

# BUSINESS UPDATE

AUGUST 2007



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## High-Tech in Cambridge

This issue features three local companies; JOMAR Softcorp, Medshare and Lone Wolf Real Estate Technologies. These companies are examples of the growing interest in high-technology, and high technology companies locating to Cambridge.

## Lone Wolf Real Estate Technologies

Lone Wolf Real Estate Technologies traces its own beginnings as a software company back to 1987, when the first version of its software went live. As a practicing chartered accountant, it was natural for company founder Lorne Wallace to bring to market a software system aimed at helping companies with inventory management, order entry, accounts payable and receivable, as well as general ledger.

The software business evolved and by the early 1990s the company began to specialize in software for real estate management.

Lone Wolf moved its operations to Cambridge in 1997. "At the time, the move was more about quality of life than it was about business," says Lorne Wallace. But adds, "Since then, I have also realized there are clear business advantages to locating your business in Cambridge."

Today, Lone Wolf is the largest providers of real estate brokerage management software in North America, with software now installed in over



3,000 real estate offices, including customers such as RE/MAX and Royal LePage. With 80 percent of its sales into the US market, the company currently employs 60 staff – 45 of them located at the Cambridge headquarters.

*...continued on page 2*

WHETHER RELOCATING, EXPANDING OR FORGING NEW OPPORTUNITIES, CAMBRIDGE IS A GREAT PLACE TO DO BUSINESS. FOR PROFESSIONAL ASSISTANCE WITH YOUR BUSINESS NEEDS, CONTACT THE ECONOMIC DEVELOPMENT STAFF AT 519-740-4536.

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# Lone Wolf Real Estate Technologies ...continued from page 1



View of Can-Amera Corporate Centre from Can-Amera Parkway in Cambridge

The company's software, Lone Wolf Realty Management System, integrates and operates all facets of a realtor's administration and accounting. Lone Wolf's ERP-like system automates and handles all the daily tasks associated with a real estate office (from listings and transactions to closings and the issuance of commission cheques, including management of accounts payable, agent billing, month end reporting and production of financial statements.)

This year the company also added integration with Microsoft's Virtual Earth platform allowing realtors and their customers to have a detailed birds eye view of a property and its surroundings.

With the software business booming, Wallace has made the natural progression into his own real estate venture. With his deep connections in the high-tech world, Wallace identified

that Cambridge was in need of commercial office space where start-up and established high-technology companies, just like his own could operate effectively, with space to grow and adapt their businesses. At 60,000 square feet of space Wallace's newly completed facility, the Can-Amera Corporate Centre at the corner of Bishop Street and the Can-Amera Parkway is the largest block of commercial office space currently available in the City.



Lorne Wallace, President of Lone Wolf Real Estate Technologies

Wallace's vision was to create a space that not only would serve as home base for his software company, but would also attract other high-tech companies. His modern three-storey complex has a bright entrance way with wide halls and office layouts to accommodate a variety of configurations and sizes. Although phase one is barely just completed, Wallace looks out a window and talks of future expansion plans. "Access to this location is fantastic," he says, "and with so many well trained and educated people in this area it is a natural location in which to live, work and play.

"Just imagine, we have people who work here at Lone Wolf that can walk to work."

## Area Named in Foreign Direct Investment (fDi) Magazine's Top Rankings for North American Cities of the Future



Canada's Technology Triangle has garnered a top 5 ranking among "Small Cities of the Future" in North America.

The North American award reception was held in conjunction with Bio2007, the major event held by the Biotechnology Industry Organization (BIO) each year. The international conference has been part of investment attraction initiatives for CTT Inc and partners since 2003.

Recognized in the "Top 10 Small Cities of the Future" category, Waterloo Region ranked 5th overall. The "Small Cities" category covers communities of 100,000 to 500,000 people. The area also achieved: 2nd for "Best Human



Courtney Fingar, Editor, fDi Magazine (left) is pictured here with Linda Fegan, CTT Inc's Director of Marketing and Communications who accepted the award in Boston on behalf of partners in the Waterloo Region and the cities of Cambridge, Kitchener and Waterloo.

Resources", 2nd for "Quality of Life", 4th for "Best Infrastructure" and 5th for "Best Development and Investment Promotion." The prestigious 2007/08 competition had entries from 108 cities across North America. Submissions were evaluated for

economic potential, cost effectiveness, human resources, quality of life, infrastructure, business friendliness and fDi promotion strategy. This year, the competition was changed from the previous survey ranking for Canada and moved to a broader North American-wide ranking among locations in the United States, Mexico and Canada. The ranking is based on data submitted covering the Waterloo Region including the cities of Cambridge, Kitchener and Waterloo.

John Tennant, CEO, Canada's Technology Triangle Inc., says fDi's report spotlights North American locations that firms that are expanding or locating should carefully evaluate. "Our Top 5 ranking is yet another independent indicator of the attractiveness of our Region to international business", according to Tennant.

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# A Dream Built and Realized in Cambridge

## JOMAR Softcorp International

When John Blasman Sr. began his life in Canada, he saw this country as a land of endless opportunity. In 1982 he set out to realize his own dream with the founding of JOMAR Softcorp, a software company located in Cambridge, providing enterprise and e-business software applications for the manufacturing and distribution industry.



*Jomar Softcorps International headquarters on 1760 Bishop Street in Cambridge.*

It was a big risk, but Blasman was actively encouraged and supported by his wife and children to invest his life savings and realize the unique opportunity – to start a software company. Indeed, so supportive were they that his wife, two daughters and three sons, all recent graduates from various forms of post-secondary education, came to work with John to build JOMAR.

Today, JOMAR markets and supports its Enterprise and e-Business software applications to mid-sized and multinational corporations in the United

States, Canada, Europe, Central America and China. During the past two years, the company has enjoyed stellar success with software installed and projects initiated in 42 manufacturing plants and 25 warehouse distribution centers.

JOMAR's web-based software application, built using the modern 'Java' and 'XML' programming languages, brings together many of the key software systems found in business today, becoming an essential backbone for business operation. JOMAR's platform, integrates Internet technology, Microsoft office products, customer relationship management, order fulfillment, enterprise resource planning, manufacturing, distribution and supply chain management.

JOMAR set about modernizing the software in 1999 and leveraged Java and XML to make JOMAR's software highly portable and 'multi-platform' – a monumental task that was completed in less than 18 months. Blasman foresaw the need for software solutions to be totally integrated so systems and equipment would have the ability to communicate with each other. "It was a risk," he says, "but over the years since we made the migration to a multi-platform model, it has given us the flexibility and a strategic advantage over our competition."

And that is an advantage the company absolutely needs. JOMAR operates in an aggressive enterprise software market and finds itself competing with large global giants such as Microsoft, Oracle and SAP. The US remains the company's biggest customer market, and in response to that reality JOMAR operates a facility located in Charlotte, North Carolina.

JOMAR completed construction of a 10,000 square foot facility at 1760 Bishop Street in 1998, and today the company employs over 40 people, including consultants all over the globe. "The facility is actually larger than we need at most times," says John, "but it gives us the ability to accommodate rapid staff and equipment expansion when it is required." The design of the building also affords more than ample space for demonstrations and training.

"Travel is essential in the software business and Cambridge is an ideal base for a high tech company to situate," says Blasman. "With the extension of the Can-Am Parkway it is only a matter of minutes to highway 401 and 45 minutes to Pearson Airport. We're also situated geographically in the middle of several Colleges and Universities, providing us with a large labour pool of engineering, business and software graduates. Cambridge is an ideal location."

## Small Business Information Nights for 2007

The Economic Development staff will be at the Cambridge Centre Mall for "Small Business Information Nights" on Sept. 18th and Nov. 27th from 3:00 p.m. - 9:00 p.m. Staff will display and distribute small business literature and brochures, answer questions and provide assistance to existing small business owners and potential entrepreneurs.

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# Medshare... e-Health solutions for home health care.

Medshare's software is serving a very hot market.

"Home health care is the fastest growing segment in the health care field," says J. Paul Haynes, Chief Executive Officer for Medshare, a provider of advanced home health care software.

"With many other care options not available due to an overstressed system and an aging population, health care in the home is rapidly becoming the method of care choice."

Medshare's software and technology provides home health care workers such as nurses and physiotherapists with critical patient data and information. Through a remote laptop computer, a health care provider can securely access information such as client assessments, care plans, prescriptions and also update health care records. The software system offers improved medical outcomes for patients and means less paper, less fax information and fewer records.



"With our software, we can take hospital health care practices right to the patient in a home setting and put information at the fingertips of home health care providers."

MedShare's most exciting new development is their announcement with Research in Motion (RIM) to provide a new solution for the BlackBerry. Now the same information typically provided by laptop, such as administrative and clinical information, can be accessed from any location using the health care practitioner's BlackBerry device. Daily schedules, client

information, referral and service order details are always available to the mobile health care workers, and visit confirmations are automatically pushed to the agency back office system, thereby shortening billing/reimbursement cycles.

As exciting as the technology advancements are in the health care arena, the human factor is just as important to J. Paul Haynes. Medshare currently employs over 20 staff and is expanding. "Without the right people, it doesn't work," he says.

*"Cambridge's location within Canada's Technology Triangle offers us an opportunity to benefit from the mentorship of other talented and innovative individuals, and the ability to interact with leaders in high-tech. With ready access to so many people involved in the operation of successful high-tech companies, it is a great way to learn."*

The company recently located to the newly completed Can-Amera Corporate Centre, built by Lone Wolf Real Estate Technologies (see story page 2) at 231 Shearson Crescent. "Cambridge is an ideal location for a high tech headquarters," says Haynes. "I strategically chose Cambridge because of its diverse, well educated and talented workforce. Cambridge is central within southern Ontario, with more favorable commuting destinations than any other location." Haynes points to clear evidence of Cambridge's ideal location and visibility in the wave of applications received in response to a job posting by Medshare on a mobile billboard strategically placed in view of Can-Amera Parkway. "We were amazed by the caliber and number of talented people who were commuting to Toronto and actively looking for the opportunity to work closer to home."

"Cambridge's location within Canada's Technology Triangle offers us an opportunity to benefit from the mentorship of other talented and innovative individuals, and the ability to interact with leaders in high-tech. With ready access to so many people involved in the operation of successful high-tech companies, it is a great way to learn."

## Attention Automotive Parts Manufacturers

A strong, local, skilled workforce is vital to your business and your local economy. However, you likely know that building that workforce can be challenging. Apprenticeships have always been an integral part of skilled labour development, and key to the automotive sector's competitiveness, but many have concerns about the current system. This fall, the automotive parts industry will be conducting research to develop a new apprenticeship strategy. As a leader in the industry your perspective on this issue is important. You are invited to participate in a focus group to ensure your views are represented. If your business has 20 to 499 employees, and you are involved in hiring or training practices, you are strongly encouraged to attend.

Following the focus group you are invited to hear Richard Worzel, Canada's leading futurist, who will outline the trends and opportunities in the automotive sector and offer intriguing insights into the industry's future. The focus groups begin in September and will run in Drummondville, Guelph, London, Oakville and Windsor.

To find out more information on dates, locations and to register online, go to [www.gear-up.ca](http://www.gear-up.ca). Make your voice heard – Register today!

## 2007 Industrial Trade Show

If you're interested in industrial maintenance, safety or construction equipment and supplies, representatives from 60 tool and equipment manufacturers will be in attendance at a trade show at Bingeman Park on October 17th, 2007.

For more information and to register contact John Thompson at Charles Jones Industrial Limited phone: 519.650.3775 or email: [jthompson@cji.on.ca](mailto:jthompson@cji.on.ca).

## Planning and Design of the City's Boxwood Industrial Land Underway

The City's next industrial development project will be to develop their 220 acres of land on Boxwood Drive. This site is bounded to the north by Maple Grove Road, to the east by Speedsville Road, to the south by Royal Oak Road and the western limit is Boxwood Drive. City Council approved Delcan as the consultants to bring the project through the rezoning, Municipal Class EA, site design, and supervise the construction of this project. The planning approvals phase will extend to early 2008, and the earth works, grading and construction of the roads and services is expected to be completed by the end of 2008.



The City's next industrial development will be the 220-acre Boxwood site next to Toyota Motor Manufacturing Corporation.

## Industrial Land Sales Update

In the first half of 2007, four land sales closed for a total of 17.693 acres. All sites are on Thompson Drive in the Pinebush Phase 2 industrial area. The types of businesses purchasing land vary from warehouse distributors to multi-tenant facilities for lease.

- **Dr. Green Lawn Care Services** purchased 1.754 acres of property and will be constructing space for their lawn care operations as well as additional rental space.
- **Toromont Industries Ltd.** purchased 5.586 acres and will be constructing a building for sales and distribution of Caterpillar equipment, earth moving construction equipment, and material handling equipment.
- **MGD Investments** purchased 1.389 acres and will relocate their drywall services to these premises.
- **Strategic Leasehold Development** has purchased 8.964 acres and is constructing a new office and warehouse building for the distribution of Kodiak and Terra outdoor and workwear merchandise. This building will total 139,726 square feet in size, and initially house 80 employees.



On July 3rd, 2007, Kodiak brought their employees to the site on Thompson Drive to celebrate the groundbreaking of their new 139,726 square foot distribution facility.

Currently, there are only four serviced industrial sites remaining in the City's industrial land inventory.

# BUILDING ACTIVITY

ESTIMATED VALUES FOR PERMITS ISSUED FROM JANUARY 1, 2007 TO JUNE 30, 2007 (PROJECTS LISTED ARE THOSE WITH CONSTRUCTION VALUES OF \$50,000 AND OVER)

## INDUSTRIAL BUILDING ACTIVITY

| BUILDING PERMIT ISSUED  | PROJECT  | APPROXIMATE CONSTRUCTION VALUE                          |
|---|--|---|
| <b>Strategic Leasehold Developments ULC</b>                   |  |   |
| 415 Thompson Drive  | 12,981 sq.m. (139,726 sq.ft.) construction of new industrial building  | <b>5,800,000.</b>                                       |
| <b>Freedom Pet Supplies Inc.</b>                              |  |   |
| 480 Thompson Drive  | 7,290 sq.m. (78,476 sq.ft.) construction of new warehouse  | <b>4,000,000.</b>                                       |
| <b>2004191 Ontario Ltd.</b>                                   |  |   |
| 24 Cherry Blossom Road  | 5,569 sq.m. (59,950 sq.ft.) addition to existing factory and new parking lot   | <b>3,500,000.</b>                                       |
| <b>Summit Reit (Pinebush) Ltd.</b>                            |  |   |
| 255 Pinebush Road   | a) 7,065 sq.m. (76,045 sq.ft.) addition to existing industrial building<br>b) 5,326 sq.m. (57,329 sq.ft.) addition to existing industrial building   | <b>3,000,000.</b><br><b>2,400,000.</b>                  |
| <b>COM DEV Ltd.</b>   |  |   |
| 155 Sheldon Drive   | a) 3,210 sq.m. (34,556 sq.ft.) construction of two storey addition<br>b) 17 sq.m. (186 sq.ft.) construction of new stair enclosure in industrial building  | <b>2,050,000.</b><br><b>109,000.</b>                    |
| <b>Belmont Equity &amp; Partners (Jamieson) Holdings Ltd.</b> |  |   |
| 650 Jamieson Parkway  | 6,925 sq.m. (74,542 sq.ft.) construction of new industrial building  | <b>2,000,000.</b>                                       |
| <b>Grand River Poultry Ltd.</b>                               |  |   |
| 685 Boxwood Drive   | 917 sq.m. (9,870 sq.ft.) addition to factory   | <b>1,500,000.</b>                                       |
| <b>Toyota Motor Mfg. Canada</b>                               |  |   |
| 1055 Fountain Street  | a) 3,598 sq.m. (38,730 sq.ft.) renovation to mezzanine for a new global production centre<br>b) 77 sq.m. (827 sq.ft.) construction of new break room in weld shop<br>c) 55 sq.m. (591 sq.ft.) renovation to north cafeteria and Tim Horton kiosk | <b>1,400,000.</b><br><b>180,000.</b><br><b>150,000.</b> |
| <b>Hostess Frito Lay</b>                                      |  |   |
| 1001 Bishop Street  | 1,522 sq.m. (16,387 sq.ft.) warehouse addition and interior renovations  | <b>1,200,000.</b>                                       |
| <b>Tudisco Realty Investments</b>                             |  |   |
| 389 Clyde Road  | 2,146 sq.m. (23,099 sq.ft.) construction of new industrial plaza   | <b>900,000.</b>   |
| <b>G.K. Holdings Inc.</b>                                     |  |   |
| 560 Thompson Drive  | 1,368 sq.m. (14,726 sq.ft.) construction of new industrial mall  | <b>833,500.</b>   |
| <b>2118157 Ontario Ltd.</b>                                   |  |   |
| 460 Thompson Drive  | a) 1,469 sq.m. (15,813 sq.ft.) construction of four unit industrial building<br>b) 342 sq.m. (3,680 sq.ft.) interior finishing to industrial building  | <b>800,000.</b><br><b>190,000.</b>                      |
| <b>1368228 Ontario Inc.</b>                                   |  |   |
| 15 McLaren Street   | 827 sq.m. (8,898 sq.ft.) construction of new warehouse/office  | <b>600,000.</b>   |

| BUILDING PERMIT ISSUED                    | PROJECT  | APPROXIMATE CONSTRUCTION VALUE |
|---|--|--------------------------------|
| <b>Fil-Trek Corporation</b>               |  |                                |
| 70 Fleming Drive                          | 115 sq.m. (1,242 sq.ft.) mezzanine addition and interior renovation for storage area | <b>250,000.</b>                |
| <b>First Industrial Realty Trust Inc.</b> |  |                                |
| 135 Dundas Street                         | 170 sq.m. (1,830 sq.ft.) interior renovation to factory                              | <b>86,863.</b>                 |
| <b>Hydro One Networks Inc.</b>            |  |                                |
| 645 Boxwood Drive                         | 54 sq.m. (581 sq.ft.) addition of single storey to existing control building         | <b>85,000.</b>                 |
| <b>Regional Municipality of Waterloo</b>  |  |                                |
| 619 Franklin Boulevard                    | 11 sq.m. (113 sq.ft.) construction of new platform at Water Treatment Plant          | <b>50,000.</b>                 |

## COMMERCIAL BUILDING ACTIVITY

| BUILDING PERMIT ISSUED  | PROJECT   | APPROXIMATE CONSTRUCTION VALUE  |
|---|---|---|
| <b>Region of Waterloo</b>                                     |   |   |
| 210 Maple Grove Road  | 4,150 sq.m. (44,670 sq.ft.) construction of new two-storey building for Police Station  | <b>8,000,000.</b>   |
| <b>Belmont Equity &amp; Partners (Jamieson) Holdings Inc.</b> |   |   |
| 600 Jamieson Parkway  | 4,300 sq.m. (46,297 sq.ft.) construction of office building   | <b>2,000,000.</b>   |
| <b>Cerny Hospitality Group Inc.</b>                           |   |   |
| 595 Hespeler Road   | 701 sq.m. (7,551 sq.ft.) interior renovation for Blackshop Restaurant   | <b>1,300,000.</b>   |
| <b>Smart Centres</b>  |   |   |
| 34 Pinebush Road  | 925 sq.m. (9,960 sq.ft.) interior renovations to retail establishment   | <b>900,000.</b>   |
| <b>CanAmera Medical Centre Inc.</b>                           |   |   |
| 350 Conestoga Blvd.   | a) 1,856 sq.m. (19,973 sq.ft.) interior finishing to new medical office (Doctor Diamond)<br>b) 614 sq.m. (6,607 sq.ft.) interior finishing to orthodontists office<br>c) 230 sq.m. (2,476 sq.ft.) interior finishing for medical lab office for True North Imaging/MDS Laboratory<br>d) 122 sq.m. (1,316 sq.ft.) interior finishing for office for Waterloo Wellington Centre for Disease Control | <b>750,000.</b><br><b>400,000.</b><br><b>150,000.</b><br><b>100,000.</b>                  |
| <b>Morguard Real Estate Investments Trust</b>                 |   |   |
| 355 Hespeler Road   | a) 1,450 sq.m. (15,608 sq.ft.) interior renovation for "H & M" store<br>b) 1,589 sq.m. (17,103 sq.ft.) interior renovation to retail unit<br>c) 84 sq.m. (900 sq.ft.) interior finishing to retail unit for the "Body Shop"<br>d) 176 sq.m. (1,896 sq.ft.) interior alternations to "Stars Mens Shop"<br>e) 356 sq.m. (3,835 sq.ft.) interior alteration for "Athletes World"                     | <b>750,000.</b><br><b>500,000.</b><br><b>110,000.</b><br><b>70,000.</b><br><b>70,000.</b> |

# BUILDING ACTIVITY

ESTIMATED VALUES FOR PERMITS ISSUED FROM JANUARY 1, 2007 TO JUNE 30, 2007 (PROJECTS LISTED ARE THOSE WITH CONSTRUCTION VALUES OF \$50,000 AND OVER)

## COMMERCIAL BUILDING ACTIVITY

| BUILDING PERMIT ISSUED  | PROJECT   | APPROXIMATE CONSTRUCTION VALUE |
|---|---|--------------------------------|
| <b>Morguard Real Estate Investments Trust (continued)</b>             |   |                                |
| 355 Hespeler Road   | f) 114 sq.m. (1,230 sq.ft.) interior renovations to "Mondo Pelle"                               | 65,000.                        |
|   | g) 112 sq.m. (1,201 sq.ft.) interior renovation for retail establishment                        | 60,000.                        |
|   | h) 383 sq.m. (4,122 sq.ft.) interior renovations to retail clothing store (R.W. & Co.)          | 50,000.                        |
|   | i) 102 sq.m. (1,100 sq.ft.) interior renovation to retail unit                                  | 50,000.                        |
| <b>Contonis Holdings Ltd.</b>   |   |                                |
| 270 Dundas Street   | 446 sq.m. (4,804 sq.ft.) interior finishing to new Bank of Nova Scotia                          | 400,000.                       |
| <b>First Capital (Cambridge) Corp.</b>                                |   |                                |
| 1 Hespeler Road   | a) 743 sq.m. (8,002 sq.ft.) addition to existing building for King's Buffet restaurant          | 320,000.                       |
|   | b) 313 sq.m. (3,368 sq.ft.) interior alterations/finishing to restaurant                        | 200,000.                       |
| <b>United Brotherhood Carpenters and Joiners of America Local 785</b> |   |                                |
| 680 Fountain St. North  | a) 853 sq.m. (9,183 sq.ft.) addition of pre-engineered building for trade show hall             | 300,000.                       |
|   | b) 470 sq.m. (5,061 sq.ft.) addition of pre-engineered building to existing building for office | 50,000.                        |
| <b>Bridgcam Shopping Centres Ltd.</b>                                 |   |                                |
| 60 Pinebush Road  | a) 493 sq.m. (5,307 sq.ft.) interior finishing for retail space                                 | 300,000.                       |
|   | b) 474 sq.m. (5,105 sq.ft.) interior finishing for Liz Claiborne Canada                         | 225,000.                       |
|   | c) 472 sq.m. (5,076 sq.ft.) interior finishing for retail store "MEXX"                          | 225,000.                       |
|   | d) 632 sq.m. (6,800 sq.ft.) interior alteration to retail space                                 | 95,000.                        |
| <b>Granval Construction Inc.</b>                                      |   |                                |
| 350 Conestoga Blvd.   | 674 sq.m. (7,258 sq.ft.) interior finishing to medical office                                   | 285,000.                       |
| <b>Koch Transport</b>   |   |                                |
| 2138 Eagle Street   | 703 sq.m. (7,574 sq.ft.) office renovation  | 250,000.                       |
| <b>Frito Lay</b>  |   |                                |
| 1185 Franklin Boulevard   | 1,033 sq.m. (11,116 sq.ft.) interior office renovations   | 193,000.                       |
| <b>Jamieson Estates Ltd.</b>  |   |                                |
| 900 Jamieson Parkway  | 347 sq.m. (3,740 sq.ft.) interior renovation for restaurant                                     | 150,000.                       |
| <b>Cal-Bridge Development</b>   |   |                                |
| 1315 Bishop Street  | 787 sq.m. (8,466 sq.m.) interior renovation to office space                                     | 150,000.                       |
| <b>Hero's Fountain Ltd.</b>   |   |                                |
| 89-103 Main Street  | 139 sq.m. (1,495 sq.ft.) second floor renovation to allow relocation of office space.           | 150,000.                       |
| <b>Electrical Safety Authority</b>                                    |   |                                |
| 400 Sheldon Drive   | 301 sq.m. (3,235 sq.ft.) office renovation/mezzanine  | 150,000.                       |
| <b>Lone Wolf Holdings Inc.</b>  |   |                                |
| 231 Shearson Crescent   | a) 397 sq.m. (4,268 sq.ft.) interior finishing for new office                                   | 128,000.                       |
|   | b) 157 sq.m. (1,695 sq.ft.) interior finishing for new office                                   | 51,000.                        |

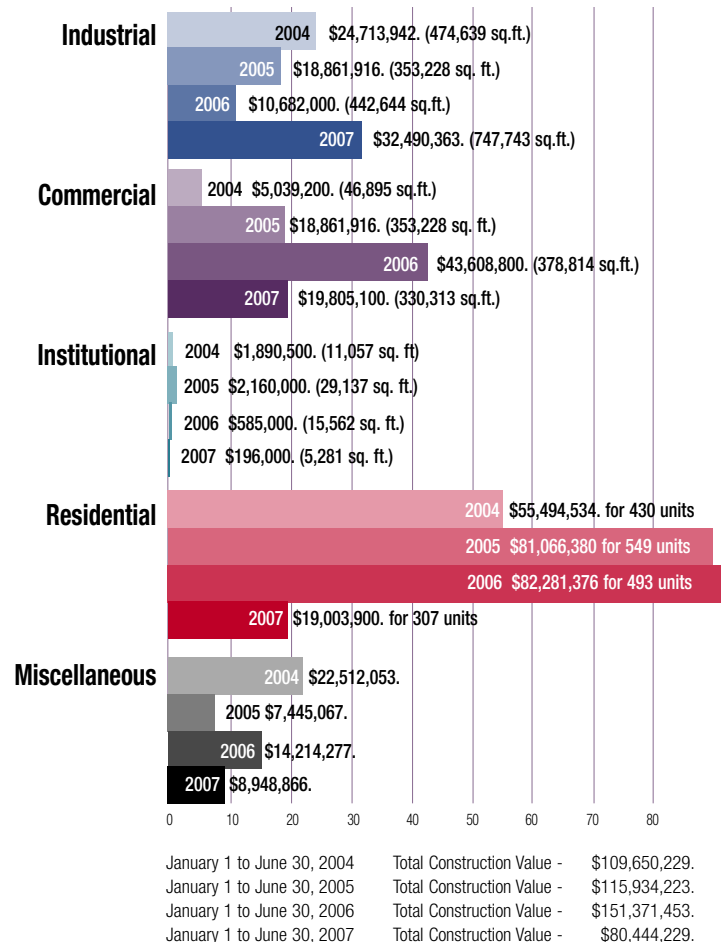
| BUILDING PERMIT ISSUED         | PROJECT  | APPROXIMATE CONSTRUCTION VALUE |
|--------------------------------|--|--------------------------------|
| <b>St. Andrews Plaza Corp.</b> |  |                                |
| 190 St. Andrews Street         | 459 sq.m. (4,941 sq.ft.) minor renovations to Deli/Food Market | 100,000.                       |
| <b>Brandrew Realty Inc.</b>    |  |                                |
| 250 Thompson Drive             | 187 sq.m. (2,013 sq.ft.) interior finishing to office area     | 65,000.                        |
| <b>Shell Canada</b>            |  |                                |
| 172 King Street                | 102 sq.m. (1,100 sq.ft.) interior renovation to restaurant     | 60,000.                        |

## INSTITUTIONAL BUILDING ACTIVITY

| BUILDING PERMIT ISSUED    | PROJECT   | APPROXIMATE CONSTRUCTION VALUE |
|---------------------------|---|--------------------------------|
| <b>Region of Waterloo</b> |   |                                |
| 150 Main Street           | 381 sq.m. (4,101 sq.ft.) renovation for classroom space | 125,000.                       |

## 6 MONTH BUILDING PERMIT ACTIVITY BY SECTOR

A comparison of building permit values from January to June 30, 2004 - 2007



# 2007 Award Winners

## Lutherwood Recognized as Best Employer

For the second consecutive year Lutherwood was named as one of Canada's top 20 best small and medium sized employers by Queen's University School of Business, Queens Centre for Business Venturing and Hewitt Associates. Lutherwood placed third in this year – taking recognition for its good corporate citizenship, organizational leadership and investing in employee development. The social service agency is located on Dickson Street in downtown Galt.

## Gore Mutual Insurance Gets Top Ranking

The Insurance Brokers Association of Ontario (IBAO) has ranked Gore Mutual number one in their 2006 'Rate Your Companies' survey. The IBAO represents more than 10,000 independent insurance brokers across Ontario. Established in 1839, Gore Mutual is Canada's oldest property/casualty insurance company.

## Conestoga Ontario's Top Rated College

For an unprecedented ninth straight year, Conestoga College has been ranked number one as the result of an independent Key Performance Indicator survey (KPI). The KPI survey has only been in effect for nine years - and Conestoga has always occupied the top position. The results are based on four independently administered surveys that measure such criteria as graduate employment, graduate satisfaction, employer satisfaction and student satisfaction.

## McCordick Wins Top Bell Business Award Honours

McCordick Glove and Safety was awarded the Business of the Year Award for companies with more than 50 employees at the annual Cambridge Chamber of Commerce Bell Business Awards. McCordick supplies safety equipment to workers and employs more than 100 people at offices in Cambridge and branch offices across Canada. The following are other individuals and companies recognized at the awards ceremony:

### Chair's Award

*Cambridge Self-Help Food Bank*

### Business of the Year-Over 50 Employees

*McCordick Glove and Safety*

### Business of the Year-Under 50 Employees

*Bolt and Nut Supply*

### New Venture of the Year

*Quickcontractors.com*

### Personal Achievement Award

*Peter Tudisco, Buon Vino*

### Rotary Scholarship Award for Academic Excellence

*Stefanie Savoie, St Benedict Catholic Secondary School*

### Wowcambridge.com Customer Service Award

*Mike Gilroy, Boston Pizza*

### Keith Taylor Memorial Award

*Walter Scott, McArthur Express*

### Lifetime Achievement Award

*Jane Brewer, former City of Cambridge Mayor and current Regional Councillor*

### Breakthrough Award

*Cambridge Health Link*

## Chamber Wins Marketing Award

The Cambridge Chamber of Commerce took top honours for its 2006 tourism guide during this year's Ontario Economic Development Awards. The Chamber won in the category of 'Publications - Visitors Guide' for its 2006 Chamber Guide. The ceremony recognizes excellence in marketing and product development and allows local communities to see how their work compares with other municipalities across Ontario.

## 2007 Mayor's Award Winners

- **Small Business - Kelly Services (Canada) Ltd.**
- **Service and Hospitality - United Way of Cambridge and North Dumfries**
- **Industrial and Manufacturing - Peter Hay Knife (1985) Ltd.**



Congratulations to all the winners of the 2007 Mayors Award for Excellence in Workforce Training and Development. Cambridge has had a special award program since 1994 to recognize those companies and organizations large and small who have learned how to make training work exceedingly well. Winners are recognized every spring during a special reception and presentation at City Council hosted by the Mayor and Economic Development. You can view past winners and get information on how and when to apply through the City of Cambridge website at [www.city.cambridge.on.ca](http://www.city.cambridge.on.ca).