



TheCounty™

PRINCE EDWARD COUNTY • ONTARIO

Prince Edward County Community Investment Profile





The County™

PRINCE EDWARD COUNTY • ONTARIO



Contents



1 Place

4 - 9

*Introduction
History
People*



2 Lifestyle

10 -11

*Recreation
Farm to Table*



3 Business

12 -19

*Introduction
PELA CFDC
Local Labour Market
Education*



4 Economic Sectors

20 - 25

*Introduction
Tourism
Manufacturing
Agriculture
High Tech*



5 Infrastructure & Resources

26 - 30

*Telecommunications
Public Works / Utilities
Business Support Programs
Healthcare
Transportation
Housing & Real Estate*



6 Local Government

31

*Development Services
Community Development
Municipal Taxes*



The Prince Edward County Community Investment Profile was published by the Community Development Department of the Corporation of the County of Prince Edward.

For more information on locating your business in The County or for copies of the Guide:

Tel: 613-476-2148

Web: thecounty.ca or Email: cdd@pecounty.on.ca
332 Main Street, Picton, Ontario
K0K 2T0

Project Coordination:

Todd Davis
Community Development Coordinator

Guide Design and Development:

Vaughan Group
vaughangroup.ca

Photography:

© Daniel Vaughan & © David Vaughan All rights reserved.
Back cover: © Johnny CY Lam

Printed in Canada

No part of this Guide may be reproduced in any form without the written permission from the publisher.

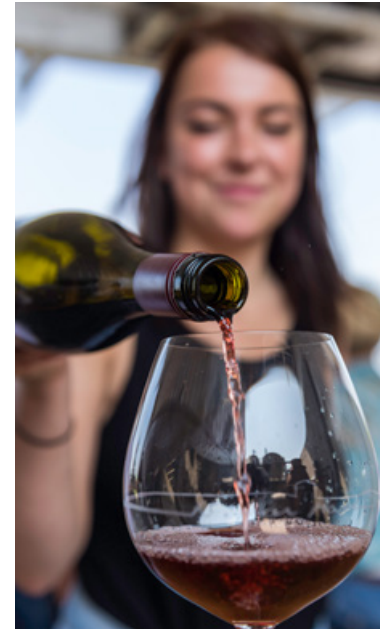
© 2016 The County of Prince Edward.
All rights reserved.



Mayor's Welcome

With a unique combination of rural charm and creativity, Prince Edward County has a way of capturing the hearts and imaginations of innovators, artists and entrepreneurs. The County's rural landscape is an extraordinary environment that encourages the establishment and growth of businesses from a wide variety of sectors. Our strong agricultural roots, natural beauty, unmatched arts scene, and thriving wine and tourism industries offer a unique environment for entrepreneurial activity that creates a sense-of-place like no other. Abundant community spirit and local support agencies provide a solid foundation to establish or grow your business, while offering an unmatched quality of life. On behalf of Municipal Council, I invite you to join us in The County, a hotbed of creativity and entrepreneurial spirit.

- Mayor Robert Quaiff





Place

Introduction

There is something special about Prince Edward County that you can't quite put your finger on. Our progressively-traditional roots and rustic-contemporary vibe come together to create a unique and undeniable charm that often boils down to simply being 'accidentally awesome'. Whether you're into food, wine, the great outdoors, the beach, art, theatre, artisan products, camping or just a relaxing getaway, The County, as it is lovingly referred to, has something for everyone.

Located on the shores of Lake Ontario, The County is a short drive and easy getaway from the hustle and bustle of Toronto, Ottawa and Montreal. We embrace local and we take an immense amount of pride in the fruits of our labour, whether it's a glass of local wine, a farm-to-table culinary experience, artistic creations or technological innovations.





Top 5 Strategic Advantages

- Quality of Life**—Opportunities to live an authentic life in a rural setting with many of the modern conveniences afforded to people living in urban centres.
- Location**—Centrally located in Eastern Ontario close to the major markets of Toronto, Montreal, Ottawa and Kingston.
- Education / Training**—Well-educated workforce that can access a broad range of educational opportunities regionally.
- Collaborative environment for Business and Enterprise**—A wide variety of not-for-profit business support organizations are available to assist all types of businesses.
- Well recognized and growing Brand**—Significant brand awareness regionally, nationally and internationally. Acknowledged as a top 50 international destination by Travel and Leisure magazine.

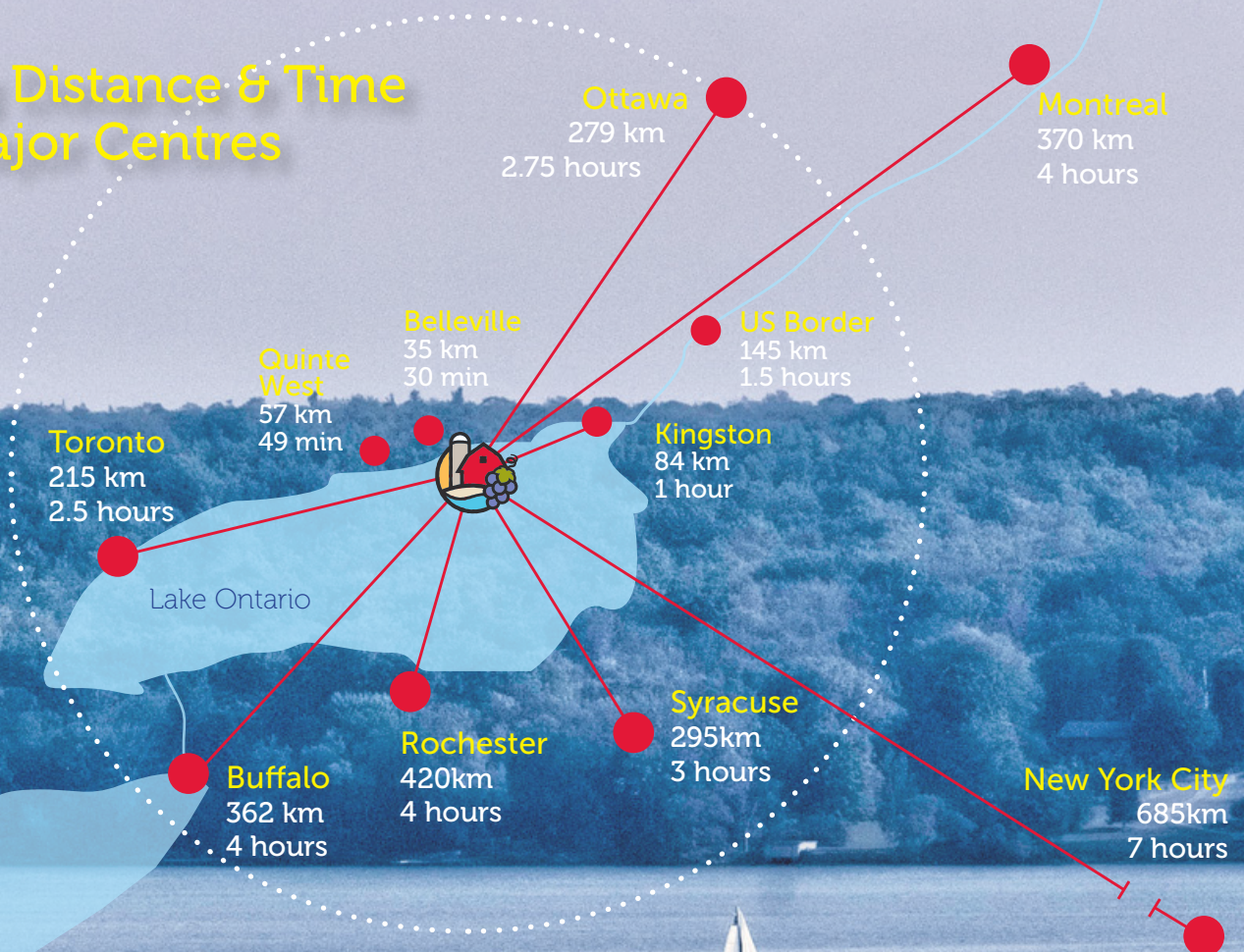


What's Outside Our Back Door?

- Ontario's Fastest Growing Viticulture Region**—More than 40+ wineries, vineyards and growing every year for the last 20 years.
- Location of Upper Canada Equity Fund and Innovation Centre**—Canada's largest start up/venture capital initiative; burgeoning entrepreneurial ecosystem.
- Tourism**—More than 650,000 visitors annually resulting in \$115.3 million in spending puts The County on a growth curve.
- Home of Sandbanks Provincial Park**—Top visited Ontario Provincial Park with more than 600,000 users annually.



Driving Distance & Time to Major Centres



County Fast Facts

Area: **1048.3 sq km** Shoreline: **800km**

Full time residents: **25,258** / With Seasonal Residents: **32,017**

Households: **12,055**

Prospective Labour Force: **100,000**

Source: Statistics Canada, 2011 Census of Population, Statistics Canada, 2012, Prince Edward, Ontario (Code 3513) and Ontario (Code 35) (table), Census Profile, 2011 Census, Statistics Canada Catalogue no. 98-316-XWE, Ottawa, Released May 29, 2012.



History

800 kilometres of shoreline and geological phenomenon like the Sandbanks and Lake-on-the-Mountain, provide spectacular backdrops for tales of the Huron and the Iroquois, the bold adventures of explorer Samuel de Champlain, the relocation of Loyalist refugees following the American Revolution, the growth of a local economy based on maritime and agricultural riches, and the daring feats of rum-runners during the Prohibition years. Even Canada's renowned first Prime Minister, Sir John A. Macdonald, called this special place "home" at the beginning of his law career.

People live in Prince Edward County because of its natural charm, its extraordinary restaurants and wineries, its entrepreneurial spirit and its talented artistic community. Woven through it all is a character steeped in history and a contemporary sense of progress and quality of life.

People

Prince Edward County is, and will always be, a friendly and rural community characterized by its people. County residents are here to live and be immersed in the opportunities this region provides. They come from all walks of life. They see a natural wonder and a way of life that's authentic, rewarding and unpretentious; a growing hub of creativity and innovation and a great place in which to work and do business.

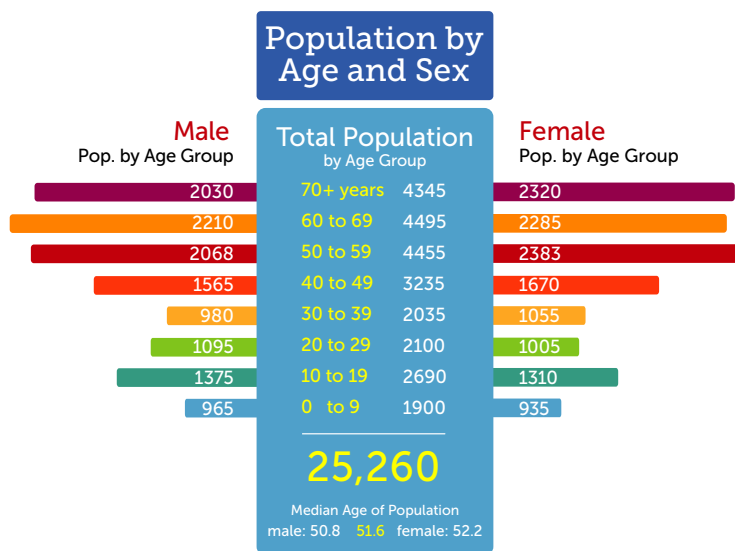




Breakdown by Age

The population in Prince Edward County has traditionally experienced slow, steady growth in all ranges.

The full-time population is expected to increase to:
34,755 by 2032 | 39,850 by 2052 | 43,560 by 2062.



Source: Statistics Canada, 2011 Census of Population, Statistics Canada, 2012. Prince Edward, Ontario (Code 3513) and Ontario (Code 35) (table), Census Profile, 2011 Census, Statistics Canada Catalogue no. 98-316-XWE, Ottawa, Released May 29, 2012. <http://www12.statcan.gc.ca/census-recensement/2011/dp-pd/prof/index.cfm?Lang=E> (accessed July 18, 2012).

Over this forecast period, population and housing growth will shift from the rural area to more urban areas. This growth will be predominantly felt in Wellington and Picton as these communities are expected to account for 51% and 23% respectively in projected new housing growth.

In the last census period from 2006 to 2011, there were above average increases in the 50+ age category and this reflects the community's attractiveness to seniors and retirees. The rise in this demographic will foster growth in the following sectors: **Health Care, Personal Services, Food/Wine, Arts and Culture.**

Recent improvements in telecommunication infrastructure are attracting individuals working in knowledge-based employment sectors.

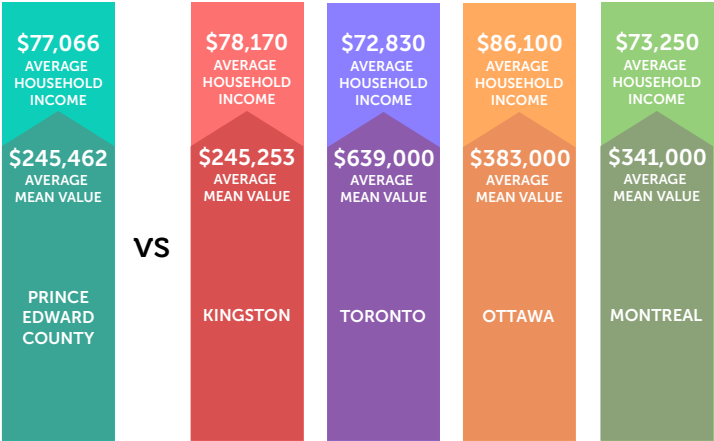
As the 50+ group continues to grow, it is expected that the rate of home-based employment will increase as semi-retired residents seek lifestyles which allow them to work in footloose industries on a full-time or part-time basis.

The County is also enjoying a renaissance of young professionals with families and young creative class workers, migrating to the area seeking authentic living opportunities. This is beginning to balance out the population demographics, creating a truly dynamic and diverse environment.

Household Income and Dwelling Value

The chart provides information on average household income along with the average dwelling value for Prince Edward County.

The County’s estimated 2012 average gross household income of \$77,066 is higher than nearby Belleville and Quinte West’s \$69,041. While Prince Edward County’s average cost of dwellings is in line with Kingston at just over \$245,000 making The County very affordable for our feeder markets of Toronto, Ottawa and Montreal.



Source: BMA Management Consulting Inc. 2012. Municipal Study.

Full Time and Seasonal Residents

The Municipal Property Assessment Corporation estimates that in 2011, Prince Edward County had 5,767 non-permanent residents, for a combined population of 32,017 people. A substantial portion of these people reside in seasonal homes that they own.

Who owns a vacation home?

Vacation home ownership is a strong indicator of high income and wealth.

Statistics Canada reports for Prince Edward County:

- Nine out of 10 vacation homes are owned by urban households
- The average age of a vacation home owner is 52 years
- 26% belong to households with children and 22% belong to seniors
- 52% are owned by couples without children and other household types





Lifestyle

Recreation

Prince Edward County boasts more than 180 acres of parkland for the enjoyment of residents and visitors. They have quick and easy access to world renowned attractions like Sandbanks Provincial Park, which contains the world's largest bay mouth barrier dune formation, three expansive sandy beaches that are among the best in Canada and is a hot spot for sailing, cycling, wind and kite surfing.

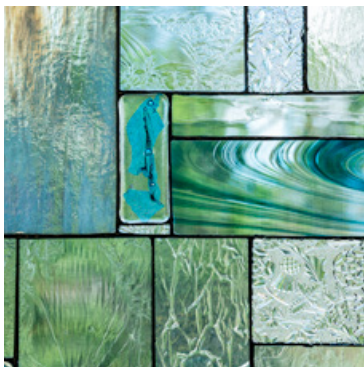
The parks system also provides sport fields consisting of baseball diamonds, soccer fields, trails, playgrounds and tennis courts. Many locations have waterfront access for launching boats, fishing, and swimming, picnicking and just enjoying the fantastic views of Lake Ontario or the Bay of Quinte.

In 2010, the Wellington and District Community Centre was opened with an NHL size ice rink, an indoor walking track, multi-purpose exercise room and an accessible community hall. This facility is home to the Wellington Dukes, our Junior A Hockey Club.

The Millennium Trail spans 49 km beginning in Carrying Place and terminating in Picton. The trail is an important off-road connection that links residents and communities along its entire length. The trail receives good use by walkers and hikers, snowmobiles, mountain bikes and ATV riders. maps.pecounty.on.ca/parksfinder

Farm to Table

The County is a rural hotspot for food and drink where locally sourced everything is a way of life. With over 40 wineries, a growing craft-beer scene, cider and spirits, your thirst will easily be quenched. Menus are ever-changing and are often inspired by The County's agricultural roots as well as our very own backyard—Lake Ontario. Follow the Taste Trail and discover some of the best food and drink in The County. Find a farm stand or farmer's market and talk to a farmer; after all, when you know where your food comes from, it tastes so much better.





Business

Introduction

Our increasingly diversified local economy is largely characterized by small companies and enterprises that employ fewer than 10 people. Incidentally this is a trend playing out through much of Eastern Ontario at this time. In 2012, excluding the businesses consisting of the self-employed—themselves small enterprises—there were over 470 businesses in The County that employ 1-4 people and a further 163 businesses that employ 5-9 people—almost 70% of all businesses.

The community recognizes the importance of small and medium size businesses to the local economy. We work together with regional, provincial and national partners to support the growth of professional service firms and knowledge-based businesses. One example is the recent improvement to broadband infrastructure in The County.

The County is now home to over 100 professional, knowledge-based service firms with over 80% located in Picton.

Prince Edward/Lennox & Addington Community Futures Development Corporation (PELA CFDC)

PELA CFDC is a community-based, not-for-profit corporation whose objective is to encourage local entrepreneurship and economic development. They specialize in providing business loans, grants and training. They are a team of experienced professionals that deliver free business counseling services, information and statistical analysis, and connections to their network of entrepreneurs, investors and community groups.

The role PELA CFDC play in Prince Edward County:

- Strategic Community Planning and Socio-Economic Development
- Empowering Young Entrepreneurs Program (EYE)
- Business Information and Planning Services
- Access to Capital
- Grant Funding through the Eastern Ontario Development Program (EODP)

pelacfdc.ca





Profile: The County Cider Company

Grant Howes
Food Producer – Cider
Est: 1995
Employees: 30 seasonal /
15 year round
Picton, Ontario
countycider.com



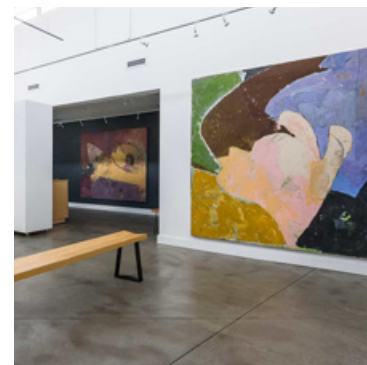
Local Labour Market

Professional services, agriculture and tourism all figure prominently in the area, with innovative light manufacturing, information technology and food processing businesses growing in both economic and employment significance. The growth of viticulture and the wine producing industry, exponential interest in the local food movement and the development of a strong and growing agri-tourism sector has made Prince Edward County a primary tourism destination now and for years to come.

Labour Force Status

Total Population - 15 yrs and older	21,605
Population in the Labour Force	11,890
Employed	10,885
Unemployed	1,005
Not in the Labour Force	9,715
Participation Rate %	55.0
Employment Rate %	50.4
Unemployment Rate %	8.4

Source: Statistics Canada, Canadian Business Patterns Data, June 2014.





"Really great brand, good people, a smart under-utilized work force. Wonderful lifestyle. What are you waiting for?"—Grant Howes

The County Cider Company & Estate Winery is a family-operated estate winery specializing in mouth-watering hard ciders. Carefully crafted from the best apples grown on their family farm and nearby orchards, their ciders are made with 100% pure apple juice. Recognized by experts, peers and consumers for more than a decade for producing ciders of the highest quality, no trip to Prince Edward County is complete without a visit to The County Cider Company.

Labour Force Key Indicators

The County offers some of the most competitive wages (ranging on average from just over \$10.25/hour to \$22.00/hour for skilled labour) and is home to a labour force that is 11,890 persons strong. As illustrated on page 14, The County's labour participation rate can be attributed to its aging population and its attraction of residents over 55 years of age for quality of life opportunities. The unemployment rate is reflective of the provincial average with the rate of employment a reflection of the participation rate.

In addition to Prince Edward County full-time residents, labour can be drawn from a 40-50km radius around the region. Over 100,000 strong, this labour force represents a population base of more than 200,000 skilled and unskilled, motivated people.





Profile: Kick Ass Media

Chris Crawford

Multi Media

Est: 2007

Employees: 10

Bloomfield, Ontario

kamedia.ca



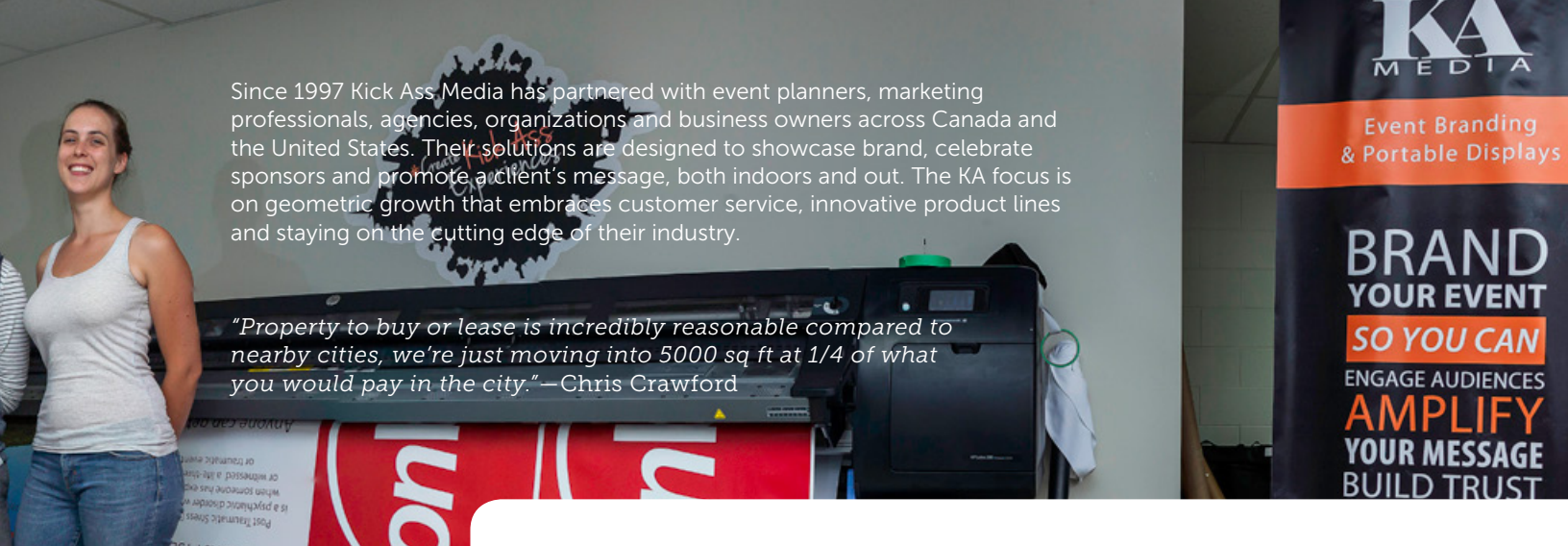
Labour Force by Occupation

As of 2012, the largest occupational category, as measured by employed workers over the age of 15, was sales and service occupations. This is followed by occupations in trades, transport and equipment operators and related fields.

Businesses and industries that support the growing population of senior citizens are flourishing in Prince Edward County and are poised for continued growth in the years to come. Housing, services and businesses that support this group represent a substantial opportunity for business.

The area has a strong agriculture base and increasingly new business ventures are based on the popular local food movement, the burgeoning wine, brewing and distilling industries and enterprises specializing in agriculture and agri-food products.





Since 1997 Kick Ass Media has partnered with event planners, marketing professionals, agencies, organizations and business owners across Canada and the United States. Their solutions are designed to showcase brand, celebrate sponsors and promote a client's message, both indoors and out. The KA focus is on geometric growth that embraces customer service, innovative product lines and staying on the cutting edge of their industry.

"Property to buy or lease is incredibly reasonable compared to nearby cities, we're just moving into 5000 sq ft at 1/4 of what you would pay in the city."—Chris Crawford



The increasing global demand for Canadian food products and the Premier of Ontario's challenge to double the sector's exports by 2020 has created an opportunity for business ventures with significant growth potential. Funding Programs: omafra.gov.on.ca

Finally, as the only Canadian destination on **Travel & Leisure Magazine's** list of top 50 places to visit in the world, tourism is both central to the economy and representative as the area with greatest growth potential.

PEC Labour Force by Industry



Education

Prince Edward County provides a broad range of business opportunities and a diversely skilled labour force. This combination has made The County an attraction for those seeking an alternative to large urban centres while still allowing its residents the freedom to work in many different fields.

Prince Edward County identifies and appreciates the need for a strong education base for its children, employees and residents. We have forged strong partnerships with the local education system and regional post-secondary institutions. Our primary post-secondary partner, Loyalist College, is a short 30-minute drive from Picton.

Loyalist College

Loyalist offers over 60 career-focused post-secondary programs in the areas of architecture and building sciences, biosciences, business and management studies, health and human studies, justice studies, media studies and skills training.

Programming varies in length and includes one-year post graduate and certificate programs, two and three year diplomas and a collaborative nursing degree program offered in partnership with Brock University.

Loyalist is a proud local partner that is flexible enough to offer recruiting assessment, workplace learning and specialized training programs for organizations and individuals. Programs can be customized to meet specific training needs ranging from management to new skills for workers. loyalistcollege.com

Regional Post-Secondary Education

St. Lawrence College, Kingston: St. Lawrence College focuses on world-class education, delivered through state-of-the-art multimedia classrooms, access to computer laboratories, expanded library facilities and much more. Small class sizes, hands-on study and a faculty with a wide range of industry experience help students get the most from their education. Current program offerings ensure students are equipped with the skills and knowledge to be in demand in the workforce. stlawrencecollege.ca



Profile: Hickory Homes Ltd.

Kyle & Christie DenOuden
Housing Contractor
Est: 2007
Employees: 7
Picton, Ontario
hickoryhomes.ca

Founded in 2007, Hickory Homes is owned and operated by Kyle and Christine DenOuden. A full service design-build company, they specialize in residential buildings. When starting out, they saw an opportunity to build a business and raise a family in an up and coming area. Looking forward, they see a bright future with steady growth and a community of people that looks out for each other.



Queen's University, Kingston: Queen's University is a community, 170+ years of tradition, academic excellence, research and beautiful waterfront campus made of limestone buildings and modern facilities. Queen's is one of Canada's oldest degree-granting institutions, and has influenced Canadian higher education since 1841 when it was established by Royal Charter of Queen Victoria.

Queen's balances excellence in undergraduate studies with well-established and innovative graduate programs, all within a dynamic learning environment. It is a full-spectrum, research-intensive university that conducts leading-edge research in a variety of areas, including:

- Computational science and engineering
- Globalization studies
- Mental health
- Basic and clinical biomedical sciences
- Healthy environments and sustainable energy systems
- Social issues such as surveillance, poverty and bullying

queensu.ca

Prince Edward Learning Centre (PELC): Prince Edward Learning Centre is dedicated to helping adult learners acquire the skills needed to achieve their personal learning and employment goals. The centre offers training and academic upgrading that is self-paced and uses traditional and digital learning strategies. Programs are funded by the Ministry of Training, Colleges and Universities (MTCU), Service Canada and the Ministry of Economic Development, Employment and Infrastructure and are one of over 300 literacy and basic skills development facilities across Ontario. pelc.ca



"We both grew up and have family here in PEC and saw an opportunity to build a business and raise a family in an up-and-coming area."
— Kyle DenOuden



Economic Sectors

Introduction

Prince Edward County has emerged in recent years with an integrated rural economy that supports a broad range of small-scale entrepreneurs and creative economy-based businesses. Some of our growing sectors showing notable strengths are agri-business, tourism, high tech, media, knowledge-based industries, arts and culture enterprises.

Although much of the business and entrepreneurial activity takes place in the commercial cores of the County's largest settlement areas including Picton, Bloomfield, Wellington and Rossmore, local business growth is increasing in homes and on farms. This is a trend found in small urban and rural communities across Ontario.

Top Five Projected Growth Industries

These five industries have shown the largest amount of growth or created the largest number of jobs from 2009-2015:

- 1 Accommodations and Food Services
- 2 Agriculture, Forestry, Fishing and Hunting
- 3 Professional, Scientific and Technical Services
- 4 Health Care and Social Assistance
- 5 Retail Trade

Source: Employees & Self-Employed-EMSI 2015.3

Tourism

The County attracts considerable tourism traffic during the summer due to Sandbanks Provincial Park and the burgeoning wine and craft-brewing industries. This adds a level of vibrancy and activity unique in Eastern Ontario. It is The County's "quality of place" experience and proximity to Kingston, Ottawa, Montreal and the

Greater Toronto and Hamilton Area that draws new visitors to the region. This has resulted in new business ventures including restaurants, artisans, unique retail experiences and a growing culinary sector based on the growth of local food culture and the wine industry.



Major Events

Jazz Festival
Maple in the County
Taste Community Grown
Canada Day
The Great Canadian Cheese Festival
PEC Music Festival
The Maker's Hand
PEC Lavender Festival
CLIC Photo Show
Terroir
Wassail
PEC Studio Tour
Art in the County
Comedy Country
Firelight Lantern Festival

Attractions

Sandbanks Provincial Park
Lake on the Mountain
North Beach
Ameliasburgh Pioneer Village
Macaulay Heritage Park
Mariner's Park Museum
Rose House Museum
Wellington Heritage Museum
Birdhouse City
Glenora Ferry

Total visits 2012 | 658,877

An increase of 35.5% from 2011 when total visits were 445,102

Same Day Visitors

Account for

60%

or 393,172

Same Day Visitors
spend an average of **\$75**
per person per visit

Overnight Visitors

Account for

40%

or 265,704

Overnight Visitors
spend an average of **\$191**
per person per visit

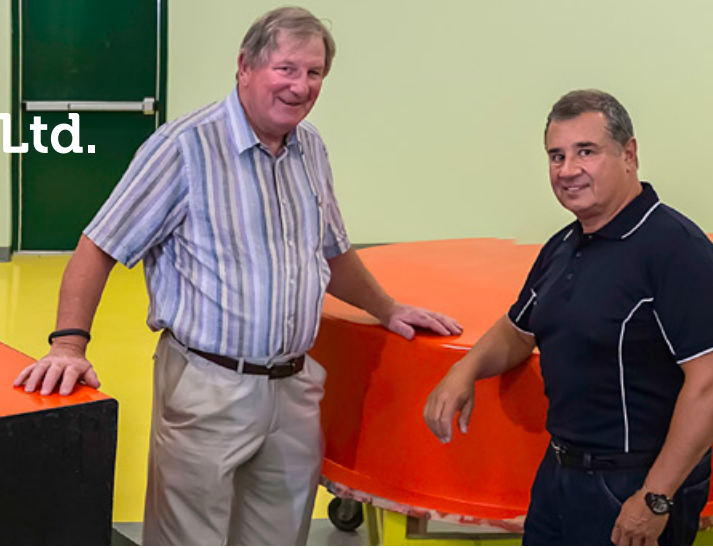
Total Visitor Spending: **\$115.3 million**

Source: The Ontario Ministry of Tourism, Culture and Sport 2012



Profile: Universal Fan & Blower Ltd.

Arnold Robb & David Skinkis
Manufacturer – FRP Composite Fans
Est: 1988
Employees: 10
Bloomfield, Ontario
universalfan.com



Manufacturing

Small-scale niche and advanced manufacturing is thriving in The County. Proximity to three major markets in Ontario and the Canada-United States border makes Prince Edward County an ideal place to locate.

Prince Edward County has a long history of food processing and manufacturing. Whether it is the making of cheese to the canning of vegetables this tiny Ontario place was known as “The Garden County of Canada” and responsible in 1941 for shipping 1,500,000 cases of tomatoes or 43% of the total produced in Canada.

Today, the manufacturing industry has transitioned to more advanced manufacturing techniques that draw on a well-educated workforce, commitments to research and development, and an international reputation for being honest and reliable in business.

We are globally competitive, with strong links to post-secondary education facilities in Belleville and Kingston. We have entrepreneurs that are comfortable with international markets and local businesses constantly pushing the boundaries to produce new innovations.

We have many great opportunities to work alongside businesses that are growing in food and beverage manufacturing, advanced manufacturing and the high tech industry.



"A most accessible location for the body and mind to operate."
—Arnold Robb

Providing quality fans and blowers since 1988, Universal Fan and Blower has become recognized internationally for the design, manufacturing, assembly and testing of FRP (Fiberglass Reinforced Plastic) composite fans. Respected by their peers for products of the highest quality and possessing a great belief in their human resources makes this a true Prince Edward County success story.

Agriculture

Agri-business in Prince Edward County consists of enterprising people with creative sensibilities. We have a thriving agri-business community with diverse opportunities ready for the taking. There are numerous traditional agriculture opportunities, from our many large-scale farms and orchards, to small-scale vegetable growing operations. As of the 2011 Census, there were a total of 477 farms and approx. 53,000 hectares of active farm land in The County.

A visit to any farm will reveal a passionate community of growers and collaborators who value the soil as our agricultural wealth. The County has always been a diverse group of growers from traditional grain commodities, to vegetable, fruit and specialty produce farms popping up all over the countryside.

What makes The County truly special is our burgeoning food community. Today, we have become a rural hot spot for food and drink where locally sourced everything is a way of life. It is typical for local chefs to work with area growers to craft menus from locally sourced in-season items. The result is a vibrant community of over 40 wineries, a growing craft beer scene, cider and spirits, and a burgeoning specialty grains scene.



High Tech

The Upper Canada Equity Fund is an early stage equity investment fund, that will co-invest over a two-year period with First Stone Venture Partners (FSVP) in 25 technology ventures that will locate in The County.

Unlike traditional venture capitalists who focus on company sale/exit for investment return, First Stone Venture Partners and PELA CFDC have created a \$10 million private-public co-investment model with the goal of building sustainable companies to boost economic diversity in rural Ontario.



Investment Objectives

The objectives of the Upper Canada Equity Fund are to:

- Provide equity capital for the start-up, growth and expansion of innovative businesses
- Contribute to the economic diversification and sustainability of the region
- Create long-term employment, high value jobs and opportunities for youth to return to our rural community
- Develop a mechanism for public-private partnership in the commercialization of innovation
- Achieve long-term capital appreciation through identification, selection and nurture of investment opportunities



Profile: WhistleStop Productions Inc.

Stacey & David Hatch
AV Production
Est: 1989
Employees: 10
Picton, Ontario
whistlestop.tv

As the owners and operators of a boutique television production company, creating programming for markets around the world, the decision to relocate to Prince Edward County was a total lifestyle choice. The opportunity to live in a supportive small town community and the natural beauty of the area right in your backyard make The County a place where people want to live.

Investment Strategy

The Upper Canada Equity Fund will invest in companies that:

- Are in the seed, early, or expansion stage of development
- Create employment opportunities in Prince Edward County
- Require an equity investment between \$250-500K
- Operate in knowledge-based industries with high growth potential

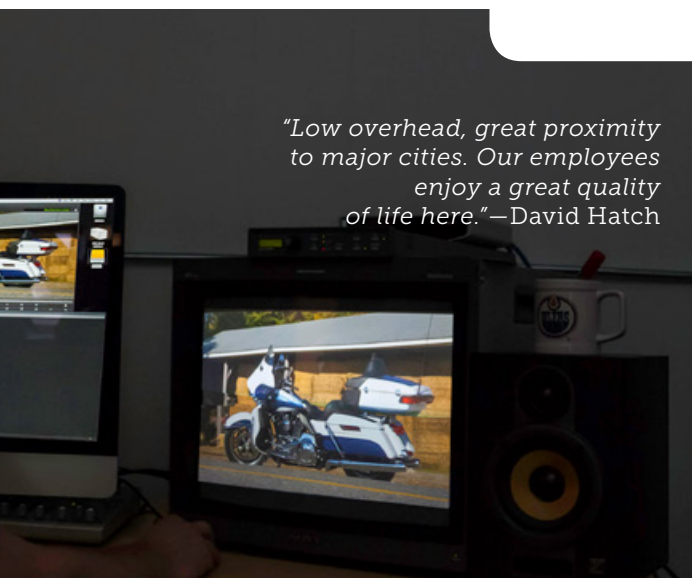
An important element of the investment strategy is the creation of value that occurs after the initial investment is made. The Upper Canada Equity Fund and its private sector partners, First Stone, will work closely with portfolio companies in the development of business strategies, assembly of management teams and boards of directors, identification and pursuit of strategic partners and execution of business plans.

Ryerson

Ryerson University works collaboratively with Prince Edward/Lennox & Addington Community Futures Development Corporation (PELA CFDC), First Stone Venture Partners (FSVP), and the Eastern Ontario Regional Network (EORN) to promote research and technological innovation. They attract and accelerate start-ups and advance economic development in Prince Edward and Lennox & Addington Counties and the Eastern Ontario Region broadly.

The collaboration brings together the expertise of Ryerson in entrepreneurship and its support of company creation, as well as leading research into bridging the gap between innovation and adoption with Eastern Ontario's top public and private organizations. These firms are already driving economic growth and entrepreneurship through investments, training, incubation of start-ups and the promotion of diversification of the region through growth of tech-focused companies.

"Low overhead, great proximity to major cities. Our employees enjoy a great quality of life here."—David Hatch





Infrastructure and Resources

Telecommunications

The Eastern Ontario Regional Network (EORN) installed a fiber optic backbone in 2012 that connects over 11,800 homes and businesses to high-speed Internet.

Plans are in place to both increase area coverage and connectivity speeds to 100mbps in many areas. Those areas that are unable to get service due to terrain issues can connect through satellite service.

All major telecommunications service providers are available in Prince Edward County, including Bell, Cogeco, Rogers and Eastlink. Cogeco has currently installed fiber optic cable for top connectivity speeds in the Picton Industrial Park and at the MacFarland Home development property. Visit the Eastern Ontario Regional Network website to check service availability in your area. eorn.ca

Public Works / Utilities

Blending rural and urban opportunities, The County concentrates its water and wastewater services in the settlement areas of Picton and Wellington. Partial municipal services are available in Bloomfield, Rossmore, Ameliasburgh and Consecon. The balance of our rural areas are serviced on private wells and septic systems.

The municipality maintains and services over 1,000 km of roads in all seasons and oversees landfills and residential waste collection. Natural gas is available in limited areas throughout Prince Edward County provided by Union Gas. To ensure that natural gas service is available to you, please contact Union Gas. uniongas.com

Prince Edward County offers reliable and economical electricity through Hydro One. Detailed information can be obtained on rates and services available. hydroonenetworks.com

Business Support Programs

The Prince Edward County Community Development Department is proud to partner with a number of federal, provincial and local organizations that provide business support programs to businesses large and small.

Small Business Centre (SBC)

The Small Business Centre offers assistance to entrepreneurs at all stages of business development; start-up, operations and expansion. They provide anonymous consultations, a business information resource centre and business registration services. In collaboration with a number of partners, the SBC coordinates an annual job fair and assists with facilitating a wide variety of relevant workshops for local businesses. The SBC also offers a number of youth entrepreneur programs including Summer Company for student summer businesses and Starter Company for young adult entrepreneurs.
smallbusinessctr.com

Prince Edward County Chamber of Tourism & Commerce (PECCTC)

PECCTC partners with the municipality to operate a visitor information centre that is located at 116 Main Street, Picton, providing accommodation information, ideas for activities and opportunities to experience all that Prince Edward County has to offer visitors. Beyond visitor services, the Chamber is the voice of business in the community monitoring issues that affect business and providing a voice for business to local, provincial and federal policy makers. pecchamber.com

East Central Ontario Training Board (ECOTB)

The ECOTB's prime focus is on local labour force development. They conduct research, data collection, consultation, analysis and reports on the local workforce requirements. Based on their findings,

they work with our community partners to develop events, projects, activities and resources that are timely and appropriate to our local needs. focusontraining.com

Business Associations

Business Associations oversee the improvement, beautification and maintenance of designated downtown areas. These associations are also established to promote the area as a shopping or business destination.

The County has four of these organizations in its various settlement areas to offer resources to its businesses.

Picton: experiencepicton.com

Wellington: discoverwellington.ca

Bloomfield: bloomfieldontario.ca

Consecon: consecon.ca

Career Edge

Career Edge has connected more than 1,000 leading Canadian employers with a diverse pool of quality candidates to help meet their immediate and long-term demands for talent. All of our program registrants are pre-screened, university or college educated and many are multilingual. Career Edge can connect you to the right talent with the right fit for your organization.

careeredge.on.ca



Healthcare

Prince Edward County provides a full range of health care and wellness services to its 25,000 residents and visitors. Emergency care is provided through Prince Edward Memorial Hospital with specialized services available through the Quinte Health Care Corporation and its various regional sites in Quinte West, Belleville and Picton. The South-East Local Health Integration Network has indicated their desire to develop a new hospital that is currently in the planning stages and it is anticipated that this project will be complete by 2027.

The Prince Edward Family Health Team is home to 24 family physicians and a number of enhanced health service providers. Many of the doctors are welcoming new patients and this group is committed to co-locating on the same property as the proposed new hospital.

Age in Place

In recognition of the County's aging population, in 2012 the Municipality developed an Age-in-Place concept that encourages developers to build a variety of housing and health care facilities in one location, allowing seniors to 'age-in-place'. The idea is to support and enable people's transition from fully independent living, to respite care, to assisted living, to fully supervised care with medical assistance.

H.J. McFarland Memorial Home Long Term Care Facility

The H. J. McFarland Memorial Home located in Prince Edward County is an accredited non-profit Long Term Care Facility operated by the Corporation of the County of Prince Edward and the Ministry of Health and Long Term Care. The 19,000 square foot facility is home to 84 residents, requiring varying degrees of care.

As a non-profit facility, they are also committed to provide services to help area seniors remain in their own homes as long as possible.

The Home provides a Meals on Wheels program every Monday and Thursday for the community and hosts the Adult Day Care Program which is operated by the Victorian Order of Nurses every Tuesday and Thursday.



Transportation

Roadways

There are five entry points to Prince Edward County, providing easy access from the east and west. Refer to Map on page 11 for access information.

Freight / Courier

Several local and national courier services operate in Prince Edward County offering convenient and affordable standard and custom shipping options. In addition, more than 15 large transportation companies, including custom transporters, are located in the area.

Ferry

Travellers from Kingston can access Prince Edward County by Glenora Ferry on Highway 33 east. The FREE ferry departs from Glenora 365 days a year. For an up-to-date schedule, visit: mto.gov.on.ca

Airport

Picton's airport is privately owned and located on the southeast side of Picton. The airport is used for private small planes. Airport Management c/o Loch-Sloy Business Park: 613-476-3064

Canada's largest Air Force Base, 8 Wing Trenton, is located just 10 minutes north of Prince Edward County.

Kingston - Norman Rogers Airport

International Airports for passenger and cargo traffic are located in Toronto, Ottawa and Montreal.

Trains

Passenger: VIA RAIL at 220 Station Street in Belleville is located 10 minutes from Prince Edward County and 25 minutes from Picton. For further information: viarail.ca

Freight: A short 30km from Picton, there is ready access to miles of track network operated by CN or CP Rail.

Commercial Marine Transport / Harbours / Marinas

Picton boasts a natural, deep water harbour where large boats can be easily accommodated.

The County of Prince Edward offers marina / harbour boat launch options.

Contact: County Customer Service 613-476-2148
Picton Marina and Harbour, 1 Head Street, Picton

Picton Terminals

Dock depth: 31' (9.44m), Dock length: 300 m

No general restrictions of any sort.

Tugs not required by Picton Terminals.

24 hr 7 days a week loading and unloading facilities.

Shore crane 30 MT lift capabilities, reach capabilities 28 m.

Top loading/unloading gearless vessels via clam 1000

MT/hr. Conveyor loading system 2000 MT/hr.

MARSEC level 1 site.

Customs bonded

Office: 613-386-3033 ext. 32

pictonterminals.ca



Prince Edward County Permit Activity			
Year	Permits	Work Value	New Home Builds
2013	706	\$48,369,247	76
2014	743	\$48,914,190	91
2015	804	\$76,921,875	100

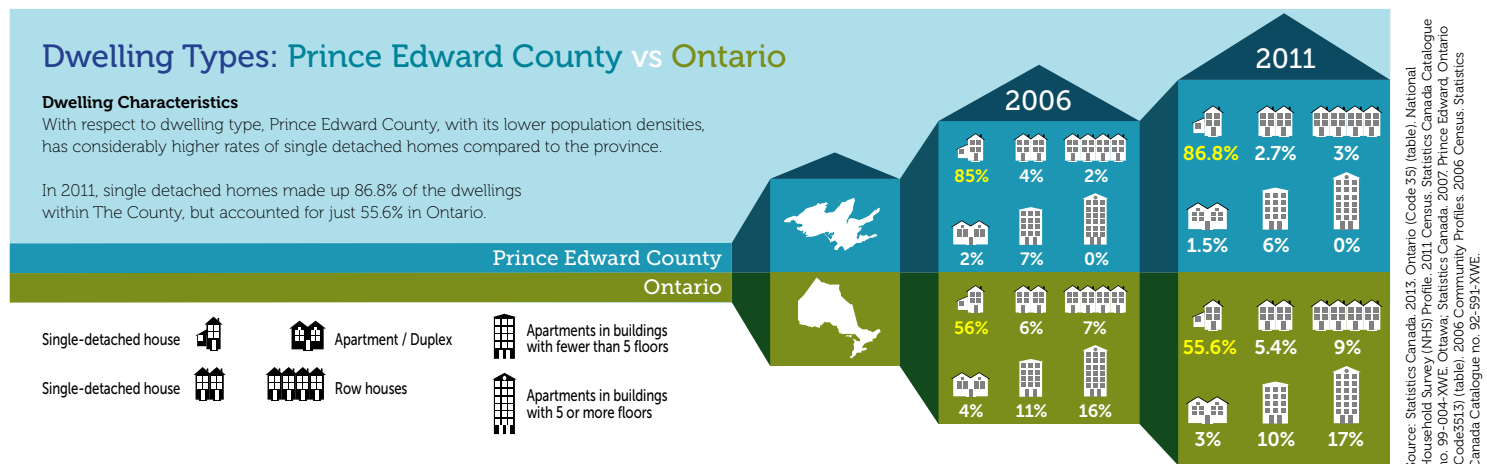
Source: The County Building Department

Housing and Real Estate

There is a vibrant real estate market in The County with many nationally recognized agencies represented to assist you in finding the perfect place to live. From lakeside settings and gorgeous country views to quaint villages and small urban communities, The County has a wide range of housing options to choose from. Detached single family homes, semi-detached, apartments, town/row housing and condominium options are available and exist predominantly in the settlement areas that have municipal water and sewer servicing. In 2014, there were 529 properties sold in The County, representing an average sale price of \$256,451 with a total sale price of \$135.7M for all properties sold.

Development Related Fees

Building permits for residential development are \$100 + \$8 per square meter of floor area or a part thereof. Areas where water and sanitary connection fees are levied in the full and partial service areas of The County include a 50% reduction in development charges through 2016.





Local Government

Development Services Group

The group is responsible for delivery of planning, building, and engineering services that impact the prosperity and liveability of the municipality. These services are provided by a professional team of land use planners, building code officials, engineers and support staff. The group provides professional land use planning advice and assistance, and prepare and maintain all land use planning policies/plans. Further, they implement these policies through timely development review ensuring public and stakeholder involvement. Beyond land use planning the group also issues permits, reviews building plans and conducts on-site inspections while also administering the Ontario Livestock Compensation Program.

Community Development Department

The department works in collaboration with the Development Services Group, other municipal departments and numerous other community partners to create the positive conditions that enable business growth and development. The Development Services

Group and the Community Development Department work in concert with one another to provide investors and the public, a one-window approach to access municipal services relating to economic and community development.

Municipal Taxes

In 2012, The County had the lowest property taxes as a percentage of household income at 3.4% when compared to Quinte West, Northumberland County and Belleville. The municipality collects property taxes on behalf of The County of Prince Edward and the Province of Ontario (education taxes). Each level of government is responsible for its own tax rates.

For assistance with any of your business or development needs, please contact:

613-476-2148 thecounty.ca cdd@pecounty.on.ca

What are you waiting for?



Contact us about locating your business in The County!
613-476-2148 | thecounty.ca | cdd@pecounty.on.ca