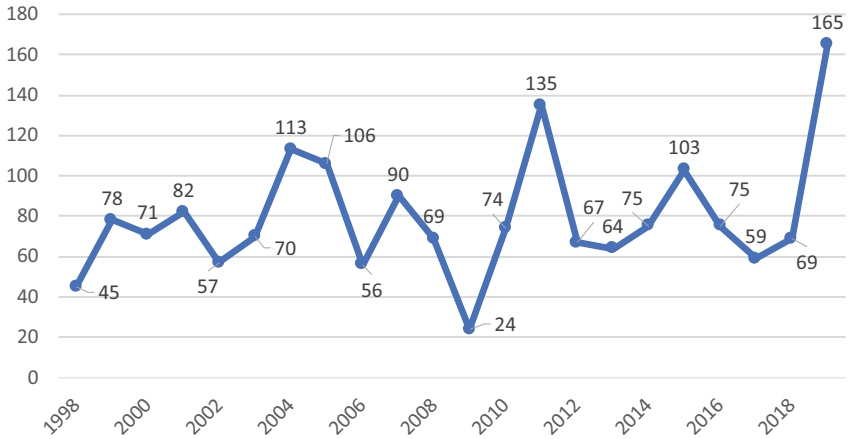
Source: Statistics Canada, 2016 Census

Vacancy Rate



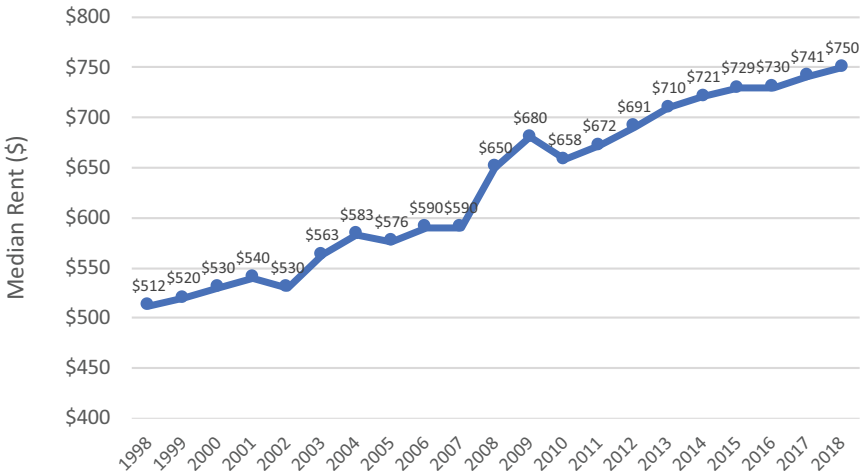
Source: CMHC 2019

Housing Starts



Source: CMHC 2019

Rental Price

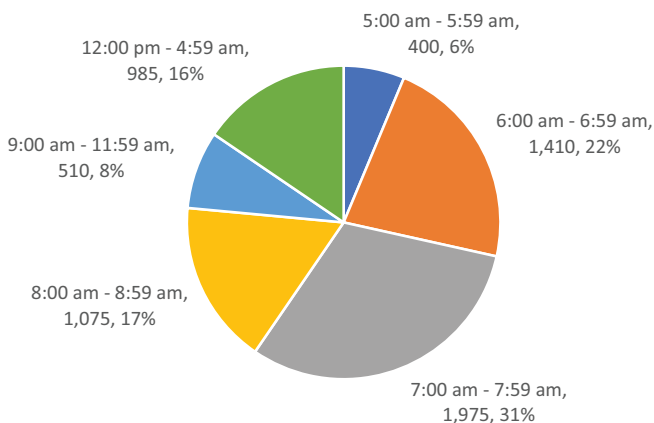


Source: CMHC 2019

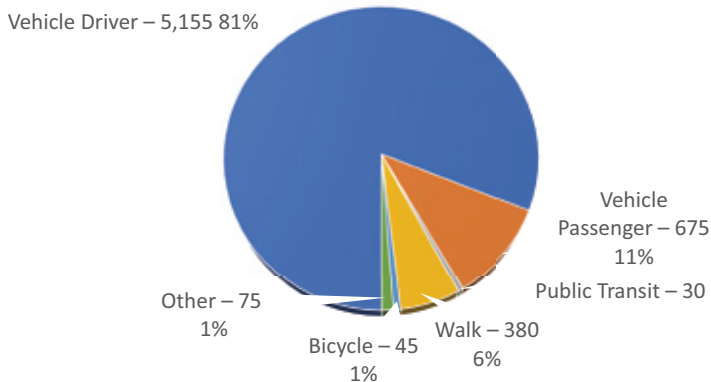
Transportation

Getting to and from work in Summerside is envied by many. An average commute time to work of less than 5 minutes allows for a better work/life balance and more free time. Our intercity public transit, airport connections, and road infrastructure result in the conducting of business being safe, efficient and reliable and most of all profitable.

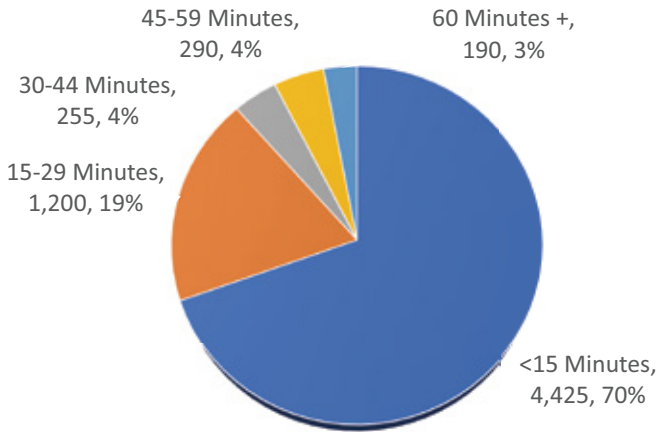
Time Leaving For Work



Modes of Transportation

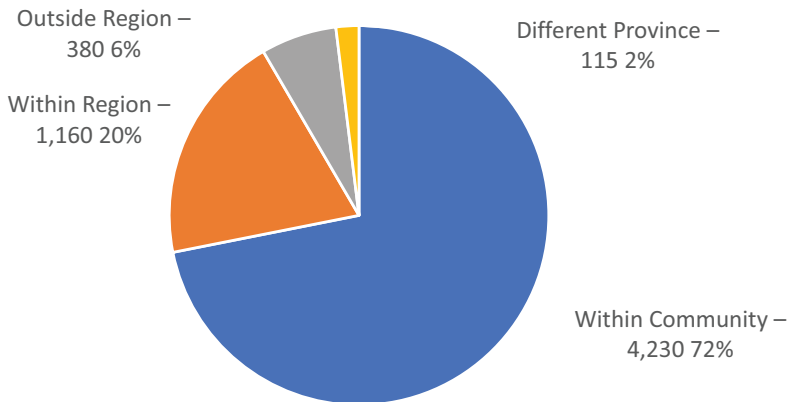


Commuting Duration



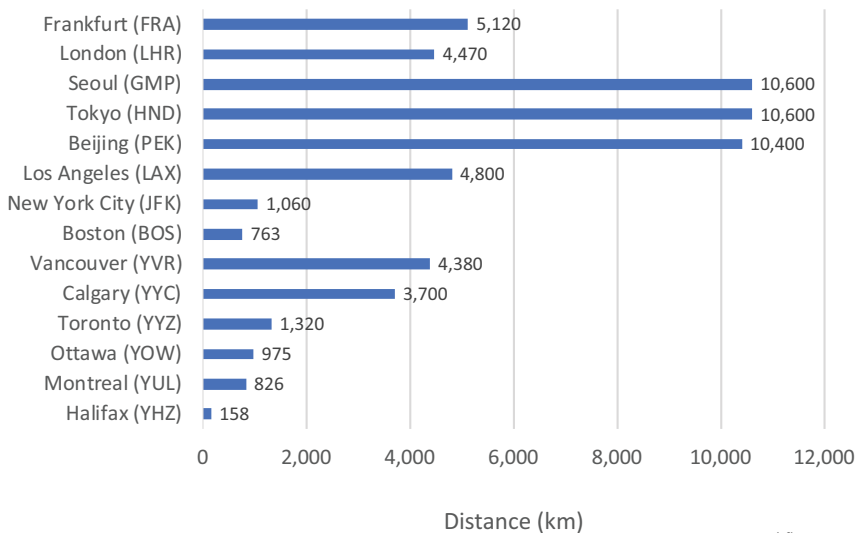
Source: Statistics Canada, 2016 Census

Commuting Destination



Source: Statistics Canada, 2016 Census

Distance From Charlottetown Airport (YYG)

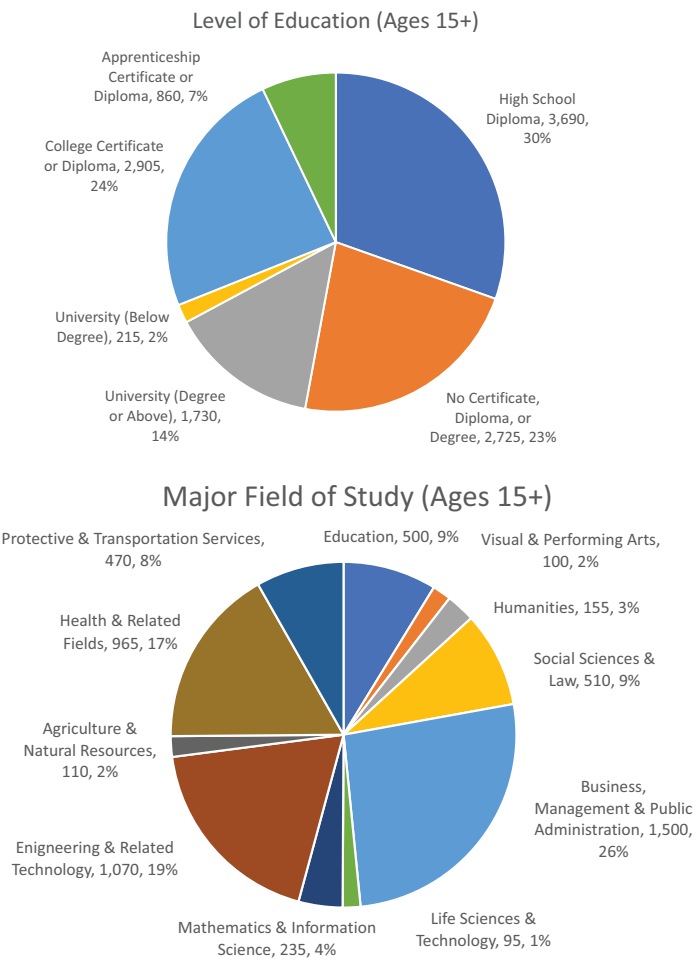


Source: webflyer.com



Education

Summerside’s labour talent is often described as highly educated, experienced, skill driven and available to meet the discerning demands of business. Whether companies are looking to expand or diversify their operations, Summerside has the people with the right skill sets to make it happen. Along with our Post Secondary Educational partners, finding the right talent with the right skills is never a problem in Summerside.

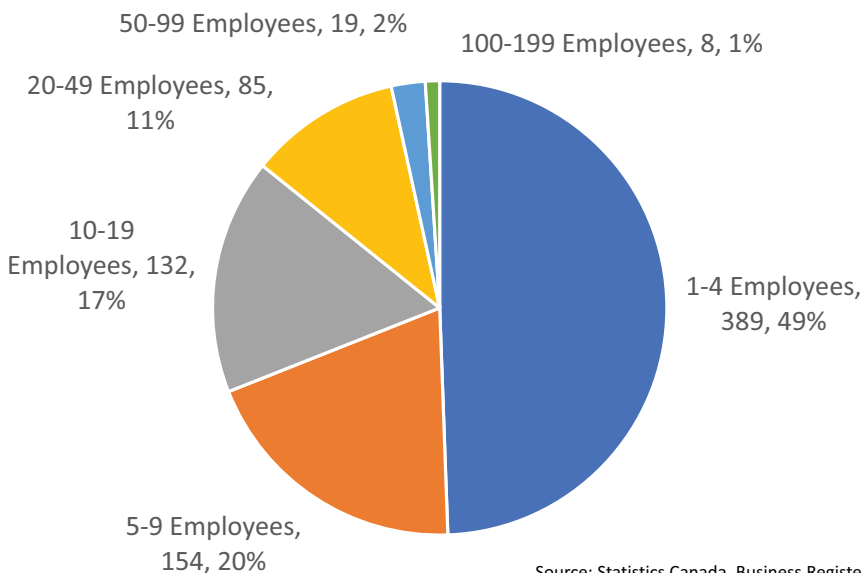


Companies

In the past decade, Summerside's economy has experienced significant diversification, advancement, and growth. It is a modern service, high-technology, education, tourism, retail, and light industrial economy providing employment and investment opportunities that range in scope from small business to multinationals.

Summerside's economy has an opportunist reputation, and over the past decade has seen significant advancement and growth. Sectors targeted to bring a new level of prominence to Summerside include Aerospace, ICT Enterprise, Education, Consumer Product Providers, and Advanced Manufacturing. Summerside also provides many opportunities for growth in all sectors.

Business Sizes



TOOLS TO SUPPORT YOUR BUSINESS

Summerside Economic Development has a suite of tools and customized research to support every aspect of your business growth. Services include:

- ✓ Company relocations and expansions
- ✓ Customized site selection
- ✓ Industrial and commercial development projects
- ✓ Concierge Investment Program (to fast-track approvals)
- ✓ Statistical advice
- ✓ Small business start-up, growth and retention support
- ✓ Real estate, labour force and business databases to support custom research and policy development





Our robust toolset includes:

Business Directory—A comprehensive listing of all business in Summerside to support networking opportunities

Labour Tool—For businesses large and small, the Summerside Labour Sourcing Tool provides a fast, cost-effective and easy-to-use channel to post a job and tap into the supply of qualified talent you need.

Business Investment Cost-Calculator Tool—The “cost of doing business calculator” analyses site-specific costs for investment including projects for utility rates, wages and benefits, and property costs.

Real Estate Locator—Summerside Available Sites Tool helps you find suitable Industrial/Commercial business properties using refined filter settings to find the optimum site.

Demographics Analyzer—Provides customs reports allowing you to measure the dimensions and dynamics of the Summerside population.



Prince Edward Island
Canada

Your Launchpad to **NORTH AMERICAN AEROSPACE Markets**

"Summerside's reputation in the industry for great quality, great turn time and superb customer service has allowed us to continue to grow (5 expansions in 25 Years) and continue to drive shareholder equity in a highly competitive industry."

Jeff Poirier — VP/GM
StandardAero

Come fly with us!

Honeywell

MDS
COATING TECHNOLOGIES CORPORATION


StandardAero

TRONOS

 **TUBE-FAB**

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