



**Advanced Manufacturing** is one of three key sectors and two emerging sectors identified by the City of Niagara Falls as strengths of the economy.

## Advanced Manufacturing Sector Breakdown

Advanced manufacturing is the use of innovative technologies and methodologies for improved competitiveness in the manufacturing sector. The aim of advanced manufacturing is to enhance output and increase added value.

# ADVANCED MANUFACTURING IN THE NIAGARA REGION

The manufacturing sector in the Niagara region employs over

**23,000 people**

and accounts for the largest portion of the region's GDP. The advanced manufacturing sector

housed **6,700 jobs** within the Niagara region in 2022, with average salary of **\$59,347**, more than \$11,000 higher than the average Niagara wage of employees across all sectors (\$48,051.)

### Top Subsectors in Advanced Manufacturing Sector



Pesticide, fertilizer and other agricultural chemical manufacturing

Petroleum and coal product manufacturing



Resin, synthetic rubber, and artificial and synthetic fibres and filaments manufacturing

### Advanced Manufacturing Subsectors with the greatest number of local businesses



Medical equipment and supplies manufacturing

Other miscellaneous manufacturing (i.e., jewellery manufacturing or billboard and sign manufacturing)



### Advanced Manufacturing Sectors with the largest employment totals



Other general-purpose machine manufacturing

Resin, synthetic rubber, and artificial and synthetic fibres and filaments manufacturing<sup>(1)</sup>



<sup>1</sup> EMSI Analyst 2021.1

## Jobs and Talent

There are **2,272 Niagara Falls residents** working within the advanced manufacturing sector. The top three most common industries of employment for Niagara Falls residents are: **Food Manufacturing 503** jobs; **Chemical Manufacturing 387** jobs; and **Machinery Manufacturing 275** jobs.

### Top Occupations (for Businesses Over 10 Employees) within Niagara Falls' Advanced Manufacturing Sector

NOC	DESCRIPTION	2012 EMPLOYMENT	2022 EMPLOYMENT	% CHANGE (2012-2022)	MEDIAN HOURLY WAGES
7452	Material Handlers	331	407	23	\$19.46
1521	Shippers & Receivers	293	250	-15	\$20.37
9461	Process Control & Machine Operators, Food & Beverage Processing	222	190	-14	\$19.77
7521	Heavy Equipment Operators (Except Crane)	142	174	23	\$29.42
911	Manufacturing Managers	180	153	-15	\$51.26
1215	Supervisors, Supply Chain, Tracking & Sched. Co-Ordination Occ.	137	153	12	\$28.52
7237	Welders & Related Machine Operators	174	138	-21	\$24.77
714	Facility Operation & Maintenance Managers	143	85	-41	\$39.26
9617	Labourers In Food & Beverage Processing	92	77	-16	\$18.49
9537	Other Products Assemblers, Finishers & Inspectors	46	75	61	\$20.59
9416	Metalworking & Forging Machine Operators	62	64	3	\$22.85
9241	Power Engineers & Power Systems Operators	65	64	-1	\$41.50
9619	Other Labourers in Processing, Manufacturing & Utilities	89	58	-35	\$16.43
9212	Supervisors, Petroleum, Gas & Chemical Processing & Utilities	41	58	41	\$41.66
7242	Industrial Electricians	79	57	-28	\$34.96
7312	Heavy-Duty Equipment Mechanics	61	53	-12	\$29.30
2132	Mechanical Engineers	79	53	-33	\$45.07
9213	Supervisors, Food & Beverage Processing	48	53	11	\$24.58

Source: Lightcast, 2022.3

## Top Growing Occupations within Niagara Falls' Advanced Manufacturing Sector

NOC	DESCRIPTION	2012 EMPLOYMENT	2022 EMPLOYMENT	% CHANGE (2012-2022)	MEDIAN HOURLY WAGES
9532	Furniture & Fixture Assemblers & Inspectors	12	33	176	\$21.69
9221	Supervisors, Motor Vehicle Assembling	10	22	108	\$37.20
7243	Power System Electricians	23	43	89	\$43.73
9615	Labourers In Rubber & Plastic Products Manufacturing	12	20	68	\$18.64
9537	Other Products Assemblers, Finishers & Inspectors	46	75	61	\$20.59
2252	Industrial Designers	13	21	57	\$32.92
9535	Plastic Products Assemblers, Finishers & Inspectors	11	18	56	\$19.90
2211	Chemical Technologists & Technicians	40	61	53	\$29.39

Source: Lightcast, 2022.3

## Top Advanced Manufacturing Businesses in Niagara Falls by Number of Employees

BUSINESS NAME	NO. OF EMPLOYEES
BVGlazing Systems / Global Architectural Metals	200-499
Arterra Wines Canada	200-499
Post Foods Canada	100-199
Washington Mills Electro Minerals	100-199
Niagara Brewing Company	100-199
Palfinger North America	100-199
Artcraft Kitchens / Niagara Artcraft Woodwork Co.	100-199
Circus World Displays Limited	50-99
Niagara Energy Products	50-99
Roman Cheese Products Ltd.	50-99

Source: Niagara Employment Inventory, 2022

**Palfinger North America** is Niagara Falls' largest employer within the advanced manufacturing sector. This organization is one of the leading truck equipment manufacturers, specializing in the production of cranes, hooklifts, cable hoists, forklifts, liftgates, and platforms.



<sup>3</sup> Niagara Falls 2019 Annual Business Report

<sup>4</sup> Niagara Falls 2019 Annual Business Report

<sup>5</sup> <https://www.ehthybrid.com/>

## NEW INVESTMENTS

**Hamill Machine Company Inc.** collaborated with Niagara College's Walker



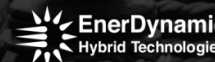
Advanced Manufacturing Innovation Centre to develop a new automated industrial system. This system has been very successful and led to the expansion of Hamill Machine's facilities and local workforce. <sup>[3]</sup> Employees at Hamill include welders, machinists, and mechanical engineers. Hamill Machine's products serve clients across Canada and the world.

**Cantex Distribution<sup>[4]</sup>** was founded in 1993 and has recently purchased



2.5 acres within the redesigned Montrose Business Park. Cantex currently operates a wholesaler facility in Niagara Falls but their new facility will be up to 50,000 square feet and house 30 additional jobs in Niagara Falls. They operate manufacturing and wholesaling pillows, bedding, and other linens. The new facility will allow for Cantex Distribution to expand its product lines through new lines of local manufacturing.

**Enerdynamic Hybrid Technologies (EHT)** is a Canadian based



company delivering clean and renewable energy solutions. They specialize in the creation of batteries, charge controllers, inverters, and solar kits to help power the future using renewable energy. <sup>[5]</sup> EHT has collaborated on the construction of a 50,000 square foot factory with the purpose of manufacturing agricultural grow units and modular housing for northern Ontario. This new facility will employ nearly 70 people during its initial operation phase, with the potential to employ more as its operations expand.

## **FUNDING PROGRAMS FOR ADVANCED MANUFACTURING**

- ▶ Export Guarantee Program (EGP)
- ▶ Export Market Access (EMA)
- ▶ Going Global Innovation (GGI)
- ▶ New Exporter to Border States Program (NEBS)
- ▶ SMART Programs

## **LOCAL POST SECONDARY PROGRAMS SUPPORTING ADVANCED MANUFACTURING**

### **Niagara College Research and Innovation**

The team at the Walker Advanced Manufacturing Innovation Centre at Niagara College specializes in engineering design, 3D technologies, lean manufacturing processes and additive manufacturing. They work together with local businesses to bring ideas to life, from concept through to developing working prototypes, utilizing leading-edge technology, including equipment and software.

### **Niagara College Programs**

- ▶ Computer Engineering Technician
- ▶ Computer Programming
- ▶ Computer Programming and Analysis (Co-op)
- ▶ Electrical Engineering Technician
- ▶ Electrical Engineering Technology (Co-op)
- ▶ Electronics Engineering Technician
- ▶ Electronics Engineering Technology (Co-op)
- ▶ Mechanical Engineering Technician
- ▶ Mechanical Engineering Technology (Co-op)
- ▶ Mechanical Techniques (General Machinist)

# THE CITY OF NIAGARA FALLS



## GENERAL INFORMATION

The City of Niagara Falls, located in the Niagara Region, is a globally recognized brand, and a critical hub for trade between Canada and the United States. The close proximity to the U.S. border and established binational trade corridor through Niagara Falls offer advantages for local businesses within the globalized sector. As one of North America's most important economic trade corridors, the trade that flows across Niagara Falls' borders totals well **over \$100 billion**.

Niagara Fall's GDP accessibility within the 800 km radius equals

**\$5.7 trillion**

combined GDP.



## Strategically Situated

The City of Niagara Falls is strategically located in the centre of some of North America's largest regional markets and represents one of the busiest trade corridors on the continent.



### WATERWAYS

Welland Canal (St. Lawrence Seaway) and Niagara River



### MAJOR HIGHWAYS

QEW (connecting with 400 series highway)



### COMMUTER RAIL AND TRANSIT SYSTEMS

GO Transit (rail and bus), City Regional and local WEGO options



### RAIL LINES

CN and CP (passenger and freight)



### AIRPORTS

less than 125 kilometres to one regional airport and four international airports



### CANADA-U.S. BORDER CROSSINGS

3 international border crossings in the City of Niagara Falls



### TELECOMMUNICATIONS CONNECTIVITY

Niagara Regional Broadband Network - dedicated fibre optic network offering ultra-fast service from 10Mbps to 10Gbps

**EASY ACCESS TO OVER 150 MILLION CUSTOMERS WITHIN A DAY'S DRIVE -  
2 MILLION WITHIN LESS THAN AN HOUR'S DRIVE (35 km to Buffalo, NY and 128 km to Toronto, ON)**

**GENERAL INFORMATION**

**Talent/Labour Force**

When new skill-sets are required, local post-secondary institutions such as Brock University and Niagara College are quick to work with industries to develop specialized training programs.

- Niagara's labour force strengths are in post-secondary educated and skilled-trades workers, with significantly higher proportions of the workforce holding these qualifications than in the province of Ontario.
- Our entrepreneurs continue to invest in new technologies and adapt to the demands of the global marketplace. Companies are meeting the challenges of the new economy by investing in state-of-the-art facilities and emerging technologies. 52% of Niagara businesses are owner operated.

**Educational Attainment for Niagara Falls**



**POPULATION (2022)**

**94,415**  
City of  
Niagara Falls



**500,000**  
Niagara Region

**Top Industries by Workforce**



Accommodation & Food Service



Healthcare and Social Assistance



Retail and Trade



Arts, Entertainment and Recreation

## Strategic Business Advantages

The City of Niagara Falls expedites the Development Review Process for major developments, and does not have any City industrial development charges.



### Niagara Gateway Economic Zone and Municipal Employment Incentive Plan

provides:

- ◀ Tax Increment Based Funding Program
- ◀ Regional Development Charge Grant Program
- ◀ Municipal Employment Incentive Programs
  - ◀ Planning Application Fee Waivers
  - ◀ Building Permit Fee Rebates
  - ◀ Study Grants



### Niagara Foreign Trade Zone (FTZP)

provides a 'one-stop shop' access to government programs (from all levels of government) helps businesses reduce administrative costs and burdens associated with international trade by facilitating access to various trade programs available to importers and exporters in Canada.

- ◀ Customs Bonded Warehouse (CBW) Program
- ◀ Duties Relief Program
- ◀ Duty Drawback Program
- ◀ Export Distribution Centre Program
- ◀ Exporters Of Processing Services Program

## Competitive Advantages

- 01** Located in the heart of the most affluent consumer market in the world where there is opportunity and connections to multi-modal transportation/global shipping with four major highways, five international bridges, three railways, St. Lawrence Seaway and Canal System, several airports.
- 02** Recognized as Canada's Foreign Trade Zone.
- 03** Large market prospects with a population of 150 million neighboring the United States and the Greater Hamilton and Toronto Area spending over \$100 billion and supporting jobs in Canada and US.
- 04** Quick access to 56% of the North American industrial marketplace.
- 05** Unique and affordable land and financial incentives.
- 06** 14 million tourists from around the globe spending over \$2 billion annually.
- 07** One of North America's top 20 centres for competitive research and development.
- 08** One of the world's greatest sources of clean, renewable electricity.
- 09** Ultra-reliable fibre-optic network providing high-performance data and voice solutions.
- 10** Highly skilled workforce drawing from a regional population of more than 490,000 and 1.85 million people living within commuting distance.

Top Businesses by Employment

Businesses with  
500+ employees



Businesses with  
200-499 employees



Industry Sectors

Key Industry Sectors

Emerging Industry Sectors

Advanced Manufacturing



Knowledge-Based & Professional Services



Tourism



Healthcare



Information & Communication Technology



The City of Niagara Falls Business Development

4310 Queen Street, Niagara Falls, ON Canada L6E 6X5

1-905-356-7521 | bdd@niagarafalls.ca | https://niagarafallsbusiness.ca