

PORT PARTNER

WINTER 2016

FEATURING:

- New President and CEO
- Under Construction
- Responsible Grain Handling
- New Boat Storage Facility for Harbour West Marina at Pier 15
- Welcome Port Partners
- Port Receives Citykidz Award for Helping Big Dreams Come True
- Winter Warm-Up
- Space Available for Lease



Pier 14

Hamilton's Working Waterfront: Economic Advantages of Hamilton as a Port City

The Port of Hamilton is an important economic engine in its local community, and throughout the surrounding region. Let's take a closer look at the economic impact of Ontario's biggest port:

- More than 2,100 people work on-site at port terminals, on shop-floors and in warehouses. A further 1,979 have an indirect or induced employment connection with the Port, providing goods and services to port-based customers. Jobs at the Port of Hamilton are concentrated in three areas: transportation/warehousing, manufacturing and engineering/construction. The average salary in these fields is more than 20% higher than the Ontario average.
- On-site employment at the Port of Hamilton has grown 30% since 2009, and this growth ripples through the economy in a number of ways. For example, more than \$260 million in labour income is pumped back into the local economy each year through personal spending.
- Port cities retain an enviable advantage, concentrating and attracting economic activity within a single location. In Hamilton, close to \$1 billion in economic activity is tied to the terminal and other business activities conducted on-site at the Port of Hamilton. Port activities are concentrated in high-value enterprises: transportation and warehousing, manufacturing, engineering construction. Port tenants contribute \$5 million in local property taxes each year, making the Port one of the city's single largest sources of tax revenue.

Hamilton is a proud and dynamic port city, with an optimistic outlook. Learn more about the economic impacts of Hamilton's working waterfront at www.hamiltonport.ca/economy.



G3 Grain Silos

New President & CEO

The Hamilton Port Authority is pleased to announce its new President and CEO: Ian Hamilton has served as the Port's Vice President of Business Development and Real Estate since 2008.

Ian possesses more than 25 years of experience in international transportation and logistics in Europe and North America, and has held progressively senior positions in the liner shipping industry, including Transatlantic Trade Director (Europe) for CP Ships and Business Development Manager for Hapag-Lloyd. He holds an MBA from Aston University (UK) and a BSc in business administration and economics from the College of Charleston, South Carolina.

Since 2008, Ian has been responsible for managing the port's \$500M real estate portfolio. In recent years, the Port of Hamilton has attracted more than \$300M in investment. "Businesses continue to seek space for investment and growth, with access to robust multimodal transportation options. We'll continue to build on these strengths, fulfilling our role of facilitating trade and economic growth, in a way that is



Ian Hamilton

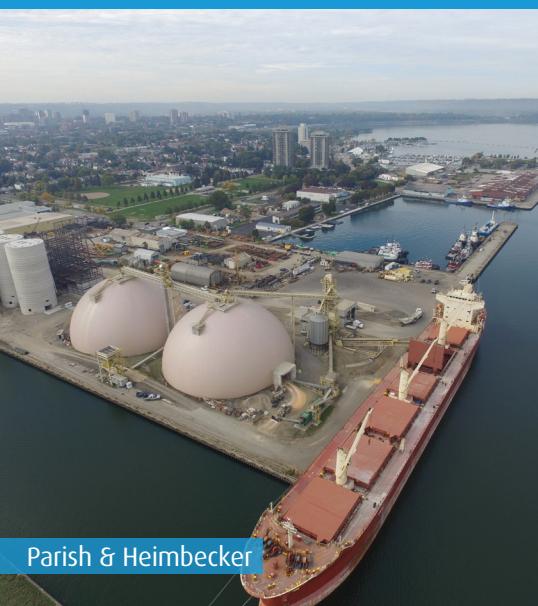
socially and environmentally responsible," said Ian Hamilton.

"HPA has an excellent team of committed employees, who will be instrumental in moving us forward. We'll work in partnership with the City of Hamilton and other stakeholders to ensure we are enhancing the Port of Hamilton's role as a leading Canadian port; one that can help port users thrive, and our community prosper."

Green Power coming to Pier 10

Hamilton Port Authority (HPA) and Hamilton Utilities Corporation (HUC), through its subsidiary HCE Energy Inc., are partnering on a new cogeneration project on Pier 10 at the Port of Hamilton. The system will include an energy centre consisting of a 2 megawatt (MW) natural gas engine that will provide electrical power to the grid, while at the same time 'co-generating' hot water and steam to supply port tenant buildings and operations on the Industrial District Energy loop.

The Pier 10 Energy Centre will be located on a small footprint in a HPA-owned parking lot adjacent to the Arts & Science brewery on Burlington St. E, in Hamilton Ontario. This project is intended to be the first of many opportunities the partnership will develop on HPA lands in order to enhance the benefits to tenants and the community. The District Energy initiative is part of the Hamilton Port Authority's drive to transition the Port of Hamilton into a smart, sustainable transportation and industrial hub. By embracing innovations, HPA aims to create a more environmentally sustainable port that benefits both our customers and our community.



Parish & Heimbecker



Responsible Grain Handling

Grain terminals at the Port of Hamilton are a critical gateway for Ontario farmers to get their grain to global markets. Ontario-grown corn, wheat and soybeans are delivered from the farm to port terminals by truck or rail, where these grains are loaded onto vessels for export globally.

Port terminal operators are taking proactive steps to minimize grain dust from port facilities, including operational best practices, and investments in new grain-handling equipment. Please see www.hamiltonport.ca in the Community/Environment section for information.

DID YOU KNOW?

- The products handled by grain terminals at the Port of Hamilton are the same food products we find on our grocery store shelves and kitchen tables every day, including:
 - Wheat used in pasta and bread
 - Dry corn, like the corn meal used on the underside of pizza
 - Soy and canola, blended for use in cooking oils, including the type used in well-known Canadian-produced varieties of potato chips and doughnuts.
- Agri-food represents \$1 billion of economic activity in Hamilton.
- Facilities like Parrish & Heimbecker's new flour mill support local agri-food supply chains, keeping food processing and associated jobs in Canada.
- The food sector employs 1 out of every 9 Ontarians. (Ontario Chamber of Commerce)

New Boat Storage Facility for Harbour West Marina at Pier 15

As part of an agreement with the City of Hamilton to make way for the redevelopment of Piers 7-8, the Hamilton Port Authority/Harbour West Marina's boat storage facility and maintenance operations are moving east, to a new home on Pier 15.

In December, Marina customers and special guests gathered for a first look inside this new 60,000 sq.ft / \$10

million facility, housing 40,000 sq. ft of indoor heated recreational boat storage, the port's new maintenance shop, and office space.

"This new facility allows us to offer more value and service to our customers," said Marina Manager Kelly Flood. "The market is responding very positively. We are already sold out of indoor storage for this winter season."



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Port Receives CityKidz Award for Helping Big Dreams Come True

Hamilton Port Authority is the proud recipient of a special recognition award from local children's charity CityKidz, celebrating HPA's generous contribution towards the work of CityKidz, part of the port's ongoing investment in the community.

HPA and CityKidz have worked together to create a new home for CityKidz at 601 Burlington Street East. "Hamilton Port Authority is delighted to be offering a new home for CityKidz programs. The new subsidized lease has an in-kind value of \$1.5 million over 15 years, and extends the Port's long history of investment in our community. We're thrilled to build on our partnership with CityKidz and to support this organization's excellent work," said Sharon Clark, HPA's Corporate Services Manager.

Winter Warm-Up

Our 2016 coat drive for Good Shepherd Hamilton netted 115 warm coats, 20 pairs of boots, plus hats, mitts and blankets.

Many thanks to Hamilton Port Authority staff, Richardson International, Birmingham Foundation Solutions and Heddle Marine for sharing the warmth this winter.



Space Available - For Lease

Office Space:

17,000 sq.ft open-concept with lots of natural light, parking, convenient to highway

Manufacturing Space:

35,000 -100,000 sq.ft with high ceilings, bay doors, heavy cranes

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Office Space



Manufacturing Space



Newsletter of the



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