Welcome to Guelph

As Mayor, it is my pleasure to welcome you to our city. I can assure you that we recognize and value the jobs, economic growth and community building that new businesses bring. Our local government is strongly committed to supporting business, and our city will be there for you every step of the way. Guelph is often described as a well-kept secret. Businesses who have located here rave about the city’s central location, skilled labour pool, and quality of life. This city offers the best of both worlds: big-city amenities and opportunities, with the community spirit and neighbourliness you would only expect to find in a small town.

We look forward to sharing our secret with you: showing you how Guelph is the ideal place for your business to thrive and delivering the support you need to make Guelph part of your success story.

Mayor Cam Guthrie
From here you can do business anywhere

Your business will have the competitive edge being located at the heart of Ontario’s innovation corridor. With easy access to one of North America’s largest transportation corridors, Highway 401 is only five minutes from Guelph’s Hanlon Creek Business Park. Highway 401 provides direct linkages to the Greater Toronto Area (eastbound) and Waterloo Region (westbound); both within 25 miles (40 km) of Guelph. Guelph’s close proximity to major border crossings (90 miles or 150 km) also make it an ideal location for businesses to compete globally.

All within 90 minutes:

- **Five international airports**: Toronto (2), Waterloo, Hamilton, and London
- **Three shipping ports**: Toronto, Hamilton and Welland Canal
- **Guelph Junction Railway**: offers access to CN and CPR, competitive rates and reliable daily service

Access to labour force within an hour’s drive: Over 3.5 million workers

Number of consumers within one-day drive: More than 150 million
The Place of Choice for Businesses Going Places

**Total Population**
City of Guelph – 131,794  
Guelph CMA – 151,984  
*Census, 2016*

**Employment**
Unemployment Rate – 4.8%  
Participation Rate – 72.5%  
Employment Rate – 69.0%  
*Guelph CMA, May 2019*

**Jobs**
City of Guelph – 74,130  
Downtown Guelph – 7,355  
*Statistics Canada, 2016 – Custom Place of Work  
(excludes no fixed workplace)*

**Business Counts**
City of Guelph – 13,098  
Guelph CMA – 15,987  
*Canadian Business Counts, December 2018*

**GDP**
$9.8 billion  
Annual growth of 3.2%  
*Conference Board of Canada, Summer 2019*

**Post-Secondary Graduates**
University of Guelph – 6,400  
University of Waterloo – 7,600  
Wilfrid Laurier University – 4,300  
Conestoga College – 4,600  
*2016 – 2017*

**Exports**
330 companies exporting  
$4.9 billion worth of goods  
*TEC, 2017*

**Imports**
742 companies importing  
$4.7 billion worth of goods  
*TIC, 2017*
Awards and Accolades

- **Fastest growing economy among mid-sized cities in Canada (2018)**
  - Conference Board of Canada, 2019

- **2nd best millennial hot spot in Canada**
  - Point2 homes, 2018

- **2nd best city to buy real estate in Canada**
  - MoneySense Magazine, 2019

- **Top 6 best places for newcomers in Canada**
  - MoneySense Magazine, 2017

- **Top 10 in Americas for foreign direct investment**
  -IDI Intelligence, 2017
Entrepreneur Ecosystem

**Innovation Guelph**
- Guelph’s Regional Innovation Centre offers unique programs and initiatives to support businesses at all stages.
- Programs include: Startup Program; Fast Lane; Agri-Innovation Accelerator; CFE iHub

https://innovationguelph.ca

**Accelerator Guelph**
- University of Guelph’s commercialization support program helps agri-food businesses realize their growth with practical, hands-on workshops and mentorship.
- Their model includes opportunities for new entrepreneurs to mix with seasoned veterans.

https://uoguelph.ca/research/innovation/commercialize/accelerator-guelph

**Business Centre G-W**
- Business Centre Guelph-Wellington provides the entry point for entrepreneurship in Guelph and Wellington County, helping individuals get into business for themselves.
- Programs include: Digital Main Street; Starter Company+; Business 101

https://guelphbusiness.com/
Sectors in Guelph

Advanced Manufacturing

- Number of residents employed in the sector
  - Close to 16,000

- Number of businesses/entrepreneurs
  - Over 500

**Leading businesses:**
Linamar, Polycon, Blount Canada, DENSO, Hammond Manufacturing, Guelph Manufacturing Group

Information and Communications Technology

- Number of residents employed in the sector
  - Over 2,500

- Number of businesses/entrepreneurs
  - More than 350

**Leading businesses:**
Inbox Marketer, Speakfeel, Sandbox Software, SYNNEX Canada

Cleantech

- Number of residents employed in the sector
  - Over 3,100

- Number of businesses/entrepreneurs
  - Almost 500

**Leading businesses:**
Canadian Solar, Current Water Technologies, RWDI, SiREM, ProMinent, SUEZ Water Technologies & Solutions, Maxxam Analytics, Novus Environmental

Agri-Innovation

- Number of residents employed in the sector
  - Close to 7,000

- Number of businesses/entrepreneurs
  - Almost 1,500

**Leading businesses:**
Cargill, Sleeman, Nestle, Maple Leaf, Gay Lea, NSF Canada
Testimonials

“The Guelph Economic Development team were creative, fast and a true partner to ensure we found the best solution for our hub here in Guelph.”
- Jim Jarrell, President and COO, Linamar Corporation

“NSF International and the City of Guelph share a mutual commitment to the economic growth of the Canadian food industry. Collaboration with the City of Guelph has resulted in the expansion of our business and facilities providing tremendous value to Canadian food and beverage companies while allowing NSF to launch a diverse portfolio of global services. There is not a better Canadian location for our business than Guelph, Ontario.”
- Petra Schennach, Global Managing Director, Training & Education, NSF Canada

“BIOREM operates in 23 countries and has worked with many different jurisdictions and Economic Development departments. Working with the Guelph team has been by far the most productive and efficient use of our time. They’ve worked closely with us to truly understand our needs and to best position us locally, provincially and federally to achieve our strategic vision. I highly recommend Guelph if you are considering a Cleantech expansion.”
- Derek Webb, President and CEO, BIOREM
Building Partnerships

We make it easy to do business with City Hall

Growing and resilient economy
Guelph has one of Canada’s lowest unemployment rates, strongest housing markets, most innovative municipal governments and competitive tax rates—all contributing to a strong, reliable and sustainable local economy.

Prime location
Guelph is close to everything, and it feels like you’re away from it all. You’ll have easy access to international airports, major highways and reliable rail. Toronto, Canada’s largest city, is just an hour down the highway, and we’re a short drive to the U.S. borders. From Guelph, you will have access to over 150 million North American consumers within one day’s drive. Not to mention our spectacular natural green spaces that stretch for days.

Enviable talent pool
We’re home to a prominent University and College with more than a dozen top post-secondary institutions in surrounding communities. Employment skews professional, technical, agri-food and advanced technology. In all, a workforce of more than three million people live within an hour’s commute.

Competitive cost of doing business
Guelph offers top-notch professional services and amenities without a big city cost of living. Guelph has one of the lowest land and development costs in the Greater Toronto area. You’ll enjoy lower-than-average labour and business costs, and Ontario offers the lowest overall tax rate on new business investment amongst all members of the G7.

Entrepreneurial spirit
More than $14 billion is spent on research and development each year in Ontario, and Guelph is a hotspot for discovery and innovation. Guelph is home to some of the world’s most innovative companies, has more than 40 research institutes, and a spirit of collaboration to help bring your ideas to life.

We work closely with you to help you “get to yes” and make your plans a reality.

We provide you with user guides, user-friendly web pages and checklists to make your journey clear.

We build the team you need and help you every step of the way.

We’re listening to business needs and continually improving how we do business.
Municipal Costs

### Development charges

<table>
<thead>
<tr>
<th></th>
<th>Per square foot</th>
<th>Per square metre</th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial, commercial &amp; institutional</td>
<td>$13.15</td>
<td>$141.53</td>
</tr>
</tbody>
</table>

Source: City of Guelph, Finance Dept., March 2, 2021 – March 1, 2022

### Building permit fees (new build)

<table>
<thead>
<tr>
<th></th>
<th>Per square foot</th>
<th>Per square metre</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>$1.45</td>
<td>$15.61</td>
</tr>
<tr>
<td>Multi-residential</td>
<td>$1.88</td>
<td>$20.24</td>
</tr>
<tr>
<td>Office (finished)</td>
<td>$1.88</td>
<td>$20.24</td>
</tr>
<tr>
<td>Industrial/warehouse</td>
<td>$1.01</td>
<td>$10.87</td>
</tr>
<tr>
<td>Retail (finished)</td>
<td>$1.88</td>
<td>$20.24</td>
</tr>
</tbody>
</table>

Source: City of Guelph, Building Dept., effective January 1, 2021

### Site plan fees

<table>
<thead>
<tr>
<th></th>
<th>Per square foot</th>
<th>Per square metre</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial, office &amp; institutional*</td>
<td>$0.26</td>
<td>$2.84</td>
</tr>
<tr>
<td>Industrial*</td>
<td>$0.16</td>
<td>$1.76</td>
</tr>
<tr>
<td>Residential*</td>
<td>$148.42/unit</td>
<td></td>
</tr>
</tbody>
</table>

* Base fee of $6,408.10 applies to any site plan application plus rates above

Source: City of Guelph, Planning Dept., effective January 1, 2021

### Building permit fees (new build)

<table>
<thead>
<tr>
<th></th>
<th>Per cubic metre</th>
<th>Per day</th>
</tr>
</thead>
<tbody>
<tr>
<td>Water</td>
<td>$1.82</td>
<td>$0.26</td>
</tr>
<tr>
<td>Wastewater</td>
<td>$1.94</td>
<td>$0.32</td>
</tr>
</tbody>
</table>

Source: City of Guelph, Water Services, effective January 1, 2021

For connection fee information contact the City of Guelph Building Dept. 519-837-5615

### Stormwater

Businesses are assessed by the City of Guelph and pay a monthly fee that reflects the hard surfaces on their property such as rooftops, parking lots and concrete surfaces. For more information visit guelph.ca/stormwater

### Tax rates

<table>
<thead>
<tr>
<th></th>
<th>Industrial</th>
<th>Commercial</th>
<th>Residential</th>
</tr>
</thead>
<tbody>
<tr>
<td>City rate*</td>
<td>2.13%</td>
<td>1.78%</td>
<td>0.97%</td>
</tr>
<tr>
<td>Education rate*</td>
<td>1.25%</td>
<td>1.10%</td>
<td>0.15%</td>
</tr>
<tr>
<td>Total rate*</td>
<td>3.38%</td>
<td>2.89%</td>
<td>1.12%</td>
</tr>
</tbody>
</table>

*Figures have been rounded to the nearest hundredth percent

Source: City of Guelph, Taxation and Revenue, May 1, 2020– April 31, 2021
Municipal Incentives

Water Smart Business

- The City can help cover the cost of water audits, calculate the payback period, and offer financial incentives to support your investment in water-saving technologies
- Sleemn Breweries upgraded their bottle line pasteurizer to save $266,000 a year.
- Read the Sleemn Breweries case study.

https://guelph.ca/living/environment/water/rebates/watersmartbusiness/

Save on Energy Program

- Whether it’s a major renovation or smaller upgrade, businesses can take advantage of program and incentives that support increasing energy efficiency.
- The four programs are:
  - Retrofit Program;
  - Process and Systems Upgrade Program;
  - Energy Performance Program; and
  - Energy Manager Program

https://uoguelph.ca/research/innovation/commercialize/accelerator-guelph

Sewer Credit

- Industrial, commercial and institutional customers who reduce their wastewater treatment needs by at least 25 per cent may qualify for a credit on their bill, paid once a year.
- The credit applies to 75 per cent of the difference between the amount of water used and the amount water sent into the City’s sewer system.

https://guelph.ca/living/environment/water/rebates/sewer-abatement-credit-program/

Stormwater Credits

- Industrial, commercial, institutional and multi-residential properties of six units or more may qualify for a credit on their stormwater bill.
- Business can get up to 50% off their stormwater service through the City’s credit program

https://guelph.ca/living/environment/water/rebates/stormwater-service-fee-credit-program/guelph
Team Directory

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