

Investment and Economic Prosperity Committee March 2013.

Presented by:

LONDON ECONOMIC DEVELOPMENT CORP.



LEDC Key Initiatives

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Retention Strategies

Expansion Support and Services

New Direct Investment – Canada and Foreign

Organic Growth Programs

Workforce Development

Information Services

Partnership Development



London's Diverse Economy

MANUFACTURING

- FOOD AND BEVERAGE
- PROCESSING INDUSTRIES
- AUTOMOTIVE COMPONENTS
- AVIATION
- DEFENCE
- GREEN



LIFE SCIENCES

- MEDICAL DEVICES
- IMAGING & DIAGNOSTICS
- R&D INSTITUTES
- BIOTECH COMMERCIALIZATION



INFORMATION TECHNOLOGIES

- DIGITAL MEDIA
- GAMES DEVELOPMENT
- INTERACTIVE CONTENT
- CABLE TECHNOLOGIES
- SOFTWARE



EDUCATION - FINANCE

- Western
- Fanshawe College
- TD Canada Trust
- London Life
- Libro
- Head Offices



London's Segment Advantage

1. Advanced Manufacturing and Green Technology
2. Life Sciences and Research (Stiller, Robarts, Lawson, UWO, NRC)
3. Technology –ITC and Digital Media
4. Institutions/Education (University, Colleges, Hospitals, Research)
5. Head and Regional Office (London Life, TD Canada Trust, 3M, Stihl, Intact, General Dynamics)
6. Agri/Food Business
7. Logistics



2012 LEDC Activities

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88 Formal Investment Proposals

456 London Company visits

62 Attraction visits to London

21 Government delegation tours

24 International Market trips

42 company retention files in 2012

Over 1600 jobs and \$160 million in investment

Estimated \$3 million in new assessment for city

11 major sector and workforce support events



2012 LEDC Clients

Company	Investment /Square Feet	Jobs / Tax Revenue (est.)	
Primacare	\$45 million / 110K	300	
Statesman Group	\$35 million /100K	200	
Columbia Sportswear	\$40 million / 300K	200	
FEDEX	\$6 million / 54K	50	
KL Products	\$5 million / 27 K	40	
Amphenol Borisch	\$5 million / 20K	25	
CS Tube	\$3 million /55K	25	
Other Files	\$13.5 million / 160K	125	428K
Expansions – 12 companies	\$14.6 million / 236K	230	326K
Sector support job growth		480	
Total for year	\$167.1 million / 1062K	1675	\$3024K



2013 LEDC Clients

Company	Investment /Square Feet	Jobs Mar 20 / Balance 2013
Food Processing	\$20 million / 110K	30 / 170
Advanced Manufacturing	\$17 million /100K	110 / 180
Defence	\$2 million / 50K	35 / 25
Logistics / Distribution	\$12 million / 60K	45 / 30
Building Products	\$5 million / 27 K	40 / 35
Life Sciences / Health	\$5 million / 20K	38 / 160
R and D / Institution	\$2 million /10K	25 /6
Financial Services	\$1 million /	30 / 20
Contact Centre / Services	\$500K /	145 / 220
IT Digital Media		72 / 145
Total	\$65.5 million / 432K	570 / 991



Job Creation and Support Activities

- 6 SWODF and 4 FEDDEV applications
- All sector support events scheduled
- Ont. Technology Corridor, Ont. Auto Community Alliance, Ont. Food Corridor
- Attraction programs funded with DFAIT ICCI program
- ACCE equipment tax credit renewal
- Workforce development – LMI and skills re-training



Job Creation and Support Activities

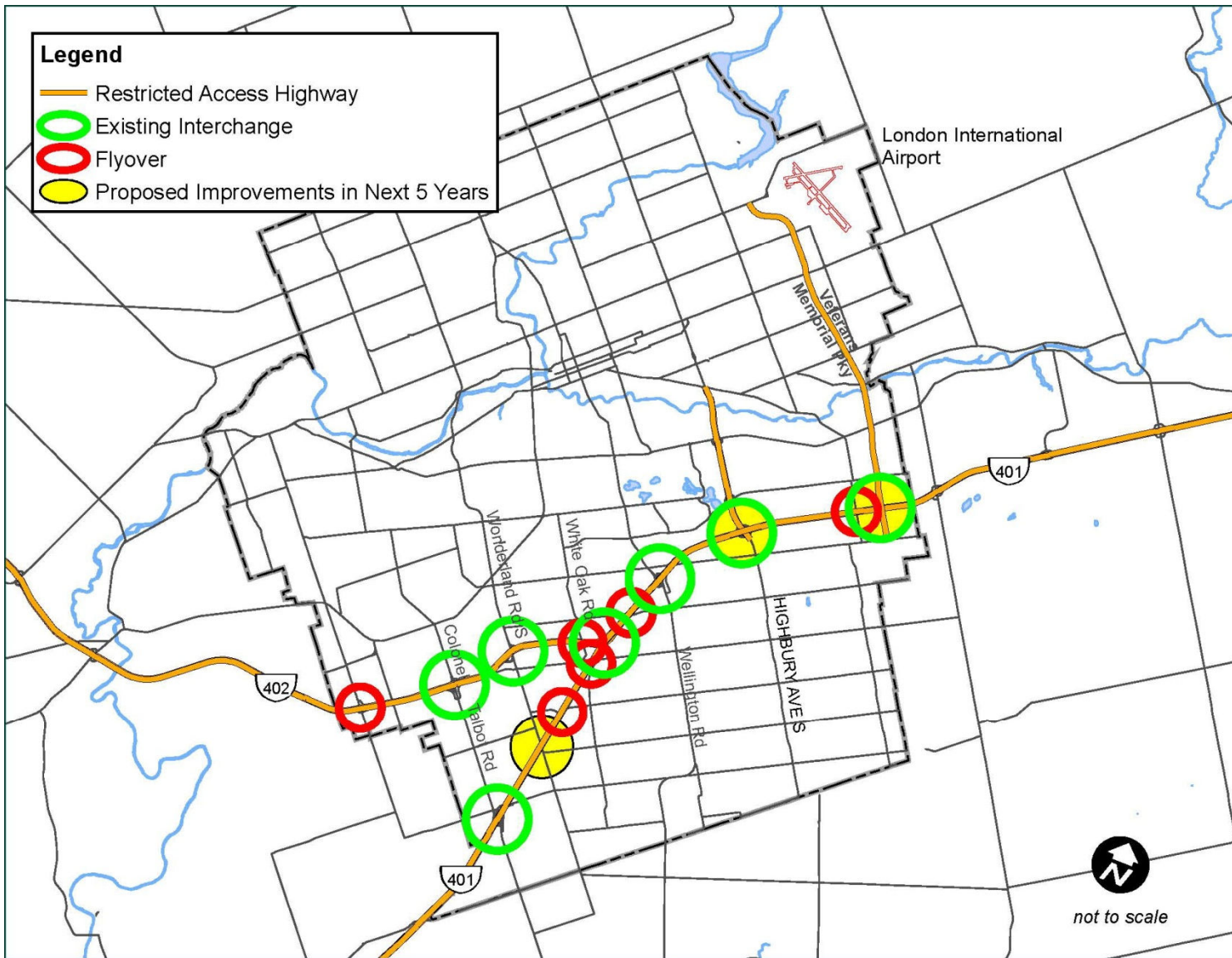
- Hire One Program – 1557 hires
- London Tech Jobs
- 17 in-market trips
- Specialized Korean and Japanese program for 401-402 project
- London Regional Manufacturing Council expansion program
- Contact Centre Association Program
- Defence initiative
- LEDC-Chamber initiatives with many markets



Job Creation and Support Activities

- Auto Mall (Shrew Sports)
- Statesman - Richmond
- Dr. Oetker Phase 2 – Hi Bay
- 7 other expansions waiting for construction
- Biz-Inc – LEDC funded and supported
- Multiple job fairs – both student and workforce
- Greater London International Airport program
- New land at Huron and VMP coming on stream with opportunities





401 Corridor Improvements

WWW.LEDC.COM

Fraunhofer Project Centre for Materials



International Water Centre of Excellence



WWW.LEDC.COM



Fanshawe Campus for Applied and Performance Arts



Digital Media Centre
DIGIT Collaboration Centre

Partnership with Western, Fanshawe,
industry and digital media partners

Location to be determined – proximity to
downtown and Fanshawe Campus

Industry providing access to technology

Talent development

Application Development and Royalties

Over 20 confirmed partners

3 major corporate partners

Provincial and federal support expected



LEDC Board Committees

401 – 402 Committee

- Focus on maximizing opportunities in corridor development
- City needs to develop additional lands
- Utilize provincial investments to develop sector specific areas – food, logistics, tech-office
- Look at long term plan for partnership
- PPP servicing model with partners
- City Priority



LEDC Board Committees

Education Committee

- Maximize one of London's key assets as education centre – goal of 5000 new students
- London is a knowledge – education city
- Help integrate more opportunities for foreign students – i.e.; Korea and Western
- Create plan for attracting 3rd major campus – provincially supported or private potential
- Integrate with potential for foreign high school and advanced English language program



LEDC Board Committees

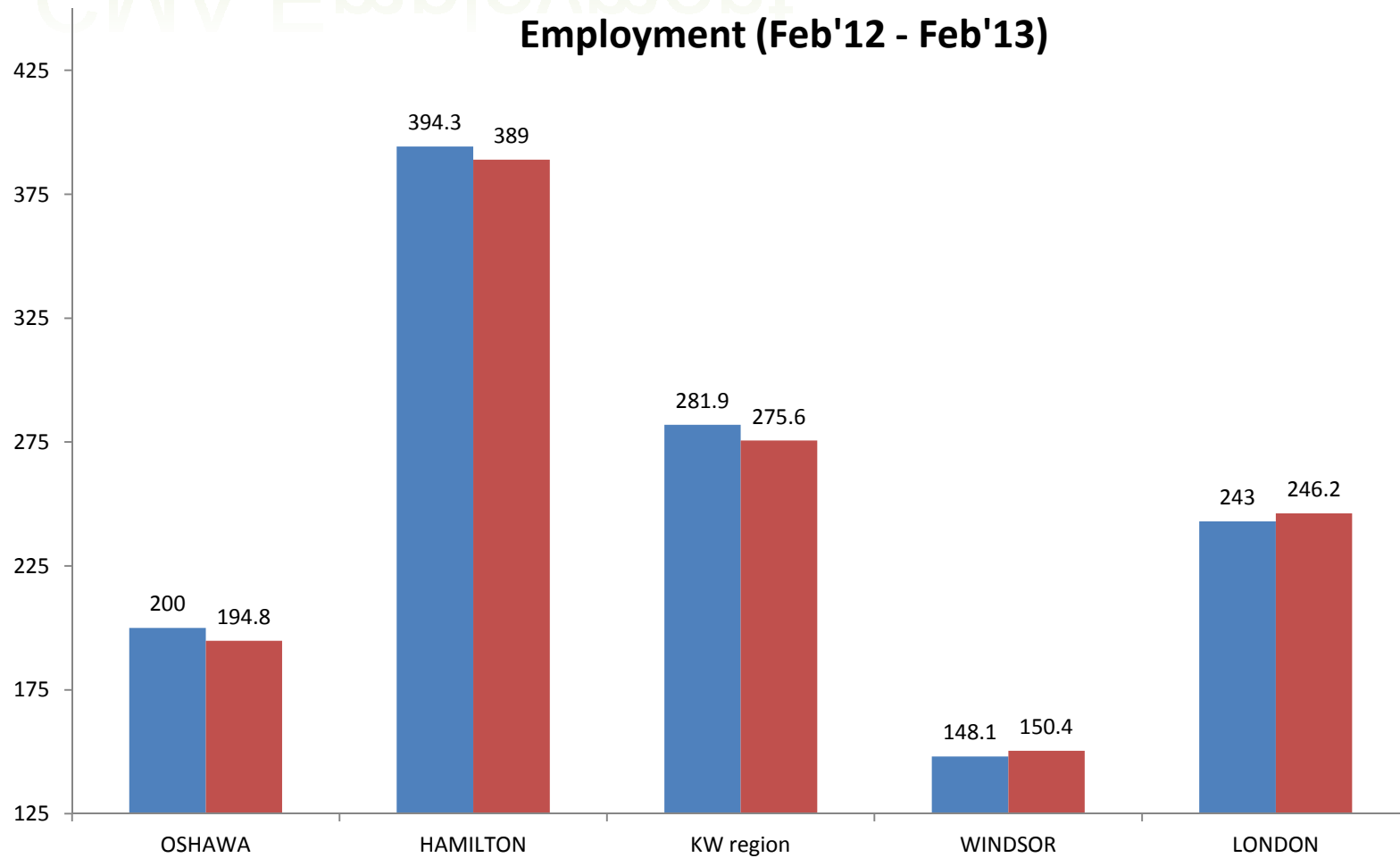
Health Innovation and Life Sciences Committee

- Utilize London's key role in international research
- Develop program to integrate London with larger international projects
- Health IT, Medical devices, clinical trials
- Create roadmap with all stakeholders to develop opportunities using London's unique advantages
- Utilize Ivey Chair, WorldDiscoveries, Western, Fanshawe, LHSC, Research and all partners



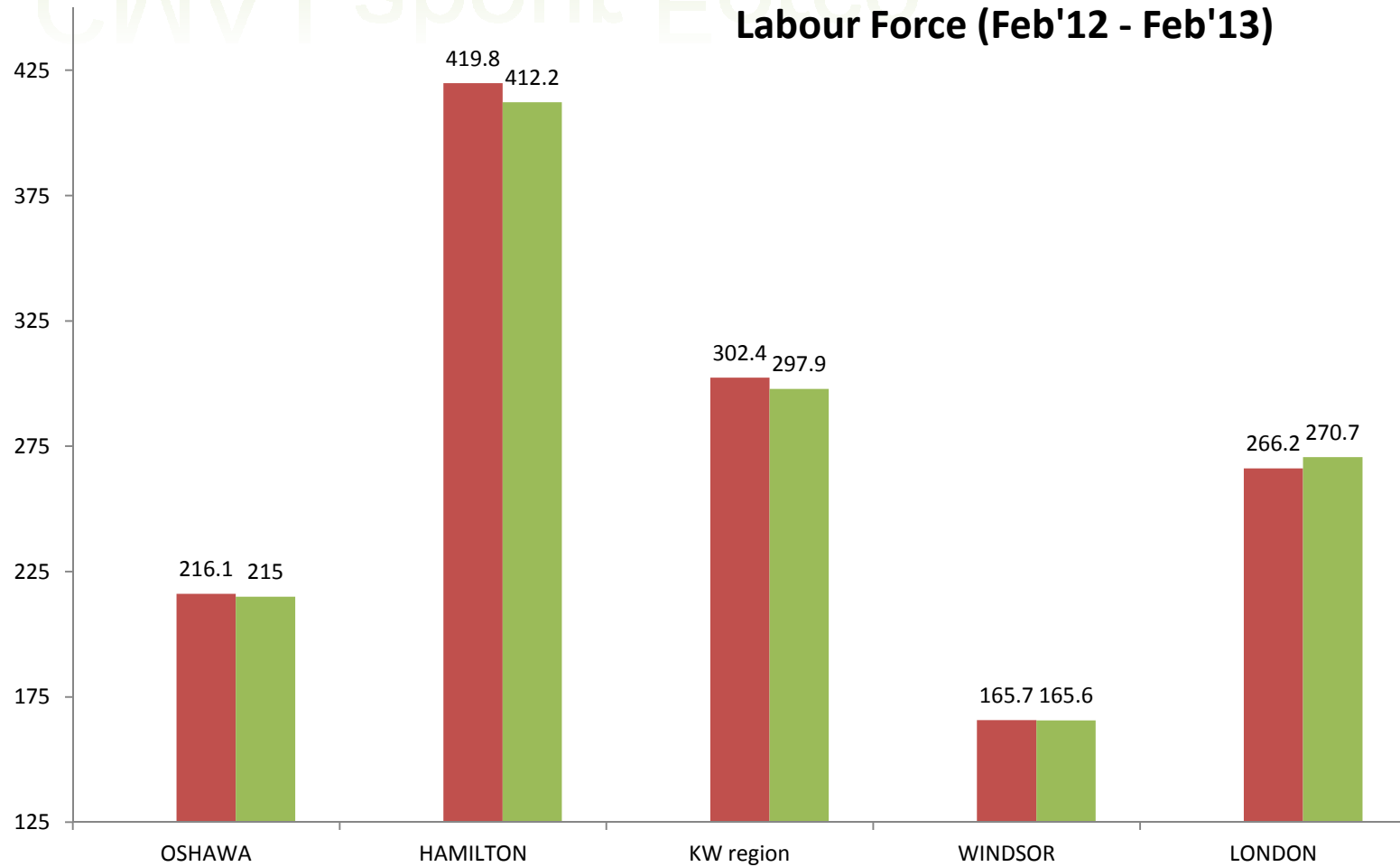
5 CMA Employment

Employment (Feb'12 - Feb'13)



5 CMA Labour Force

Labour Force (Feb'12 - Feb'13)



5 CMA Unemployed

