

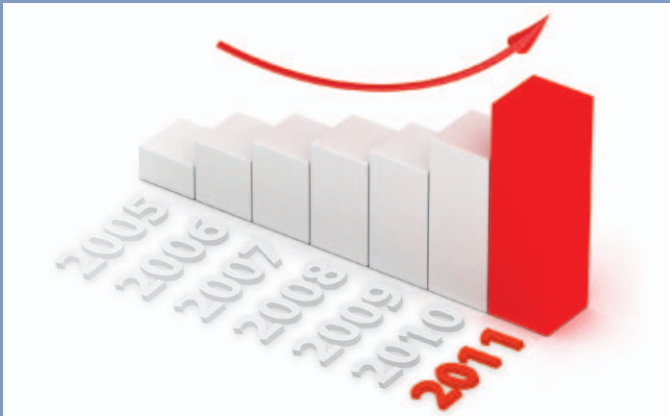
# Business Update

Brantford and County of Brant Economic Development Highlights

Winter 2011/12

## FEATURED DEVELOPMENTS

### Brantford Attractive to New Companies



The City of Brantford experienced an impressive increase in the number of new industrial businesses in the community in 2011. In the first 10 months of the year, 21 new businesses began operation, totaling 660,792 sq. ft. of newly constructed or leased space and creating 319 new jobs. This is an increase of eight companies over the total for all of 2010, and 13 over 2009.

This is the largest number of new industrial companies to open in the city in the last 15 years. The last time Brantford welcomed as many new industries was in 1995.

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### Home Hardware Beauti-Tone Expansion



As of September 16, 2011, the new addition to Home Hardware's Beauti-Tone division at 6 Brian Drive in Burford has been up and running.

This expansion grew the facility - which manufactures and distributes Home Hardware's Beauti-Tone paints, Natura cleaning products and Weather Shield caulking - from 180,000 sq. ft. to 235,000 sq. ft. The total cost of construction was approximately \$8 million, with local contractors completing much of the work.

"This is all part of our 10-year strategic plan," Darrin Noble, General Manager of Beauti-Tone, said. "This addition allows us to expand our manufacturing equipment, increase our shipping capabilities and provide more space for inventory storage and order preparation."

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[www.brantfordbrant.com](http://www.brantfordbrant.com)

## BUSINESS BRIEFS

### West Brant Greyfield Redevelopment



Local developers Zitia Group, led by partners and brothers-in-law Peter Labiris and Paul Halyk, are redeveloping a long vacant property on Colborne Street West between Catharine Avenue and Oak Street.

After nearly five years, the former IGA location will re-open as a No Frills franchise, the second in Brantford. This new store will employ roughly 70 people and plans are in place to attract other major retail opportunities to this location.

"We're rejuvenating a greyfield in that part of the city that's been vacant for years and making the property productive again," Halyk said.

Work crews began demolishing and renovating the building in mid- September and the official grand opening for this new No Frills will be December 9, 2011.

"I am so excited to be a part of this No Frills opening and am incredibly proud that this store will bring new jobs to the Brantford community," says franchisee, Rusty Escott. "Rusty's No Frills will offer great products and trusted low prices to our customers - we look forward to seeing everyone very soon!"

The 3.2-acre site could potentially accommodate another 15,000 sq. ft. building alongside the existing 24,000 sq. ft. grocery store. Halyk noted that Zitia Group is in negotiations with two other national retail tenants to locate to the site.

"It will be a staged development," he said. "We expect to make an announcement very soon. People in the area will like what they hear."

For more information, please contact:

Peter Labiris or Paul Halyk  
Zitia Group  
P: 519-442-0500

### Feature Walters Sculpture in New York Hotel



Feature Walters, a Princeton-based fabricator, takes what seem like design impossibilities and brings them to life. They have done just that with the sculptural masterpiece that the company designed and developed to reside in The Conrad Hotel in the heart of New York City. Weighing approximately 70 tons, this sculpture will hang 15 stories above the atrium floor. Monica Ponce de Leon, renowned architect, created the design.

"We are dealing with the passions and visions of the architects and owners we work with," explains Bill Munns, President of Feature Walters. "Our goal is to create a finished product that makes them look good."

Feature Walters operates out of two locations. About ten designers and a small team of artists and artisans are based in Toronto. Once they have established the plan for how to construct a piece, the technical drawings are passed on to the team at Feature Walters in Princeton; there a staff of 36 skilled workers construct the final product.

"We have a highly motivated, cross-trained team," Munns notes, explaining that the employees in Princeton are qualified and certified to complete multiple disciplines. "We have people with excellent skill sets from the automotive industry, manufacturing, and farming backgrounds. Our team of workers is willing to do the job and enjoy doing it."

Feature Walters opened its Princeton location two years ago across the road from a fabrication site that is operated by its parent company, Walters Group. This allows Feature Walters to access items produced by the other facility, as well as source products and services from other area businesses.

Fabrication on the sculpture for The Conrad Hotel is complete and the final components are being delivered to the site. Installation of this nearly 600,000 cu. ft. artwork is expected to be completed in December. For more information, please visit [www.featurewalters.com](http://www.featurewalters.com).



## Business Retention + Expansion Program

# Meet the County's New Business Development Officer



Michael Buranyi has a goal: to personally meet with every industrial business in the County of Brant. Recently hired as a Business Development Officer with the County of Brant's Economic Development & Tourism Department, his role will focus on facilitating the retention of existing businesses in Brant, and assisting companies looking to expand. One of his first orders of business is to visit with representatives from local

companies to gain an understanding of their needs and to determine how the County of Brant or other outside agencies may be able to help foster their growth and success.

Originally from Tillsonburg, Michael graduated from the University of Guelph with a degree in Economics. He previously worked in Economic Development for the municipalities of Tillsonburg, Barrie and St. Marys. The recommendation to add a new Business Development Officer to the County staff roster is a directive from the municipality's Strategic Plan.

Through his visits to local industrial businesses, Michael hopes to develop relationships with local companies and act as a resource. "We want to keep companies and jobs here in Brant and help those who are here to thrive," he explained. "By meeting one-on-one we can act as a resource, answering questions business owners may have, or putting them in touch with resources to acquire training or funding. It's also a chance for us to catch any red-flag issues for companies that may be struggling and offer support."

Michael will be contacting local companies to arrange interviews, and encourages local businesses that have questions to contact him at the Paris Administration Office, located at 66 Grand River Street North.

For more information, please contact:

Michael Buranyi, Business Development Officer  
County of Brant  
T: 519.442.6324  
E: michael.buranyi@brant.ca

## SMALL BUSINESS MATTERS

# New! Online Brantford & Area Business Directory

The City of Brantford recently launched an online Business Directory, providing an at-your-fingertips solution for finding businesses and services throughout Brantford, Brant County and the surrounding areas.

The Business Directory features quick and easy access to businesses and services located in the surrounding area, including:

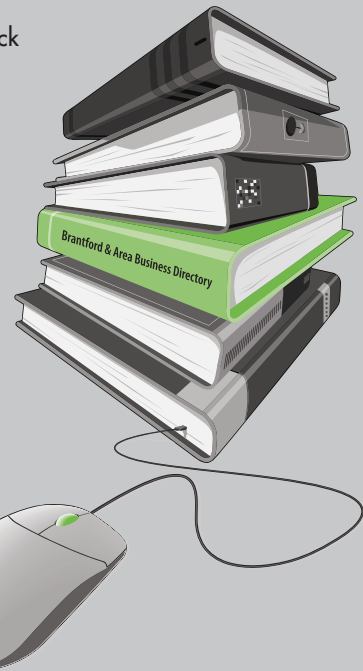
- contact information
- business descriptions
- online google maps
- direct links to business websites

Many people and other businesses source products and services outside of the area, which are actually available locally, as they are unaware of the wide range of services and products provided by our local businesses. Increase your business and enhance your company's name recognition by adding yourself to the Business Directory.

Look for the Business Directory Logo and get listed in the directory by visiting one of the following websites – FREE of charge:

- [www.brantford.ca](http://www.brantford.ca)
- [www.businessresourcecentre.ca](http://www.businessresourcecentre.ca)
- [www.discoverbrantford.com](http://www.discoverbrantford.com)

For more information or details, please contact the Business Resource Centre at 519-756-4269 or [brc@brantford.ca](mailto:brc@brantford.ca).



Brantford | Brant



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# Vicano Developments - Expositor Place



The historic former Expositor building is undergoing an “extreme makeover”. Local development and construction firm Vicano Developments is transforming the 116-year-old former newspaper headquarters into a 153-bed private student residence and commercial development named Expositor Place. The \$11 million renovation/restoration project will preserve the building’s architectural assets while enhancing functionality with modern amenities.

The building had been the home of Brantford’s daily newspaper from 1895 to 2010, before the paper moved to their current location at 195 Henry Street. Vicano Developments purchased the property with the vision of contributing to Brantford’s existing postsecondary campus’ and the downtown’s ongoing revitalization. The company is working closely with the city’s heritage committee on the design elements and with administrators of the post-secondary campuses on the range of services it will provide.

Renovations will include the addition of a fourth floor onto the original 1890s section of the building as well as two new floors on top of the western side, making the roofline consistent and unbroken at the top. These new floors will be predominantly glass but will compliment and integrate into the building’s older features.

The original corner entrance at the Dalhousie and Queen intersection will be restored, and the first floor will have dining space for students and the public, restaurant space, and a common area and team rooms where building occupants can hold meetings.

Vicano began work on the site in the spring and plans to be finished in time for students to occupy their units on September 1, 2012.

The City of Brantford provided two grants to the project totaling \$437,750 - the first being a downtown business performance grant of \$428,250 and the second was a facade and design grant valued at \$9,500.

Brantford Mayor Chris Friel says, “This is an excellent example of public and private sector working together to build something positive and lasting.”

# Beauti-Tone Expansion

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A total of six new shipping bays were added and 20 per cent more manufacturing space was created. The paint production auto batch making equipment was upgraded, allowing the site to keep up with demand for what is now the number one Canadian owned and manufactured retail paint brand. Beauti-Tone paints are distributed across Canada at Home Hardware’s 1,100 retail stores.

In addition to adding physical space to its facilities, Beauti-Tone made considerable enhancements to the property to increase energy efficiency. A geothermal heating system was installed and will provide climate control for the majority of the building; and all lighting sources have been retrofitted with energy efficient T8 florescent bulbs, reducing energy usage for illumination by about 60 per cent.

Home Hardware is proud of its ‘people first’ approach, one that is embodied in the several employees who have been with the facility since it opened in 1980. The company’s new expansion and long-term strategic plan are strong indicators of very good things to come.

For more information, please visit [www.beauti-tone.ca](http://www.beauti-tone.ca).

# New Industry

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These companies include 12 manufacturers, 4 warehousing/distribution facilities and 5 service/office operations. The number of employees per facility range from modest 3 person operations to a single larger employer with 50 people.

Brantford Economic Development Advisory Chair James Chowhan says, “Brantford’s ability to continue to attract small and medium sized enterprises, across a diverse group of industries, is a testament to the community’s enduring strengths: cost competitiveness, proximity to markets and an available, skilled workforce.”

The full round-up of companies includes: Sani Chill, Romco Industries Inc., Northwest Rubber Mats, Vive Mechanical Inc., Casey’s Welding, Crumb Rubber Manufacturers (CRM), Skid Jim Enterprises Inc., Brantford Self Storage Co., Roll-Tite Corp., Canadian Candles, Fort Henry Self Storage, Home & Leisure Group Ltd., Redragon Oil & Gas Systems International Inc., Thermal Pro Installation, Canadian Shield Pavement Preservation Products Limited, Green Step Recycling Inc., The Massage Pro, a food manufacturer, Charles Jones Industrial, Orian Rugs and Klik-Klik Systems Inc.

For the full list and complete description of all the new industrial firms, please visit [www.brantfordbrant.com](http://www.brantfordbrant.com).

NEW AND EXPANDED



**NEW** – **Redragon Oil and Gas Systems International Inc.** has located in 39,000 sq. ft. at 125 Easton Rd. The company manufactures custom engineered solutions for the utility and recycling industrial sectors and employs 40 staff.

For more information, please contact owner Prakash Venkataraman, President & CEO, at 519-756-8890.

**NEW** – **Canadian Shield Pavement Preservation Products Limited** is a new company being established by the owners of Cornell Construction at 410 Hardy Road. The company has acquired the Canadian manufacturing and distribution rights for Seal Master pavement products and equipment and this location will be the Canadian headquarters for Seal Master. The 10,000 sq.ft. facility will be used to blend the pavement products and will house a sales office and showroom. They employ a staff of seven people.

For more information, contact Greg Allan, Production Manager, at 519-752-0999.

**NEW** – **FRF Hydraulic Inc. & FRF Fabrication Inc.** are expanding their facility at 431 Henry Street by 2,700 sq. ft. to accommodate a new two story office addition. This is phase one of a planned two-phase expansion; phase two will see the addition of manufacturing space to the rear of the existing building. The company currently employs 12 staff and plans to add 2 - 5 additional employees when the expansion is completed.

For more information contact Felix Frick, Owner, at 519-752-2228.

**EXPANDED** – Total Joist by **iSPAN** moved to the County of Brant's Brentwood Drive industrial area in October of 2010. The company bases all operations, including administration and manufacturing, out of the 14,000 sq. ft. Princeton location. iSPAN manufactures made-to-order steel floor joists (The Total Joist) for residential, multi-residential and small commercial construction. They currently have a staff of nine.

For more information, please contact Mike Strickland, President, at [www.totaljoist.com](http://www.totaljoist.com).

## CONGRATULATIONS

### ***Congratulations from the City of Brantford and the County of Brant to the following businesses and organizations:***

Sports fans in Brantford once again celebrated a winning season in 2011, with the **Brantford Red Sox** winning their fourth straight Intercounty Baseball League (IBL) championship in September. This is only the second time an IBL team has won four consecutive championships, since the Red Sox won five straight between 1959-1963.

**Sharp Bus Lines Ltd.** celebrates its golden anniversary in 2011!

The County of Brant-based business grew from humble beginnings which consisted of a fleet of two buses on the St. George farm of founders Don and Mary Sharp. In 1991, sons Bill and John took over the reigns – or rather, the wheel – and have continued to grow the business. Today, Sharp Bus Lines transports students across southern Ontario from Windsor to Vaughan.

“Essentially, the business is still about the same thing as it was when my parents began 50 years ago,” Bill Sharp said. “Getting students to school safely, on time and ready to learn.”

To learn more about Sharp Bus Lines Ltd., please visit [www.sharpbus.com](http://www.sharpbus.com).

# DEVELOPMENT OPPORTUNITIES

## 46 Bosworth Court



A state-of-the-art facility built in 2006 on 14.12 acres and consisting of 230,153 sq. ft. which includes 10,150 sq. ft. of main floor office, 2nd floor office, lunch room, showroom and storage areas.

- Shipping includes 30 truck level docks and 1 grade level door
- Building is divisible into 2 units
- Building is expandable by approximately 93,000 sq. ft.
- Parking for up to 56 trailers
- Fenced and gated yard
- Rail is possible

Many amenities in very close proximity, this is a first class industrial facility two minutes south of highway 403 with high exposure to Wayne Gretzky Parkway in Brantford.

Asking Price: \$4.25 CAD/sq. ft./year

For more information, please contact:

Randy Fisher  
C: 519- 872-3494  
E: randy.fisher@cbre.com

Larin Shouldice  
C: 519-851-7654  
E: larin.shouldice@cbre.com

# WORKFORCE

## City's New Technical Trades Academy



Brantford has a new trade and technical school! The recent opening of the Technical Trades Academy (TTA) at 105 Middleton Street in the city's Braneida Industrial Park provides students with a state-of-the-art training facility in a 30,000 sq. ft. building.

The TTA offers apprenticeship and pre-apprenticeship programs in welding, steamfitter and plumbing, as well as other customized training, and is the only institution currently approved by the Ministry of Colleges and Universities (MTCU) to deliver the new 456P Pressure Systems Welder program.

Students will benefit from a variety of programs that include a 5-week on the job work placement, and will get hands on practical experience in one of 39 weld booths as well as instructional time in two classrooms.

For more information, please contact:  
Trevor Laidlaw, Director, Technical Trades Academy  
T: 519-720-6900 E: trevor.laidlaw@sourcecable.net

**Business Update** is produced twice a year by the Economic Development and Tourism Departments of the City of Brantford and County of Brant.

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