

BUSINESS CONNECTIONS

NEWS FLASH: UOIT announces its first spin off company Hoper Inc.



Winter Issue 2007 / 2008

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Amazing Events CALENDAR

WINE TASTING AT PARKWOOD
February 5, 2008
Parkwood Estate
www.oshawachamber.com

ANNUAL MAYOR'S LUNCHEON
February 21, 2008
Tosca Banquet Hall
www.oshawachamber.com

OSHAWA ECONOMIC
OUTLOOK BREAKFAST
Presentation by Don Drummond
Sr. VP and Chief Economist, TD Bank Financial Group
April 8, 2008
Jubilee Pavilion

For more information on these
and other events visit www.oshawa.ca

Oshawa *One of the World's Top Cities*

The City of Oshawa achieved a gold award at the 2007 International Awards for Liveable Communities. Municipalities who receive a gold award are recognized as being in the top 15 percent in sustainability and liveable communities' practices world-wide. Oshawa also won third place in its population category of 75,001 - 200,000.

The prestigious international awards for liveable communities are backed by the United Nations Environment Program and focus on the management of the environment and leadership in the enhancement of quality of life.

Oshawa participated in the final stage of LivCom's Whole City Awards 2007 held in

Westminster, London on November 22-26. Oshawa is one of nine finalists in their category and competed against communities from Australia, Canada, England, Hungary, Japan, Spain and the United States.

The City of Oshawa made other headlines this year when it was named one of Canada's top cities to do Business. The September 2007 issue of Canadian Business magazine profiled the "Top 40 Places to do Business in Canada." Oshawa ranked 9th and was the only Ontario city to rank in the Top 10. Additional accolades include MoneySense, Canada's leading personal finance magazine, which ranked Oshawa as one of Canada's Top 25 places to live.

KOOL NEW MILESTONES *for UOIT*

The University of Ontario Institute of Technology (UOIT)'s Provost Dr. Richard Marceau has been awarded a U.S. patent for a laptop accessories product that offers protection and comfort to laptop users along with strong economic prospects for Durham Region and Northumberland County. The patent, the first to be issued under the management of UOIT's

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REGENT THEATRE

Oshawa City Council has supported an agreement to sell the Regent Theatre to theatre mogul Glyn Laverick, who operates the Danforth Music Hall in Toronto. Under the agreement, Laverick has committed to restoring and reopening the vacant landmark.

The Regent Theatre will be restored to its 1920s condition and provide the heart of downtown Oshawa with a multi-purpose, non-profit, community performing arts facility. It will have more than 700 seats and state-of-the-art technology, offering over 200 events each year including performances by national and local artists, touring theatrical productions, school concerts, children's programs and corporate functions.

The agreement also includes a clause guaranteeing 1,000 live performances over a period of 10 years, and other protective measures for the City.

The Regent Theatre opened in 1919, showing vaudeville acts and motion pictures. It survived for many years as a movie theatre before eventually closing and being turned into a nightclub. It has been vacant since 1999.

Renovations to the façade of the historic landmark will be completed in the Spring 2008, with the theatre opening by December 31, 2008.

Avanti

TRATTORIA

The rejuvenation of Oshawa's downtown continues with the opening of the new restaurant Avanti Trattoria.

Avanti Trattoria offers a unique taste of Tuscany, adding to Oshawa's already flavourful core.

"We've been getting such a mix of different people - our restaurant appeals to everybody," said owner Anthony Albis. "It's exactly what we wanted."

Anthony and his wife Ida added this restaurant to their already successful portfolio which includes Tosca Banquet Hall on Champlain Avenue in Oshawa and Mondo Ristorante in Whitby. They have been in the restaurant business together for more than 40 years, and once owned a nightclub called Illusions in downtown Oshawa.



"We did so well before in downtown Oshawa, we knew we wanted to come back," said Ida. "The location is perfect, we've had such a good response."

Located 17 King Street East (on the corner of Celina Street), Avanti Trattoria offers authentic Italian dining in a casual atmosphere. Tuscan inspired with a Southern Italian flavour, the décor is simple and practical, built on the necessities of food preparation. The menu includes gourmet pasta, sandwiches and thin crust pizza cooked in a wood-burning oven imported from Italy.

"And it's all authentic. This is what you would find in Italy," said Ida.

More than 1,400 people dined in Avanti Trattoria during the Albis's first week of business.

"Business has been very good. We think the more people the better," said Anthony.

For more information, visit the Avanti Trattoria website at www.avantifood.com.

Welcome to
downtown

Rheanna **NEW!**
14 Simcoe Street South,
(across from Isabella's)
Women's fashionable apparel and accessories

Another Starving Artist **NEW!**
68 King Street West

Dante's Ristorante **NEW!**
19 King Street West

Did you know?

The City of Oshawa recently won a national marketing award for its World Cuisine Guide publication.



WATCH FOR THE LATEST DOWNTOWN PUBLICATION:

Gift and Glamour

A women's guide to outfit, pamper and indulge in Downtown Oshawa.



MIGHTY MACHINE BUILDER NORDCO INC.

Surrounded by beautiful parkland and residential neighbourhoods lies one of North America's oldest manufacturers of Railway maintenance equipment, Nordco Inc. Originally the home of the former Oshawa Train Station, the historic attributes of this building remain exceptional. The original ticket window is still used in the Nordco facility today. Looking outside this ticket window one can no longer see trains but can see the design and production of extraordinary advanced machinery used throughout North America's railway network.

With 24 employees at the Oshawa facility, Nordco designs, manufactures, and markets equipment used in the construction, maintenance, and repair of railroad tracks. Once home to Pyke Manufacturing, it was purchased by Nordco in 1999 and has since taken the "Lean Journey" to improve productivity in this ever challenging manufacturing market. The results have been impressive and have resulted in Nordco being featured in an article in Six Sigma magazine, Plant Magazine and giving a presentation at the Edmonton AME Conference on Culture and Lean Processes.



General Manager Jeff Cockerton and his great team are continually striving to improve the process of manufacturing these mighty machines. They are a leading edge assembly shop producing 4 different machines ranging from 14,000 lbs to 56,000 lbs in a mixed model assembly line with lead times from 3 days to 10 days. Nordco, along with constantly improving their processes is also looking at ways to reduce its electricity consumption and is investigating ways to reduce waste through the Every Kilowatt Counts program. www.everykilowattcounts.com

Nordco plays an active role in the AME (Association of Manufacturing Excellence) and brings a wealth of information to local manufacturers. They are a great example of how important Culture is in an organization and Jeff Cockerton gives all the credit to the people that work there, the dedication they have and how their TEAMWORK has led to their success.

Nordco is a strong asset to the City of Oshawa, its economic contribution to our community is highly valued. *For more information visit www.nordco.com*

KOOL NEW MILESTONES FOR UOIT

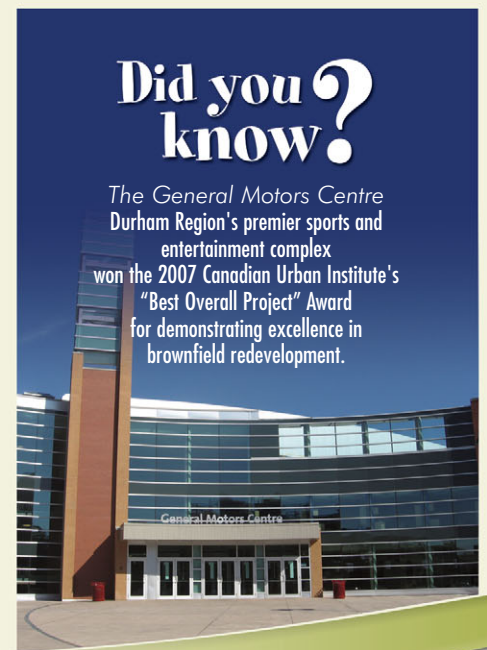
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Office of Technology Transfer and Commercialization (OTTC) is the Kool Plate. Developed by Dr. Marceau, the Kool plate is a ribbed aluminum plate that is placed under laptop computers or portable DVD players to keep users comfortable and ensures proper cooling of electronic equipment. In addition, because it is made from aluminum, it shields users from possible electromagnetic radiation that can be emitted from some laptops. The OTTC is now working on a business case for the commercialization of the product.

UOIT continues to advance its commitment to seeing innovative ideas from the research and concept stage through to commercialization with its first spin off company, Hoper Inc. The business was founded following the development of an innovative software tool Navdriver, designed to enhance the website navigation experience. UOIT and Dr. Miguel Vargas Martin who developed the Navdriver software, have partnered with Oshawa businessmen Fred Read and Steve Vetzal to launch the company.

Did you know?

The General Motors Centre Durham Region's premier sports and entertainment complex won the 2007 Canadian Urban Institute's "Best Overall Project" Award for demonstrating excellence in brownfield redevelopment.



HEALTHY FUTURE FOR OSHAWA

Health care services in Oshawa continue to grow and improve. New clinics and services are opening across the city, and the Oshawa Physician Recruitment Task Force continues to assist with the recruitment, relocation and retention of family physicians.

The R.S. McLaughlin Durham Regional Cancer Centre opened in May at Lakeridge Health Oshawa. The centre provides radiation therapy and pre-treatment preparation and houses a pharmacy, patient library and resource centre and a children's play area.

BAYSHORE HOME HEALTH

With more than 35 locations throughout Canada, Bayshore Home Health is nationally recognized for community health services and opened a new home care office at 1 Mary Street North in Oshawa in February 2007



Bayshore provides nursing, personal care, home support (meal preparation, light housekeeping, etc.), companionship, serious injury home care and pediatric home care through personal support workers and nurses. Their services are available privately, as well as through government care programs, personal and group insurance plans and workers' compensation boards.

Bayshore also has a wellness clinic offering free blood pressure, glucose and cholesterol monitoring. Bayshore is looking to add a foot care clinic in the near future.

Bayshore's services are customized for each client. Their original clientele base has almost doubled in Oshawa since their opening and is still growing. *For more information please visit www.bayshore.ca*

OSHAWA HEALTH CENTRE

Oshawa Health Centre is a full-service medical facility offering family medicine, physiotherapy, chiropractic, occupational therapy, massage therapy, social work, psychology, nutrition counseling and a pharmacy.



The Centre uses a particular business model called Organizational Learning. Developed by American scientist Peter Senge, Organizational Learning has been used by a variety of industries, from automotive to IT. It involves five disciplines: personal mastery; mental models; shares vision; team learning; and systems thinking.

Oshawa Health Centre is one of the only clinics in the country to use this practice, which is helping them to become the model of efficiency, where appointments are kept and patients are seen on time.

The doctors at Oshawa Health Centre plan on publishing the details of how they adjusted the model to health care within the next year, and hope it can be used by other health clinics across the country.

For more information please visit www.oshawahealthcentre.com

COMMUNITY ADJUSTMENT STRATEGY

In response to the recent automotive layoffs, the Ministry Training, Colleges and Universities (MTCU), through the Ontario Labour Market Partnership Program, will work with the City of Oshawa and Durham Region to develop a Community Adjustment Strategy. By engaging key stakeholders from education, labour, business and the community, local solutions for enhancing economic growth and diversity, and getting skilled workers back into the workforce as quickly as

possible will be developed.

MTCU has provided \$150,000 towards this initiative. On November 19, 2007 Oshawa City Council appointed 13 members to this committee. A chairperson will be hired in January. It is anticipated that the strategy will take approximately 12 months to complete, however shorter term actions will be implemented throughout the process to assist workers to re-enter the workforce. The committee, either on its own or through the use of contracted resources will undertake relevant research,

including labour force, training, education and local market opportunities in order to develop the strategy that will identify new applications for human resources skills, develop a plan to "grow" business in targeted sectors and market the community as well as creating benchmarks to measure impact of employment development initiatives on economy and labour force.

For more information on the Community Adjustment Strategy, please contact Economic Development Services at 905-436-5617.





SPECIAL OLYMPICS

Coming to Durham Region

Getting involved with the Special Olympics Ontario 2008 Provincial Spring Games presents an opportunity to be part of something special and life changing.

Special Olympics provides athletes with an intellectual disability the opportunity to experience and succeed in sport. Special Olympics athletes gain self confidence and transfer success from playing the field to becoming more active citizens in society.



Whether it is a financial contribution and/or volunteer hours you can contribute, you are encouraged to embrace the spirit and support the 2008 Provincial Spring Games being held in Durham Region May 29-31, 2008.

Please visit their website www.specialolympics2008.ca or call the Games office at 905-579-1520 ext 4004.

BUSINESS VISITATION PROGRAM

Learn more about growth opportunities for your business, take advantage of incentives and access government programs.

The City of Oshawa's Economic Development Services has an established Business Visitation Program. Economic Development Services staff are on hand to tour your business and will help you identify growth opportunities, create solutions to challenges and gain access to government financing and assistance programs.

The program is open to all Oshawa companies. The business visitation program has already helped Oshawa businesses with:

- Real estate opportunities;
- Ambassador/partnership activities;
- Identification of government programs;
- Assistance and advocacy through the development approval process;
- Information exchange



We have had a lot of success with this program," says Cindy Symons-Milroy, the City's Director, Economic Development Services. "Connecting businesses with the resources they need to grow and thrive benefits our local economy and the community."

For more information about the City's Business Visitation Program or to arrange a visitation for your business contact Rhonda Keenan, Business Development Manager at 905-436-3842 or rkeenan@oshawa.ca

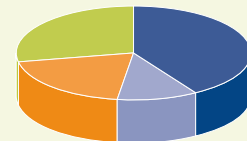
EMC BREAKFAST

The City of Oshawa in partnership with the Excellence in Manufacturing Consortium (EMC) welcomed local manufacturers as they listened to guest speaker Art McNeil. Art is the creator of "Setting P.A.C.E. how to take a company to the next level". Art spoke to the manufacturers and provided insights designed to help management teams introduce strategic process management, continuous improvement, and value-directed leaderships to their businesses.

Mayor John Gray welcomed the guests to this breakfast seminar and stressed the importance of the manufacturing sector in Oshawa. Director of Economic Development Services, Cindy Symons-Milroy described exciting new opportunities for the future in Oshawa.

The Excellence in Manufacturing Consortium (EMC) is a unique not-for-profit consortium of manufacturers, incorporated to facilitate each member's development both individually & collectively, towards improving their global competitiveness.

BUILDING PERMIT STATISTICS



The highest building permits value ever for Oshawa was issued in 2007 at \$446,464,500. This is \$26.7 million more than our next best year which was in 2003. October 2007 established an all-time highest record for Residential.

Time Period:	January to December 2007
Residential:	\$184,049,200
Commercial:	\$ 49,546,300
Industrial:	\$ 88,286,200
Governmental & Institutional:	\$124,582,800
Total Value:	\$446,464,500
January to December 2007:	1,368 permits issued

Would you like to receive
your copy of the Business
Connections Newsletter
by email?

If you would like to receive your copy in a PDF format electronically, just send us an e-mail at oshawa@oshawa.ca and let us now.

SR&ED Does your company qualify for this TAX INCENTIVE PROGRAM?

Have you changed a process to improve your operations and reduce costs?

Have you created a new product, made improvements or added new features to an existing product?

Have you incurred costs related to a process, project or prototype that is incomplete because of unresolved technical problems?

Are you involved with engineering, design, data collection, testing or other development work?

If you said "YES" to any of the above questions, then your company may qualify for the SR&ED tax incentive program and receive a tax refund or credit.

The Scientific Research and Experimental Development program (SR&ED) is a federal tax incentive program to encourage Canadian businesses of all sizes and in all sectors to conduct research and development in Canada that will lead to new, improved or technologically advanced products or processes.

The SR&ED tax incentives consist of:

- A 100% deduction of all eligible SR&ED costs, including capital equipment;
- A 20% investment tax credit on SR&ED expenditures;
- The investment tax credit can offset 100% of the federal tax payable in the year, or can be carried back 3 years or forward 20 years;
- Federal investment tax credits earned for SR&ED carried on in Ontario are exempt from Ontario income tax;
- A 20% refundable Ontario Business-Research Institute Tax Credit (OBRITC) for contract R&D performed at eligible research institutes in Ontario such as universities, colleges of applied arts and technology, and research hospitals.



To see if your business applies or to see all the benefits of this program, visit <http://www.ontario.com/software/brochures/RD.asp> today to ensure that you are not missing out on any opportunities.

EXPANDING OR RELOCATING

CALL OSHAWA'S ECONOMIC
DEVELOPMENT TEAM

Services Offered by the City's
Economic Development Team

- Land and Building Site Selection
- Statistical and Market Data
- Promotional Programs to encourage new investment
- Liaison with Provincial and Federal Governments
- Consultation and Networking with Local Business, Industry and Educators
- Promote the City as a tourist destination

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