

Leeds Grenville Economic Update

November 18, 2022

#LGEcDev2022

where **lifestyle**
grows good **business**

Good News in 2022

Leclerc

st.lawrence CORRIDOR

Leclerc
DEPOSED 1905

For Eastern Ontario

\$100 MM INVESTMENT	234 JOBS OVER 2 YEARS
-------------------------------	---------------------------------

Image of Leclerc cookies and biscuits.

Labour Market Projections – Expected Industry Growth 2021 -2022

NAICS - Sector	2021 Jobs	2022 Jobs	2021 - 2022 Change	2021 - 2022 % Change
11 - Agriculture, forestry, fishing and hunting	668	666	(2)	(0.3%)
21 - Mining, quarrying, and oil and gas extraction	44	45	1	1.3%
22 - Utilities	219	220	0	0.2%
23 - Construction	1,846	1,855	9	0.5%
31-33 - Manufacturing	4,126	4,142	16	0.4%
41 - Wholesale trade	1,545	1,565	19	1.2%
44-45 - Retail trade	4,847	4,868	21	0.4%
48-49 - Transportation and warehousing	1,802	1,807	4	0.2%
51 - Information and cultural industries	338	334	(4)	(1.2%)
52 - Finance and insurance	608	620	12	1.9%
53 - Real estate and rental and leasing	415	417	2	0.4%
54 - Professional, scientific and technical services	912	925	13	1.4%
55 - Management of companies and enterprises	89	95	7	7.4%
56 - Administrative and support, waste management and remediation services	1,800	1,847	47	2.6%
61 - Educational services	2,098	2,108	9	0.4%
62 - Health care and social assistance	5,473	5,568	95	1.7%
71 - Arts, entertainment and recreation	676	673	(2)	(0.4%)
72 - Accommodation and food services	2,487	2,497	10	0.4%
81 - Other services (except public administration)	849	843	(6)	(0.7%)
91 - Public administration	2,176	2,193	17	0.8%
X0 - Unclassified	571	576	5	0.8%
Total Industry Jobs	33,589	33,860	271	0.8%

Source: Lightcast (EMSI Analyst)

Business Survey

Timeframe: October 4 – 30, 2022

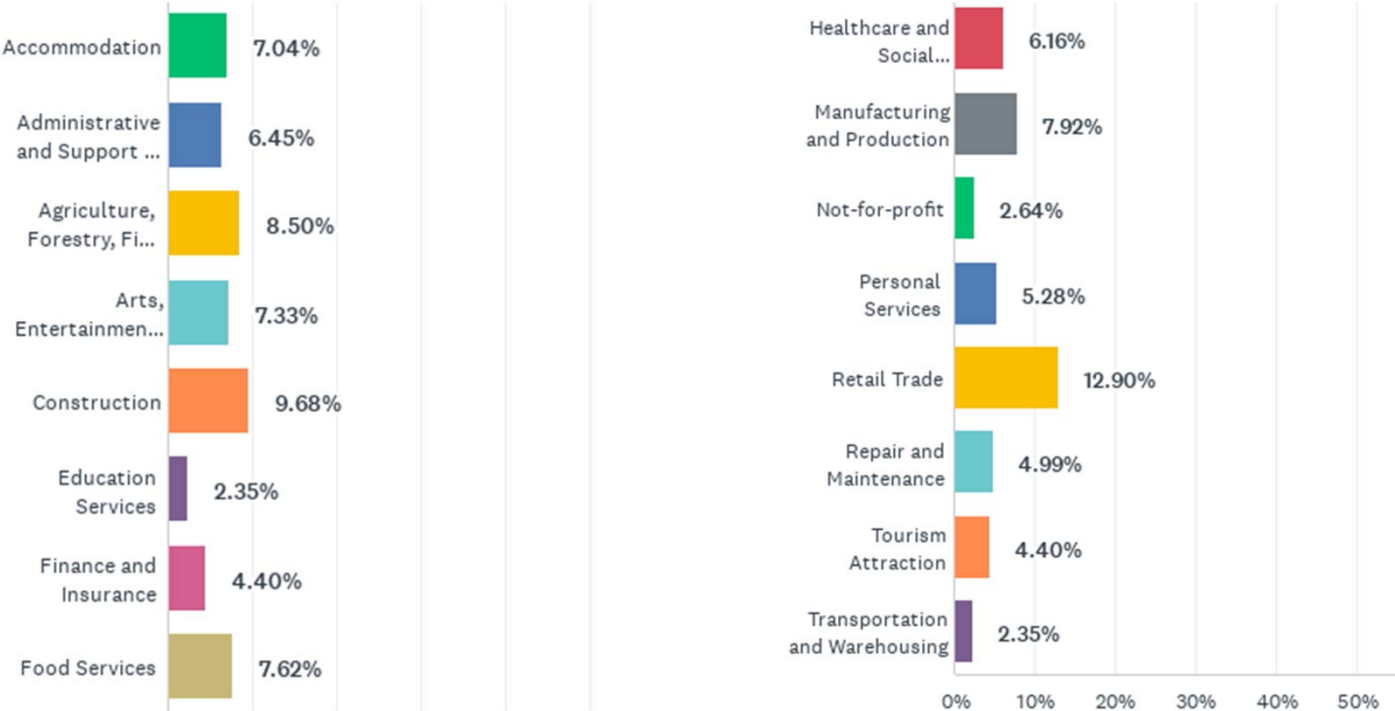
No. Businesses: 340

- Spring 2021 – 319

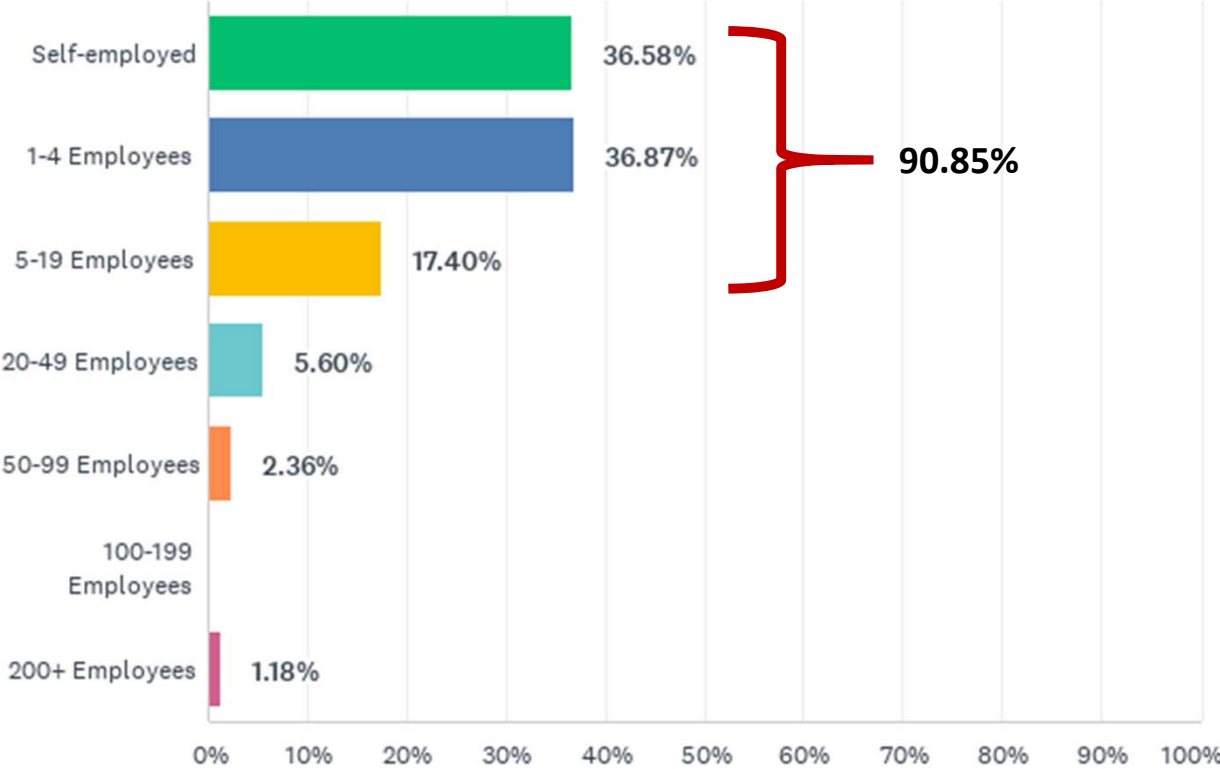
- Spring 2020 - 473

ANSWER CHOICES	RESPONSES	
▼ Township of Athens	3.24%	11
▼ Township of Augusta	5.59%	19
▼ City of Brockville	18.24%	62
▼ Township of Edwardsburgh Cardinal	5.29%	18
▼ Township of Elizabethtown-Kitley	6.47%	22
▼ Township of Front of Yonge	1.76%	6
▼ Town of Gananoque	5.59%	19
▼ Township of Leeds and the Thousand Islands	12.06%	41
▼ Village of Merrickville-Wolford	6.47%	22
▼ Municipality of North Grenville	17.94%	61
▼ Town of Prescott	5.00%	17
▼ Township of Rideau Lakes	8.53%	29
▼ Village of Westport	3.82%	13
TOTAL		340

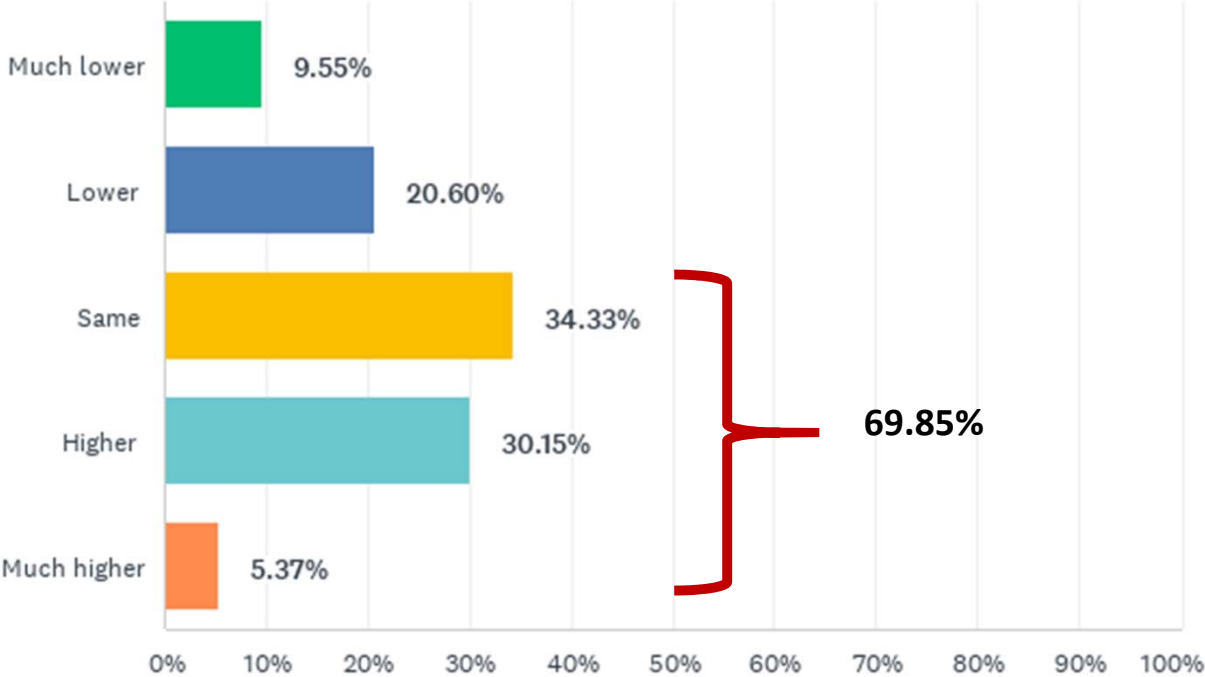
Business Survey – Sector



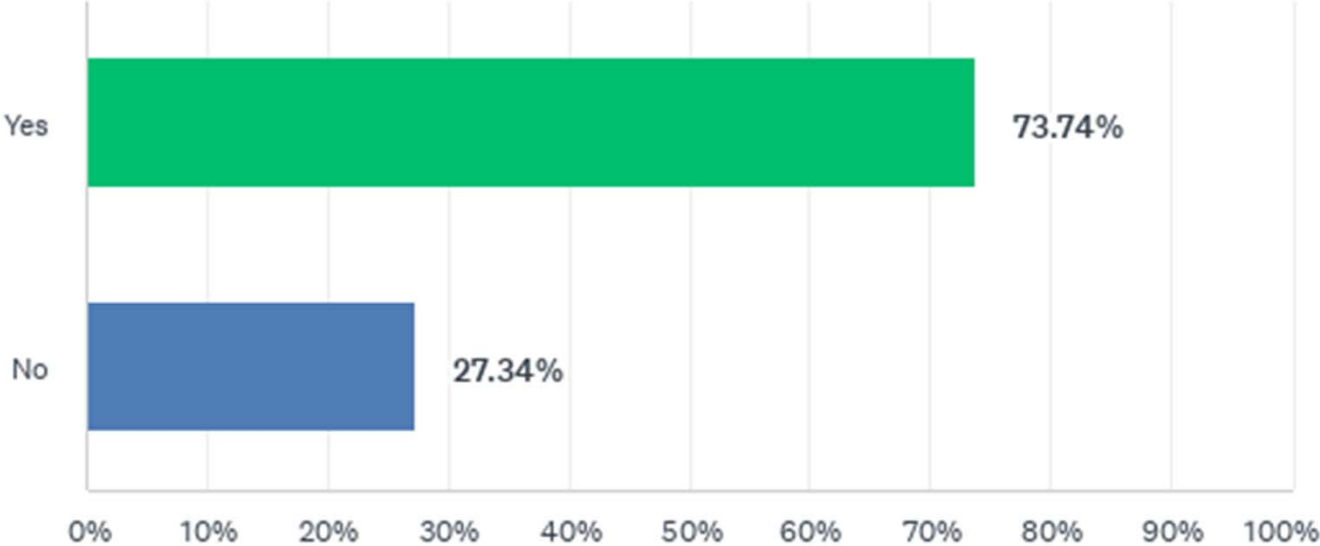
Business Survey – Full-Time Equivalent Employees



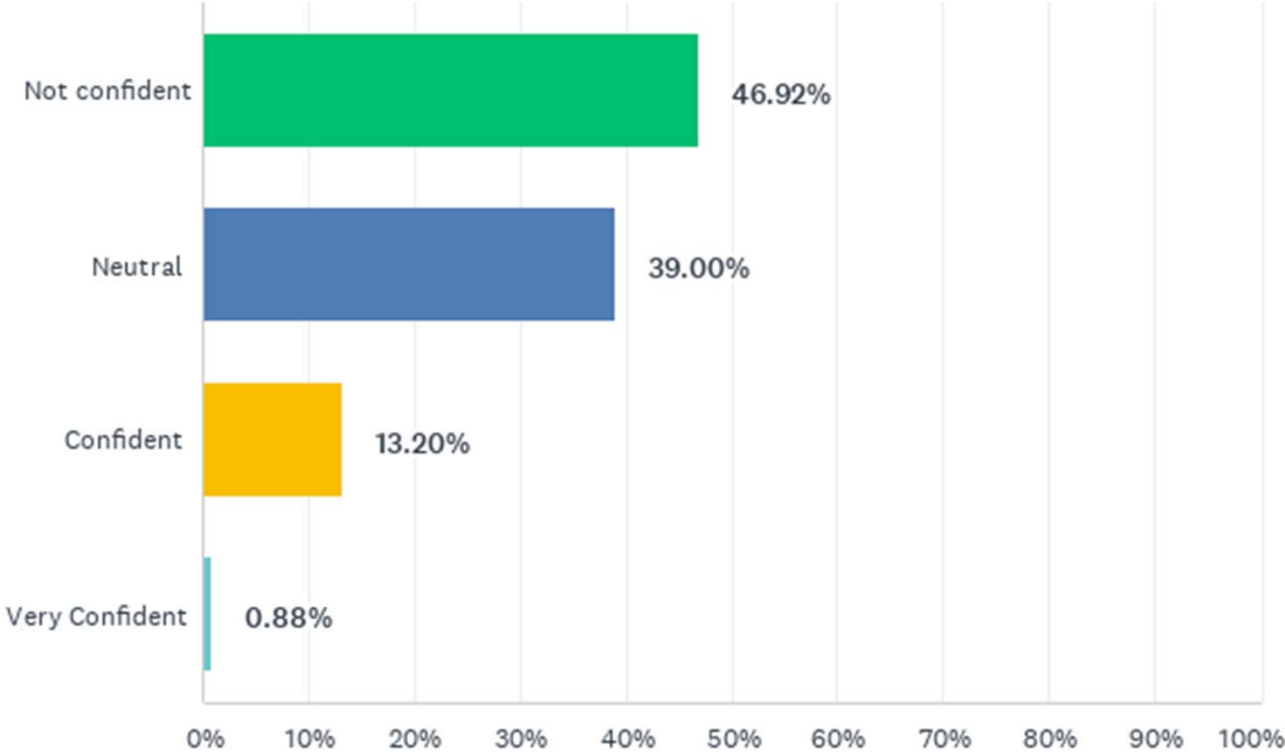
Business Survey – Activity today compared to pre-covid levels



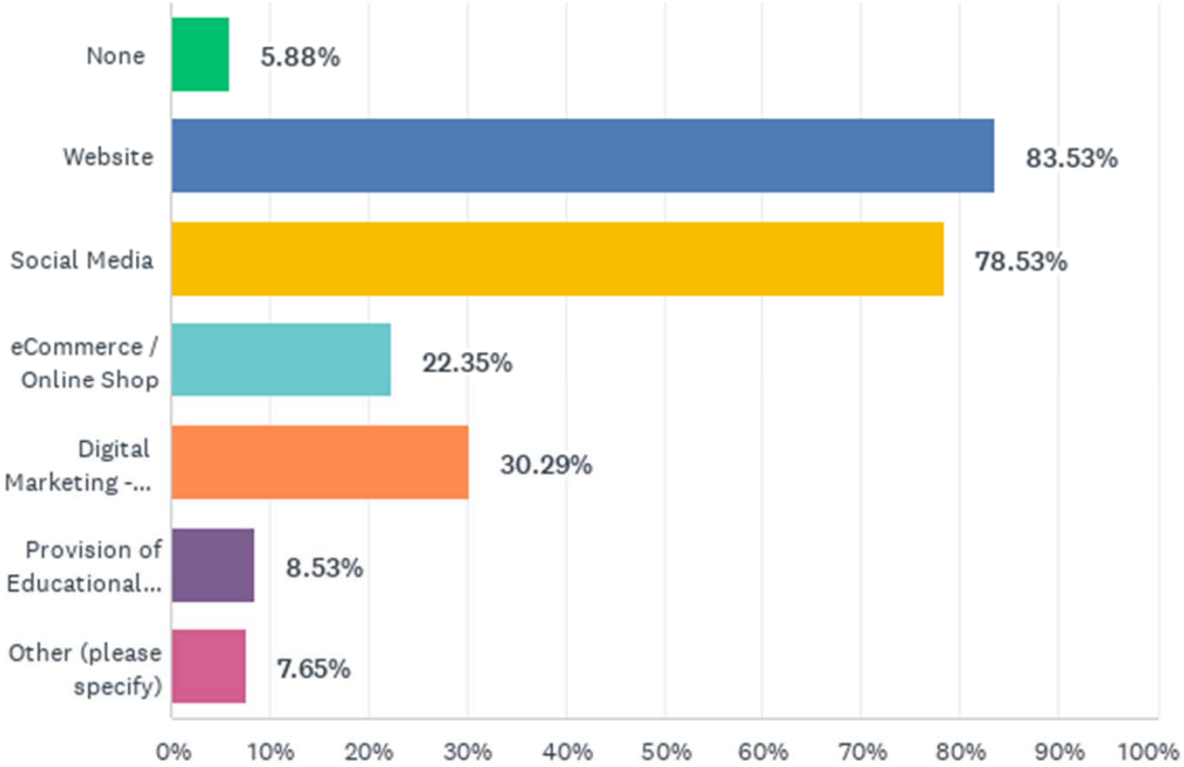
Business Survey – Confident Demand Levels Will Continue



Business Survey – Confidence in the Strength of the Economy



Business Survey – Online Presence



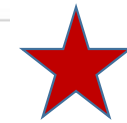
Business Survey – Biggest Challenges (10 the biggest)

	1	2	3	4	5	6	7	8	9	10	TOTAL
Increasing product prices	11.08% 36	4.92% 16	4.62% 15	4.31% 14	11.08% 36	4.62% 15	10.77% 35	20.31% 66	9.23% 30	19.08% 62	325
Supply chain	18.21% 59	5.56% 18	7.72% 25	4.32% 14	12.65% 41	5.25% 17	9.57% 31	15.12% 49	12.04% 39	9.57% 31	324
Labour force	25.08% 81	7.12% 23	3.72% 12	3.10% 10	8.05% 26	5.26% 17	5.26% 17	9.60% 31	8.05% 26	24.77% 80	323
Changes in your product demand	19.44% 62	10.34% 33	8.15% 26	7.52% 24	17.55% 56	9.72% 31	8.46% 27	8.15% 26	3.45% 11	7.21% 23	319
Increased overhead costs	6.12% 20	4.28% 14	4.89% 16	4.28% 14	11.01% 36	7.95% 26	10.40% 34	16.51% 54	14.37% 47	20.18% 66	327
Debt servicing capacity	33.65% 105	11.22% 35	5.13% 16	7.05% 22	14.74% 46	4.17% 13	7.05% 22	5.13% 16	3.85% 12	8.01% 25	312



Business Survey – Biggest Workforce Challenges (10 the biggest)

	1	2	3	4	5	6	7	8	9	10	TOTAL
Employees returning to the workplace	54.98% 171	5.47% 17	4.50% 14	3.22% 10	6.43% 20	4.18% 13	5.14% 16	4.82% 15	2.57% 8	8.68% 27	311
Ability to offer competitive wages and benefits	32.48% 101	6.43% 20	5.79% 18	4.18% 13	9.00% 28	6.43% 20	8.36% 26	7.40% 23	7.40% 23	12.54% 39	311
Desire for hybrid workplace models	66.78% 201	4.65% 14	4.65% 14	2.99% 9	7.97% 24	1.99% 6	3.32% 10	2.33% 7	1.00% 3	4.32% 13	301
Attraction of new employees	34.50% 108	2.56% 8	3.83% 12	3.83% 12	8.95% 28	3.83% 12	5.75% 18	8.63% 27	7.99% 25	20.13% 63	313



Business Survey – Focus to address Workforce

minimum people looking work lack afford live COST cost living Encourage better wages hiring think
available labour skilled ability see really need skills willing want sure time staff answer
Housing affordable new youth good one employers attract people
workers attract new business stay home employees keep
pay education people teach work bring training start
affordable housing region job small business
incentives young people area jobs available support every
government workforce increase less attract afford want work hard programs
problem transportation Provide issues days making local Living shortage stop built
work force Increase wages go looking work know workforce shortage Offer support small business
field

Business Survey – Support for Business

building support local businesses interest Find employees years Lower taxes reduction
new employees loans resources local businesses within make Recruiting need product
Brockville especially labour live offer None City buying Improved qualified incentives
Wage Community reduce access small increase Supply taxes relief costs
supporting local services Promotion marketing control best Worker
funding money advertising stop support Finding
business work grants Internet people municipal
area Financial small business job government
government grants employees online new staff help improvement local
Financing low customers attracting etc training debt opportunities assistance
Social media n events Transportation hiring Workforce grow given clients open expand
grants training supply chain interest rates planning better internet tourism labour pool networking
education

Business Survey – Expectations for 2023

2022 Slow growth improve work hard Hoping lowest employees hopeful numbers demand
return need hire little will continue due services still keep prices new move
hope slow year now better unless growth growth hope will
worse business profit increase able continue solid
expect work sales revenues grow stable 2023 inflation hopefully area
levels things continue grow see changes labour economy expand supply chain issues
None much increase revenue customers sure

Business Survey – Support for Business

building support local businesses interest Find employees years Lower taxes reduction
new employees loans resources local businesses within make Recruiting need product
Brockville especially labour live offer None City buying Improved qualified incentives
Wage community reduce access small increase Supply taxes relief costs
supporting local services Promotion marketing control best Worker
funding money advertising stop support Finding
business work grants Internet people municipal
area Financial small business job government
government grants employees online new staff help improvement local
Financing low customers attracting etc training debt opportunities assistance
Social media n events Transportation hiring Workforce grow given clients open expand
grants training supply chain interest rates planning better internet tourism labour pool networking
education

Digital Services

Total Regional Investment			
Total Number Businesses Served	Total Digital Transformation Grant Dollars	Total OBIAA Dollars	Overall Dollars Invested
1289	\$550,000	\$574,664	\$1,124,664



#LGEcDev2022

Leeds Grenville Small Business Centre



International Plowing Match & Rural Expo Regional Showcase



International Plowing Match & Rural Expo Regional Showcase



International Plowing Match & Rural Expo Regional Showcase



Business Directory

Business Directory

[Help](#)
[Register](#)
[Login](#)
[View Favourites](#)
[Clear](#)
[Search](#)

Business Name:

Keyword(s):

Communities:

<input type="checkbox"/> Athens	<input type="checkbox"/> Leeds and the Thousand Islands
<input type="checkbox"/> Augusta	<input type="checkbox"/> Merrickville-Wolford
<input type="checkbox"/> Brockville	<input type="checkbox"/> North Grenville
<input type="checkbox"/> Edwardsburgh Cardinal	<input type="checkbox"/> Prescott
<input type="checkbox"/> Elizabethtown-Kitley	<input type="checkbox"/> Rideau Lakes
<input type="checkbox"/> Front of Yonge	<input type="checkbox"/> Westport
<input type="checkbox"/> Gananoque	





Address:

Advanced Search

TOTAL – 4239

- Athens - 95
- Augusta - 177
- Brockville - 1130
- Edwardsburgh Cardinal - 171
- Elizabethtown-Kitley - 260
- Front of Yonge - 100
- Gananoque - 304
- Leeds and the Thousand Islands - 351
- Merrickville-Wolford - 217
- North Grenville - 704
- Prescott - 215
- Rideau Lakes - 384
- Westport - 117

Results (Showing 1 - 15 of 4239 results) | Items per page: 15 | 45 | 90 Page 1

 <p>17 Acre Travel Centre & Angelo's Restaurant</p> <p>2025 County 44 Road Spencerville, Ontario K0E 1X0 Visit Website</p> <p>View Details</p>	 <p>1000 Islands Tower</p> <p>716 ON-137 Highway Lansdowne, Ontario K0E 1L0 Visit Website</p> <p>View Details</p>
 <p>1000 Island Condo Getaway</p> <p>109 King Street Gananoque, Ontario K7G 1G3 Visit Website</p> <p>View Details</p>	 <p>1000 Island Miniature Golf and Driving Range</p> <p>1850 County 2 Road Brockville, Ontario K6V 5T1 Visit Website</p> <p>View Details</p>

www.investleedsgrenville.com/directory



#LGEcDev2022

eNewsletter - www.investleedsgrenville.com/eNews



where lifestyle grows good business



Economic Development eNews | August 9, 2022



where lifestyle grows good business



Economic Development eNews | November 15, 2022



where lifestyle grows good business



Economic Development eNews | November 1, 2022



where lifestyle grows good business



Economic Development eNews | July 26, 2022

Business Profile

Seasons of Westport Brings Style In-store and Online

WESTPORT - A popular women's clothing store with "fashions for every lifestyle" is now making its mark online.

Seasons of Westport Owner Lori Reymen is embracing digital marketing of her clothing lines and accessories to expand shopping options for her customers. People still love walking into her store but they can now have the option of getting previews at home and shopping online.

"Digital and social media is the way to go," says Lori. The retired ICU / ER nurse is using her customer data base and Facebook page to let people know what's happening with new arrivals and product lines. She has expanded her clothing lines, including many that are Made in Canada. Lori is further developing her website and online shop on a continual basis.

Lori has been able to expand in this way by having accessed multiple Digital Main Street programs, including ShopHERE, which gave her one-on-one training to manage her website. She also accessed the Digital Transformation grant with two successful applications.

"I can put everything on the website myself," she says of software upgrades she has made. "I really enjoy it."

Getting the most out of the grants and programs was made easier with the support of Digital Services expert Cyndy Bolton through the Leeds Grenville Economic Development Office. "Finding cost effective ways to boost brands and efficiently engage clients is an issue all business owners are faced with," says Cyndy.

Top feature photo: Seasons of Westport Owner Lori Reymen in her spacious shop and below on the steps of her new location: 18 Church Street.



Business Profile

Pickle & Myrrh - So Marvelous!

MERRICKVILLE - Welcome to a shop winning over customers with pure sweetness and integrity.

The Pickle & Myrrh store in downtown Merrickville is fairly new but the company is already quite famous online for its handmade artisan sea salt caramels with all natural ingredients.

"Time sure flies when you're making caramels and having the time of your life," says Owner Erin Kergan, an energetic entrepreneur. Her online sales continue to climb and she has a loyal, passionate social media following. Her shop - considered a destination - is filled with her sought after caramels, gift and foodie specialty items as well as local artwork and crafts.

"I love the idea of celebrating the talent in Merrickville so this is a true curated space. The person who buys my caramels is the same person who is going to love a hand-thrown mug by Honey Field Studio or art by Mary Loos of the Merrickville Artists' Guild," says Erin.

Pickle & Myrrh recently celebrated its second year with a storefront. Erin's husband, Tyler, and 8 employees make up the full production team.

"We grew in a very organic way and now we are so much more than our caramels," says Erin. "We're part of a lot of people's special celebrations throughout the year." Gift baskets and boxes are a large part of her business. This

Top feature photo: Pickle & Myrrh Founder and Owner Erin Kergan in her Merrickville shop. Photo below: Erin and her daughter Willow.



Business Profile

Ingredion's Strong Team Delivers Highest Quality

CARDINAL - You know a company is doing something right when it's about to celebrate 165 years in business.

Ingredion Canada Corporation's Cardinal facility is the oldest and most diverse plant in the country and has been going strong since 1858. It produces a whopping 2.5-million pounds of finished goods per day made from corn sourced from Eastern Ontario, including Leeds Grenville farmers, and Western Quebec. On top of that, today Ingredion employs close to 200 on-site skilled workers in various fields.

"We sell to all of the major public companies," says Plant Manager Dave Wilcox, who is proud of his Ingredion team and the company's many food products, ranging from corn syrup, sweeteners and Maltodextrin rolled solids to industrial starch used in paper and cardboard.

"We are able to do this while supporting local farmers and the farming community. Our focus is on the local people we serve, giving back to the market, our team and our strengths," says Dave.

The Cardinal site processes more than \$100-million worth of corn each year with a 99% yield recovery record. It is the only North American Ingredion plant manufacturing the Maltodextrin rolled solid product. Most products are shipped in bulk truck and rail car - with about 70 transport trucks per day at the Cardinal.

Top feature photo: Part of Ingredion's team of nearly 200 employees in Cardinal. Below: Plant Manager Dave Wilcox and HR Manager Colleen Baldwin.



Business Profile

Local iWasteNot Systems help solve Recycling with Software

ROCKPORT - A local family business has a big hand in helping businesses, organizations and schools across North America reduce waste.

iWasteNot Systems on the 1000 Islands Parkway answers the burning, multi-faceted question of "what to do with it when you're done with it" and helps sustainability lead to profit.

It could be knowing where to recycle an old bike, a camera, a lithium battery or some plywood. Whatever it is, they can help. Have you ever heard of Recyclopeda? Well, now you have!

"Our main business model is to put waste reduction tools online for clients," says owner Norm Rutan of the software his company designs and services.

"In the past two years, we've quadrupled our revenue to go from a company just slogging along to a growing operation," says Norm.

"I've never seen so much interest in waste reduction in North America. It's tremendous compared to when we started and there were no Recyclopedas or waste exchanges. Previously, it was just us providing waste exchanges guides. Now we have competitors and we think that is great because there is a lot of work to do."

iWasteNot Systems has a team of 7 programmers and a total staff of 17, with workers all over Canada, Mexico and even in

Top feature photo: Company owner Norm Rutan and his design team create web apps for waste reduction, recycling and reusing.



Tourism Strategy

Vision

A desired year-round destination that entices visitors and residents with an array of unique, diverse, high-quality, and celebrated traveller experiences.

Mission

Nurturing a regional tourism culture that clearly, inclusively, and collaboratively balances the needs of our visitors, tourism partners, communities, and environment.



Tourism Strategy

Short-term

- ❖ Business Plan for Implementation of Strategy
- ❖ Brand Development - 1000 Islands and Rideau Canal Waterways
- ❖ Product and Experience Development
- ❖ www.investleedsgrenville.com/reportsandplans



Strategic Areas of Focus | 2020 -2025

- ❖ Leadership and Capacity Building
- ❖ Investment Readiness / Investment Attraction
- ❖ Business Retention and Expansion
- ❖ Talent Attraction and Workforce Development
- ❖ Marketing and Communications
- ❖ Diversified Economy



Thank you!

- Save the Date – Friday, November 17, 2023
- Summit Evaluation Forms
- Name Tag Recycling
- Return the tag, keep the lanyard