



KINGSTON

— Economic Development —

invest

Annual report

2022 | Kingston Economic
Development Corporation

Pages

Mission & vision	2	Attraction & aftercare	12
Values & principles	3	Supporting existing businesses	16
Message from the CEO	4	Start-ups & entrepreneurship	20
Message from the Chair	4	Economic indicators	24
2023 Board of Directors	5	Job growth by industry	25
Meet the team	6	Statement of financial position	26
2022 Impact	7	Statement of operations	27
What we do	8	Community leadership	28
Kingston’s assets	10		

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Mission

Provide dynamic and collaborative leadership by leveraging Kingston’s unique assets to create jobs and investment in order to sustain, grow and transform Kingston’s economy to meet the needs of the 21st century. We aim to be one of Canada’s leading economies.



Vision

We envision Kingston as an innovative city where private and public enterprises thrive, individuals and entrepreneurs grow, and a diversity of people want to visit, live, work and do business. We aim to be one of Canada’s leading sustainable economies.

innovative



Values & principles

The Kingston Economic Development Corporation is committed to:

- // Openness, transparency and accountability for the use of all public funds;
- // Highest standards of professional conduct;
- // Diversity, inclusion and equity in all operations and programming;
- // Organizational excellence through efficient and effective operating procedures;
- // Strong commitment to the best practices of corporate governance;
- // Recognition of climate and planetary emergency and reduction of greenhouse gases.



Diversity, equity & inclusion

We believe diversity drives innovation. Kingston Economic Development employs, supports and builds an inclusive culture that encourages and celebrates the diverse voices of our businesses, entrepreneurs, and the communities we serve.

Kingston Economic Development endorses the City of Kingston’s Inclusion Charter.



Land acknowledgement

Kingston Economic Development Corporation acknowledges that we are situated on the traditional homeland of the Anishinaabe, Haudenosaunee and the Huron-Wendat and thank these nations for their care and stewardship over this shared land. Kingston Economic Development Corporation is committed to improving and strengthening relationships with Indigenous peoples and all residents to pursue a united path of reconciliation and economic prosperity.



Message from the CEO

Donna Gillespie

I am pleased to present the annual report for Kingston Economic Development Corporation for the year 2022. We have made remarkable progress advancing our Integrated Economic Development Strategy, which has led to attracting new investment to the region while also supporting the growth and expansion of existing businesses.

We continued to attract new businesses in our priority sectors of health innovation and sustainable manufacturing while also supporting the growth and expansion of existing businesses. We have announced the expansion of SnapCab, Coca-Cola Canada Bottling Limited and Sensient Technologies Corporation, all of which have made significant investments in their facilities



Message from the Chair

Anne Vivian-Scott

As we reflect on the accomplishments of Kingston Economic Development Corporation in 2022, we are proud to have achieved several significant milestones in our mission to promote economic growth and prosperity in the Kingston region. Despite the challenges presented during the pandemic, we have remained steadfast in our commitment to creating a thriving business environment in Kingston.

Our efforts have not gone unnoticed, as we have been ranked #1 small city in Canada for our Startup Ecosystem by StartupBlink and a top Canadian city to invest by *Site Selection* magazine. This achievement underscores our commitment to innovation and entrepreneurship in the region and our business-friendly community.

and operations in Kingston. Recent wins for the region including the \$1.5B Umicore manufacturing facility planned for Loyalist Township and Li-Cycle's plans to develop their international Centre of Excellence in the new Clogg's Road Business Park continue to solidify our dominance in this emerging EV battery space.

We were also excited to have received funding of \$3.78M to facilitate the Canada Digital Adoption Program, which will help local businesses adapt to new technologies and stay competitive in a rapidly changing economy. In addition, new funding to support main street businesses' continued recovery from the pandemic through My Main Street and Digital Main Street has allowed us to offer increased levels of support and financing for our hardest hit sectors.

Overall, I am proud of the progress we have made in the past year and am excited about the opportunities that lie ahead. On behalf of the team, we look forward to continuing to work with our partners to promote economic growth and prosperity in Kingston as one of Canada's leading economies.

As a Board, we have remained committed to advocating for infrastructure to ensure that as Kingston's economy grows, we have the supports and services in place to meet current and future needs. We work hard to stay abreast of economic trends and the needs of Kingston businesses, and we place utmost importance on partnership with multiple levels of government, post-secondary institutions and our business community.

None of this would have been possible without the hard work and governance of our volunteer Board of Directors supporting a dedicated team of professional economic developers. We are proud to be a 50-30 organization with 50 per cent gender parity among our board and staff and 30 per cent representation of equity seeking groups. We are also a living wage employer and are committed to economic equity and a welcoming culture in which to operate.

As we move forward into 2023, we will continue to pursue new opportunities for economic growth and work tirelessly to support Kingston's bright economic future.

2023 Board of Directors

Thank you for outgoing Board of Directors Councillor Jeff McLaren and Wayne Hill, who served in 2022.

Anne Vivian-Scott

Chair

President & Chief Executive Officer, Kinarm

Cathy Campbell-Wilson

Vice Chair

Vice President, Bechtel

Peng-Sang Cau

Treasurer

Vice President, ATS Automation

Shan Jhamandas

Secretary

Global Sales & Marketing Manager, IPG Phptonics

Lanie Hurdle

Ex-Officio

Chief Administrative Officer, City of Kingston

Dr. Yafan Huang

Cheif Executive Officer, Performance Plants Inc.

Patrick Egbunonu

Dean, St. Lawrence College, Faculty of Business & Community Services (Interim)

Dr. Wanda Costen

Dean, Smith School of Business

Sanjay Jain

Fiberglass Operations Director, Latham, The Pool Company

Megan Knott

Ex-Officio

Executive Director, Tourism Kingston

Bryan Paterson

Mayor, City of Kingston

Gary Oosterhof

Councillor, Countryside District

Conny Glenn

Councillor, Sydenham District

Jimmy Hassan

Councillor, Trillium District

Gillian Watters

Ex-Officio & Past Chair

Program Director, KEYS Employment & Newcomer Services

Meet the team

Donna Gillespie
Chief Executive Officer

Shelley Hirstwood
Director of Business Development

Abdul Razak Jendi
Investment Manager,
Sustainable Manufacturing

Ben McIlquham
Investment Manager,
Health Innovation

Rob Tamblyn
Business Development Manager,
Small & Medium Enterprises

Norman Musengimana
Business Development Manager,
Start-ups & Entrepreneurship

Kirk Smallridge
Operations Manager & Corporate
Secretary of the Board of Directors

Nour Mazloun
Marketing & Communications Manager

Dejhana Sandes
Administration & Programs Coordinator

Meghan Baryliuk
Research Assistant

Sara Giraldo Hoyos
Digital Business Advisor

Meg Hewitt
Administrative Assistant

Victoria Condln Smallridge
2022 My Main Street Ambassador

Pam Fountas
2022 My Main Street Ambassador

Simon Denford
2022 Summer Company Coordinator

2022 Impact

>

568

Business Inquiries

>

99

Events Hosted

>

29.9

Acres of Business Development Land Sold

>

80

Active New Investment Opportunities

>

748

Persons Attending Events

>

\$27.8M

Value of Commercial/Industrial Building Permits Issued

>

126

Investment Leads Generated

>

166

Businesses Supported with Grants

>

\$28M

Value of Residential Building Permits Issued

>

505

Business Consultations Provided

>

\$550K

Value of Grants to Businesses

What we do

Kingston Economic Development strives to keep the city’s growing economy healthy and ready to meet the challenges of the 21st Century. Our team is devoted to letting the world know that Kingston is open for business — and to helping the companies that take us up on our invitation achieve success.

Attract new business

We reach out to businesses across the country and around the world, in search of companies that are a good fit for our community with a focus on health innovation and sustainable manufacturing.

Support existing business

We help local businesses of all sizes grow and prosper in Kingston. We provide consultations, resources, microgrant programs and access to professional expertise. In 2022, we launched a Business Transition program to support business owners looking for succession planning support to mitigate national retirement trends. We are also committed to supporting local employers with direct access to talent through and as program partners with Queen’s Career Apprenticeship: Kingston and Global Skills Strategy.

Foster local startups

We help new companies with bright ideas to set down roots in Kingston. We support hundreds of new enterprises each year as one of 54 small business enterprise centres in the province and provide training and funding programs like Starter Company Plus and Summer Company. Additionally, we focus on attracting foreign entrepreneurs by developing start-up bootcamps and international soft-landing pads through partnerships such as the Kingston-Syracuse Pathway and Eastern Ontario Innovation Corridor.

Secure investment to support Kingston business

We work with government partners at all levels to service current needs and keep abreast of future trends in business. As part of COVID-19 response and recovery initiatives, we dispersed \$2.1M direct to business grants we have also received funding to facilitate My Main Street, Canada Digital Adoption Program and Digital Main Street.

We were also a partner in Queen’s WE-CAN program aimed at delivering support and services to women entrepreneurs; and Health Innovation Kingston’s bid to attract even more health-oriented start-ups to the area.



Kingston's assets

Every day, Kingston Economic Development's team promotes the benefits that our city offers to entrepreneurs, businesses and investors.

We're sharing Kingston's value proposition — the long list of assets that the city offers to companies considering putting down roots here. We're also showcasing the reasons why Kingston continues to flourish and rising to a leading position in Canada's economic landscape.

Our innovative business ecosystem

With over 100 active start-up companies in its growing business portfolio, Kingston has earned a reputation as a hub for business innovation. StartupBlink, an international business research centre, ranks us as 9th in Canada (183rd globally) in the Global Ecosystem Index Report for its startup ecosystem. Notably, Kingston is the leading small city (100,000 – 500,000 population) for its startup ecosystem. Kingston's innovating entrepreneurs are surrounded by a community of likeminded peers in various stages of success, and supportive programs that provide funding, mentorship, workspace and laboratory-to-production resources.

Our strong sectors

Kingston has companies working in a multitude of fields, but its two fastest growing sectors are health innovation and sustainable manufacturing, both of which support dozens of companies that are breaking new ground and reaching global markets. Their presence and the infrastructure that supports them have great appeal to compatible companies looking for community.

Kingston's Health Sciences Centre, a network of hospitals, health services and research labs dating back to the 1830s, is the hub of our medical sector; the city's largest medical technology company is Octane Medical. Octane's five commercial divisions have a global reach through their international partnerships. Swiss bio-science giant, Lonza manufactures the Cocoon Technology in Kingston that allows hospitals to create patient-specific cellular implants.

Meanwhile sustainability is the driving force behind a new generation of manufacturers who insist on blending economics with conservation and environmentalism in the food, chemical processing and electric vehicle industry. The resource reclamation system that EV battery recycler Li-Cycle developed in Kingston is now being replicated in several other locations across North America. This spurred Umicore, Ucore and Cyclic Materials to invest in our region.

Our geographics

Kingston's location, equidistant from Toronto, Montreal, Ottawa and Syracuse, has serious appeal to any company that wants ready access to the 130 million people who live within a day's drive of the city. And our proximity to a major land border crossing at Ivy Lea has given us an advantage promoting ease of access into American markets.

Modern, serviced business parks for light industry have so far served the facility needs of new arrivals, with room for expansion in the future. Completion of the Waaban Crossing, Kingston's new east-west bridge across the Cataraqui River, will provide an important artery between city districts. The region's lakes and natural countryside attract both tourism operators and a growing work force interested in leaving large, crowded cities behind. Relative to population size, the Kingston region is Canada's most popular tourist destination.

Our workforce

With a local population quickly approaching 200,000, Kingston offers businesses a wide spectrum of workers with a broad range of education qualifications and work experience. Steady sources of new employees include St. Lawrence College and Queen's University that add thousands of people to the Canadian workforce each year, many with advanced degrees and technical qualifications. (Queen's University has 27,000 students in attendance; St. Lawrence College has almost 7,000 full-time and 20,000 part-time students.) Kingston has the second highest number of earned PhD degrees in Canada.

Additionally, many former military members with a variety of skills return to Kingston in search of new careers after leaving the armed forces. A significant number of the city's post-secondary alumni also return to Kingston in mid-career. While many of the city's 6,000 international post-secondary students remain in Canada and the Kingston region, those who return home carry stories of Kingston's business potential around the globe.

Job seekers have access to several employment resources, including KEYS, a publicly-funded employment office with 90 employees which also organizes job fairs for companies looking to hire workers. Queen's University and St. Lawrence College offer several different internship, summer work experience and placement programs.

innovate

Attraction & aftercare

We had a very successful year in 2022, continuing to generate leads and attract businesses to Kingston and the surrounding region.

We have provided support in areas such as talent attraction and retention, financing and access to government incentives. Our team has also worked to foster a culture of innovation and entrepreneurship, supporting the growth of the region’s tech and startup sectors.

Looking forward, the team remains committed to driving economic growth in the region and helping businesses succeed in a rapidly changing global marketplace. We will continue to leverage our expertise and resources to attract and retain high-quality businesses, foster innovation and entrepreneurship and support the ongoing development of Kingston’s economy.

Global recognition

Kingston has been ranked as a top place to invest by *Site Selection* magazine for the third year in a row. The city was recognized for its strong economic growth, business-friendly environment and strategic location. This ranking highlights the ongoing efforts of Kingston Economic Development and its partners to attract and retain investment in the region.

We were ranked the Top Small City in Canada for our Startup Ecosystem and as the 9th best city for startups in Canada, according to the 2022 StartupBlink report. The ranking takes into

account factors such as startup ecosystem strength, business environment and access to funding. Kingston’s strong showing is a testament to the city’s growing startup scene, which has seen significant growth and investment in recent years.

Resonance Consultancy, a leading destination development and marketing company has recognized Kingston as one of Canada’s top cities for economic growth due to our exceptional opportunities and attractions as well as its extensive park system and diverse cultural offerings. This acknowledgment underscores the city’s dynamic cultural landscape, ample green spaces and historic significance, positioning it as an ideal location for living, working and visiting.

Our organization’s efforts have also not gone unnoticed, as we were recently awarded the Gold Rank in the Regionalism and Cross-Border Collaboration category from the International Economic Development Council (IEDC) 2022 Excellence in Economic Development Awards. This award recognizes our success in facilitating cross-border partnerships and supporting the growth of businesses in Kingston and beyond. Kingston was the home of the first annual Kingston-Syracuse Pathway Conference on Health Innovation in June 2022, which brought together leaders in business and academia to explore opportunities for collaboration and growth.



Business awards

Canada Royal Milk (CRM) won the top award within the Innovation in a New Era category as presented by the Canada China Business Council (CCBC) at the 8th Canada China Business Excellence Awards. The Innovation in a New Era is presented to a CCBC member organization that has demonstrated resilience and innovative approaches to its bilateral business over the past three years. CRM has achieved a significant milestone in commercial production by establishing long-term partnerships with Ontario Goat Dairy Cooperative (ODGC) and Producteurs de lait de chèvre du Québec (PLCQ). This partnership marks a significant milestone for CRM, enabling the growth of commercial goat milk powder production, utilization of both production lines and expansion of the workforce.

MetalCraft Marine was named *WorkBoat Magazine*’s 2022 Significant Boat of the Year! Manufactured primarily in Kingston, Ontario, thousands of hours were spent constructing this innovative design and the result is the 32 MPH, 182,000lb FireCat 25M catamaran fireboat. The award is considered one of the most prestigious in the workboat industry.

International relationships

Kingston Economic Development had the honour to host diplomatic delegations from Japan, Germany, Greece, Iceland, Denmark, Austria, Belgium, Spain, Switzerland, Portugal, Slovenia and Malaysia in 2022. The visits are part of the office’s initiative to promote investment attraction and cooperation to support bilateral trade and foreign direct investment in Kingston. Kingston remains a gateway for global companies seeking successful expansion in Canada and North America.



EV battery sector investments

Li-Cycle, a Canadian-based company that specializes in lithium-ion battery recycling, announced its plans to establish a Centre of Excellence in Kingston, Ontario. This investment will create approximately 100 jobs in Kingston over the next three years, further strengthening Kingston’s position as a hub for innovation and technology. The establishment of Li-Cycle’s Centre of Excellence in Kingston will also provide a boost to the local economy and support the development of a sustainable supply chain for lithium-ion batteries.

Belgium-based multinational circular materials technology company Umicore has announced plans to invest \$1.5B to build an industrial-scale cathode and precursor materials manufacturing plant. The facility will manufacture critical components for electric vehicle (EV) batteries, supporting Ontario’s vision of building an end-to-end EV supply chain in the province and becoming a North American hub for future car production. The near-carbon-neutral plant will provide employment for around 1,000 people during the construction phase and several hundred in operations. This investment represents an important step forward in Ontario’s goal to develop a vertically integrated battery supply chain to support large-scale EV production in North America.

Voltari Marine Electric partnered with the City of Kingston to install Canada’s first EV boat supercharging station at the city’s Confederation Basin Marina. The e-Pump supercharger, which uses a CCS J1772 plug familiar to drivers of electric cars, delivers a 160Kw charge, making it the fastest marine EV charger in North America at this time.

Health Innovation sector investments

Kingston has emerged as a hub for innovation in biotech, med-tech, health informatics and life science, due to its access to advanced technology, a highly educated workforce and world markets. Theia Markerless is a motion capture company that was launched in Kingston, Ontario in 2019. Their revolutionary technology uses artificial intelligence to convert “markerless” video of people into 3-D skeletal motion, making it possible to track human movement outside of complex laboratories. The company has collaborated with Queen’s University on two funded projects to assess movement deficits related to neurological disorders and osteoarthritis.

Novari Health is a software provider that has developed a platform focused on shortening hospital waitlists. The platform identifies specialists within a hospital network, tracks wait times, assists patient triage, and generally balances the load of incoming service requests. The company has undergone explosive growth in Ontario, Nova Scotia and Manitoba since the COVID-19 pandemic threatened to overwhelm the Canadian healthcare system.

Neuractus is a start-up founded by Queen’s University resident physician Andrew Lingard. The company is developing a drug treatment for neurological diseases like epilepsy and Huntington’s. The university’s Partnership and Innovation office is helping with intellectual property issues, and the Dunin-Deshpande Queen’s Innovation Centre is offering advice and early funding. Lingard has also launched a second enterprise called Armistic Biotherapeutics to develop an immunosuppressive cell therapy for organ transplant recipients. These innovative companies have been able to grow in Kingston due to its world-class institutions and entrepreneurial opportunities, making it an attractive location for talent looking to build their future success.

invest

Supporting existing businesses

We put a lot of energy into bringing new investors and companies to Kingston, but we equally support the interests of Kingston’s growing business community through a variety of programs and services.

With focus of the past few years on pandemic survival and recovery, we have seen a renewed emphasis on local business expansions and growth.

Local expansions

Kingston’s economy has experienced significant growth in 2022 with existing companies growing such as the expansion of Sensient Technologies Corporation’s natural colour production capabilities at the company’s River Street facility. Sensient invested over \$400,000 in advanced natural colour dispersion equipment, adding new jobs over several phases to support growing production. This investment demonstrates Sensient’s continued commitment to Kingston as a strategic location to serve its customers in Canada and the United States.

Coca-Cola Canada Bottling Limited has officially opened a new distribution facility worth \$1.5M in the St. Lawrence Business Park. This facility will serve as the central hub for the distribution, merchandising and sale of over 400 Coca-Cola products across Eastern Ontario. The company currently employs more than 80 staff to support these operations and the new facility is expected to enhance efficiency and further strengthen the company’s market presence in the region.

SnapCab is expanding its Kingston manufacturing facility. The expansion plan is a phased approach to meet the increased demand for safe, private workspaces from employees returning to work after the pandemic. The expansion will add an additional 18,000 square feet to the existing 36,000 square-foot building.

In 2022, TECTA-PDS was acquired by IDEXX Water Testing, a leader in the field of water microbiology testing. Since 2003, TECTA-PDS has developed an effective and reliable automated water testing solution and has grown to expand its customer base in more than 50 countries. The TECTA solution is the only rapid, automated and EPA approved microbiological testing system for drinking water, allowing results to be delivered to laboratories more quickly and effectively.





Preparing for new market entry

Kingston Economic Development hosted a successful Trade Webinar series in 2022, aimed at helping local businesses expand their reach and explore new markets in Mexico, Germany, Japan and United Kingdom. The series covered topics such as international trade agreements, export opportunities and customs regulations. With expert speakers and informative sessions, the Trade Webinar series provided valuable insights and tools for businesses looking to grow their global footprint.

Business support programs

Kingston Economic Development launched My Main Street, a program designed to support small businesses in Kingston’s downtown and Williamsville/Inner Harbour areas. The program provides training, \$10,000 grant and resources to help local business owners recover from the impacts of COVID-19 and support the economic growth for main streets in Ontario. The program was funded by the Economic Developers Council of Ontario.

2022 My Main Street Participants:

- | | |
|---------------------------|---------------------------------|
| // BSE Skateboarding | // Daft Brewing |
| // Kingston Frameworks | // Gaby’s Café |
| // Midori Gifts | // Go Green Baby |
| // The Screening Room | // The Elm Café |
| // The Keep Refillery | // Chartreuse Flower Works |
| // Churn Small Batch | // Lauren Kaufmann – The Studio |
| // Curate Social | // Pizza Monster |
| // Hoopla Press & Gallery | // Daughter’s General |
| // Onefold Home | // 5678 Dance Studio |
| // Whiskey & Rosé | // TULA Café |

The Queen’s Career Apprenticeship: Kingston program celebrated five years of providing a platform and incentive to support new graduates from the arts, humanities and social science disciplines at Queen’s University launch their first career in Kingston. The program has launched over 45 new careers in Kingston since 2018 and has generated over \$2.5M in payroll from an initial investment of \$400,000. The program has been successful in Kingston and has expanded to six other Canadian communities.

380 women participated in the four WE-CAN programs offered by Kingston Economic Development over the last 3 years, supporting women entrepreneurs in our region. The project, made possible through funding from the Women Entrepreneurship Strategy (WES) Ecosystem Fund through FedDev Ontario and led by Queen’s University Office of Partnership and Innovation, aimed to strengthen the entrepreneurship ecosystem and provide new programs and services to underrepresented groups of women entrepreneurs.

Kingston Economic Development and St. Lawrence College launched Texture with Confidence, the first upskilling hair stylist training of its kind in the region. The program was funded by Skills Development Fund with a focus on diversity and inclusion in the hair styling industry. Free training was made available for local industry stylists and apprentices seeking to advance their skills on all hair textures.

grow

Start-ups & entrepreneurship

We are proud to offer free consultations, workshops and resources to businesses.

The Kingston Economic Development team is able to support businesses in 9 different languages: English, French, Arabic, Turkish, Spanish, Burundian, Swahili, Kinyarwanda and Lingala.

Digitizing businesses

Kingston Economic Development has received a grant of \$211,638 to deliver a two-year Digital Main Street program, which provides free tools and support to small business owners in Kingston and the surrounding area to digitally transform their businesses. Our Digital Business Advisor is available to meet with brick-and-mortar small businesses to help them complete an online assessment and offer one-on-one assistance with basic website setup, Google Business Profiles, social media presence and more. We also assist qualified small businesses in developing their Digital Transformation Plan and applying for a \$2,500 Digital Transformation Grant. The program has supported hundreds of businesses since 2018, and with this renewed investment, it will continue to offer free digital marketing support to local businesses.

Kingston Economic Development has been chosen by the Federal Government to deliver the Canada Digital Adoption Program Grow Your Business Online for Kingston, Frontenac, Lennox & Addington, and Gananoque. The program aims to help small businesses digitize and take advantage of e-commerce opportunities by providing micro-grants of up to \$2,400 to cover costs associated with adopting digital technologies. Eligible businesses will also receive support and advice from a network of E-Commerce Advisors. The program will receive \$3.78M over the next three years, helping up to 160,000 small and medium-sized enterprises grow their business online and boost their existing business technologies.

venture



Regional collaborations

Kingston hosted the regional meet-up for the Small Business Centres (SBC) Ontario Network Conference in 2022. The conference brings together managers, business advisors, and teams from all 54 SBC locations, as well as industry leaders and partners from throughout the province. The regional meet-up was an opportunity to stay updated on emerging technologies and trends and network with colleagues from the region. Norman Musengimana, Business Development Manager – Start-Ups & Entrepreneurship is a member of the SBC Ontario Board of Directors.

Kingston hosted the Economic Developers Association of Canada’s (EDAC) Annual Conference in September, 2022. The annual EDAC conference brings together community leaders, economic development professionals and entrepreneurs from across the country to share innovative ideas and solutions to local challenges. Kingston Economic Development organized tours of Kingston’s manufacturing facilities for colleagues of Canada Royal Milk and Spearhead Brewing during the conference. At their Annual General Meeting, Shelley Hirstwood, Director of Business Development was appointed to the EDAC Board.

Kingston Economic Development hosted the Economic Developers Council of Ontario’s (EDCO) Board of Director’s meeting in September 2022. Nour Mazloun, Marketing & Communications Manager is an EDCO director and was awarded the prestigious Diversity, Equity and Inclusion Influencer of 2022 award.



Supporting young entrepreneurs

Ten local students in Kingston launched their first enterprises with businesses ranging from creative industries, mobile applications, professional services to manufacturing. Kingston Economic Development delivered the 2022 Summer Company program, which is provincially funded for youth in high school or post-secondary school. Participants received \$3,000 to start their business venture and received hands-on mentoring and training from local business leaders. The young entrepreneurs attended a weekly virtual business bootcamp, where they received valuable insights on starting and sustaining a new start-up, business plan templates, and information on cash flow projections.

2022 Summer Company Participants:

- // Amy Van Nest – Custom Creations by Amy
- // Ben Tripp – HulFlo
- // Claire Brackenbury – Heartfelt Cards
- // David Li – Riftium
- // Dax Tompkins – R&D Lawn Care
- // Imogen Lawford-Wickham – FireScape
- // Jake Moodie – Gigli Inc.
- // Kayleigh Treverton – Kayleigh Treverton
- // Mike Pierce – OCT Tutoring Company
- // Seham Kettaneh – Taita's

Launching new ventures

Twenty-one entrepreneurs in Kingston were selected for the 2022 Starter Company Plus program, receiving training and a micro-grant to start or grow their business venture. The program is funded by the Government of Ontario and provides successful applicants with business training, coaching, and up to \$5,000 in micro-grants based on the strength of their business plans and pitches to a panel of community judges. Participants attended a virtual business bootcamp covering topics such as market research, digital marketing, small business financing, and hiring practices.

2022 Starter Company Plus recipients:

- // CI Academy by Cleopas NCube
- // Churn Small Batch by Richard Polk
- // Core Woodcraft by Jaz Perry
- // Cozy Company by Brooklyn Benn
- // Crop Circle Gardens by Brent Sindall
- // Curate Social by Christine Ray Bratt
- // Doozy Deez Donuts by Lindsay Nielsen
- // EZ Flow Spas by Cameron Gard
- // Essentials by Anja Cahill
- // Island Yurt by Linda Belisle
- // Just Poke it Studio by Leela Bruce
- // Kingston Driving School by Peeresh Jolly
- // Little Friday by Ciara Roberts
- // LL Contracting by Matt Benoit
- // Miriam Lyon by Miriam Lyon
- // SENS CAFÉ by Pierre Tardiveau
- // The Coffee Plant Café & Boutique by Chelsea Gutzman
- // The Good Home Company by Kaitlan Dixon
- // The R.E.A.L. Life Coach by Tammy Doreen
- // Tristan Adams & Associates by Tristan Adams
- // WiseMoves Kingston by Erin O'Brien

start

Economic indicators

Economic indicators

Economic indicator	2019	2020	2021	2022e	2023	2024	2025	2026
Real GDP at basic prices (2012 \$ millions)	8,818	8,370	8,770	9,050	9,153	9,384	9,544	9,703
Total employment (000s)	84	80	81	87	88	89	90	91
Unemployment rate (per cent)	5.4	8.5	7.5	5.7	5.7	5.4	5.1	5.0
Household income per capita (\$)	47,229	49,460	50,058	53,015	54,546	55,715	56,935	58,076
Population (000s)	175	177	177	179	181	184	186	188
Total housing starts (units)	1,256	1,041	1,371	746	987	1,027	1,075	1,118
Retail sales (\$ millions)	2,641	2,520	2,656	3,034	3,047	3,146	3,210	3,271
CPI (2002 = 1.000)	1.375	1.384	1.432	1.529	1.582	1.616	1.649	1.682

Shaded area represents forecast data. For each indicator, the first line is the level and the second line is the percentage change from the previous period. Sources: The Conference Board of Canada; Statistics Canada; CMHC Housing Time Series Database.

Real GDP ranking (Out of 24 CMAs)

City	2022 Ranking	2023 Ranking	2024 - 2027 Ranking	2018 - 2027 Ranking
Kingston	#17	#21	#17	#19

Credit quality

City	Rating
Kingston	AA

Relative cost of shelter (versus national avg.)

Homeownership (2021)	0.85
Rental (Oct 2021)	1.20

Job growth by industry

Sector	2021 Jobs	2022 Jobs	% Change
Total employment	81.1	87.1	3.7%
Manufacturing	4.6	3.7	-19.6%
Construction	5.5	7.4	35%
Primary and utilities	0.9	1.1	20.3%
Wholesale and retail trade	10.1	11.8	16.9%
Transportation and warehousing	2.2	3.1	40.9%
Information and cultural industries	1.6	1.5	-9.5%
Finance, insurance, real estate, business, building, and other support services	8.3	6.8	-17.5%
Professional, scientific and technical services	5.2	4.6	-11%
Educational services	9.8	11.9	21.8%
Health care and social assistance	14.4	15.7	8.6%
Arts, entertainment and recreation	2.5	2.2	-11.2%
Accommodation and food services	5.6	6.0	7%
Other services (except public administration)	2.7	3.1	13.5%
Public administration	7.7	8.3	8.2%

Statement of financial position

As at December 31, 2022
with comparative
information for 2021

Assets	2022	2021
Current Assets		
Cash	\$ 1,155,367	\$ 953,603
Investments*	310,474	203,996
Accounts receivable*	404,516	271,173
Harmonized sales tax recoverable	44,673	30,084
Prepaid expenses and refundable deposits*	26,118	24,169
	1,941,148	1,483,025
Investment in PARTEQ Angel Network*	10,000	10,000
Capital assets*	56,088	79,797
	\$ 2,007,236	\$ 1,572,822
Liabilities		
Current Liabilities		
Accounts payable and accrued liabilities	\$ 120,838	\$ 335,034
Due to the Corporation of the City of Kingston*	318,626	193,533
Deferred revenue*	559,895	114,511
	999,359	643,078
Deferred contributions related to capital assets*	21,000	35,000
	1,020,359	678,078
Fund Balances		
Investment in capital assets*	35,088	44,797
Board restricted - PARTEQ Angel Network*	10,000	10,000
Board restricted - Business retention and expansion*	50,000	50,000
Board restricted - COVID-19 response and recovery*	–	34,267
Unrestricted surplus	891,789	755,680
	986,877	894,744
	\$ 2,007,236	\$ 1,572,822

*To view notes and full audited financials statements visit investkingston.ca

Statement of operations

Year Ended December 31, 2022

	2022	2021
Revenues		
Contributions from the Corporation of the City of Kingston*	\$ 1,481,961	\$ 1,461,500
Provincial government contributions*	623,836	373,583
Federal government contributions*	523,881	409,079
Partnership revenue and corporate investors*	122,527	681,783
Amortization of deferred contributions related to capital assets	14,000	14,000
Interest	30,785	6,476
	2,796,990	2,946,421
Expenses		
Accounting and legal*	55,490	45,611
Advertising	186,831	204,022
Amortization	37,504	34,210
Bank charges	5,093	4,802
Events and meetings	72,334	81,965
Grant disbursements*	385,146	1,426,805
Information technology support*	25,486	15,236
Insurance	8,991	8,507
Memberships and licenses	62,069	53,011
Office and miscellaneous	22,562	29,818
Professional contractors	372,179	369,819
Professional development	5,899	7,018
Rent*	70,339	70,339
Salaries and benefits*	1,138,683	786,612
Sponsorships and donations*	206,890	188,875
Telephone	6,677	3,238
Travel	42,684	16,242
	2,704,857	3,346,130
	\$ 92,133	\$ (399,709)
Reserve transfer for Kingston Pandemic Relief Fund	–	\$465,733
Deficiency of revenues over expenses	\$92,133	\$66,024

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Community leadership

Thank you to the community leaders who have served on the Kingston Economic Development Corporation’s Board of Directors.

Your leadership and dedication to growing the Kingston community and supporting our initiatives over the past 20 years has been invaluable.

Abramsky, Jay	2004-2006
Aldridge, Don	2018-2020
Allen, Richard	2016
Allinson, Bill	2002-2006
Armitage, John	1998-1999
Bahner, Elizabeth	1998-2000
Bell, Robert	1998-2000
Bennett, Gary	1996-2001
Berg, Sandy	2011-2014
Boehme, Ryan	2019-2020
Bradfield, Barbara	1996-1997
Burnside, Bob	1996-1997
Byrnes, Dean	2009-2015
Campbell, Bill	1998-2001
Carnegie, Dave	2016-2021
Case, Don	1998-2004
Chapelle, Simon	2019
Clark, Bob	1996-1997
Cleary, Randy	2006-2007
Dalton, Peter	2017
DaSilva, Ryan	2021
DeMora, Joe	2001-2006
Downs, Rick	2011-2012
Dubey, Shai	2006-2009; 2013-2016
Foster, Lenore	2001-2006
Foster, Nancy	2007-2009

George, Bittu	2004-2006
George, Kevin	2017
Gerretsen, Mark	2007-2008; 2011-2014
Gibson, Jim	2011-2013
Gibson, Sandra	2013-2016
Gilmore, Paul	1996-1997
Girvin, Doug	2000-2001
Gray, Bill	2007-2008
Green, Douglas	2011-2013
Hawkins, Joe	1998-2001
Hector, Dorothy	2007-2009
Hill, Wayne	2020-2022
Holmberg, Carl	1996-1997
Holland, Mary Rita	2021
Hood, George	1998-2005
Hutchison, Rob	2007-2009
Jardine, Peter	1998-2001
King, Garry	2009
Koven, Adam	2013-2014
Kraus, Peter	2012-2016
Lobb, Richard	1998-2000
Macleod, Dave	2013
MacDougall, Gord	2007-2009
Mackenzie, Hugh	2001-2002
McLaren, Jeff	2014-2015; 2022

Merkley, Peter	1998-2006
O'Driscoll, Niall	2014-2016
Pineault, Judith	2015-2019
Proctor, John	2014
Rebelo, Venicio	2004-2006
Reid, Peggy	1996-1998
Reitzel, Brian	2013-2014
Robinson, Bernie	2001-2006
Rosen, Harvey	2004-2007
Ross, Brad	2005-2007
Rutenberg, David	2007-2009
Shannon, Greg	2015
Sheridan, John	2018-2021
Schmolka, Vicki	2009
Smith, Ed	2010
Smith, Curtis J	2007-2008
Stoparczyk, George	2001-2004
Sugrue, Tim	2009
Sutherland, George	2001-2006
Turner, Isabel	1996-1997; 2001-2004
Wandschneider, Bo	2015-2017
Weary, Lorne	2000-2001
Wells, Debi	2007-2010
Winton, Derek	2007-2010

KINGSTON

— *Economic Development* —

Kingston Economic Development Corporation

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