



SMALL BUSINESS SERVICE PACK

Burlington Economic Development Corporation

414 Locust St, Burlington, ON L7S 1T7

bedc.ca



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INTRODUCTION

Burlington has been consistently ranked as one of Canada's Best Places to Live. In 2017, MoneySense rated Burlington as the best mid-sized city to live in Canada.

Situated at the northwestern end of Lake Ontario, Burlington is a city in the Regional Municipality of Halton. Along with Milton to the north, Burlington forms the west end of the Greater Toronto Area. Economically, Burlington is strategically located near the geographic centre of the Golden Horseshoe, a densely populated and industrialized region of over 8 million people.

ECONOMIC DEVELOPMENT

(BEDC) Burlington Economic Development Corporation's priority is to lead, facilitate and advance Burlington's efforts for continued economic growth and diversification, job creation and revitalization, entrepreneurship and innovation throughout the city.

BEDC recently launched TechPlace to help small businesses better connect with resources and programs that are available. This service pack serves to help guide your small business through the environment, spaces, programs, and resources that can help your business grow.

CONTACT US:

Frank McKeown

Executive Director

Phone: 905-332-9415 ext. 7252

Email:

frank.mckeown@burlington.ca

Mark Steffler

Manager, Investment Attraction
and Growth

Phone: 905-332-9415 ext. 7252

Email: mark.steffler@burlington.ca

Burlington Economic Development Corporation (BEDC)

Phone: 905-332-9415

Toll Free: 1-877-748-2332

Fax: 905-332-7829

Email: andrew.elliston@burlington.ca



ENVIRONMENT

Burlington has over 885 start-ups and is well-connected as part of an innovation, technology, and post-secondary network.





WHAT KIND OF ENTREPRENEUR ARE YOU?

Small Business or Main Street Entrepreneurs:

These Businesses serve a local community function with limited scalability or desire to scale. These entrepreneurs have the desire to meet their personal and family needs. These businesses can operate across all sectors and industries.



Scalable Start-ups or Innovative Entrepreneurs:

These businesses have a larger business rather than looking for the short-term return of a salary. These start-ups are looking to take on greater risk with the goals off achieving significant growth.



Non-profit or Social Entrepreneurs:

These businesses are focused on addressing social needs. Apart from different business success metrics used to measure business performance, they operate and use similar techniques of callable start-ups.





ADVICE AND ASSISTANCE

Halton Region Small Business Centre is a comprehensive resource that includes the tools, training and expertise to help guide your business in the right direction at any stage. They offer consultation services and funding to help your business grow.



Canada Business Network is a great online source for information on market validation and learning about entrepreneurship.



Haltech is a non-for-profit Regional Innovation Centre (RIC) funded by the Ontario Network of Entrepreneurs and located in Burlington, Ontario. Haltech helps tech companies transform ideas and innovations into well-positioned, growing ventures through business advisory services and mentorship.





HUMAN CAPITAL

The Centre for Skills Development & Training works closely with employers, providing free, professional recruitment with access to pre-screened candidates, financial wage and training incentives and customized skills trades training.

- *Job Analysis* – Helps to establish the requirements of your position(s) and needs of your business, helping you identify what a successful candidate will look like.
- *Targeted Job Postings* – Assistance in the creation of a clear and accurate job posting(s) and finding free and/or low-cost ways to advertise and network your job opportunities.

The Centre
for Skills Development & Training

Local Employment Planning Council is a hub to connect employers, different levels of government, service providers, trainers and other local partners to facilitate awareness of current labor market conditions and promote discussion to find targeted, relevant, need-based employment and training solutions for the community.

- *The Talent Hub* is an express hiring solution for entrepreneurs.
- Gain streamlined access to pre-screened, job-ready candidates to help you find your next hire, but also help to tap into a wide range of wage subsidies and training grants.


LEPC PEEL-HALTON
LOCAL EMPLOYMENT
PLANNING COUNCIL



FINANCE

Angel One Investments is a member-based, non-for-profit organization of accredited investors who live, work or have strong interests in Mississauga, Oakville, Burlington, Hamilton and other communities in Southern Ontario. Angel One provides venture capital to entrepreneurs and start-ups that are at an early stage but have a solid, credible plan for high growth and a dedicated management team to execute it.



Ontario Network of Entrepreneurs (ONE) can help assess your financial options, and refine your business plan for presentation to lending institutions. If you have a new or existing small business in Ontario, you may qualify for loans, grants or tax incentives. ONE is also a great online source for information on market validation and learning about entrepreneurship.



Python's Pit provides an avenue for creative, entrepreneurial residents and students of Halton Region to pitch their business concepts and product ideas in front of a live audience and a panel of real business moguls from the community.





SERVICES

- Access to start-up resources through small business and innovation networks
- Provide industry, economic, and community benchmarking analysis
- Access to talent through educational and workforce development networks
- Complimentary service for businesses
- Answer all questions on investment and locating in Burlington
- Facilitate interactions with all levels of government
- Connect clients to sector experts, business to business linkages, and professional service providers
- Provide guidance on site location and selection
- Liaise with the local real estate community

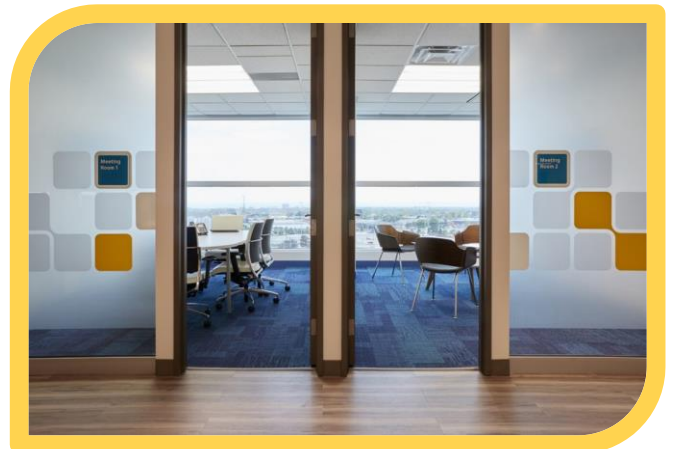




TECHPLACE

TechPlace is a one-stop destination for new and growing technology companies located in Burlington. Led by BEDC and with support from our partners across the public and private sectors, TechPlace is dedicated to connecting, developing, and advancing entrepreneurs at all stages.

The 8,600-square foot space at 5500 North Service Road is home to Haltech, Halton's Regional Innovation Centre, and Angel One Investor Network, one of Canada's most active Angel groups. The City of Burlington and the Halton Region Small Business Centre will also have a presence in the space. With the support of these co-location partners alongside public and private sectors partners, TechPlace will provide access to space, programming, mentorship, networking and resources to new and growing technology companies.



"The vision for TechPlace revolves around the creation of energy between people and organizations; energy that drives economic growth through investment, talent, and collaboration"

-Claire Green, Manager, TechPlace



SHARED SPACES

Burlington has over 60,000 square feet of shared spaces, including over 70 private offices, over 70 shared desks, private cubicles, and meeting rooms.

Halton Hive - www.haltonhive.com

An innovative co-working space in Burlington. It features an open concept shared office space reengineered for tech professionals, start-ups, freelancers and entrepreneurs. Those in the tech space know that “collisions”, the probable introductions to other local tech businesses (*IT, Digital Media, e-commerce, etc.*) or professionals or ancillary tech services, often produce economic and/or professional growth. Halton Hive’s mission is to create a unique space where you can grow, collaborate and learn from other creative professionals in a fun co-working atmosphere.



OnePlan - <http://oneplan.ca/>

Whether you’re a solo entrepreneur or small business requiring a physical presence without the headaches of long term commercial leasing, or any company needing meeting space, OnePlan has you covered. OnePlan offers 17,000 square feet of fully-furnished private offices, open cubicles, shared desks, and meeting rooms, all at competitive prices.





SHARED SPACES

Regus Business Centre - www.regus.ca/

The Burlington business centre is situated on the second floor of a striking office building with stunning glazed frontage and an attractive landscaped setting, the business centre is positioned in the middle of Burlington's biggest concentration of commercial activity, which runs as a corridor either side of Highway 403.

The Centre offers flexible workspace for an hour, day, week, month, or years. They offer window offices, internal offices, co-working spaces, and virtual offices. They also provide meeting rooms, day offices, business lounges and disabled facilities.



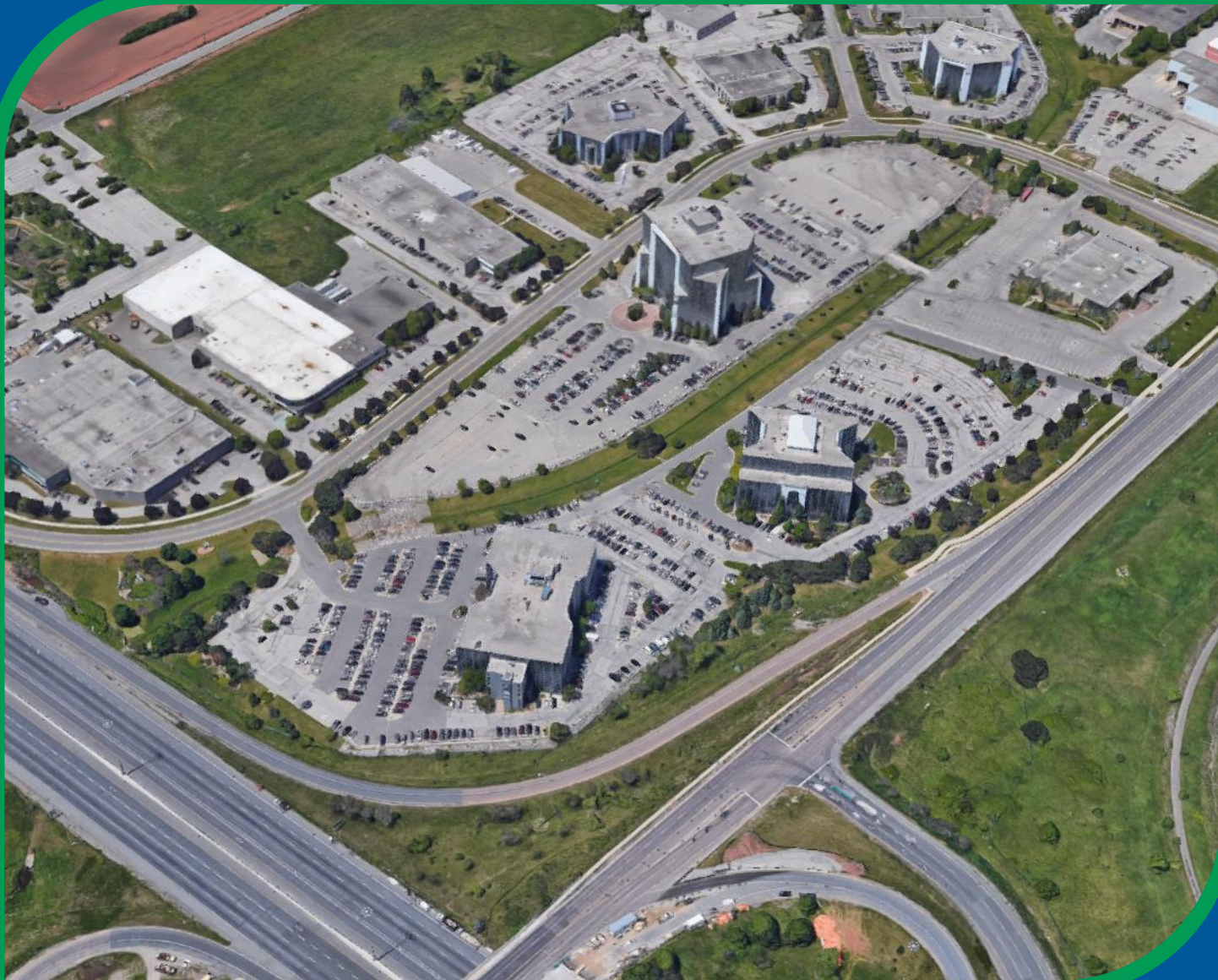
Burlington Corporate Executive Offices (CEO) –

www.ceoburlington.com/

CEO provides the best impression for your business, all the benefits of having a private office space at a fraction of the cost of opening a traditional office.

CEO offers full-time offices, virtual offices, and conference rooms in a variety of plans to suite the needs of your business.





BURLINGTON TECHNOLOGY CAMPUS

Burlington is known for its entrepreneurial spirit and an atmosphere that supports innovation and global engagement. Now, BEDC is proud to introduce Burlington's Technology Campus. Burlington's Technology Campus is one of the GTA's best leasing opportunities for growing technology businesses.

Centrally located on the QEW and Burloak Drive, the buildings offer a vast array of amenities, free parking, and convenient access to the QEW and 403. Additionally, these building feature views of Lake Ontario and Bronte Creek Provincial Park.

Colocate with other growing businesses in the Burlington Technology Park including Pink Elephant, Chemsynergy Inc., TechPlace, H2O Innovation, and Aerotek.



FEATURED SITES

Burloak Towers

Burloak Towers is comprised of 4 “A” class office buildings and offers tenant’s flexibility in terms of growth, a vast array of amenities, free parking, and convenient access to the QEW and 403. These buildings are located at:

- 1100 Burloak Drive
- 5515 North Service Road
- 5420 North Service Road
- 5575 North Service Road

The Burloak Towers are the ideal place to locate your growing business. Large-scale upgrades are underway including lobby modernizations, common corridor upgrades, the addition of EV Charging stations and other green technologies, new building automation systems, targeting LEED Gold Certification and much more! Suite

HIGHLIGHTS

- Move-in ready model suites available
- Rental rates are \$17.50 net p.s.f./annum
- Tenant improvement allowances of \$25 p.s.f. for five year deals.
- Flexible rental terms.
- Great highway and transit accessibility
- Be part of a forward-thinking corporate community



Learn more at
www.burloaktowers.com



FEATURED SITES

5500 North Service Rd. – Millennium Tower

Grow your business at 5500 North Service Road. Suites range in size from 1,000 s.f. and up. All suites have fantastic natural light and ample parking. Excellent amenities including fitness studio, restaurant, meeting rooms, and presentation center. Excellent views of Lake Ontario and Bronte Park and quick highway access.

Millennium Tower is the tallest and most recent office tower in the Burlington Technology Campus. It is the home of Tech Place, Aerotek, and H2O Innovation.

HIGHLIGHTS

- Plug n' play suites ready for immediate occupancy
- Rental rates starting at \$17.00 net p.s.f/annum
- Flexible rental term as short as 1 year
- Cominar Concierge to assist your evolving business needs
- Ask about of **Free Rent Promo** and improvement allowance



Learn more at

https://www.cominar.com/ENGLISH/portefeuille_fiche_EN.php?fichno=571



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