

WE ARE PROUD TO PRESENT OUR 2020



ANNUAL BUSINESS REPORT

Business Development Department
Corporation of the City of Niagara Falls

OPPORTUNITIES FLOW IN THE
CITY OF NIAGARA FALLS, CANADA





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MANUFACTURING TECHNOLOGY

MILESTONE MILLWORK

Since 2005, Milestone Millwork and Custom Kitchens has been turning dreams into reality

Milestone Millwork, one of Niagara's most respected custom cabinetry shops, offers services in residential, commercial and architectural millwork. Company owner, Chuck Pelletier started his business 15 years ago in his home and since then has expanded into a 13,000 sq. ft. production facility in Niagara Falls.

Using state-of-the-art technology, Milestone Millwork provides custom cabinetry services to local builders, homeowners, and architects to fit everyone's budget.

The business has seen record increases and continues to grow in Niagara Falls, Ontario with a new division named MDF Door Company Inc. The Company will expand their footprint in an additional manufacturing space later this year doubling their production space for their custom made cabinetry.

Milestone Millwork also has a dedicated group of in-house designers and their inspiration and work can be seen in their 1,900 sq. ft. showroom on Portage Road.

Milestone has become a trusted manufacturer and pledges to partner only with the best suppliers including Cambria, Caesarstone, KitchenCraft, and Decor Cabinetry to name a few.

MilestoneMillwork.com





WALKER INDUSTRIES

Niagara Falls Welcomes Construction of Largest Renewable Natural Gas Plant in the Province

Niagara Falls will soon be home to a new renewable natural gas (RNG) facility, which will create local jobs and stimulate regional economic development, while reducing greenhouse gas emissions in Canada. The \$42 million dollar Niagara Falls Renewable Natural Gas plant will be the largest of its kind in Ontario and will generate enough clean renewable energy from landfill waste to heat 8,750 homes across the country and reduce greenhouse gas emissions by 48,000 tonnes.

The innovative Niagara facility will transform landfill waste into clean energy. This is achieved by capturing biogas generated by decomposing organic waste and transforming it into renewable natural gas.

Renewable natural gas (RNG) is a made-in-Ontario, carbon neutral energy source, and this investment in Niagara Falls showcases the innovative leadership of the energy sector. Developing renewable natural gas production is encouraged in the government's Made-in-Ontario Environment Plan.

"Walker Industries and Comcor Environmental are proud to partner with Enbridge to construct the largest renewable natural gas plant in Ontario," said Geordie Walker, President and CEO of Walker Industries.

The Ontario Energy Board (OEB) has also approved an application from Enbridge to implement a pilot Voluntary Renewable Natural Gas Program in Ontario starting in 2021. Through the program, customers can choose to support the transition to clean energy through a small monthly contribution to purchase carbon-neutral renewable natural gas. During the first five years of the program, Enbridge Gas anticipates up to 28,000 customers could participate reducing CO2 emissions by 8,000 tonnes, equivalent to taking 1,600 cars off the road for one year.

Encouraging investments and innovative clean, renewable energy programs are part of the Ontario government's Made-in-Ontario Environment Plan to reduce greenhouse gas emissions and help Canada meet its 2030 target.

Walkerind.com



EST. 1969
SWS
WARNING LIGHTS INC.

SWS WARNING LIGHTS INC.

A Canadian owned manufacturing company committed to providing Canadian designed and Canadian made products.

SWS Warning Lights Inc. is a Canadian independently owned manufacturing company, located in Niagara Falls, Ontario. SWS skilled workforce designs, engineers, and manufactures professional grade warning lights. The products are built for use on vehicles and industrial/commercial applications.

SWS manufactures products through their multiple channel distribution network including but not limited to; OE and Aftermarket Truck & Automotive, Electrical, Traffic Safety, OEM Truck Builders & Upfitters.

Despite an unprecedented 2020, the SWS management team spent time to develop several new product lines for their USMCA customers, including

the new Select Series. At their Niagara Falls, Ontario, Canada facility, SWS designed and manufactured this new series, Select, specifically for those customers that want a reliable and durable warning light with basic software features at a low cost.

Another new product release includes the Ford Zero Drill Bracket new mounting solution which is designed for mounting Ford aluminum body trucks with the halogen brake light. The Zero Drill bracket prevents the need to drill holes into the vehicle or racking. It is designed and constructed to mount any of their products from beacons and minibars, up to 48" traffic directors.

WarningLightsInc.com

Synchro Engineering Innovates in Partnership with Niagara-based Manufacturers

Synchro Engineering from Niagara Falls, ON, Canada responded to the call to action by our Government for manufacturers to become innovative in producing Personal Protective Equipment (PPE) and other health related supplies. Accepting a supply chain partnership with their client, Clean Works, Synchro worked through the Research and Development phase of converting Clean Works' food sanitizing equipment, winner of a 2019 Innovation Award (International Association for Food Safety) into a mini sanitizer unit for PPE. Synchro's supplier partnership involved the design and manufacturing of the control system for the Healthcare Mini.

The Team at Synchro, were on board to assist their client on this redesign that came with a very aggressive timeline initiative. This critical pivot, during the COVID health emergency, occurred when Synchro was trying to navigate the state of emergency orders and understand the impacts it was going to have on their business and customers. Three priorities needed to be addressed and followed through by Synchro's team: safety, rapid growth and continued service for all their established local customers.

With a quick turnaround and safety protocols in place, Synchro immediately implemented online collaboration with employees, suppliers and Clean Works. For the quantity of control panels forecasted to be produced, they leased more space from their landlord, Signature Signs.

Resulting from a surge in supporting their Food and Beverage manufacturer needs and other customers who increased their own production requirements to keep shelves stocked, Synchro's dedicated team swelled from 15 employees to over 23. Their manufacturing footprint quadrupled, which permitted them to produce Clean Flow's Healthcare Mini equipment control panel designs within six weeks versus what would have been normally accomplished over a 1 year period.

Health Canada approved the **Healthcare Mini** equipment, which kills 99.9% virus pathogens using ultraviolet light, hydrogen peroxide and ozone. Each device can sanitize up to 800 N95 masks per hour and can also sanitize face shields and goggles. The adaptation was made in April 2020 and was soon serving over 65 health-care institutions across Canada.

Following the Clean Works Healthcare Mini sanitizer project, Synchro was able to adjust back this summer to service all their well-established clients in food & beverage processing, other manufacturing businesses, and energy & mining sector. Most recently they have expanded their portfolio to include Printed Circuit Board design and programming.

PowerUnderControl.com

Hamill's Harvester can cut up to 3500 trays per day with little to no waste.

Hamill Group of companies is expanding their footprint in the City of Niagara Falls, Ontario to keep up to their customers demand for their food & beverage equipment product lines. Lots of changes have taken place over the past few years for the privately, owned & operated custom machine and fabricating shop which offers full machining service, along with millwrighting for industrial maintenance, repair, for customers in the food, wine, heavy industrial and environmental sectors.

Bob Benner, C.E.O. of the Hamill Group of companies attributes his business growth success by continual innovation to grow the advanced manufacturer of equipment product lines for both domestic and export markets. Advanced manufacturing technologies (3D engineering/printing) have been added, as well as a 7th-axis robotic water-jet cutter, making it the first in the area to house this technology.

"It's no secret that technology is pivotal for the growth of any business," states Benner, during a recent company visit at their newly acquired Heuser's Welding facility, during a company visit with Mayor of Niagara Falls, Jim Diodati and economic development staff. *"Adding robotics into our hi-tech engineering design is all part of the strategy to maximize productivity, which saves time and optimize our very skilled employee energy."*

Hamill Agricultural Processing Solutions is an offshoot of Hamill Machines and now entering a new area of growth in selling microgreen processing equipment across North America and into Europe. The company now has a full complement of skilled trained workforce throughout their divisions and is coming out of this Covid new world with advanced technologies to supply their world customers with the best custom design, manufacturing, installation with this leading edge technology for the food & beverage industries.

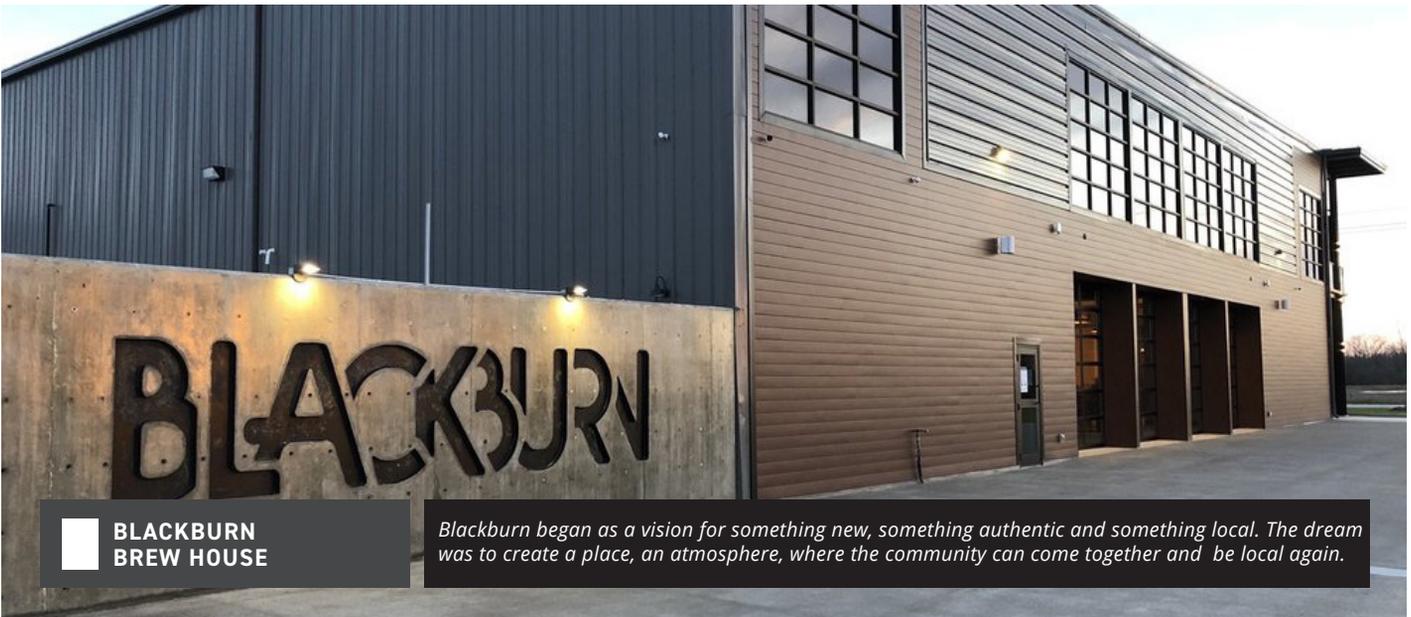
"In business you need to make the best of a situation, so during this world health crisis we have kept going by applying our engineering minds to advance our equipment product lines so as the economy is opening up we are ready to for the launch of our new Hamill Agricultural harvest and processing equipment lines."

Hamill's new Microgreens Harvester for farmers harvesting microgreens and leafy greens new equipment is engineered and designed to speed up cutting time while being delicate enough to precisely cut the smallest of microgreens. Hamill's Harvester can cut up to 3500 trays per day with little to no waste. Blade height is fully adjustable to accommodate different products. Accepting trays up to 12" & 24" wide on Hamill's Agricultural Solutions harvester is made with high quality parts and made in house here at are Niagara Falls Location. Food grade belting and harvester has full wash down capabilities.

Visit the website and check out Hamill's Agricultural Solutions Micro Greens, advanced manufacturing equipment for a growing super food industry.

HamillAps.com





BLACKBURN BREW HOUSE

Blackburn began as a vision for something new, something authentic and something local. The dream was to create a place, an atmosphere, where the community can come together and be local again.

Blackburn Brew House opens in the Montrose Business Park, located in a brand new building at 8001 Blackburn Parkway. The industrial development boasts over 40,000 sq.ft. of floor space. Blackburn Brew House also has their own canning, bottling and kegging lines to offer co-brewing capacity to brew various size beer batches for customers regardless of business size. "Our brewmaster, Kevin Gray, who is a local Niagara guy, has 29 years' experience brewing," said George Hantziagelis, owner and operator

of the region's newest brewery, Blackburn Brew House, located in the south end of Niagara Falls near Heartland Forest.

"It was a bit of a transitional opening," explained Hantziagelis, who said they opened as a retail beer store first, then expanded with a patio where they spent the tail end of the summer serving fresh from their taps. When the weather cooled in mid-October, they turned their attention to the indoor space. "We've been indoors for about four weeks now,"

said Hantziagelis from the sprawling new indoor dining and drinking area, which also offers a view of the facility's massive brewing setup through giant floor-to-ceiling windows. "We were going for an open concept where you can see the whole process." George Hantziagelis, together with his two business partners, Andy Burt and Amyn Kassam, opened up Blackburn Brew House in July.

BlackburnBrewHouse.com



CAN-ENG FURNACE INTERNATIONAL LTD

At CAN-ENG we are continuously improving and optimizing our technology, building progressive heat treating equipment through systematic innovation and partnerships.

Can-Eng Furnace International Ltd has been contracted to deliver a significant number of different furnace types to multiple unique customers in the United States and Canada for the heating and heat treatment of both Aluminum and Steel Closed Die Forgings. The furnace configurations, either under construction in the company shops or in the early stages of commissioning, include Rotary Hearth, Chain Conveyor, Roller Hearth, Mesh Belt and Cast Link Belt.

The current uptick in activity from the Forging sector represents a major portion of the Company's Order Backlog. These furnaces delivered to Georgia, North Carolina, and Ontario will be used in the production of Powertrain, Suspension and Steering/Linkage components for the automotive sector. The demand for new state of the art furnace equipment has been driven by both light weighting initiatives and a shortage of in-house heat treatment capacity. All contracts

will be in production by late Q1 2021. Can-Eng is headquartered in Niagara Falls, ON Canada where their skilled engineering team custom design and manufacturer specialized industrial furnaces.

Can-Eng.com



■ NIAGARA FALLS ENTERTAINMENT CENTRE

Construction completed

Construction has completed at the new 5,000 seat state-of-the-art Entertainment Centre, operated by Niagara Fallsview Casino Resort and Mohegan Gaming & Entertainment. This new theatre space allows Fallsview Casino Resort to offer more than 300 shows per year in conjunction with the Avalon Theatre, with no seat over 150 feet from the stage. An official opening has been put on hold due to the ongoing global pandemic.

Construction on this theatre began in the fall of 2017, with the goal of making Niagara Falls the entertainment destination of choice. With the finishing touches complete, the new entertainment centre when safe to do so will accommodate larger concerts, shows and attractions, and is expected to draw more

visitors to the City of Niagara Falls and the Niagara Casinos to help ensure long-term competitiveness.

“Our new theatre is a welcomed addition to our portfolio of world-class venues and will be the Canadian home for top name artists and events. As one of the leading producers of live entertainment today, MGE is excited to export what we do best,” according to Tom Cantone, President of MGE Entertainment Worldwide. Selected by Ontario Lottery and Gaming (OLG) last year, Mohegan Gaming & Entertainment has been operating in Niagara since June 2019. With more than two decades of experience creating incredible entertainment destinations, MGE focuses on developing the ultimate customer experience.

Collaborating with the OLG, Mohegan Gaming & Entertainment, Niagara Casinos and various stakeholders, this was truly a community effort that will bring energy and excitement to downtown Niagara Falls. *“This will be a world-class facility that performers will want to perform*

at and audiences will want to experience”, says Jim Diodati, Mayor, City of Niagara Falls. “With superior sound, sightlines and designs to make the experience memorable, we anticipate more than 1 million additional visitors to our city to see acts and performances here. This means more good jobs are coming to our community, and that restaurants and attractions will be busier as well. To say we are excited would be an understatement!”

“For decades, the partnership between the OLG and Niagara Casinos has been collaborative and innovative. Joining forces with Mohegan Gaming & Entertainment continues to take the entertainment industry to the next level in Niagara” says Lori Sullivan, OLG’s Chief Operating Officer. “There is a wealth of knowledge within these partnerships, and we look forward to the new Entertainment Centre seeing great success.”

[fallsviewcasinoresort.com/entertainment/EntertainmentCentre](https://www.fallsviewcasinoresort.com/entertainment/EntertainmentCentre)



■ HYATT CENTRIC & HYATT REGENCY

Niagara Falls approves new hotels expected to create more than 1,500 jobs

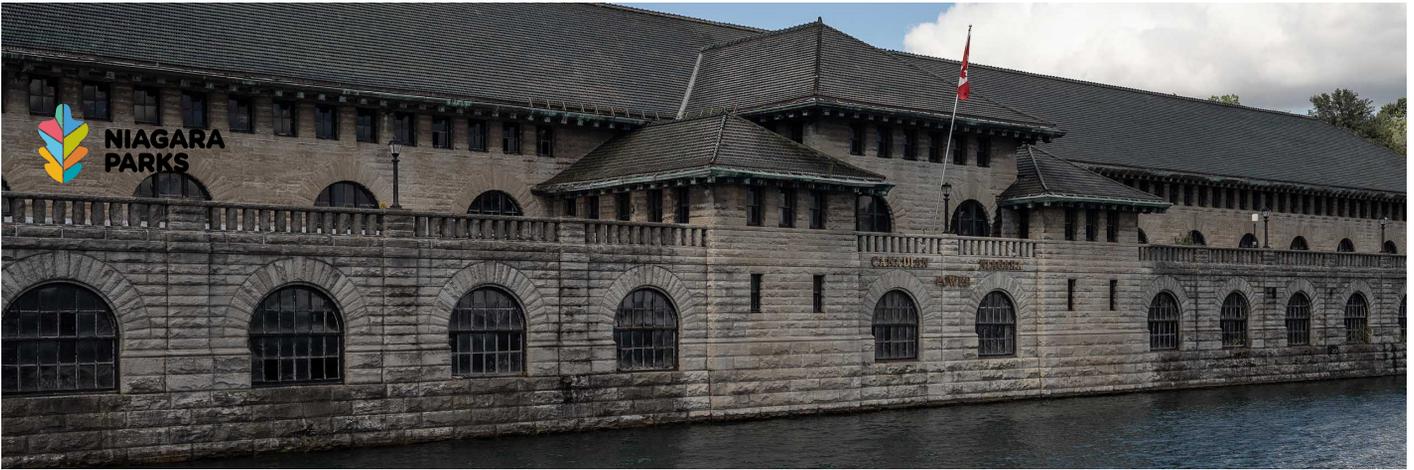
Niagara Falls City Council has approved the development of a 16-storey Hyatt Regency and a 14-storey Hyatt Centric. The project construction and related costs exceed \$200 million which will add another 1,095 hotel rooms to the heart of the tourism district and create more than 1,500 jobs.

The City approved the development for land at Fallsview Boulevard and Murray Street.

The proposed hotel development is L-shaped in design. Hyatt Regency on Murray Street and Hyatt Centric along the frontage of Fallsview Boulevard.

The project is moving ahead on three parcels of land: 1.8 hectares at 6289 Fallsview Boulevard, near Murray Street, 0.3 hectares at the southwest corner of Fallsview Boulevard and Robinson Street, and 3.18 hectares at 6046 Dunn Street. The latter two parcels to be used for a portion of the required parking.





■ NIAGARA PARKS COMMISSION

Niagara Parks announces investment in new attraction: Redevelopment and Adaptive Reuse of Canadian Niagara Power Generating Station

Ontario Minister of Heritage, Sport, Tourism and Culture Industries Lisa MacLeod and Niagara Parks Commission Board Chair Sandie Bellows announced a one of a kind attraction and significant investment. The project will transform the preserved decommissioned facility into an extraordinary new multi-faceted visitor experience, which will preserve and showcase this culturally significant landmark, while creating an iconic new attraction for Niagara Falls.

This project to redevelop the Canadian Niagara Power Generating Station represents an opportunity to build an iconic new attraction in Niagara

that will create jobs and help deliver an amazing double bottom line – generating revenue for the Commission and attracting tourists to the region.

The innovative project is envisioned as a foundational piece of Niagara Parks' 10-year strategic plan, that will position Niagara Parks as one of the most spectacular parks in the world. CNP will become a new experience, joining Niagara Parks' other six attractions and open in two phases. Work is currently underway on Phase 1 of the project expected to open July 1, 2021, which will include interactive exhibits and a state-of-the-art immersive sound and light experience.

The adaptive reuse of CNP will provide an exciting new tourism driver for the region, while also continuing to deliver on Niagara Parks' mandate of preserving and promoting the natural and cultural heritage along the Niagara River Corridor.

NiagaraParks.com



■ CANADA SUMMER GAMES

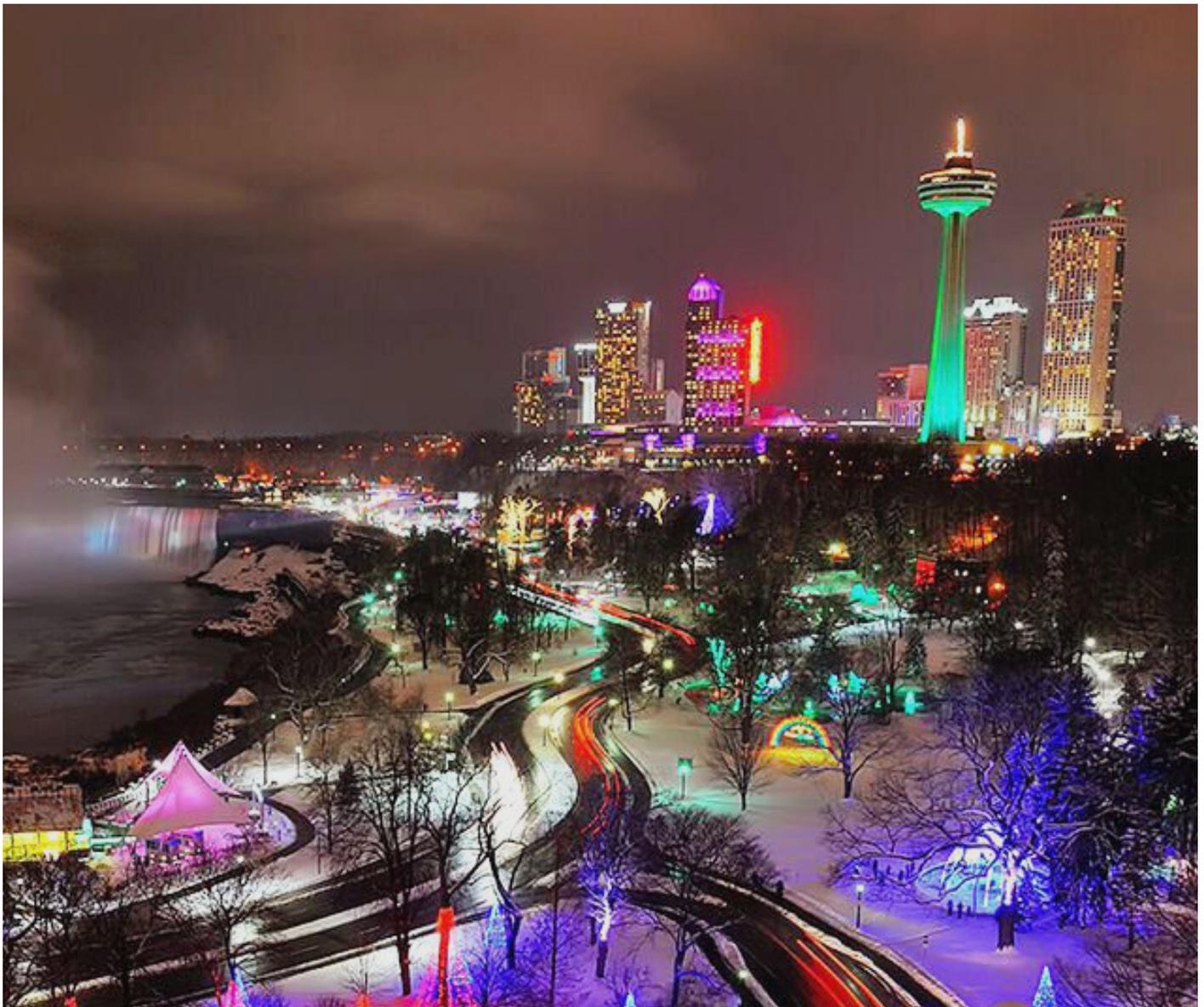
Niagara 2022 Canada Summer Games Planning Continues

The Canada Games Council (CGC) and the 2021 Canada Games Host Society, after consulting with the Niagara Region, the Province of Ontario and the Federal Government, have made the difficult decision to postpone this year's Niagara 2021 Canada Summer Games. The Games were originally scheduled to take place in August 2021 but, due to continued

public health concerns relating to the coronavirus pandemic, they will be rescheduled to the summer of 2022.

Held every two years, alternating between winter and summer, the Canada Games are the country's marquee event for amateur sport representing the highest level of national competition for thousands of up-and-coming Canadian athletes. More than 5,000 participants and 4,000 volunteers are expected to take part in Canada's largest multi-sport event in the Niagara Region.

Niagara2022Games.ca



■ WINTER FESTIVAL OF LIGHTS

Winter Festival of Lights to Brighten 2020

A Niagara Falls winter tradition is lighting up the night and brightening spirits! The iconic Winter Festival of Lights began delighting visitors on November 14, 2020.

Canada's largest free outdoor light festival, the Winter Festival of Lights features more than 3 million sparkling LED lights and displays along an 8km stretch of the Niagara Parkway, throughout Dufferin Islands and Queen Victoria Park.

New installations in 2020 include new 3D displays with larger than life polar bears, Rudolph the Red Nosed reindeer, an outstanding gingerbread house, and the Misty Kids village.

WFOL.com





■ NIAGARA SQUARE



Niagara Square Redevelopment Nears Completion

The \$25-million redevelopment of Niagara Square in Niagara Falls is nearing completion. The mall, which was closed in April, 2017, has been transformed into an “open-air” shopping centre with existing big box stores. Bayfield is a partner with RioCan Real Estate Investment Trust Co. in the ownership of Niagara Square. They are also partners with RioCan on four other shopping centres across Canada.

The enclosed area of Niagara Square on Montrose Road closed April 30, 2017, marking the end of the 40-year-old shopping centre. When the closure was announced, a RioCan representative said the company

will be making a “significant investment” into a redevelopment plan that will “transform” the Niagara Square into an updated retail environment. Stores with outdoor access, such as Michaels, Jysk World Gym, The Brick, and Mandarin, have remained open.

Costco was announced in 2019 as the new anchor tenant at the Niagara Square Shopping Centre. This significant project is over 100,000sq.ft. and includes additional amenities to serve customers. Costco opened in 2020 and as recently announced, will be joined by Dollarama and Giant Tiger. With additional space still available, new retailers will be announced in 2021 as they confirm.

COSTCO

Costco Wholesale Opens First Warehouse Club in Niagara Falls

Costco Wholesale opens a new warehouse club in Niagara Falls – the first Costco warehouse in the city. Located at 7500 Pin Oak Drive, the new 155,343-square-foot warehouse has created 40 jobs and an opportunity for local residents, as well as the area's millions of annual visitors, to benefit from the conveniences and savings provided by a Costco membership.

"With the opening of this new warehouse, we can serve all of our members in Niagara, St. Catharines and surrounding area, and can bring new consumers and businesses to uncover the benefits of a Costco membership," said Pierre Riel, Senior Vice-President and Country Manager, Costco Wholesale Canada. *"We are very proud to share this new location with our valued members and member businesses in the local community and throughout the area; as well as announcing that the existing Costco warehouse at 3 North Service Road in St. Catharines will be converted to a Costco Business Centre."*

"The arrival of Costco has been highly anticipated and the people of Niagara are really excited about the new full-service location in Niagara Falls," said Niagara Falls Mayor Jim Diodati. *"We are looking forward to all of the amazing things synonymous with Costco—bigger, more selection, more parking, a gas bar, the ultimate in convenience, easy highway access and having all of this at our fingertips just in time for the Christmas shopping season! We are very grateful for the confidence that Costco has shown in Niagara by adding new jobs which will act as a catalyst for this retail node in a high-growth area."*

The new location features wide aisles and an expansive selection of food offerings. It also includes a large variety of specialty departments, such as an on-site bakery, fresh meat, extensive produce area, rotisserie chicken section, optical centre – including an on-site independent optometrist – a hearing aid centre, photo centre, five tire centre bays, large food court, gas station with 24 pumps, propane station and a full-service pharmacy. With 12 checkout registers and a new self-checkout section with six stations, the warehouse features 800 parking spots -- 137 spots more than the former St. Catharines location.

FUN FACTS:

JOB'S CREATED (FULL & PART-TIME):	40
AVERAGE SALARY:	\$24.67/hour
SQ. FOOTAGE OF THE WAREHOUSE:	155,340 sq.ft. (24% bigger than prev. warehouse)
NUMBER OF SHOPPING CARTS:	800 (20% more shopping carts than prev. warehouse)
NUMBER OF PARKING SPOTS:	800
NUMBER OF PALLETS:	906 pallets (43% more pallets than previous warehouse)
NUMBER OF GAS PUMPS:	New 24 gas pumps on four islands

UNIQUE WAREHOUSE FEATURES

- ▶ 12 registers (8% more registers than prev. warehouse)
- ▶ New 6 self-checkout registers
- ▶ Expansive pharmacy
- ▶ 5 tire bays (20% more tire centre bays than prev. warehouse)
- ▶ Hearing aid centre
- ▶ Wide aisles
- ▶ Extensive produce area

Costco.ca



CANADIAN TIRE

Southwestern Ontario's Largest Canadian Tire Store Opens in Niagara Falls

New Canadian Tire Store on Morrison Street opens, becoming home to one of the largest Canadian Tire locations in the Province. CT REIT, which owns a Canada-wide portfolio of assets leased primarily to Canadian Tire Corp., purchased the 20,250-square-metre property at the corner of Morrison Street and Dorchester Road from RioCan REIT in late 2018. The new store features 7,064 square metres of retail space. Mayor Jim Diodati, who toured the property in May, said the new store is "state-of-the-art." "The technology and innovation that went into this store is unbelievable," he said. "It's a massive store, but it has an intimate feel." With the new store now open, the Canadian Tire store on Montrose Road has closed. The Canadian Tire store on McLeod Road closed last year. A grand opening celebration for the new store will be held at a later date.

CanadianTire.ca



WONDER BUDS CANNABIS CO.

Wonder Buds Cannabis Co. Opens in Downtown Niagara Falls

The Board of Management of the Downtown Niagara Falls Business Improvement Area is pleased to announce the Opening of Wonder Buds Cannabis Co.'s downtown location.

Established in 2020, Wonder Buds is an independently owned and operated Cannabis Retail Corporation. After many years of Sales Experience in different fields and year-long concrete research in the Cannabis Industry, they meticulously designed a well-planned, wonderful Cannabis Retail Brand with a focus mainly on "Cannabis-Lovers" around the world. Wonder Buds opened their first iconic flagship store on Queen Street, Niagara Falls, one of the largest One-Stop-Stores in Ontario, with ample parking space for customers. Owner and Founder Pragnesh Saija has also joined as a Director for the Board of Management of the Downtown BIA.

Wonder Buds carries the largest selection of quality flower strains, Vapes, Extracts, Edibles, and cannabis-infused Beverages from Licensed Expert producers across Canada. They are a quality one-stop-store for all Cannabis Products & Accessories with a remarkable, modern in-store atmosphere.

Ron Charbonneau, Chairman of the Downtown BIA, is "excited to be welcoming Wonder Buds to the downtown Niagara Falls family." He goes on to state that "the opening of Wonder Buds marks a bright spot in the challenging times of COVID-19, and we wish Wonder Buds' and their over 14 staff members success!"

WonderBuds.ca



WON SON TAEKWONDO

Opens in Niagara Falls

Won Son Taekwondo founder, Grandmaster Won Son is a world renowned 7th Dan Black Belt in WTF Taekwondo and also a certified Hapkido instructor. Grandmaster Son shares his passion and knowledge of traditional Korean Martial Arts with his students. Grandmaster Son encourages all to share with him, the journey of goodwill, strength and courage. Won Son Taekwondo school is a family-oriented educational institution, helping anyone to achieve a strong mind and body.

WonSonTaekwondo.com



GROW COMMUNITY FOOD LITERACY CENTRE

Healthy and Accessible Food Goal of New GROW Centre in Niagara Falls

GROW Community Food Literacy Centre is a registered charity in Niagara Falls, Ontario with the goal to assist and empower those with barriers to accessing and benefiting from good healthy food. GROW does this by offering a fresh produce market with pantry, community kitchen with opportunities to cook, and share good food while building community and breaking down social isolation. GROW is a community-focused model aimed at addressing some of the long-term food challenges low-income residents and persons with disabilities face in the Niagara Falls community.

GROW will address two key strategic directions to combat food insecurity and promote healthier lifestyles for low-income community members:

1. Healthy Food Access: Access to healthy, local, and culturally acceptable food.
2. Food Literacy & Skills: Information, knowledge, relationships, capacity, agency and the environment to support healthy eating and to make healthy choices.

This market makes fresh, local food more accessible to those living on low incomes. When people shop for fruits and vegetables at the affordable produce market, their money goes a lot further and residents can head home with loads of fresh ingredients to prepare healthy meals. The market and pantry offers fresh local foods including vegetables, fruits, and unprocessed meats at wholesale prices, along with canned and other non-perishable food.

Growcflc.com



HEARTLAND FOREST

Heartland Forest Receives Canada Post Community Foundation Support

Heartland Forest successfully received \$24,900 from the Canada Post Community Foundation for a 2021 inclusive summer adventure camp.

The grant will fund three camp staff to work with special needs campers. The inclusive adventure camp promotes friendships and discovery! Activities like, outback day, sports, fitness, nature crafts, games, pond discovery, drama & storytelling, campfires, team challenges, scavenger hunts, and navigation skills. And built into all this fun are deeper skills – skills necessary for life success – skills like communication, perseverance, listening, problem solving and teamwork.

"Families who have children or youth with disabilities often find their recreational choices significantly limited. Inclusion gives families the opportunity to choose recreational programs that are right for them and offer them the ability to be a part of a diverse, rich community," says Elisabeth Graham, Executive Director, Heartland Forest.

"The goal is to provide a camp experience that allows them to thrive within their individual abilities as well as promote friendships and social relationships. Canada Post is proud to help organizations and projects that make a difference in the lives of Canadian children and youth. Through the generosity of our customers, the Canada Post Community Foundation is able to fund important programs in communities across the country every year."

Since 2003, Heartland Forest has served Niagara Region through its universal dedication to inspire people of all ages and all abilities to respect, protect, and enjoy the world of nature.

HeartlandForest.org



POLONIA EUROPEAN MARKET & DELI

Imported Groceries and Products

Polonia European Market and Deli opens in October 2020 at Thorold Stone Road and Dorchester in Niagara Falls. Mr. and Mrs. Agnieszka and Tomasz Wójcik who worked hard to open the store came to Canada four years ago. Polonia European Market & Deli is where Poles meet, get groceries and can buy products imported from their homeland. Customers can also send a package or arrange for access to Polish TV and get Polish press such as newspapers and magazines.

PoloniaDeliNiagara.ca



THE RECIPE RESTAURANT

Healthy, Fresh and Affordable Caribbean and Canadian Cuisine.

Locally Sourced and Made with Love, The Recipe Restaurant featuring Caribbean and Canadian cuisine opens at 4025 Dorchester Road in July 2020. Chef and Owner Edwin is well experienced in international cuisine. Edwin's experience has taken him to over 17 countries preparing multicultural meals.

Throughout the partnership with Christine, they are proud owners and operators and cannot wait to service your eating needs

thereciperestaurant.ca



THE PIZZERIA

A True Community Business, Opens on Dunn Street

The Pizzeria might be new, but the MacKinnon family has been making pizzas in Niagara Falls for 17 years.

Prior to opening of The Pizzeria, David and Michelle ran a pizza shop at the same Dunn Street location until 2012 when they lost their 18yr old son to an unexpected kidney failure.

Stepping back, they created The David Gregory MacKinnon Memorial Foundation in their son's honour, providing post-secondary scholarships to local Niagara students who wish to pursue a degree in Aviation, Architecture, Medical Science or Art (all of David's most passionate interests). The David Gregory MacKinnon Memorial Foundation also funds the purchase of much needed medical equipment to help improve the quality of care for so many of Niagara's own Renal patients at all 3 local hospitals. Michelle, as a kidney donor herself to a two-and-a-half boy in 2015, treats every single person she comes into contact with, as if they have been a life long best friend and gives each person the feeling they truly matter to her; this is likely because that is truly the case.

See more about the incredible work the MacKinnon's do in Niagara at davidgregoryfoundation.com

Now back in the pizza business, the MacKinnon's, in partnership with Derek Thompson, Chris Glies and Dean Fox of Factor Forms, have worked tirelessly behind the scenes to bring The Pizzeria to life. They may be extraordinarily busy but they have always paid great attention to giving back to the community and supporting those in need during these unique times. Together, The Pizzeria and Factor Forms donated \$100,000.00 worth of toys and gifts this Christmas to several Niagara Charities.

Everyone that comes to The Pizzeria is treated like family because they believe a community is family.

The-Pizzeria.com



BREAKFAST & LOUNGE

A Taste of Home for Happiness of the Whole Family

Breakfast and Lounge Opens at 5993 Main Street in Niagara Falls in August of 2020.

A taste of Home for Happiness of the Whole Family. Breakfast & Lounge is a perfect place where you can get together with your friends and family for food and drinks. Breakfast & Lounge's ambiance makes it more inviting.

Eating together is like a sacred family ritual for the Breakfast & Lounge owners. Everyone would get together and talk about their day. No one missed this opportunity to share their meals together.

The idea behind Breakfast & Lounge came up from this family ritual. This place offers a relaxing environment where people could enjoy the flavour of authentic cuisine, spend quality time together, and enjoy quality food. Food tastes better when you are surrounded by great company and great food. Come with your family or friends and enjoy simple meals made from fresh ingredients, and the warmth of its hospitality.

"Hands down one of the most incredible breakfast spots I've ever been. Waitress was super friendly, food was incredibly delicious and very affordable and served very promptly. I would recommend this to everyone coming to Niagara Falls!" — Stephanie (customer google review)

breakfastandlounge.ca



LOCAL RESTAURANT BAR

Local. Celebrates its Grand Opening in New Main Street Venue

For years, veteran Niagara Falls singer/songwriter Nathan Warriner has dealt with the lack of local venues for local artists to perform in.

In January 2020, Warriner and friends Steve Kellerman and Kevin Kelly opened an intimate new venue on Main Street simply called Local. Located in the former space occupied by Page One Books, it's a completely renovated café-style pub offering live music every Thursday, with plans to add more musical nights.

It's the second artist-run venue to open in recent months, following Camp Cataract on Queen Street in October. Music is a heavy focus (at the club), with capacity for just 40 people, Warriner says the club is ideal for singers looking for an attentive audience: "It's an intimate thing. It's one of those things where, when you're in there you feel part of it."

LocalNiagara.ca



BEAVERTAILS

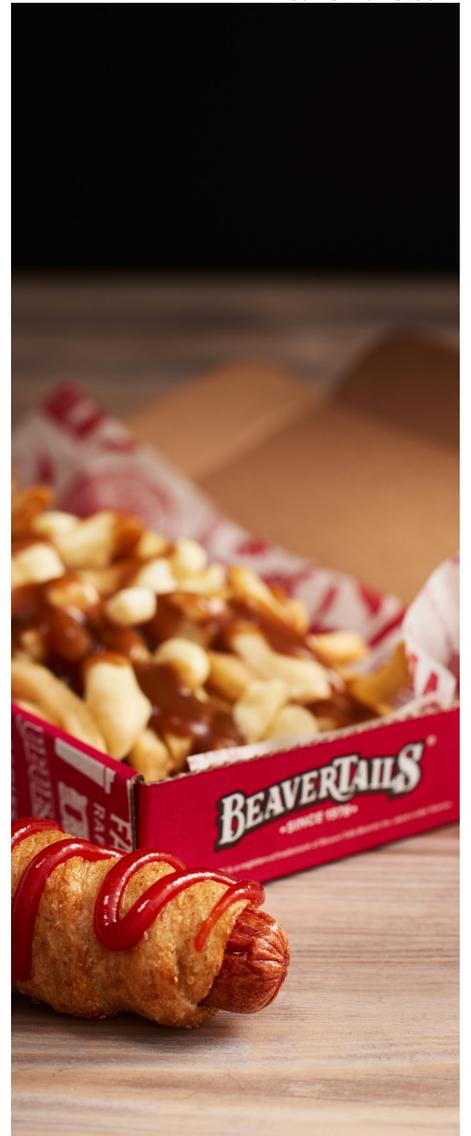
Your Favourite Canadian Treats New Location Opens in Niagara Falls

BeaverTails is delighted to announce the newest Niagara Falls location is open for business.

Already operating in 160 locations worldwide, BeaverTails is thrilled to announce that not only has the original Niagara Falls location moved, it is now a full shop. Located at 4967 Clifton Hill, the team is excited to welcome both locals and tourists to try a taste of Canada and enjoy a true BeaverTails moment! Stop by to enjoy all of your favourite BeaverTails® treats; BeaverTails® pastries, poutine, and BeaverDog. The shop also offers a collection of ice cream treats, including ice cream cones and BeaverTails® sundaes...the only place in the Niagara region to have your ice cream served on top of a BeaverTails® pastry!

The owner-operator of this location is local business owner, Zahir Ismail. Part of the BeaverTails franchisee family since 2011, Zahir is bringing Canada's favourite pastries to a new location in the Niagara Region. Not only is the newest shop located around the corner from the original Clifton Hill location, a BeaverTails can also be found at the Outlet Collection at Niagara in Niagara-on-the-Lake. "I am happy to be part of the Canadian Tradition. I was born in Ottawa and always remembered the joy of visiting the market as a child and enjoying a BeaverTails® pastry with my family. I am happy to provide that experience to families who visit my locations," says Zahir.

BeaverTails.com



KNOWLEDGE-BASED & PROFESSIONAL SERVICES



DCL HEALTHCARE PROPERTIES INC.

Moves Forward with Development Plans

DCL Healthcare Properties Inc. purchased 4 acres of commercial land from the City of Niagara Falls in 2013 and has worked to prepare their site plan for a commercial development in the QEW McLeod & Montrose district. The four-acre lot is proposed to develop three commercial buildings. The Health Professional Medical Complex is a 4-storey ~50,000 sq.ft. building, a one-storey ~20,000 sq. ft. retail plaza and a ~45,000 sq. ft. restaurant.

DCL Healthcare Properties Inc. is a private commercial real estate development firm focused on the development, construction and management of a portfolio of high performance healthcare facilities. Developed through advance engineering and integrated green building design practices.

Strategically located on Montrose Road, Niagara Falls, next to the MacBain Community Centre, and all of the newest growing residential development in Niagara. This unique healthcare hub is adjoined on the same site of future 100,000 sq. ft. Senior Residences. A solid owner user and investment opportunity.

dclhcp.com

CIBC BANKING CENTRE

A New Location to Serve you Better

CIBC Banking Centre moves to new location to ensure the continuance of meeting the evolving needs of clients in Niagara Falls. The new branch investment located at 7555 Montrose Road Unit D-1 opened in early February to serve clients.

The new investment focused on providing clients with more financial advice, while still providing day-today banking transactions with advisors always there to show you how to continue to meet your banking needs.

cibc.com





SENSE OF BEAUTY

Spa & Brow Bar

SENSE OF BEAUTY SPA & SALON II

Opens in North Niagara Falls

Shalina Halini, owner of Sense of Beauty Spa & Salon opened her Lundy's Lane business several years ago, resulting from the business success was interested to establish a second spa location in Niagara Falls north community district. Niagara Falls economic development staff worked with the Halini to find the ideal site location for her second location in the city. The opening of the 3487 Portage Road, Sense of Beauty Spa & Salon II was delayed due to the COVID-19 emergency orders, but opened in September. Located in the Stamford Green Plaza, just a few doors from RBC and next door to Tide & Vine restaurant. Shalina and her staff team are looking forward to seeing their clients for all their health and beauty needs.

senseofbeauty.ca

PEEKA-BOO! I SEE U!

Relaunches in Niagara Falls

Peeka-Boo! I See U! is a professionally owned and operated ultrasound studio with the main office in Niagara Falls Ontario, offering state of the art, cutting edge ultrasound imaging technology with the goal to provide you with the most memorable experience possible during the most memorable time of your life!

The studio was created by an experienced ultrasound technician with years of experience who wanted to offer her customers more than a few minutes at the end of their diagnostic scan to bond with their unborn baby in a setting that was both comfortable and relaxing. Servicing the Niagara Region, Hamilton Area, the Great Toronto Area, the business is built upon referrals.

The professionals of Peeka-Boo! I See U! 3D/4D Ultrasound Studio are experienced 3D ultrasound technicians. These compassionate individuals strongly believe in the positive experiences and life altering changes that occur due to the customer's ability to witness first-hand the Miracle of Life that grows from within them during an ultrasound.

peekaboouseu.com

STICKS & BRICKS REALTY LTD.

Opens in Midst of 2020 Pandemic

Sticks & Bricks Realty Ltd. Brokerage is a new and innovative Real Estate Company, with a team of 10 Real Estate professionals with decades of experience helping home buyers, sellers and investors in all real estate sectors here in the Niagara Region.

In the midst of the 2020 pandemic Sticks & Bricks have created a business model with progressive marketing strategies focused on the technology platforms that enhance our experienced, personal and communicative style of service and skills.

The full service business model offers Sellers the complete package of professionally skilled services and personal attention to every important detail. From the best pre-marketing advice to setting the most optimum list price - from photography, marketing and managing showing appointments to finding the right buyer, negotiating on your behalf and getting the best price.

Buyers can always rely on our knowledge in all corners of the Niagara Region, its vast diversities in our cities, towns, rural and agricultural communities and amenities. Niagara is an outstanding place to live, work, raise a family and retire, truly a world class address. Sticks & Bricks are proud to know it, live it, promote it and sell it!

Sticks & Bricks looks forward to working with and growing along with the community with each Buyer they educate, encourage, guide and assist towards that perfect choice in home ownership or real estate investment here in Niagara.

sticksandbricks.ca

PEEKA-BOO!

STICKS & BRICKS

REALTY LTD. BROKERAGE



WELLNESS SUITES CONDOMINIUMS

Construction completed

The Wellness Suites Condominiums is a luxury, all-inclusive, 9 Story, adult living development that offers living options including independent and assisted living in a supportive environment. With a group of dedicated professionals operating out of an in-house functional medicine center, there is a sincere passion for providing enriching experiences and personalized care and support to residents. The Wellness Suites brand was created after many years of researching the issues that are most important to adults in their middle and senior years. It's the optimum time in life to own a home that not only provides a wise investment but also spectacular design and finishes, social bonding, advanced medicine and anti-aging therapies. Unlike traditional condominiums, Wellness Suites provide precision services and medicine aimed

to improve your nutrition and wellness giving you a clear path to greater health and a long, active life. Wellness Suites Development, led by Dr. Nick Vaccaro, has completed construction combining a unique hybrid model, which combines luxury condominium living with an in-house Functional Medicine Center. This 9-Storey, 97 unit building had a construction budget of \$30,000,000. The successful completion of this project saw residents moving in during November and December of 2020.

wellnesssuitses.ca





■ TERRAVITA BY KENMORE

Niagara Falls New North-End Residential Development

Terravita is an Exclusive Luxury Single Family Development located in the Heart of Niagara's Prestigious North End. This subdivision will be the home of 80 architecturally controlled residences ranging from two-storeys, bungalows, and bungalow lofts where uncompromising luxury is a standard. This sophisticated

neighbourhood is within easy access and close proximity to award winning restaurants, world class wineries, designer outlet shopping, schools, and grocery stores. With Haulage Road Recreational trail steps away, it is the perfect balance between earth and life.

terravita.ca



■ SPLENDOUR BY PINWOOD

Splendour Subdivision by Pinewood Niagara Builders

Since 1975, Pinewood Niagara Builders have earned a reputation as leaders and innovators in designing and building quality homes with a focus on creating vibrant award-winning communities across the Niagara Region. From smart, open concept layouts, to energy efficient designs, Pinewood Niagara Builders have built thousands of homes, boutique style condominium residences, high-rise apartments, mixed-use commercial, and retail spaces.

The newly established Splendour neighbourhood, consisting of 108 single detached lots, 16 semi-

detached dwellings, and 148 on-street townhomes, is a place like no other. Ideally situated in Niagara Falls with adventure awaiting outside your doorstep. Explore the world-class amenities, shopping, and dining minutes away. Take a stroll through Niagara-on-the-Lake, hop across the border, hit the links for a game of golf, or enjoy a leisurely stroll on one of the many biking/hiking trails. Sitting pretty in the heart of it all, Splendour is a collection of single detached and multi-family homes with everything a growing family needs.

pinewoodhomes.ca



■ M5V INC. DEVELOPMENTS

M5V Continues Construction of "The Niagara Project"

The M5V Group of companies are a full-service real estate consortium consisting of three divisions – Development, Investment, and Real Estate Sales.

Established by Sherard McQueen and Yaseen Nimjee, who have been business partners for over 20 years, M5V Inc. is a concept created to represent Toronto and the GTA globally. It was named in honour of "M5V", the postal code for Toronto's bustling downtown core.

"Niagara Falls was always an oasis for me. I want to give back to this community which has given so much to me..." says co-founder Sherard

McQueen, a native of Buffalo, New York. McQueen is committed to creating outstanding projects that cater to the communities they serve.

The Niagara project on McLeod Road is a contemporary condominium development project with 1 and 2 bedroom – with a modern, sleek design, and contemporary open air balconies on the top floor. The project contains 3 buildings each with 18, 3-storey units.

theniagaracondos.com



■ CHAPEL HEIGHTS

Chapel Heights: Retirement Home and Assisted Living has opened its doors to its first residents on August 4, 2020. It is designed to offer services from independent living to full enhanced care, while ensuring residents feel at home.

The Pioneer Elder Care teamed up with a group of local investors to launch a new company called Sedona Communities Inc. to own and operate the 83-room, 65,000-square-foot facility, designed to accommodate up to 97 residents.

The facility was created after a 10-month, \$5-million renovation of a building that used to be The Peninsula Inn at 7373 Niagara Square Drive.

Chapel Heights executive director Connie Spiece said there have already been quite a few couples who have moved in, including one couple who were reunited after previously being separated at another long-term care home.

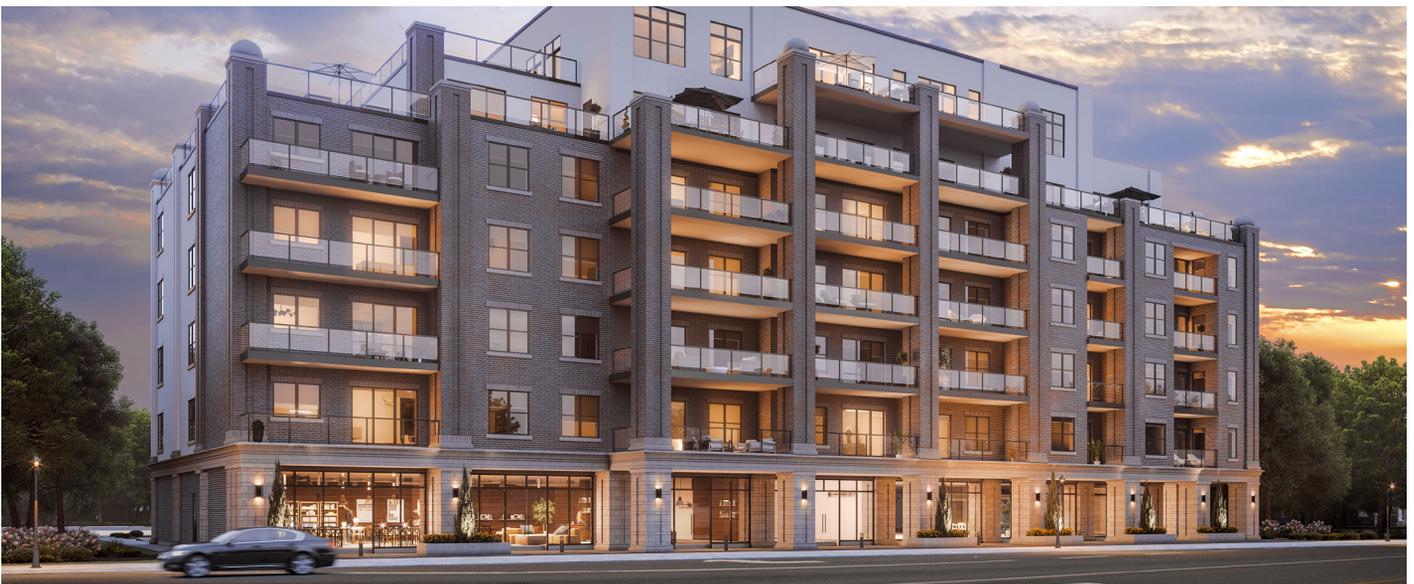
"We wanted to provide retirement living for the elderly that need full care, so they don't need to be pushed into a nursing home. And they can still enjoy a nice environment, property, higher levels of staffing," she said.

Unlike other long-term care homes in the region, she said couples who have lived together for decades are not separated when they check in.

"Couples can stay together which is huge," she said.

The facility can also accommodate couples with varying needs, without separating them.

chapelheights.ca



■ LA PUE DEVELOPMENT

La Pue International's, The Stanley District project site preparation has begun. Niagara Falls is about to get a major new development on the corner of Stanley Avenue and Ferry Street. Niagara Falls City Council has approved a large \$150 million development on the site of the former Cupolo's Sporting Goods building on Ferry Street. The development will include a 30-storey apartment building with 300 units, a 12-storey hotel with 150 units, and a 70-storey commercial building with 50 units. 500

parking spaces, most of which will be underground, are also planned.

Once completed, the project is expected to generate approximately \$3 million a year in taxes. Construction is estimated to take 18 months to complete.

This development is highly anticipated for the area, generating strong interest from hotel brands, and creating opportunities for new jobs and businesses within the hotel and commercial space.

lapueinternational.com

// SPECIAL GOV'T PROJECTS



■ NIAGARA FALLS RYERSON INNOVATION HUB

NFRIH Company Highlights 2020 Year End

The Niagara Falls Ryerson Innovation Hub (NFRIH) is a business incubator focused on growing digital products and services for entrepreneurs based in Niagara. The NFRIH has created an educational ecosystem, which fosters entrepreneurial growth.

NFRIH not only focuses on developing the business, but also takes pride to set the stage for individual growth. During the year of 2020, the NFRIH program welcomed three cohorts, with a total of 23 companies graduating the program. Here are some of our cohort's notable moments, by the numbers:

150+
Entrepreneur in Residence (EiR) Hours

50+
Workshops

50+
Virtual Networking activities

Over \$500,000
in member benefits

Over \$400,000
In sales

\$200,000
In funding secured

Our teams have met the challenges of COVID-19 head on, all still in the market.

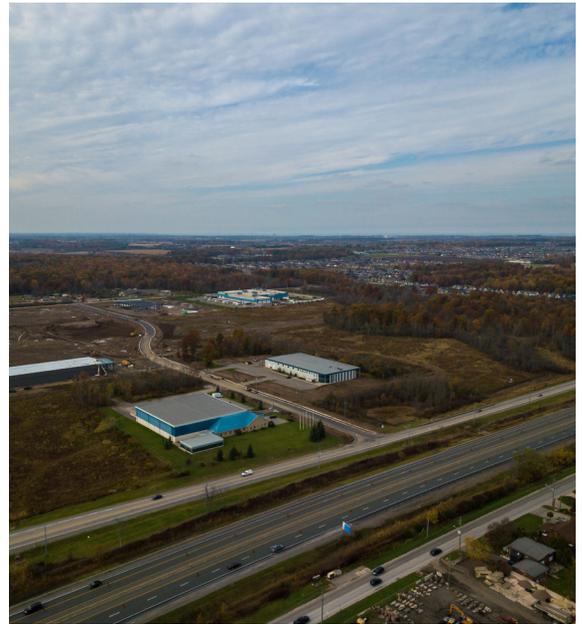
We look forward to the growth and continued connections with all the teams that were with us in 2020:

- ▶ Acreage Inc.
- ▶ BISEP
- ▶ Brushalot
- ▶ Clique Education
- ▶ Digital Tree
- ▶ Get Ready
- ▶ Hex IT Solutions
- ▶ Indaloo Research
- ▶ InnScience
- ▶ ISDOP Inc.
- ▶ Linetrav
- ▶ Mama Mobile
- ▶ Marion Surgical
- ▶ MPower Software Corp
- ▶ Orange NeuroSciences
- ▶ OrbitPOS
- ▶ Ownera Media
- ▶ Paradigm Ventures/ BRRij
- ▶ TaleBone
- ▶ TenantCube
- ▶ Two Marshmallows
- ▶ XPert VR
- ▶ Zoom

MONTROSE BUSINESS INDUSTRIAL PARK

The City of Niagara Falls, prestige Industrial business park is located off Montrose Road between the QEW and McLeod & Lyon's Creek Road interchange. Niagara Falls Council committed funding in 2019 to develop Blackburn Parkway and create and service 13 lots in its new 60 acre industrial park. Niagara's Centennial Construction Limited won the bid for the Blackburn Parkway Road construction project that was completed in late fall 2019. Joining already built Star Warning Systems in the business park are several business expansions and new businesses to Niagara Falls. The strategic goal of the City in selling these lots is for economic prestige manufacturing businesses to create and generate jobs for Niagara residents. Construction has completed on the new Blackburn Brewhouse and growing site expansion location for Cantex. Currently, new businesses expanding and building in the Park are Vinyl Works Canada, LaPennaco Distribution and Warehousing and Trent Lakes Developments with prestige industrial condo units coming for sale in 2021. With most of the lots already sold, the City's Business Development Department believes the City must have land available to meet anticipated demand over the next several years.

niagarafallsbusiness.ca



NIAGARA SOUTH HOSPITAL

The South Niagara hospital hit an important milestone in 2020 naming Stantec as the firm to plan and design the new South Niagara Hospital in Niagara Falls after previously completing the campus plan for Niagara Health. Stantec's healthcare team is now providing the illustrative schematic design, as well as detailed output specifications for the full range of design and construction requirements. Throughout the project duration, Stantec will evaluate conformance to design and construction requirements for the new hospital. An RFQ will be released in Winter 2021, followed by an RFP in Fall 2021. Construction is anticipated to begin in 2022.

The new Niagara Falls Hospital will provide healthcare to more than 434,000 people through state-of-the-art facilities designed to meet the region's changing health-care needs. Patients will have access to emergency and urgent care, laboratory services, ambulatory clinics, and full diagnostics including MRI, CT scans, ultrasounds and X-rays. The hospital will also feature traditional healing spaces and will continue to facilitate Niagara Health's role in educating medical and other health professionals. When complete, patients will also have access to general surgical services; a regional stroke program; seniors' wellness and aging programs; breast-screening services; integrated chronic disease management programs; mental health and addictions programs; and outpatient services for children, youth and adults.

niagarahealth.on.ca/site/future



STAMFORD CENTRE LIBRARY

The Niagara Falls Public Libraries are happy to announce the expansion of the Stamford Centre Library. Construction has begun on the project which will see the library at Town & Country Plaza almost double in size. "This project is over 15 years in the making," said Alicia Subnaik Kilgour, chief executive officer of the Niagara Falls Public Library system.

"The new space will better meet the needs of this vibrant and active Stamford community," Subnaik Kilgour said. The upgraded facility will feature an open plan allowing for easy access and to accommodate physical distancing guidelines. There will be a large community meeting and program room as well as private study rooms and free Wi-Fi. Kilgour said the design will modernize library services, creating both a community and digital hub. "We were struggling to meet the demands of our growing community in a space that was designed over 30 years ago," she said.

In 1953, Stamford Township appointed a library board which arranged a contract for service with the Niagara Falls Public Library board. The first library was opened in 1957 and moved to the north end plaza in 1962. After relocating within the plaza in 1974, it was enlarged to its current size in 1986.

"We are excited that this larger, revitalized space will allow staff to build on the foundation of dynamic programs and services at the Stamford Centre library, which is a source of pride for the community," Subnaik Kilgour said. The project is expected to be completed by Summer of 2021. Niagara Falls Public Library dates back to 1878, and today has four locations in Niagara Falls.

nflibrary.ca



GO TRAIN

Infrastructure planning in partnership with the Niagara Region to extend Thorold Stone Road began in 2021. This key Regional roadway will lead to improved connectivity, which has been identified by the City as having significant redevelopment potential. The extension of Thorold Stone Road and subsequent expansion of regular GO train service to Niagara Falls will assist in catalyzing the development of light industrial and service commercial land uses in this area, leading to significant economic benefits for the City of Niagara Falls and Niagara Region.

In March of 2018, Niagara Falls City Council approved the Downtown Niagara Falls GO Transit Station Secondary Plan. This plan laid out policies respecting land use, transportation and municipal infrastructure improvements required for developing a new GO station in the heart of the downtown core. A number of municipal infrastructure improvements were explored in the Secondary Plan, including the extension of Thorold Stone Road.

Metrolinx weekday GO Train Service to Niagara Falls is part of the Growth Plan for the Greater Golden Horseshoe. Design and retrofit of the existing VIA Rail Stations is underway. Effective January 7, 2019, GO announced the first of this transit expansion providing two trains for weekday service to/from Niagara Falls spurring on a better way to travel for commuters living in Niagara and working in the GTA. Summer GO Train service has proven to be a great success and will continue with seasonal trains. Metrolinx expects Niagara to grow to 610,000 residents by 2041. Now is a great time to invest in property around this booming Transit system in Niagara Falls.

metrolinx.com



NIAGARAFALLS.CA | NIAGARAFALLSBUSINESS.CA

CULTURE HUB

Niagara Falls City Council's 2015-2018 and 2019-2022 Strategic Priorities included a commitment to building and promoting a vibrant, sustainable city that supports an active, connected and creative community. The Priorities identify both the revitalization of the Niagara Falls Farmers' Market, and fostering culture as key contributors to attracting and retaining talent, providing quality of life and supporting creative businesses as strategic objectives. The City of Niagara Falls Culture Plan expressed the desire for cultural intensification to create a vibrant and well planned city, and called for the development of an integrated, centralized cultural asset.

On August 11, 2020, after several years of study and planning, Niagara Falls City Council approved funding for the construction of the Niagara Falls Exchange, a new market and cultural hub designed by DTAH and located in the Main and Ferry neighbourhood. Construction is expected to begin in September 2020.

The new Niagara Falls Cultural Hub & Market will become a vibrant centre of activity in the community by providing shared spaces where artists, musicians, food vendors and patrons, and local businesses can come together and create. Located in the historic Main and Ferry district, it will include a large culture and market hall, café, artist studios, creative workshop and public washrooms surrounded by two multi-functional civic plazas that interconnect the flanking streets. The Market Hall, which will house the regularly scheduled Farmers' Market, will be a space for other events that include music, theatre, lectures and other weekend markets.

Located adjacent to the Niagara Falls History Museum, the site is knit together with a design language that prioritizes an accessible public realm, and creates quality indoor and outdoor space that is durable, flexible, and sustainable.

The project name - Niagara Falls Exchange (NFX), speaks to the rich exchange of ideas and creativity that is anticipated to occur on site and between the arts and culture, food and farming communities of Niagara Falls.

letstalk.niagarafalls.ca





Photo: Solvay Employees

LISTING OF BUSINESS HELPING TO FIGHT COVID IN NIAGARA FALLS

Casa d’Pizza/Greg Lavelle donating pizza to volunteers and front line healthcare staff, [Watch their video.](#)

Local hotels working with hospital to offer accommodations to healthcare workers unable to be with their families, [Read more](#)

Niagara Falls Craft Distillers/Chris Jeffries donating hand sanitizer, [Read more](#)

International Sew-Right owner, Lyse Moreau, working towards donating 32,000 masks to healthcare workers. [Read more](#)

Solvay/Cytec ordering 6,000 surgical masks from China for hospital staff, Fire Dept etc. as well as looking into ordering hand-sanitizer.

Subway stores donating \$2 to Food Banks Canada for every subway delivery during COVID-19. [Read more](#)

John McCall MacBain donates to Project Share \$125K, WYCA \$100K and Niagara Falls Community Outreach \$25K.

Destination Niagara raises donations of \$20,000 to be put toward Personal Protective Equipment for healthcare professionals in Niagara.

Evertrust Development Group donates \$20,000 to Project SHARE.

Marineland Canada donates more than 2000 masks to community organizations.

Signature Signs donates 200 masks to local retirement residence.

Johnny Rocco’s donates more than 3,000 hot pizzas on-site for health care and front line workers.

Pattison Outdoor donates printing, installation and ad space to share critical community messaging on billboards, bus shelters and beyond.

Vann Advertising donates mobile sign-truck to share important community messages in high visibility locations.

Niagara Industrial Organization raises \$110,000 for Niagara Health Foundation for COVID-19 hospital equipment.

Rotary Club of Niagara Falls contributes \$3000 to purchase personal protective equipment for frontline health care workers at Salvation Army Eventide Home.

■ NIAGARA FALLS BUY LOCAL CAMPAIGN ASSISTS BUSINESSES WITH PROMOTION DURING COVID

Businesses across Niagara Falls have gone above and beyond to provide residents with the goods and services

they need to help to weather the COVID health emergency. This website was developed by the City as a platform for local businesses to share details on modified hours and/or delivery alternatives they’ve undertaken to continue operating in a safe and convenient way. To date over 300 local businesses have registered for the directory.

BuyLocal.NiagaraFallsBusiness.ca

■ NIAGARA FALLS NAVIGATOR DIGITAL NEWSLETTER

The Niagara Falls Navigator explores Niagara Falls’ response to the COVID-19 pandemic.

Including:

- ▶ Special Thanks to Front Line Workers
- ▶ New Ways to Work from Home
- ▶ Local Companies Stepping up to support the Community and Front Line Workers
- ▶ Key Resources for Businesses

[Read more](#)



■ SOLVAY

Solvay is a long established manufacturing plant in Niagara Falls, Canada that produces advanced materials and specialty chemicals. Niagara Falls, Canada Solvay plant has put into place a robust continuity plan, which includes health education, hygienic practices and stringent epidemic prevention measures. Like many other businesses around the world they are making use of teleworking for all employees can effectively work from home.

With a long history of donating back to their community, Niagara Falls Solvay donated 6,000 surgical masks to Niagara Health in April 2020.

solvay.com

■ BICKNELL RACING PRODUCTS PEGLOW TOOL & DIE INC.

Bobby Slack from Bicknell Racing Products literally started the Covid race by manufacturing face shields for medical professionals in partnership with many other local businesses. Together their donations assisted with covering the costs to create a total of 1250 Face Shields that have been donated locally.

Peglow Tool & Die Inc. is a Niagara Falls manufacturing family owned/operated business that partnered with Bicknell Racing Products. As a full-service machine shop offer Tooling, Stamping Dies, Plastic injection Moulding, Mould Making and other CMM Services. Stephen Peglow was contacted by Slack and formed a greater supplier connection for the plastic injection headband for the masks.

peglow.ca | bicknellracingproducts.com

■ NIAGARA INDUSTRIAL ASSOCIATION

Money raised for the Niagara Health Foundation (NHF) will be earmarked for ventilators and other needed hospital supplies to help impact patients' lives and caregivers' ability to deliver top care and improve outcomes through this COVID-19 global pandemic. *"I believe this speaks volumes to the integrity of the manufacturing community we've created here in Niagara," says Joe DeMann, NIA board Director, Past Vice Chair and President of DeMan Global Corp.*

DeMan praised the Grape Growers of Ontario for the spark they generated. *"Their donation of a ventilator recently, inspired us to reach out and mobilize Niagara Industry."* DeMan also gave a big tip of his hat to the region's hospital custodial and maintenance workers, who he says are among many sometimes the unsung heroes during this pandemic.

niagaraindustry.com

■ NIAGARA FALLS CRAFT DISTILLERS

At the beginning of 2020, Niagara Falls Craft Distillers thought they would do what we do best: crafting high-quality, small-batch spirits. Then the COVID-19 crisis unfolded. The demand for sanitizer was through the roof and it was next to impossible for emergency services, businesses and other organizations to secure the product they needed.

Back in March 2020, the Alcohol and Gaming Commission of Ontario approached NCFD and asked them to enter into the sanitizer business. Within the shortest time, they changed a significant part of our operation to produce hand sanitizer and hard surface disinfectant. After all, they can distill alcohol to a very high proof and therefore have the capability to make the product. Ultimately, it was also the right thing to do.

During this once-in-a-lifetime pandemic, NCFD feels that community support is everything and it never felt better to do the right thing for this Niagara-based company.

NCFD actively helped the community by donating large quantities of hand sanitizer and surface disinfectant to first responders and local charities such as Project Share, Habitat for Humanity, Bethesda and local food banks.

Moreover, 10% of the cost of all Niagara Cares™ products sold is donated to a charity of the retailers' choice through the Care Giver Foundation & Canada Gives. Because this, too, is the right thing to do.

niagarafallscraftdistillers.com

■ INTERNATIONAL SEW RIGHT

International Sew Right, owner, Lyse Moreau, her dedicated employees and tremendous community volunteers responded to the call to assist with the request made out for face masks.

Moreau's team designed patterns for the face mask which we were loaded up into her commercial equipment at her manufacturing plant in Niagara Falls, Canada to cut out the material. Then thru a team of volunteers across Niagara were able to sew 24,000 cotton masks which have been donated out throughout the community.

Moreau, a former nurse before she joined the family business knows the importance to protect our front line health professionals as they engage in fight against the COVID 19 pandemic. She is currently, in the process of designing a new medical line of gowns, masks, head bands.

Established in 1983, International Sew Right continues to manufacture and custom design safety clothing.

safetyclothing.com

■ BISEP

After 3D-printing face shields to protect front-line workers across Niagara in early April 2020, Biseep founder Dan Bordenave said he recognized the growing demand for comfortable, washable personal protective equipment to keep workers safe from the spread of COVID-19.

To meet demands, Spark Niagara, a startup business incubator in downtown Niagara Falls, connected Biseep to another of its members, Civiconnect.

Founded in 2015, Biseep created an award-winning device that can assist immobility and ambulation training without the need for extra staff and equipment. Bordenave said his latest initiative is meant to "return the favour" to the Niagara health-care sector, which he said helped his company with recent clinical trials and meetings with patients and physicians.

Biseep has donated face shields to many organizations, including Project Share, long-term care and retirement homes, Niagara Midwives, and hospitals in Niagara Falls and St. Catharines

biseep.org

■ HAMILL MACHINE CO.

Niagara Falls-based, Hamill has put its 3D printers to widespread use in 2020 producing "ear savers" for local front-line workers.

Ear savers are an innovative way to relieve the pressure on one's ears while wearing a protective mask for hours. Hamill's product offers a 3D-printed plastic band that offers various sizing options for the face mask to attach to at the back of the head and can be sanitized and re-worn. The company has donated 400 of the ear savers to health workers in Niagara's hospitals, says Bob Benner CEO, Hamill Agricultural Processing Solutions (APS).

Hamill APS has also pivoted its agricultural processing equipment production to develop a self-contained UV sanitizing system for personal protective equipment, such as face masks.

"It's very simple to use and can run 24 hours a day," says Benner, adding the unit can easily sit in any hallway ready for use. "It is a conveyor-belt style, so you place your mask or item that you want sanitized onto the belt and remove it once it passes through the machine." This technology was originally designed for the microgreens industry and is being adapted for the sanitization application.

As a long-time industry partner in the Niagara Region, Hamill has worked with the research teams at the Niagara College Walker Advanced Manufacturing Innovation Centre (WAMIC) and the Agriculture & Environmental Technologies Innovation Centre (AETIC). Hamill began as a general machine shop in 1948. Today, they have the cutting-edge solutions for a variety of industries including wine and food producers in the US and Canada.

hamillmachine.ca



4
Featured
SMALL
BUSINESSES
2020



LUGO CLINIC

Serving the Niagara Region, Lugo Clinic is an Osteopathic clinic that is constantly working to improve themselves as practitioners in order to improve the health of their patients. Owned and operated by Mariana Lugo, Doctor of Osteopathy and LLLT Laser Therapist, Lugo Clinic practices a European style of Osteopathy that utilizes hands-on manipulation of muscles, joint mobilization and techniques including stretching, soft pressure and resistance. Combined with Bio Flex Laser treatments, Lugo Clinic uses a gentle approach to accelerate the healing process. You can find Mariana and the Lugo clinic team at 205-6150 Valley Way.

lugoclinic.ca



KIPOS NUTRIMART

New to Main Street, KIPOS Nutrimary is a nutrition market that specializes in culinary and medicinal ingredients. In store, customers find many herbal supplements, health and staple foods, cold-pressed juices, and personal care items that aid in diversifying nutrient intake, and absorption. KIPOS Nutrimary believes that strengthening the body through nutritious food will fuel the mind by improving cognition, emotional regulation, and the ability to cope with stress - thereby supporting immune function.

kipos.ca



CENTRE MEDITATION

Workout your mind at Niagara's newest studio space dedicated to the practice of meditation. Unlike physical exercise which has long been part of health and wellness routines, awareness and conditioning of the mind has to often been neglected. Certified meditation instructor Carey Baglieri has set out to change that with the launch of Centre Meditation at 3777 Portage Road. Carey serves the growing demand for mindfulness meditation through a curated mix of classes, retreats and corporate programs. After a turbulent year of fear and uncertainty, Centre Meditation comes as a welcome addition to the Niagara health and wellness scene.

centremeditation.ca

FYI.



Small Business Enterprise
Statistics 2020

109
 NEW START-UP
 CONSULTATIONS

+

173
 EXISTING
 CONSULTATIONS

=

282
 TOTAL BUSINESS
 CONSULTATION

STARTER COMPANY+

30

STARTER COMPANY
 PARTICIPATING
 BUSINESSES

9

GRANTS ISSUED
 (2020)

2,113

TOTAL BUSINESS
 INQUIRIES

\$40,000

TOTAL GRANT
 VALUE

37

TOTAL SEMINARS
 & WORKSHOPS



CAMP CATARACT

Queen Street has long been known for its rich local history. With the opening of Camp Cataract, locals and tourists alike can now embrace Niagara Falls nostalgia while enjoying a craft cocktail or freshly baked pizza. Technically speaking, Camp Cataract is a venue with a fun, kitschy atmosphere that offers wide array food, drinks, live music, comedy, ping-pong, crokinole and vintage pinball machines. But to those who find themselves at the new Queen Street bar, it's much more than a place for food and drink. Camp Cataract is at its core a walk through our city's storied past, with an atmosphere that pays homage to our history.

facebook.com/campcataract/




FYI.

\$15,000

Total Grant Value Awarded in 2020

5

Student Summer Businesses Started, 2020

5

Summer Business Grant Awarded

Summer Company

Student *Summer* BUSINESS.

Five entrepreneurial students had the opportunity to participate in the Summer Company program in 2020. Students received training & mentoring, as well as a grant of up to \$3,000 to jump-start their summer businesses.

5 STUDENTS = 5 GRANTS = \$15,000 GRANT VALUE

TRUE YOU COSMETICS

Emily Abt

True You Cosmetics is a small home based business operated by high school student Emily Abt. The business specialized in small batch manufacturing of cosmetics, soaps and bath bombs. Using only the best quality ingredients, Emily made sure her products appealed to a variety of clients, including local Spas, who were more than pleased to support Emily in her entrepreneurial Summer endeavor.

NAVI GAMES

Michelle James

Board games and Pizza? Why not! Navi Games combined the things that most people love the most. Pizza and games. Selling a variety of popular games was a bit challenging due to COVID-19 restrictions, but a simple and fun approach of bundling games with food take-out was the avenue that Navi Games took during their Summer Company experience.

MACKENZIE BLAZE

Mackenzie Deamude

Unique is the name of the game with Mackenzie Blaze. Utilizing a technique called printmaking, Mackenzie was able to transfer tree log rings onto paper and create her own product called "Tree Cut Prints". These prints, made from various trees, were beautifully framed and sold online – to raving reviews!

THE HANDMADE GOODS COMPANY

Ronak Lad

Forced to pivot fairly early on – The Handmade Goods Company went from offering food products to sewing masks. This was quite the change, but with Ronak's experience operating a sewing machine, it made perfect sense. Always looking to support the local community, a portion of the revenue was donated to local charities. As the summer went on, Ronak and his business added additional handmade products to businesses inventory.

RUBY RESIDENTIAL SERVICES

Andrew Pauls

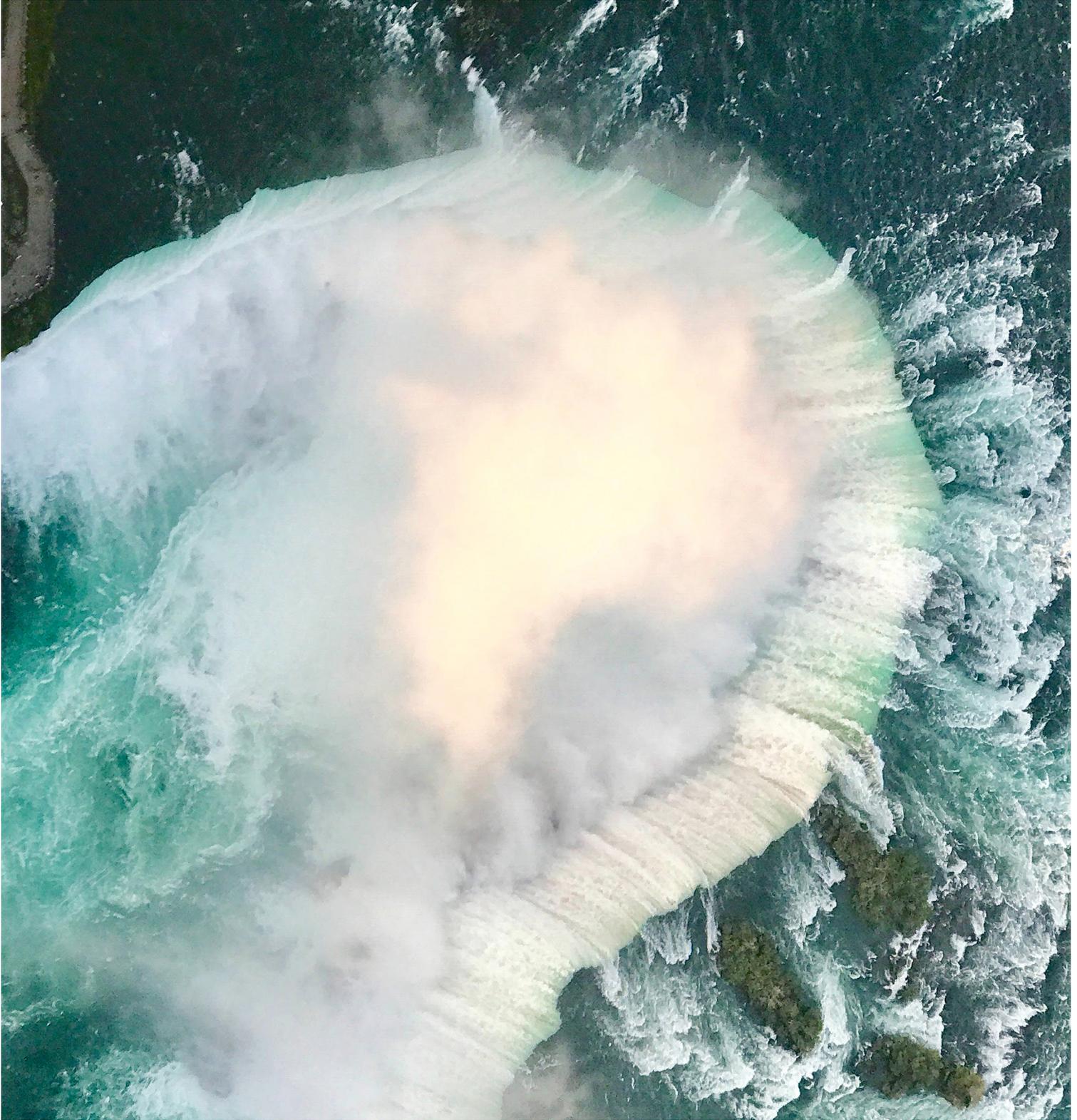
Window washing and property maintenance? Definitely things we don't always look forward too. Ruby Residential Services on the other hand was eager to get the job done – and at a fair price. As the summer progressed, word of mouth spread, and Andrew was busy travelling all across the Niagara Region providing much needed services to his customers. "Entrepreneurship is definitely in my future", says Andrew, "... and this is just the beginning."



**DIGITAL
MAIN ST.**

Beginning with the fall of 2020, businesses within Niagara Falls' BIAs were once again able to take advantage of programming through the Digital Main Street program. Additional to Digital Transformation Grants, Main Street businesses received hands-on assistance from a team of digital specialists, known as the Digital Service Squad (DSS). The squad was able to work with close to 100 businesses, assisting them with their application for the transformation grant, showing them how to adopt new digital tools and technology, and providing them with no cost digital assessments to improve their online presence.

digitalmainstreet.ca/



BUSINESS DEVELOPMENT DEPARTMENT | *Corporation of the City of Niagara Falls*
4310 Queen Street Niagara Falls, ON Canada L2E 6X5 | Phone: 905-356-7521 | Email: bdd@niagarafalls.ca

Serge Felicetti, Director of Business Development
Angela Davidson, Economic Development Officer
Michael Warchala, Economic Development Officer
Dean Spironello, Small Business Consultant

sfelicetti@niagarafalls.ca
adavidson@niagarafalls.ca
mwarchala@niagarafalls.ca
dspironello@niagarafalls.ca

905 356 7521 ext. 5102
905 356 7521 ext. 5001
905 356 7521 ext. 5004
905 356 7521 ext. 5005

