



SARNIA-LAMBTON
ONTARIO • CANADA

SARNIA-LAMBTON
Economic Partnership
Powering a Sustainable World®

INFORMATION TECHNOLOGY

OVERVIEW

The Sarnia-Lambton area is home to a growing cluster of **award-winning innovation and IT companies**. Supported by Lambton College and recognized as a top 3 school through gold-level applied research and innovation excellence, the cluster also benefits from our **affordability and easy access** to the Greater Toronto Area and the Canada-US border with Michigan.

“Lambton County offers an unparalleled quality of life for our residents through a unique blend of urban and rural lifestyles. This, paired with ample opportunities for businesses to prosper and grow, a flourishing research sector, excellent infrastructure and ease of access to both domestic and international markets make Lambton County a prime location for technology companies to situate themselves.

Lambton County has been selected as a targeted project location for the SWIFT regional broadband initiative and recognized as a Top 7 Intelligent Community by the Intelligent Community Forum. Information Technology investment is strongly supported in Lambton County, and that support is being noticed beyond our borders.”

– County of Lambton Warden, Bill Weber

Our area has the talent and provides a **collaborative ecosystem** with organizations such as the Sarnia Tech Community (STC) which is a group of **over 200 technology professionals**, business owners and enthusiasts that connect online and in-person at STC events. Their goal is to engage technology enthusiasts in the Sarnia-Lambton area by facilitating the human connection that can often get lost in a digital world.

The Sarnia-Lambton Economic Partnership, in collaboration with key agencies and organizations will work closely with your business to make your investment in the area as seamless as possible, help you reach your goals and ultimately make you proud to call the Sarnia-Lambton area home!



Information Technology
STARTS HERE

WHY SARNIA-LAMBTON?

- Recognized as a **Top 7 Intelligent Community** through the Intelligent Community Forum;
- Lambton College is ranked top 3 for Applied Research in Canada;
- Ranked Top 10 Location by Site Selection Magazine;
- Access to infrastructure;
- Ability to start a business and own a home for the same cost as only a home in the Greater Toronto Area;
- Connectivity and ease of access to major markets of Ontario and US Midwest;
- Low costs of doing business through competitive tax & development charge rates; and
- Home to the multiple award-winning Western Sarnia-Lambton Research Park.

WHY ONTARIO?

- Second largest Information Technology region in North America with approximately 20,600 firms;
- Research and development tax credits that reduce costs by 40 – 60%;
- Salaries paid are 30% less than in the United States;
- Top 5 ranking in North America providing 42,261 Science, Technology, Engineering and Mathematics (STEM) graduates each year; and
- Ontario-based businesses spend 64% less on employer healthcare costs than businesses in the United States.

WHY CANADA?

- Ranked 3rd in the 2018 Global Entrepreneurial Index (Source: Global Entrepreneurship and Development Institute);
- Lowest business tax costs in the G7 – roughly 46% lower than the United States (Source: KPMG);
- Lowest cost G7 Country in the digital and research and development sector;
- A combined federal and provincial Corporate Income Tax (CIT) rate of 26.5% that is lower than the G7 average of 30.8%, and the United States average of 38.9%; and
- Educated talent pools fueled by the best universities and colleges.



WORKFORCE IT

With a population of approximately 130,000, the Sarnia-Lambton area has a highly skilled workforce and is further supported by a labour force of almost 550,000 within a 100 kilometre radius of the area. Due to the quality of work, educational institutions and premier facilities available, companies can expect to experience low employee turnover and absenteeism rates.

JOB	2018 Average Hourly Wages	2018 Median Hourly Wages	2018 Median Wages
Computer and Information Systems Managers	\$50.05	\$48.46	\$100,792.64
Computer Engineers <i>(except Software Engineers & Designers)</i>	\$39.23	\$40.39	\$84,006.55
Information Systems Analysts and Consultants	\$37.42	\$37.33	\$77,655.17
Database Analysts and Data Administrators	\$33.41	\$31.93	\$66,408.07
Software Engineers and Designers	\$45.43	\$43.08	\$89,597.46
Computer Programmers & Interactive Media Developers	\$37.42	\$36.63	\$76,180.04
Web Designers and Developers	\$31.94	\$32.02	\$66,597.89
Computer Network Technicians	\$26.02	\$26.24	\$54,575.07
User Support Technicians	\$24.93	\$23.82	\$49,545.03
Information Systems Testing Technicians	\$26.88	\$29.76	\$61,905.53
ACROSS ALL JOBS	\$35.27		\$72,726.34

IT SECTOR IN SARNIA-LAMBTON

- 1,034 IT Jobs (2018)
 - 14.1% Increase (2016-2018)
- (12.8% National Average)

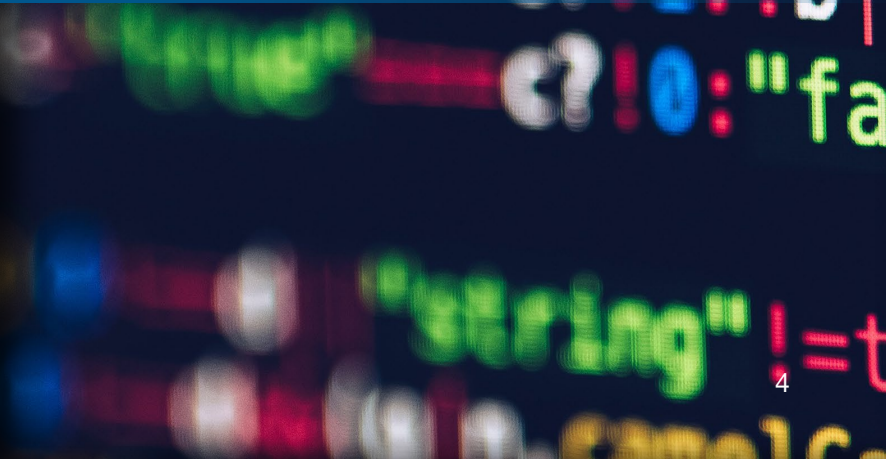
Skilled Workforce

Sarnia-Lambton offers a dependable and abundant workforce supply whereby more than 63% of the total workforce has obtained a post-secondary certificate, diploma or degree.

Global Skills Strategy: Dedicated Service Channel Programs

- Global Skills Strategy (GSS) – a fast-track visa program making it easier for companies to bring in highly-skilled temporary foreign workers. The program offers a 10-business day work permit processing for such talent;
- The Global Talent (GT) stream is a pillar of the GSS – providing fast and predictable Labour Market Impact Assessment processing to employers seeking to fill positions.

Post-Secondary Institution	Drive Time from Sarnia-Lambton
Lambton College	N/A
Western University	45 MINUTES
Fanshawe College	1 HOUR
St. Clair College	1.5 HOURS
University of Windsor	1.5 HOURS
Conestoga College	1.5 HOURS
University of Waterloo	2 HOURS
Wilfrid Laurier University	2 HOURS
Mohawk College	2 HOURS
McMaster University	2 HOURS
University of Guelph	2 HOURS



COLLABORATE IT

Co-working Space

Located in the heart of downtown Sarnia, there are two amazing co-working spaces that offer competitive pricing structures when compared to other areas within North America. These unique spaces provide clients a very robust, friendly and collaborative environment, with various events occurring frequently and are equipped with bathrooms, lounge areas, ample bandwidth and all the java one can handle!

CO-WORK SPACE FOR 6 PEOPLE (per month)

Sarnia-Lambton	\$1,000 USD (\$1,320 CDN)
Waterloo	\$1,800 USD (\$2,376 CDN)
Chicago	\$2,124 USD (\$2,825 CDN)
Toronto	\$2,631 USD (\$3,500 CDN)
New York City	\$2,820 USD (\$3,722 CDN)
San Francisco	\$5,100 USD (\$6,732 CDN)



Western Sarnia-Lambton Research Park

An initiative between the County of Lambton, City of Sarnia and Western University, the Western Sarnia-Lambton Research Park was established in 2003 and is home to approximately 45 companies with more than 1,100 employees throughout 288,000 square feet of interconnected buildings, situated on 80 acres of land. Receiving numerous awards for being a top level research park over the years, the park serves as an enabler and catalyst for economic growth, innovation, employment and wealth creation in the Sarnia-Lambton area. Boasting a natural, campus-like setting in close proximity to Highway 402 and the Chris Hadfield International Airport, as well as location along public transportation routes, and with superior telecommunications employed throughout the building, it is a valuable asset for investment opportunities.

COMMUNITY RESOURCES



LIVE IT

In Sarnia-Lambton your backyard includes:

- 16 art galleries, 6 museums, and 3 theatres
- 87% of residents enjoy a commute of 30 minutes or less
- More than a dozen locally owned and operated restaurants sit directly on the shores of Lake Huron & the St. Clair River
- The Cheers to the Coast Trail which includes eight craft breweries, wineries and cider houses
- Dozens of cultural celebrations and festivals
- 18 golf courses
- 93.6% of residents in the Sarnia-Lambton area have access to a regular healthcare provider
- More than 100km worth of off-road recreation trails for hiking, cycling, and walking



Home to 130,000 residents across 11 municipalities and three First Nations, the Sarnia-Lambton area is one of Canada's hidden treasures.

Situated on the southern tip of Lake Huron and the entrance to the St.Clair River, Sarnia-Lambton boasts more than 300km of waterfront access, two blue flag beaches, and more than 230 days a year with temperatures above 0* Celsius.

These natural amenities, combined with a low cost of living, make the Sarnia-Lambton area the ideal place to live, work, and raise a family.

RESEARCH AND INNOVATE IT



Lambton College has worked alongside the Sarnia-Lambton Economic Partnership, Western Sarnia-Lambton Research Park and other community partners to create a region of innovators working together to strengthen the local economy and meet demand for technology savvy employees.

Lambton College's strategic plan envisions the fourth industrial revolution, aligning College programs with what is going to be coming next. The fourth industrial revolution is expected to be marked by emerging technologies in a number of fields, including robotics, artificial intelligence, nanotechnology, quantum computing, industrial internet of things, fully autonomous vehicles, advanced wireless technologies, and additive manufacturing / 3D printing.

Top 3 ranked college in Canada for applied research culminating in 183 projects with 211 strategic partners, fueled by 261 intelligent researchers.

- 171% increase in international enrolment
- 603% increase in research projects
- Assisted with the development of 60+ prototypes, 300+ new and improved processes, technologies and services

Information Technology Programs at Lambton College

- E-Learning Design & Training Development
- Computer Programmer
- Computer Software & Database Development
- Cyber Infrastructure Specialist
- Wireless Networking
- Esports Entrepreneurship & Administration

Research and Innovation

Lambton College Research and Innovation works with its partners to develop a suitable working model ranging from direct research contracts to collaborative projects supported by public funding. Projects are led by researchers who are industry experts and involve students, thus providing a real-life applied research experience. By working with industry partners, faculty and students, this division ensures to keep pace with industry developments within the community and across the globe.

The Information Technology & Communications Research Centre (ITCRC), in partnership with industry, Lambton College is providing applied research support to meet information technology and software development needs of many diverse industries. In order to grow its capacity, Lambton established The Information Technology & Communication Research Centre, providing companies access to applied research, technical services, expertise, funding in the areas of Software Design & Development, Cloud Computing & VR and Big Data & Data Science.

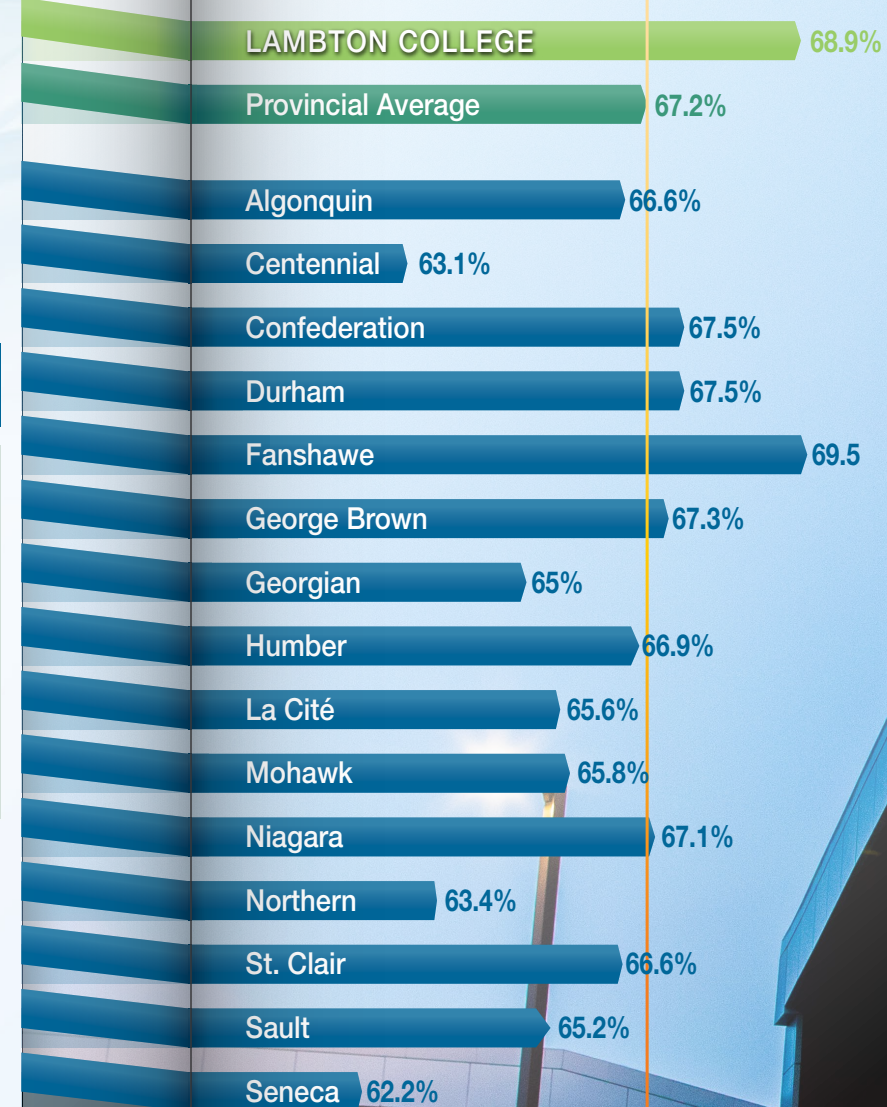
The Lambton Manufacturing Innovation Centre (LMIC) is Lambton College's frontline for industry innovation and supports the manufacturing and fabrication industry, business and organizations with access to expertise through applied research projects, innovation technical services and specialized training services. LMIC focus areas include advanced manufacturing, product testing and validation, automation and process optimization and product simulation and information technology for manufacturing applications.

The Cube is an entrepreneurship hub located at Lambton College that offers programs, services and guidance to entrepreneurs who are either starting or growing their business. Entrepreneurs are provided with business skills and knowledge to grow sustainable businesses by connections to business experts, industry supports and further education through social events, competitions and mentorship programs.



Provincial Graduation Rates

Info courtesy of Ministry of Colleges & Universities



The Esports industry is disrupting the traditional sports industry, attracting new audiences, using new media channels, and developing innovative and new business models.

The Esports Entrepreneurship and Administration is the first college level program of its kind in North America and provides a curriculum that encompasses essential sports business knowledge, including marketing, analytics, tournament and league management, special events management, accounting, communications, and industry software/hardware, game design & computer networking.

OVER 300 STUDENTS in IT based programs.

200% GROWTH in IT program enrolment between 2017-2019.

LOCATE IT

Located on the Canada/USA border in the heart of the Great Lakes Basin, Sarnia-Lambton is a cost-effective choice for businesses looking for efficient access to important markets in Canada, the United States (US) and Mexico. Through the United States-Mexico-Canada Agreement (USMCA), companies in Sarnia-Lambton have direct highway access to a market of nearly 400 million people.



Road

Sarnia-Lambton is served by a superb network of roads that connect the region to the Great Lakes industrial corridor, the United States, and Mexico.

Highway 402 travels throughout the Sarnia-Lambton area and connects directly with Highway 401, which is the busiest highway in Canada, while providing quick access to all other Ontario 400-series highways connecting the Province of Ontario.

The twin-span Blue Water Bridge border crossing is a key link between Canada and the United States. Strategically placed on the major trade and transportation corridors linking Ontario Highway 402 to U.S. Interstates, I-69 and I-94. The bridge is Canada's second-busiest crossing for commercial traffic, with over 1.5 million trucks and \$42.2 billion in road trade annually.

Dedicated car and truck lanes are available for cross border transportation via the Free and Secure Trade (FAST) and NEXUS programs allowing for pre-approved low risk importers, carriers, and drivers, to be cleared into either country with greater speed and certainty, and at a reduced cost of compliance.

Sarnia-Lambton is located within a one-day drive to 65 percent of the US market, and major Ontario and Quebec markets.

Air

Sarnia is well serviced by several regional and international airports, capable of delivering goods and people to any location in the world. The local, Sarnia Chris Hadfield Airport, which is owned by the City of Sarnia and strategically located along Highway 402, offers air cargo and daily passenger service connections to Toronto Pearson International Airport and is also a designated port of entry with customs services provided. London, Detroit, and Flint airports are all within an hour drive.



Energy

Bluewater Power & Hydro One

Bluewater Power is a community owned for-profit company, closely regulated by the Province of Ontario, providing services to approximately 35,000 households in the areas of Watford, Alvinston, Oil Springs, Petrolia and Sarnia. Similarly, Hydro One, Ontario's largest electricity transmission and distribution provider services all other areas within Lambton County.

Natural Gas

Enbridge Gas Inc.

As one of North America's largest utilities, they provide reliable distribution of natural gas to 3.7 million homes, businesses and industries across Ontario including all of the Sarnia-Lambton area. This is strengthened by a vast network of over 147,600 kilometres of underground pipeline including the Dawn Hub, which is one of North America's largest liquid natural gas trading hubs.

Telecommunications

The Sarnia-Lambton area is serviced by several telecommunications providers operating with the goal of providing fully redundant carrier-grade high speed fibre internet at competitive prices to both the residential and business community.

Southwestern Integrated Fibre Technology (SWIFT) Network

The Southwestern Integrated Fibre Technology (SWIFT) network is a partnership with municipalities and the Federal and Provincial governments looking to subsidize the construction of an open-access, high-speed broadband network. The project initiatives strives towards the goals of narrowing the digital divide to make rural Ontario more competitive in the information economy.

Telecommunication infrastructure is supported across the Sarnia-Lambton area through the following list of service providers:

Bell	bell.ca
Beyond Air	beyondair.ca
Bluewater Regional Networks	bregional.com
Brooke Telecom	brooketel.coop
Cogeco	cogeco.ca
EastLink	eastlink.ca
Execulink	execulink.ca
Merlink Communications	merlinkcomm.ca
Rogers	rogers.com
Start.ca	start.ca
Xplornet	xplornet.com

Water Supply

The Lambton Area Water Supply System (LAWSS) includes a direct filtration water treatment plant (WTP) with a maximum rated capacity of 181,844m³/day and 67,000m³ of storage capacity. The system accommodates 90% of Lambton County's water requirements, while the remainder of the region is supplied water through connections to the Petrolia-Bright's Grove Water Treatment Plant and the Lake Huron Primary Water Supply System.

Sarnia Marketplace Rental Rate Report

	Industrial (Office/Warehouse Flex Space)	Commercial Retail (Base Building)	Office (Finished)
Class A (New Construction)	\$10-12/sf	\$18-23/sf	\$20-30/sf
Class B	\$6-9/sf	\$11-17/sf	\$15-19/sf
Class C	\$3-5/sf	\$7-10/sf	\$9-13/sf

Source: Coldwell Banker Commercial Southwest Realty (June, 2019). All estimated prices are an approximate range of historical rental rates in the Sarnia-Lambton market for the past 12 months. All amounts are understood to be triple net leases, priced per square foot per year.

Sarnia-Lambton’s
Business & Research Parks

Sarnia-Lambton has several location options throughout the community including municipally owned business and industrial parks, as well as fully serviced sites with discounted power rates or specialized value-added services. Fully serviced land (with water, sanitary sewers, electrical and natural gas services) are available at very competitive rates; with excellent access to major highways as well as dependable infrastructure.

- Western Sarnia-Lambton Research Park
- Sarnia Business & Research Park
- Sarnia 402 Business Park

Housing and Rentals

- Average House Price - \$337,084.00 (2019 YTD)
(Source: Sarnia-Lambton Real Estate Board)
- 2-Bedroom Apartment Rental - \$910.00
(Source: CMHC, October, 2018 – Sarnia CMA)

Building Permit Information

- Total construction value: 2018 – \$317, 415, 023.55
2017 – \$270, 658, 239.93
- 17% increase in construction values from 2017-2018

- St. Clair Industrial Park
- Warwick Industrial Park
- Forest Industrial Park

- Chippewas of Sarnia Industrial Park
- Bluewater Energy Park *(owned and operated byTransAlta)*

• Savings of 35-40 percent on electricity cost due to “behind-the-fence” energy pricing

Key Contacts

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The Sarnia-Lambton Economic Partnership (SLEP) is the Economic Development Office for the County of Lambton whose mission is to provide the distinctive advantages that the Sarnia-Lambton area has to offer to companies and residents.

We want to help your IT business.

Connect with us at GrowIT@sarnialambton.on.ca to start the conversation.

