



ONTARIO · CANADA

www.city.cambridge.on.ca

IN THIS ISSUE

PROFILE ON:

Ecologix

Innovative and efficient heating and cooling solutions.

Upland Technologies

Machine and tooling solutions for the automotive industry.

New Charter Service at Region of Waterloo Airport
page 3

2006 Award Winners
page 5

Building Activity Statistics
pages 6 & 7



Manufacturing Innovation

This issue features Ecologix and Upland Technologies. These two companies have proven, each in their own way, that being creative and innovative in a world of increasing global competition is a pathway to success, and an investment in that innovation is fundamental to continued success and productivity. Both companies have taken advantage of The National Research Council Canada's Industrial Research Assistance Program (NRC-IRAP). This is Canada's premier innovation assistance program for small and medium-sized Canadian enterprises.

Ecologix

Ecologix is all about innovative ideas and products to efficiently heat and cool your home. This Cambridge-based company designs and manufactures air handlers, on-demand water heaters and cooling coils for home and commercial applications. New on the heating scene in North America, on-demand water heaters and cooling coils have been used in Europe for many years. Here's how it works. The air handler system replaces the traditional furnace and hot water heater in the average home. A single unit hangs on the wall providing instant hot water for heating and domestic hot water. Coupled with an ultra efficient blower – or air handler – the system uses small diameter duct work with multiple outlets to provide smooth and even



Steve Davies of Ecologix Heating Technologies of Cambridge along with several fully assembled air handler units waiting for final inspection and delivery.

air distribution throughout a building or home. This system can also leverage multiple thermostats, so temperatures can be tuned to

...continued on page 2

WHETHER RELOCATING, EXPANDING OR FORGING NEW OPPORTUNITIES, CAMBRIDGE IS A GREAT PLACE TO DO BUSINESS. FOR PROFESSIONAL ASSISTANCE WITH YOUR BUSINESS NEEDS, CONTACT THE ECONOMIC DEVELOPMENT STAFF AT 519-740-4536.

BOZENA "BO" DENSMORE,
Director of Economic Development
ext. 4511
densmoreb@city.cambridge.on.ca

LEAH BOZIC,
Senior Economic Development Officer
ext. 4535
bozicl@city.cambridge.on.ca

DEBBIE FEE,
Special Projects Officer
ext. 4592
feed@city.cambridge.on.ca

BARB TURNER,
Administrative Assistant
ext. 4211
turnerb@city.cambridge.on.ca

ALENA SAFARIK,
Executive Secretary to CAO
ext. 4206
safarika@city.cambridge.on.ca

COLLEEN FALLS,
Clerical Assistant
ext. 4678
fallsc@city.cambridge.on.ca

Ecologix *...continued from page one*

each area of the building providing heating and cooling where it is required, and for greater heating efficiency. Formed in 1996, and employing 20 staff, Ecologix operates out of its 10,000 square foot office and manufacturing facility at 221 Holiday Inn Drive in Cambridge. While much of the component work is sub-contracted and manufactured off-site, final assembly of the units and systems takes place at the Cambridge location. While the market is highly competitive, with many of the larger heating and cooling equipment manufacturers trying to get in on the game, Ecologix prides itself on being innovative and a leader.

“Each of our systems is custom designed. We take what we learn from each application we build and make the next one that much better. We are constantly innovating.”

Ecologix systems can provide a 30 to 50 percent reduction in heating and air conditioning costs. Although better suited to new construction, the systems can be retrofitted to existing residential and commercial buildings. Ecologix is also working with NRC-IRAP in its development of new products and technologies.

“We always need to be one step ahead. This is a technology-based business,” says Steve Davies, President of Ecologix. “Each of our systems is a custom designed application. We take what we learn from each application we build and make the next one that much better. We are constantly innovating.” The company has a particularly strong market for its products in Western Canada where the efficiencies of their systems really shine. Ecologix is also making inroads into the US, particularly the border cities of Detroit and Buffalo.



On-demand hot water heaters are compact and can hang on a wall.

So why is Cambridge the ideal home for this company? “Cambridge offers us equal access to all our markets without the higher costs of locating in a larger metropolitan area,” says Steve Davies. “With our access to new construction developments via Highway 401, Cambridge was a logical choice.”

The Business of Innovation with NRC-IRAP



The National Research Council Canada's Industrial Research Assistance Program (NRC-IRAP) is Canada's premier innovation assistance program for small and medium-sized Canadian enterprises (SMEs). NRC-IRAP is a vital component of NRC and a cornerstone in Canada's innovation system.

What makes NRC-IRAP unique from other contribution organizations is that it is a knowledge-based agency, working directly with the SMEs during its project. The program's approach relies largely on its ability to work towards the development and adaptation of innovative technologies within industry. Delivered by an extensive network of more than 235 Industrial Technology Advisors (ITAs) in more than 100 communities across Canada, the program provides innovative SMEs with technological and business advice as well as potential financial assistance and a range of other types of innovation opportunities. NRC-IRAP's aim is to assist SMEs in turning their knowledge and innovations into significant opportunities for company growth resulting in job

creation and prosperity for all Canadians. To achieve this, NRC-IRAP recognizes the need to ensure the ITAs have the necessary knowledge and skills to guide them through this process. As such, each ITA has their own specific area of expertise to benefit the client. ITAs work with clients directly and at the location of the clients business to assemble the necessary mixture of know-how, information, links to other organizations/clients, and financial aid to turn innovative ideas into useful products and services.

NRC-IRAP is often there to help companies whose research and development activities have the potential to produce a real and direct outcome for Canadians. Funding, or contributions, are made on a cost-shared basis with clients and targeted towards those who can present a clear and valid business case for a technology, have a clear need for financial assistance, and demonstrate the capacity, both financially and managerially, to take an idea from concept to commercialization.

For more information on NRC-IRAP visit www.irap-pari.nrc-cnrc.gc.ca or call toll free 1.877.994.4727.

Hassle Free Air Travel, Just Minutes Away

Region of Waterloo International Airport Provides Convenient Air Service.



Hassle free air travel, just minutes away. Strategically located alongside Highway 401 corridor, the Region of Waterloo International Airport provides convenient air service to the communities of Cambridge, Guelph and Kitchener-Waterloo. Owned and operated by the

Region of Waterloo, the airport infrastructure is equipped to accommodate aircraft up to and including Airbus A320 and Boeing 737. In 2006 roughly 25,000 passengers travelled through the Region of Waterloo International Airport, a number which is estimated to reach 40,000 in 2007 with additional air service.

Why choose Region of Waterloo International Airport? Flying from the airport saves you time and money. You can park closer and pay less plus our facility is easy to navigate with modern amenities including high-speed wireless Internet, car rentals, vending machines, gourmet food concession stand and complimentary baggage carts. No traffic jams or lost vehicles, just convenient and friendly air service. When you travel with us, you're just minutes away.



From the Region of Waterloo International Airport you can fly with connections to the U.S. and the World. Northwest Airlines, a member of SkyTeam Alliance provides three flights daily to their hub located at the Detroit Metro Airport with connections to over 900 cities in more than 160 countries. A change of aircraft and you can be in Las Vegas, Orlando, New York or even Nagoya, Japan without the hassle of battling the traffic or crowds associated with travelling from larger airports.

Sunquest and Signature Vacations provide seasonal (December 2006 - April 2007) weekly non-stop service to Puerto Plata and Punta Cana in the Dominican Republic and Cancun, and the Mayan Riviera, Mexico, aboard Skyservice Airlines' 180 seat Airbus A320.

Ultimate Ski Vacations provide seasonal (January 2007 – April 2007) Thursday and Sunday departures direct to Mont Tremblant. Three or four night packages are available and include flight, accommodation, transfers in Tremblant and lift tickets.

For additional information about the Region of Waterloo International Airport, please visit www.waterlooairport.ca or contact our office at 519.648.2256.

Flightpath Charter Service

At Region of Waterloo International Airport is Open for Business.



Flightpath Charter Airways has arrived at the Region of Waterloo International Airport and is open for business. The company was created out of a vision to provide the local community with a charter air service of the highest quality at a reasonable price. Flightpath is primarily targeting groups that travel a relatively short distance, for example to Ottawa or Chicago, but spend a disproportionate amount of time commuting to other airports and checking-in. Robert Brunnenmeir, President of Flightpath Charter Airways explains, "the aim of Flightpath is to provide an air service that offers a real alternative for business professionals to the hassles of commuting to Toronto. A flight to Ottawa on your own private aircraft leaving and arriving back at your destination at a time of your choosing is surprisingly more economical than you may think". Flightpath is ready to change the way you fly. If you are interested in more information on Flightpath services, call them at 519.648.9712 or e-mail them at info@flyflightpath.ca.



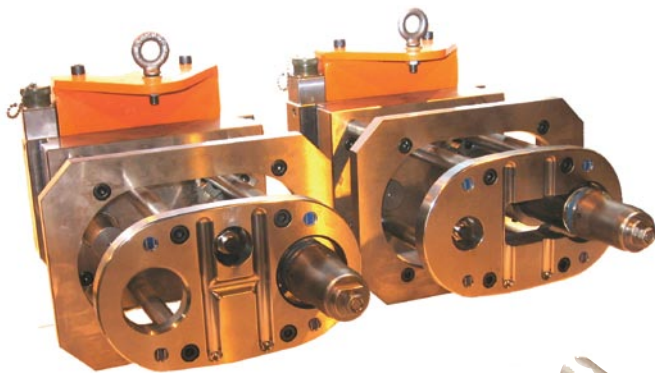
WestJet Adds Region of Waterloo Flight

Starting on May 14, 2007 travellers will be able to fly non-stop to Calgary, Alberta from Region of Waterloo International Airport. These daily flights will be offered on a seasonal basis. Bob Cummings, WestJet's Executive Vice-President Guest Experience and Marketing said, "We are pleased to welcome Kitchener-Waterloo-Cambridge to our network. Flying into new destinations in Eastern Canada provides guests with access to our ever-expanding network and allows us connectivity for growth. We are confident that our modern aircraft, low fares and award-winning guest service will be welcomed in these three cities."

Upland Technologies

Designing and Manufacturing Machines and Tooling in a Unique Production Environment.

That muffler on your car? It may just have had its origins here in Cambridge. Upland Technologies is a Cambridge-based company with over six years of experience serving the tube and sheet metal forming industry, delivering the specialized machinery required to manufacture such metal objects as radiators, rollers and yes, mufflers. Today, Upland Technologies, led by President, Mohamed Gharib, operates its ten-person engineering organization out of the MacDonald Steel 200,000 sq. ft. facility at 200 Avenue Road in Cambridge. MacDonald



Tooling designed and manufactured by Upland Technologies used in production of muffler components, and the final product shown.

Steel and Upland Technologies share a unique symbiotic relationship. While independent entities, in addition to sharing space, MacDonald Steel is Upland Technologies' largest supplier, and provides manufacturing and fabrication services. Upland was incorporated in April of 2000 and began its operation at 200 Avenue Road in September of that same year. The company designs and manufactures machines and tooling for the automotive industry. One primary area of expertise is fixtures that assemble automotive exhaust components for Tier I and Tier II

suppliers. However the firm is branch-

ing out into other areas in automotive manufacturing, and making strides in manufacturing fixtures for the hydra-forming industry, as well as areas not related to the automotive sector. "Automotive manufacturers are constantly trying to develop systems to make their production operations more efficient," states Mohamed Gharib. To contribute to this need

for ever-increasing efficiency, Upland engineers sophisticated fixture units that perform as part of a chain of fixtures each playing a role during parts of the manufacturing process. The advanced fixtures are interconnected, and linked to a computer brain that monitors and controls every stage of the process. The work is highly specialized. Each fixture

that Upland designs and manufactures is a one-off item and not mass produced. "The fixtures we engineer may appear the same – but are actually very unique," says

Gharib. Because of the demands of manufacturing, each are designed to perform very specific

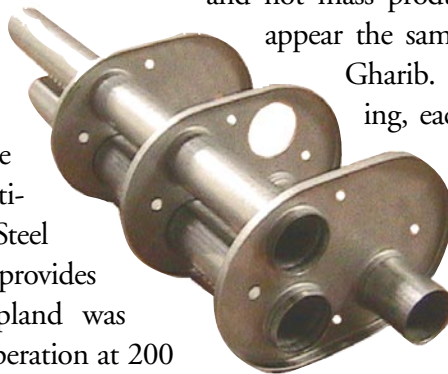
tasks." To support this unique business model Upland dedicates 30 percent of its revenues to research and development providing the company with its strategic advantage. In the highly competitive global marketplace, they remain unique. Each unit they produce is

'ahead of its time', and by the time someone has a chance to copy it - it is obsolete. Upland Technologies also takes advantage of support programs offered by the Industrial Research Assistance Program (NRC-IRAP).

"These are not just machines or fixtures," says Gharib. "They are part of an entire production solution." Cambridge was a logical choice for a company location. "Our talented engineers are the backbone of our business success, and they all live in the Cambridge area and surrounding regions," says Gharib. Factored into the location decision was Cambridge's strategic location and the close proximity to the University of Waterloo's School of Engineering.



Fixture used in the production of automotive components.



"These are not just machines or fixtures, they are part of an entire production solution."

Who's Going to Work for You in the Future?

Find out at the Work 4 Success Conference March 21, 2007

The purpose of the Work 4 Success Conference is to provide a day which will focus on a priority workforce development issue – succession planning. Workshops to include:

- *Workforce Diversification – The Globally Inclusive Workplace*
- *Retaining the Skills of Older Workers/Accommodating Retirees*
- *Intergenerational Knowledge Transfer/Understanding Between Older and Younger Workers*
- *Mentoring*
- *The Basics of Succession Planning*
- *Succession Planning for Small and/or Family Run Business*



This issue has been identified through the local community planning process known as Trends Opportunities and Priorities (TOP), which is led by the local boards of Ontario. Work 4 Success Conference is an initiative of the South West Ontario local boards network, which includes the Waterloo Wellington Training

and Adjustment Board, Bruce Grey Huron Perth Georgian Triangle Training Board, Sarnia Lambton Workforce Development Board, Hamilton Training Advisory Board, Niagara Training and Adjustment Board, Elgin Middlesex Oxford Local Training Board and the Grand Erie Training and Adjustment Board. The local boards of Ontario are local non-profit organizations funded by the Ministry of Training Colleges and Universities to address workforce development issues across Ontario.

The Work 4 Success Conference will be held on March 21, 2007 from 8:00 am to 4:00 pm at the Holiday Inn, 200 Holiday Inn Drive, Cambridge. Speakers will include: Home Depot Vice President of Human Resources, Bernard Cormier and Labour Market Analyst, Anne Perkins.

The registration fee is \$200 by February 15, 2007 and \$225 after February 15, 2007. Registration fees include all conference materials, meals/refreshments and a basic succession planning tool. For more information or for registration package contact Waterloo Wellington Training and Adjustment Board at 519.622.7122 or to register online visit: www.wwtab.com

2006 Award Winners

Challenger Wins City Urban Design Award



Challenger Motor Freight was honoured with an Award of Excellence for its new headquarters on Maple Grove Road at the City of Cambridge Urban Design Awards held on September 18, 2006. The site was identified for its unique landscaping and credited for creating an attractive and pleasant environment for its employees.



Two City Restaurants Win Eat Smart! Awards

Cantebury Café and Samura Japanese Restaurant, both of Cambridge, were among several in the Region to receive the Eat Smart! Award of Excellence. Eat Smart! is Ontario's Health Restaurant Program and is designed to help reduce the incidence of food-borne illness and chronic disease, such as heart disease and cancer. To qualify for recognition restaurants must meet provincial standards for food safety and nutrition.

Chamber Honoured for Excellence by EDAC

Tourism marketing efforts by the Cambridge Chamber of Commerce were recognized for excellence by the Economic Developers Association of Canada (EDAC). The Chamber was awarded with first place standings

in three categories: marketing excellence with the Discover Cambridge Guide; group tour profile sheet; and their e-newsletter, "Let's Talk Tourism".

Cambridge Company Recognized as Best Managed for Second Year

Challenger Motor Freight has been recognized as one of Canada's 50 Best Managed Companies for a second year. Challenger was among a select group of companies that 'requalified' for a second year based on operations and a financial review.

Grand River Foods Recognized at Junior Achievement Awards

Cambridge's Grand River Foods was recognized with the 'Gowlings New Business Awards' at the 22nd annual Junior Achievement Awards held in November.

BUILDING ACTIVITY

ESTIMATED VALUES FOR PERMITS ISSUED FROM JULY 1, 2006 TO DECEMBER 31, 2006 (PROJECTS LISTED ARE THOSE WITH CONSTRUCTION VALUES OF \$50,000 AND OVER)

INDUSTRIAL BUILDING ACTIVITY

TOTAL SIX MONTH VALUE OF \$42,690,713.

BUILDING PERMIT ISSUED	PROJECT	APPROXIMATE CONSTRUCTION VALUE	BUILDING PERMIT ISSUED	PROJECT	APPROXIMATE CONSTRUCTION VALUE
Exeltec Incorporated			Toyota Motor Mfg. Canada Inc.		
380 Thompson Drive	3,307 sq.m. (35,600 sq.ft.) construction of new industrial building	2,200,000.	1055 Fountain Street	a) 54 sq.m. (580 sq.ft.) demolition and rebuild of team rooms b) 6 sq.m. (63 sq.ft.) construction of new truck dock c) 45 sq.m. (490 sq.ft.) relocation of Mag room d) 75 sq.m. (807 sq.ft.) relocating of existing shell body team room in weld shop e) Construction of a separation wall between two existing transformers f) 119 sq.m. (1,281 sq.ft.) renovation to meeting room and office	200,000. 100,000. 100,000. 75,000. 60,000. 50,000.
Regional Municipality of Waterloo			Langdon Properties Ltd.		
230 Water Street South	a) 2,019 sq.ft. (21,735 sq.ft.) construction of new bio-solids facility	20,000,000.	900 Maple Grove Road	a) 4,850 sq.m. (52,208 sq.ft.) construction of new industrial mall	2,800,000.
100 Maple Grove Road	b) 2,190 sq.m. (23,579 sq.ft.) construction of a new salt storage building and truck wash	1,900,000.	405 Maple Grove Road	b) 397 sq.m. (4,278 sq.ft.) interior finishing for Transport Training Centres of Canada Inc.	135,000.
Falkirk Holdings Inc.			Home & Park Motorhomes		
505 Thompson Drive	3,793 sq.m. (40,828 sq.ft.) construction of new multi-tenant industrial building	2,000,000.	95 Vondrau Drive	2,694 sq.m. (29,000 sq.ft.) interior finishing to new office, lunch room and install paint booth	130,000.
Penske Truck Leasing			Cambridge Fine Foods		
105 Saltsman Drive	1,732 sq.m. (18,644 sq.ft.) construction of new industrial building	1,800,000.	416 Franklin Blvd.	a) 240 sq.m. (2,585 sq.ft.) addition of new mechanical room b) 234 sq.m. (2,520 sq.ft.) renovation to replace walls and raise roof	100,000. 75,000.
2006850 Ontario Ltd.			Arriscraft International Corp.		
90 Struck Court	4,027 sq.m. (43,351 sq.ft.) addition to existing building	1,800,000.	875 Speedsville Road	84 sq.m. (906 sq.ft.) addition of office portable	80,000.
Eclipse Automation Holdings Inc.			True Gear & Spline Ltd.		
130 Thompson Drive	2,637 sq.m. (28,389 sq.ft.) addition to existing manufacturing and office building	1,700,000.	1629 Industrial Road	147 sq.m. (1,587 sq.ft.) construction of covered storage addition	66,000.
Summit Reit (Pinebush) Ltd.			Dietech Inc.		
1280 Balmoral Road	a) 5,368 sq.m. (57,784 sq.ft.) interior refinishing to industrial building	1,300,000.	130 Shearson Crescent	95 sq.m. (1,022 sq.ft.) addition to existing industrial building	60,000.
255 Pinebush Road	b) 4,199 sq.m. (45,204 sq.ft.) interior finishing to industrial building	400,000.	Barrday Incorporated		
	c) 2,800 sq.m. (30,136 sq.ft.) interior finishing to industrial building	200,000.	75 Moorefield Street	74 sq.m. (800 sq.ft.) demolition of existing cabinetry installation of new cabinetry, new HVAC and emergency shower renovations	60,000.
2079516 Ontario Inc.			INSTITUTIONAL BUILDING ACTIVITY		
110 Vondrau Drive	3,733 sq.m. (40,183 sq.ft.) construction of new industrial/warehouse building	1,200,000.			
Gerdau Ameristeel Corp.					
160 Orion Place	620 sq.m. (6,672 sq.ft.) addition of maintenance welding shop with mezzanine	650,000.			
Tijoma Holdings Inc.					
440 Thompson Drive	1,128 sq.m. (12,146 sq.ft.) construction of new machine shop and office building	641,213.			
Veriform Inc.					
20 Lindsay Road	1,349 sq.m. (14,516 sq.ft.) addition to metal fabricating company	550,000.			
2082124 Ontario Ltd.					
130 Vondrau Drive	2,972 sq.m. (31,995 sq.ft.) interior finishing to building	275,000.			
Mattamy Homes					
605 Sheldon Drive	12,782 sq.m. (137,588 sq.ft.) interior finishing to factory	250,000.			
GTB Land-Vestments Ltd.					
135 Pinebush Road	487 sq.m. (5,240 sq.ft.) interior alteration to warehouse	250,000.			
Novocol Pharmaceutical of Canada					
25 Wolseley Court	145 sq.m. (1,560 sq.ft.) interior renovation to processing plant	200,000.			
Shred Tech Ltd.					
295 Pinebush Road	140 sq.m. (1,507 sq.ft.) addition of office space to existing factory	200,000.			

TOTAL SIX MONTH VALUE OF \$1,093,000.

BUILDING PERMIT ISSUED PROJECT APPROXIMATE CONSTRUCTION VALUE

BUILDING PERMIT ISSUED	PROJECT	APPROXIMATE CONSTRUCTION VALUE
Waterloo Region District School Board		
30 Southwood Drive	a) 318 sq.m. (3,420 sq.ft.) renovation to science labs, teachers room, development education room, etc. at Southwood Secondary School	400,000.
175 Main Street East	b) 557 sq.m. (6,000 sq.ft.) interior renovations to Central Public School	200,000.
77 Lincoln Avenue	c) Renovation to existing washroom at Lincoln Avenue Elementary School	50,000.
31 Renwick Street	d) Installation of one portable classroom	50,000.
University of Waterloo		
7 Melville Street	200 sq.m. (2,153 sq.ft.) renovation to ground floor wing into new classroom and offices	250,000.

BUILDING ACTIVITY

ESTIMATED VALUES FOR PERMITS ISSUED FROM JULY 1, 2006 TO DECEMBER 31, 2006 (PROJECTS LISTED ARE THOSE WITH CONSTRUCTION VALUES OF \$50,000 AND OVER)

COMMERCIAL BUILDING ACTIVITY

TOTAL SIX MONTH VALUE OF \$18,082,800.

BUILDING PERMIT ISSUED	PROJECT	APPROXIMATE CONSTRUCTION VALUE	BUILDING PERMIT ISSUED	PROJECT	APPROXIMATE CONSTRUCTION VALUE
Bridgcam Shopping Centres Ltd.			Morguard Real Estate Investment Trust		
34 Pinebush Road	a) 3,262 sq.m. (35,113 sq.ft.) construction of new commercial building	4,000,000.	355 Hespeler Road	a) 111 sq.m. (1,192 sq.ft.) interior renovation of retail space for "Rocky Mountain Chocolate"	175,000.
60 Pinebush Road	2,600 sq.m. (27,987 sq.ft.) construction of new commercial building	3,200,000.		b) Interior alteration to existing HMV store	100,000.
New Cambridge Holdings Inc.				c) 95 sq.m. (1,026 sq.ft.) interior renovation to Frenzi Hair & Skin Salon	75,000.
685 Myers Road	1,446 sq.m. (15,565 sq.ft.) construction of new commercial plaza	1,200,000.		d) 46 sq.m. (500 sq.ft.) interior renovation to food court area for KFC/Taco Bell	70,000.
Orbit Holdings Inc.				e) 101 sq.m. (1,087 sq.ft.) interior renovation to Yang's Jewellery Ltd.	60,000.
445 Thompson Drive	929 sq.m. (10,000 sq.ft.) new one-storey office building	750,000.	Salgreen Portfolio Ltd.		
Contonis Holdings Ltd.			95 Saginaw Boulevard	279 sq.m. (3,000 sq.ft.) interior alteration to restaurant	157,000.
270 Dundas Street	474 sq.m. (5,103 sq.ft.) construction of new Scotia Bank	728,000.	Karanda Properties Ltd.		
Sep Holdings Ltd.			284 Pinebush Road	598 sq.m. (6,436 sq.ft.) interior renovation and mezzanine addition to building	150,000.
c/o Region-Wide Realty			Eaton Family Health Care Inc.		
561 Hespeler Road	351 sq.m. (3,775 sq.ft.) interior renovations for restaurant	550,000.	38 Queen Street	430 sq.m. (4,628 sq.ft.) interior office renovation for medical use	150,000.
Lone Wolf Holdings Inc.			Mattamy Homes		
231 Shearson Crescent	503 sq.m. (5,413 sq.ft.) interior construction to new office space	500,000.	190 Garth Massey	137 sq.m. (1,476 sq.ft.) temporary sales trailer with foundation	147,600.
Terrace Manor Ltd.			Haastown Holdings (Cambridge) Inc.		
130 Cedar Street	3,025 sq.m. (32,565 sq.ft.) renovation to existing Sobey's grocery store	500,000.	170 Water Street	323 sq.m. (3,477 sq.ft.) interior renovation to create a temporary model suite and sales office for proposed condominium project	120,000.
Cambridge Cardiac Care Inc.			CanAmera Medical Centre Inc.		
150 Hespeler Road	511 sq.m. (5,506 sq.ft.) interior renovation for medical office	440,000.	350 Conestoga Boulevard	230 sq.m. (2,475 sq.ft.) interior finishing for Optometrist office	120,000.
629877 Ontario Inc.			Galt Steelworkers Union		
580 Hespeler Road	1,242 sq.m. (13,369 sq.ft.) construction of new commercial building	400,000.	359 Laurence Street	92 sq.m. (985 sq.ft.) addition to existing building	105,000.
Future Inns (Cambridge) Ltd.			Salpam Pointe Realty Corp.		
700 Hespeler Road	471 sq.m. (5,066 sq.ft.) interior renovation to restaurant kitchen.	400,000.	95 Water Street	Interior renovation to washrooms and coolers at Food Basics Grocery Store	95,000.
CanAmera Medical Centre Inc.			Properties R'US		
350 Conestoga Blvd.	687 sq.m. (7,398 sq.ft.) interior finishing to Medical Centre	300,000.	420 Sheldon Drive	906 sq.m. (9,751 sq.ft.) interior office renovation	87,000.
Cal-Bridge Development			Elmwood Contracting Inc.		
1315 Bishop Street	821 sq.m. (8,840 sq.ft.) addition of second floor to building	300,000.	250 Thompson Drive	569 sq.m. (6,130 sq.ft.) interior finishing to office	60,000.
The TDL Group Ltd.			Sreit (Hespeler Rd.) Ltd.		
303 King Street	227 sq.m. (2,446 sq.ft.) renovation to restaurant	270,000.	480 Hespeler Road	76 sq.m. (816 sq.ft.) interior renovations for restaurant	50,000.
Langton Properties Ltd.					
405 Maple Grove Road	795 sq.m. (8,556 sq.ft.) interior finishes to two units	265,000.			
Starbank West Corp.					
970 Franklin Blvd.	a) 446 sq.m. (4,800 sq.ft.) interior finishing to "Shoeless Joes" restaurant	250,000.			
	b) 153 sq.m. (1,647 sq.ft.) interior finishing to new dental office	80,000.			
	c) 100 sq.m. (1,080 sq.ft.) interior alterations to Dragon City Chinese Restaurant	80,000.			
	d) 136 sq.m. (1,467 sq.ft.) interior finishing for "Starbucks Coffee Company"	70,000.			
Ganahl Canada Ltd.					
c/o Watson Realty Ltd.					
35 Dickson Street	463 sq.m. (4,984 sq.ft.) interior renovation to office building	220,000.			

RESIDENTIAL BUILDING ACTIVITY

FOR THE YEAR 2006, 633 UNITS WERE CONSTRUCTED
FOR A TOTAL COMBINED VALUE OF \$101,821,076.

TOTAL SQUARE FOOTAGE CONSTRUCTED BY SECTOR FOR 2006

INDUSTRIAL - 814,836. SQ. FT.*
COMMERCIAL - 349,317. SQ. FT.*
INSTITUTIONAL - 12,796 SQ. FT.*

*SQ. FT. REPRESENTS NEW CONSTRUCTION AND ADDITIONS ONLY

Skills for the Future

Building Competitiveness in Automotive Manufacturing

In today's knowledge-based, technology-driven economy, the Canadian automotive manufacturing sector faces a critical challenge. According to the "Running Near Empty" report, released by the Council for Automotive Human Resources, (CAHR), in September 2005, one-third of automotive manufacturing companies are, or soon expect to be, experiencing difficulty recruiting sufficient workers to meet employment demand.

In February 2007, CAHR will begin consultation with the industry to determine how it can develop a sustainable and skilled workforce to address this challenge and ensure future productivity and competitiveness. The objectives: to identify potential growth and shifts in specific occupational areas, assess labour market trends, determine skill demand and the impact of technology on future skill requirements, and appraise current human resource recruitment, training, development and retention practices. "Today's global auto manufacturing industry is moving at warp speed, in terms of productivity, competitiveness and innovation," says Mark Nantais, President of CAHR. "To stay in the forefront of this fierce competition we need a highly-skilled, innovative workforce," he adds. As Canada's largest

manufacturing sector, automotive manufacturing accounts for 12 percent of manufacturing GDP, 25 percent of manufacturing trade, and employs 150,000 people. Canadian automotive manufacturing has a truly national impact, with thousands of jobs in every province tied to the industry. Labour and skills shortages are a significant threat to the industry, from the smallest parts manufacturer through to the assembler level, and the nation's economy as a whole.

CAHR was established to address the human resource development needs for the automotive manufacturing sector through the development of leadership, skills, and innovation. This initiative is designed to engage employers and enable the Council to develop effective action plans and policies that will benefit all stakeholders.

To learn more about this initiative and how to participate, please contact: Pat Campbell, *Program Director* Council for Automotive Human Resources, 10 Four Seasons Place, Suite 801 Toronto, Ontario M9B 6H7
Toll Free: 1.800.242.2078 Fax: 416.621.5926
Email: info@cahr-crha.ca Web: www.cahr-crha.ca

Small Business Information Nights for 2007

The Economic Development staff will be at the Cambridge Centre Mall for 'Small Business Information Nights' on April 24, September 18, and November 27, 2007 from 3:00 p.m. to 9:00 p.m. Staff will display and distribute small business literature and brochures, answer questions and provide assistance to existing small business owners and potential entrepreneurs. For further information please call Economic Development at 519.740.4536.

initiative and how to participate, please contact: Pat Campbell, *Program Director* Council for Automotive Human Resources, 10 Four Seasons Place, Suite 801 Toronto, Ontario M9B 6H7
Toll Free: 1.800.242.2078 Fax: 416.621.5926
Email: info@cahr-crha.ca Web: www.cahr-crha.ca

A COMPARISON OF BUILDING PERMIT VALUES BY SECTOR SINCE 2002

