



# **SAULT STE. MARIE**

## **ONTARIO, CANADA**

### **Community Profile**

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July 2020

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# EXECUTIVE SUMMARY



**SAULT STE. MARIE**  
ONTARIO, CANADA



Sault Ste. Marie, Ontario, Canada has a population of 73,500 and boasts an extraordinary quality of life. A family-friendly community, work/life balance that cannot be beat, affordable housing, centres of learning and culture, urban amenities, and our renowned four-season recreation assets are natural complements to the competitive business environment.

Sault Ste. Marie has a cost advantage as it relates to utility and service costs. Sault Ste. Marie through its wholly-owned public utility prides itself on providing reliable services at the lowest possible prices. In 2016, Sault Ste. Marie was third lowest in the Province for electric residential power rates based on an average monthly bill of 750kW.

We have deep roots in manufacturing and our growing smart energy sector builds upon the nearly 1200 megawatts (MW) of clean renewable energy produced in the region (solar, wind, hydro-electric generation). Planned community-wide smartgrid and battery storage projects will lower electricity costs even further on top of increased power reliability and redundancies.

We are a multi-modal transportation hub, with access to the TransCanada Highway, Canadian Pacific and Canadian National Rail, deep sea port shipping and a regional airport with multiple daily flights to Toronto, Ontario. Sault Ste. Marie is located at the centre point of the

TransCanada highway, with uncongested travel north of the city, and to the south, a short bridge crossing away, is Sault Ste. Marie Michigan and Interstate-75, which goes all the way to Florida.

Sault Ste. Marie offers numerous cost benefits over business operations in larger cities. We offer quality talent and expertise at an affordable rate, lower business operating costs and affordable land and real estate. We have access to financial incentives and programs for new and existing clients. A 2016 KPMG competitiveness report ranked Sault Ste. Marie 10th globally out of 111 cities for competitive business cost structure.

Sault Ste. Marie is the place to enjoy a “big” lifestyle with a small footprint. The nature that surrounds us inspires our commitment to living well and growing well. From its rich history and quality-of-life benefits, to its growing economy and competitive advantages for businesses, Sault Ste. Marie is a great place to live, learn, work and play.

With our strategic location, access to markets, lower cost structure, affordable living and high quality of life, Sault Ste. Marie is the ideal place for your business and your family.

# 1.0 INTRODUCTION

Sault Ste. Marie has a long and fascinating history and is one of the oldest French settlements in North America – at the crossroads of the 3,000-mile fur trade route, which stretched from Montreal to Sault Ste. Marie and to the north country above Lake Superior.

Far more than a border city, we are an international trailhead for commerce and recreation.

Whether you travel by water, rail, land or air, this is the prime route to North America's heartland. For business, it's a leading hub for transportation, specialized industry and digital innovators. For recreation, this is an ideal gateway to one-of-a-kind tourism, waterways and wilderness adventure. For international professionals, students and newcomers, we are a welcoming harbour for settlement opportunities.

For centuries, enterprising builders and entrepreneurs have forged world-renowned solutions here – from paper and steel to transport and power generation. Today, that same “maker” ingenuity is powering new segments of the global economy: renewable energy, gaming, geomatics, aerospace, agri-innovation and more. It's also incubating start-ups, revitalizing craft industries and celebrating a rich indigenous culture. That's why the resourceful and independently minded find themselves at home here.

Sault Ste. Marie boasts an extraordinary quality of life. A family-friendly community on the steps of nature. Enjoy a work/life balance that cannot be beat, with 10-minute commutes, affordable housing, and urban amenities. Enjoy our four-seasons with year-round sports, activities and fun! Own a home and a cottage, or choose to live on the water year-round.

We are located in the largest province in Canada and the centre for business and commerce. Ontario is located within one of the most stable and competitive business environments in the world. Canada has the world's most stable banking system, is ranked the second most politically stable and is rated among the top three best countries for business.

## CANADA RANKED

**2<sup>ND</sup>**  
BEST PLACE  
IN THE WORLD  
TO START A  
**BUSINESS**

Source: The World Bank, 2017.

**3<sup>RD</sup>**  
IN THE 2018  
**GLOBAL**  
ENTREPRENEURSHIP  
**INDEX**

Source: Global Entrepreneurship and

**#2** FOR BEST  
PLACE TO  
LOCATE A  
GLOBAL  
**HQ**

Source: US News and World Report, 2018.

FREE TRADE  
DEALS WITH  
**46 COUNTRIES**  
**1.6B**  
**CUSTOMERS**

Source: Ontario Ministry of Economic Development, Job

Source: Invest Ontario (<https://www.investinontario.com/why-ontario>)

# 1.1 LOCATION

Sault Ste. Marie is strategically located at the heart of the great lakes, on the U.S. border with Michigan and near the centre point of the Trans-Canada Highway. We are a multi-modal transportation hub with excellent air, highway, marine, rail and telecommunication connections ensuring rapid and economical transportation of people, products, raw materials and information, which enable convenient and direct multi-modal access to the international marketplace.

We are located at the centre of the Great Lakes Economy, a highly integrated trading zone that accounts for more than 50% of all U.S./Canadian bilateral border trade and over 200 million tons of cargo shipped annually. The region, made up of 10 U.S. states and two provinces has a GDP of US\$6 trillion – making it the third biggest economy in the world. (Source: Council of the Great Lakes Region).



- 290 KM (180 miles) northwest of Sudbury, ON
- 560 KM (350 miles) northwest of Detroit, MI
- 650 KM (400 miles) northeast of Milwaukee, WI
- 680 KM (420 miles) northwest of Toronto, ON
- 760 KM (470 miles) northeast of Chicago, IL
- 800 KM (500 miles) southwest of Ottawa, ON
- 870 KM (540 miles) northeast of Indianapolis, IN
- 990 KM (615 miles) northwest of Pittsburgh, PA

## 2.0 DEMOGRAPHICS



### 2.1 Population Size and Growth

The population of the City of Sault Ste. Marie remained relatively stable between the census years of 2011 and 2016.

Population Characteristics	Sault Ste. Marie	Sudbury	North Bay
Population	73,368	161,531	51,553
Growth Rate (2011-2016)	-2.4%	0.8%	-3.9%

**Table 1 – Census Population Change**

Source: Statistics Canada 2016

Population Density	
Total private dwellings	34,485
Population density per square km	328.6
Land area square km	223.24

**Table 2 – Population Density**

Source: Statistics Canada 2016

## 2.2 AGE PROFILE

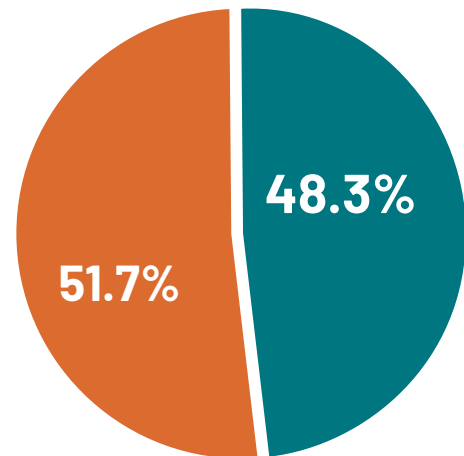
The median age in the community was 46.8 compared to 41.3 in Ontario, while the average age was 44.6 versus 41 for Ontario. The table below has a population breakdown by age and sex.

There are slightly more females (51.7%) than males (48.3%) in the community.

Characteristics :	
Total: all persons	73,368
Total Male:	35,425
Total Female:	37,940

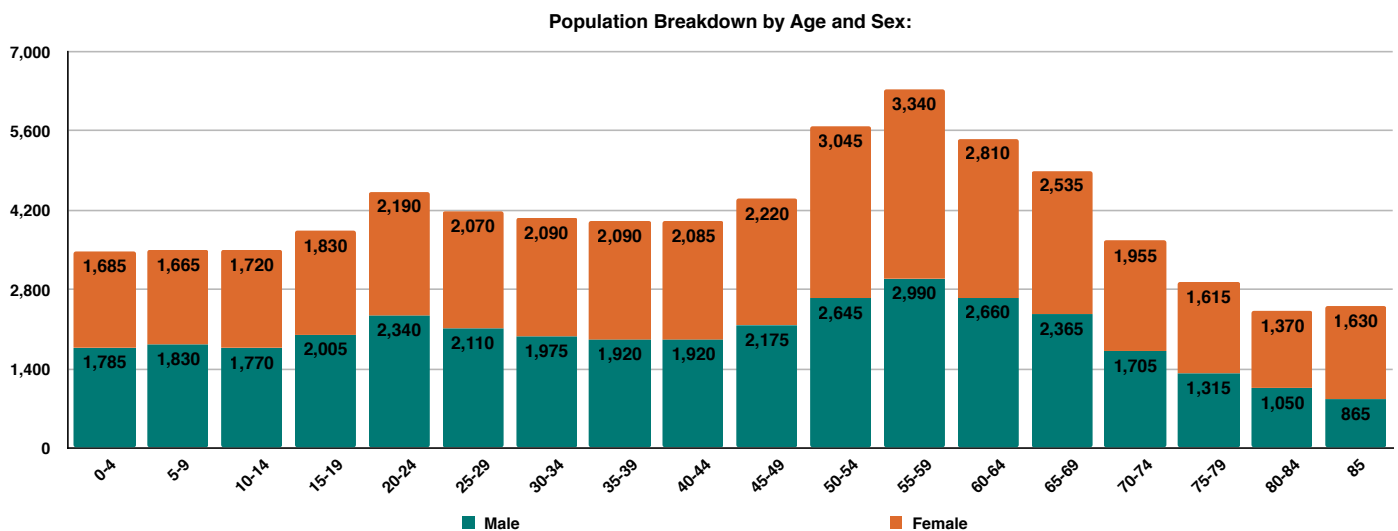
**Table 3 – Population by Sex**

Source: Statistics Canada 2016



**Table 3.1 – Population by Sex**

Source: Statistics Canada 2016



**Table 4 – Census Population Change**

Source: Statistics Canada 2016

## 2.3 INCOME (2015)

Table 5 shows the breakdown of total individual incomes in 2015. The median individual income was slightly less than in the province, and the average individual income level in Sault Ste. Marie was less than in Ontario.

Total Individual Income Levels	Sault Ste. Marie		Ontario
Median total income \$	\$33,171		\$33,539
Average total income \$	\$42,143		\$47,915
Total Individual Income Levels	Sault Ste. Marie		Ontario
Population 15 years and over	61,445	100%	100%
Without income	1,975	3.2%	4.4%
With income	59,465	96.8%	95.6%

Table 5 – Individual Income Sault Ste. Marie

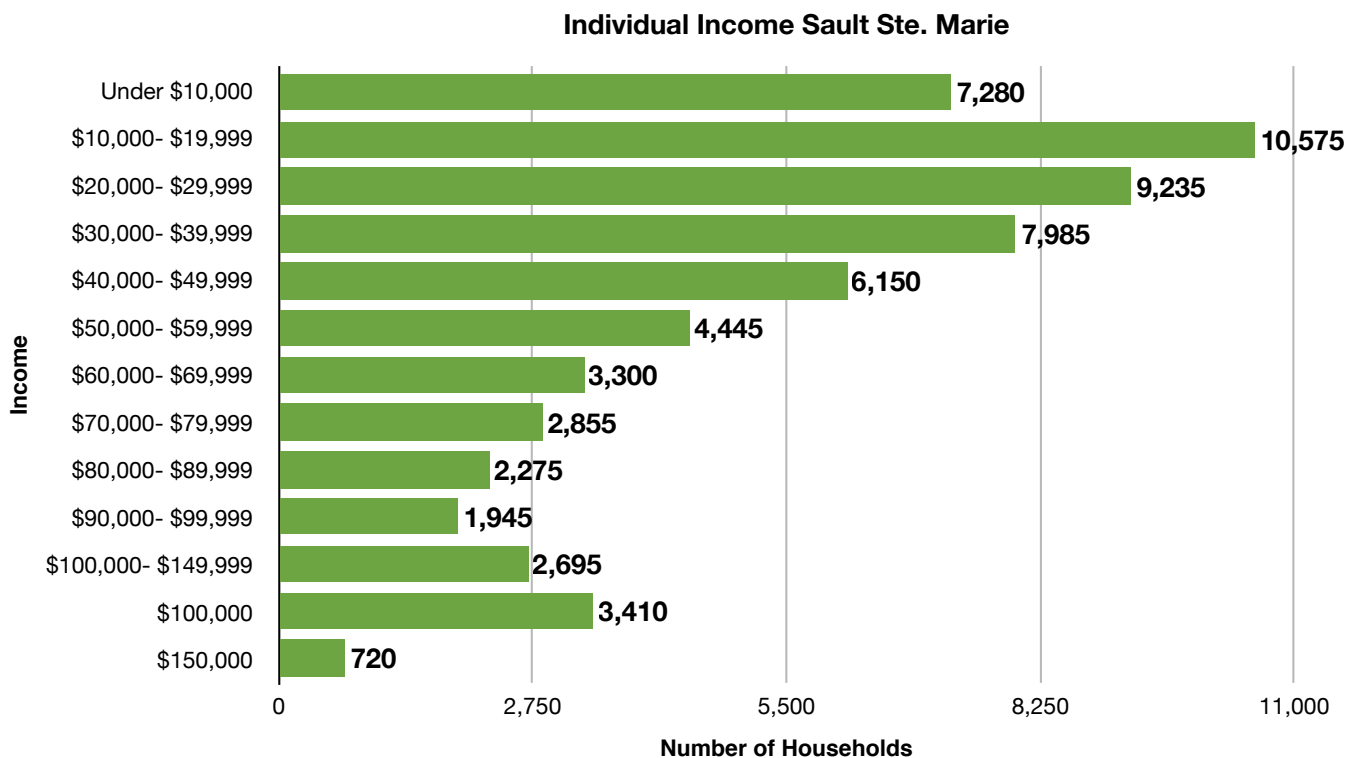


Table 5.1 – Individual Income Sault Ste. Marie



## 2.3 INCOME (2015)

Individual Income Sault Ste. Marie vs Ontario

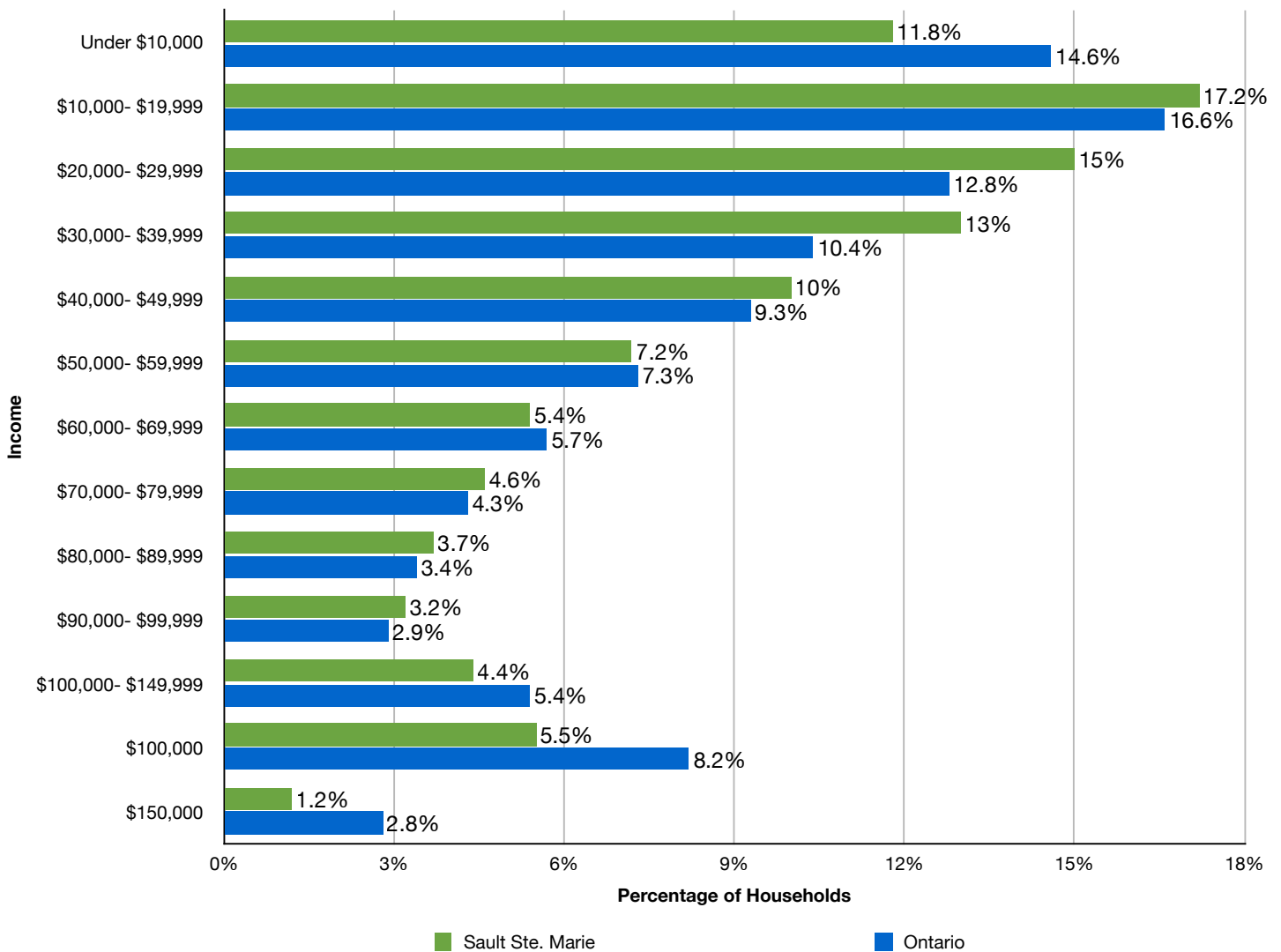


Table 5.2 – Individual Income Sault Ste. Marie

## 2.3 INCOME (2015)

Median and average household incomes in Sault Ste. Marie were less than that of Ontario. The largest income segment in Sault Ste. Marie was \$100,000-125,000.

Total Individual Income Levels	Sault Ste. Marie	Ontario
Median household income \$	\$61,020	\$74,287
Average household income \$	\$76,661	\$97,856

Household Income Sault Ste. Marie vs Ontario

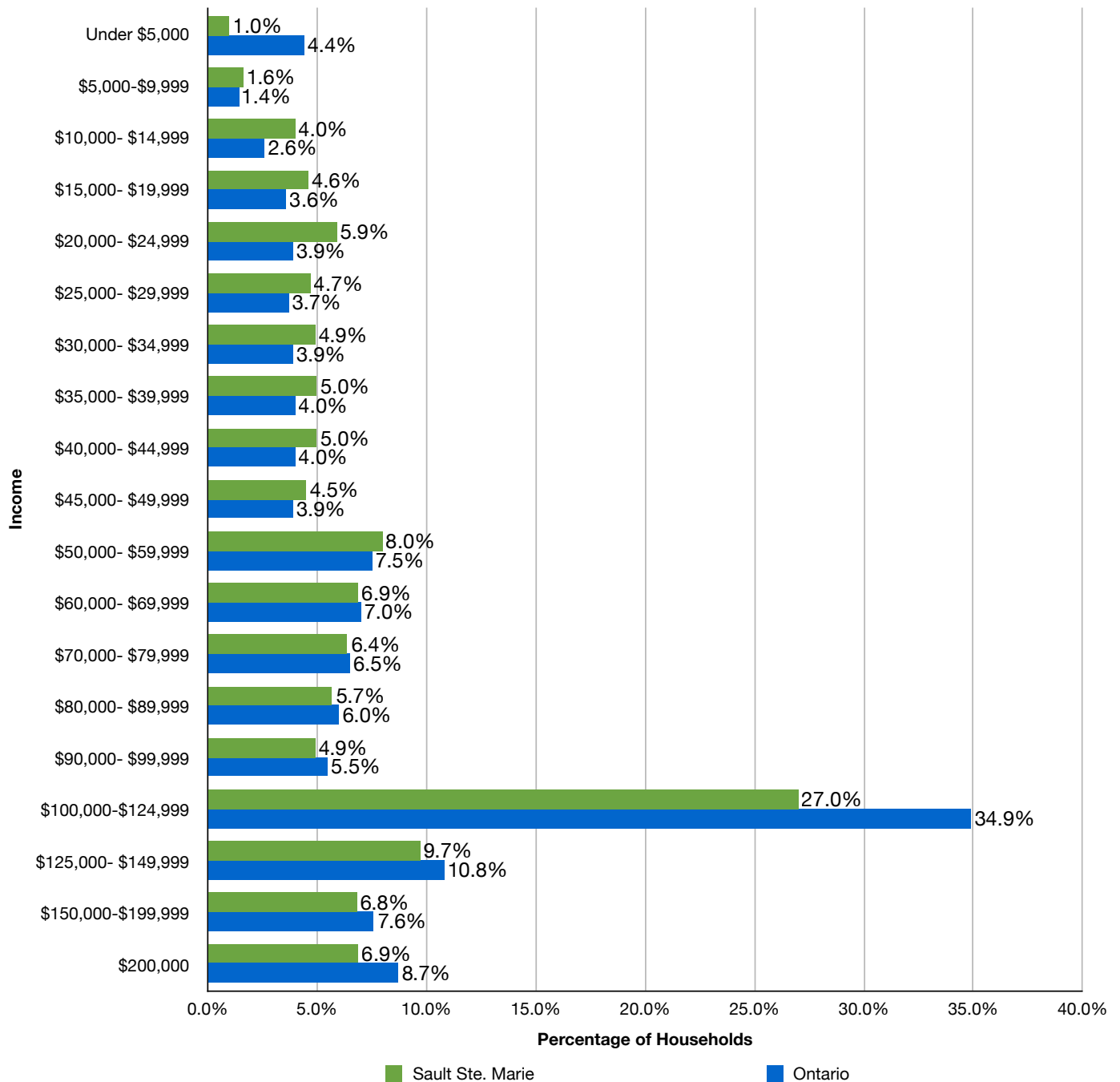


Table 6 – Individual Income Sault Ste. Marie

## 2.4 MOBILITY CHARACTERISTICS

Residents in Sault Ste. Marie are less likely to change place of residence within one or five years, compared to Ontario. Movers to Sault Ste. Marie tend to be relocating from within the community or province rather than outside of Ontario or Canada.

Mobility status - Place of residence 1 year ago				Mobility status - Place of residence 5 years ago			
	Sault Ste. Marie		Ontario		Sault Ste. Marie		Ontario
Total Population	71,280	100.0%	100.0%	Total Population	68,365	100.0%	100.0%
Non-movers	63,250	88.7%	87.6%	Non-movers	46,865	68.6%	62.9%
Movers	8,030	11.3%	12.4%	Movers	21,500	31.4%	37.1%
Non-migrants	6,290	8.8%	7.2%	Non-migrants	16,110	23.6%	20.3%
Migrants	1,740	2.4%	5.3%	Migrants	5,385	7.9%	16.8%
Internal migrants	1,540	2.2%	4.1%	Internal migrants	4,750	6.9%	12.5%
Intraprovincial migrants	1,330	1.9%	3.6%	Intraprovincial migrants	4,155	6.1%	11.0%
Interprovincial migrants	215	0.3%	0.5%	Interprovincial migrants	595	0.9%	1.4%
External migrants	200	0.3%	1.2%	External migrants	640	0.9%	4.4%

**Table 7 - Mobility Characteristics**

## 2.5 LANGUAGE CHARACTERISTICS

Characteristics	Sault Ste. Marie		Ontario	
	Count	Percentage	Count	Percentage
Total Population	72,285	100.0%	13,312,865	100.0%
English Only	65,115	90.1%	11,455,500	86.0%
French Only	40	0.1%	40,040	0.3%
Both English & French	6,840	9.5%	1,490,390	11.2%
Neither English nor French	285	0.4%	326,935	2.5%

Table 8 indicates that 95% of residents speak English and 3% speak French only. Over 9% of residents are bilingual and 3% speak other languages.

Table 8 – Languages Spoken, 2016

## 2.6 LEVEL OF EDUCATION

Table 9 shows the education attainment for residents aged 15 years and over. Approximately 30% completed high school only, while 51% completed postsecondary education. Nearly 25% completed college, or other non-university certificate or diploma programs and over 17% completed a university bachelor degree or above.

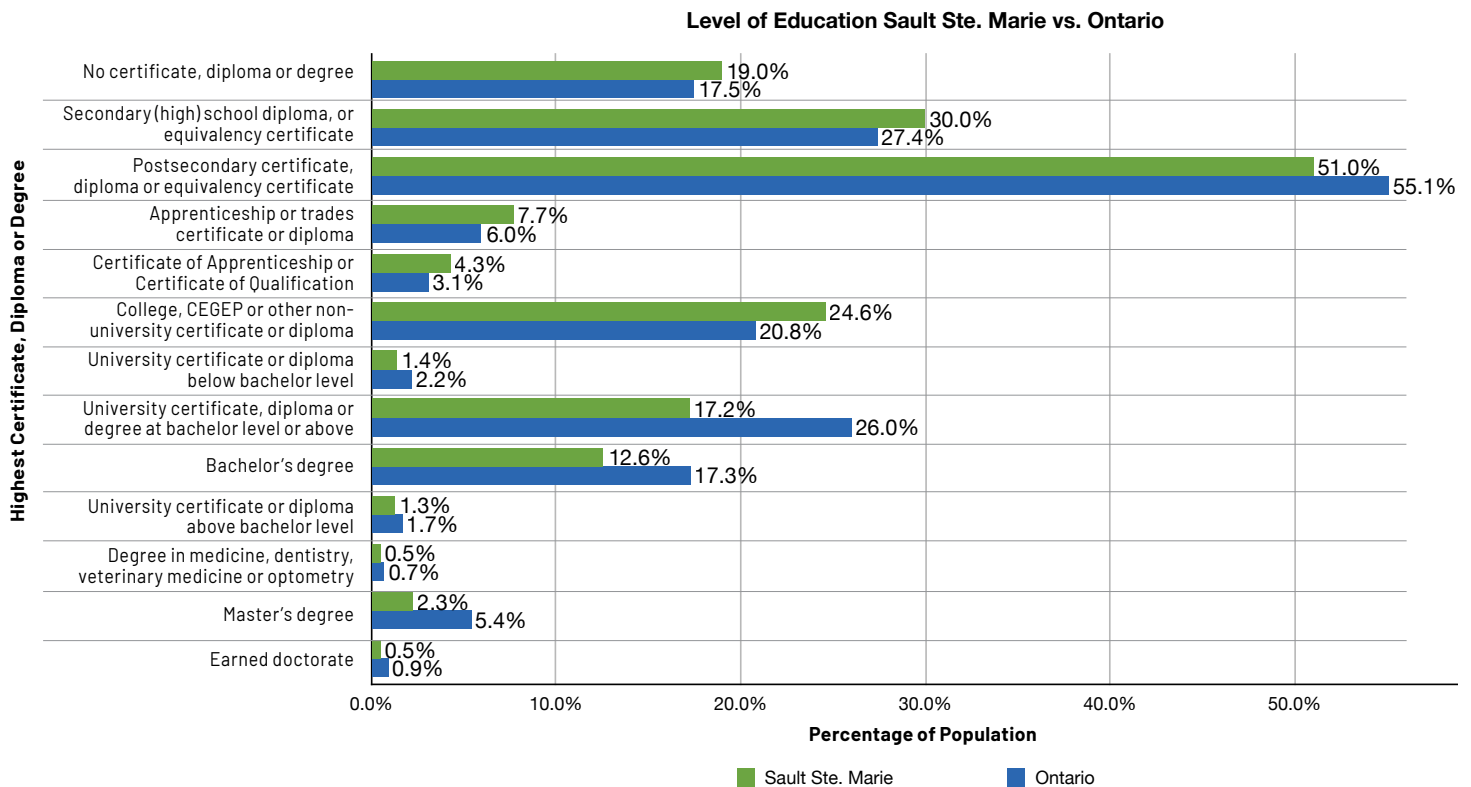
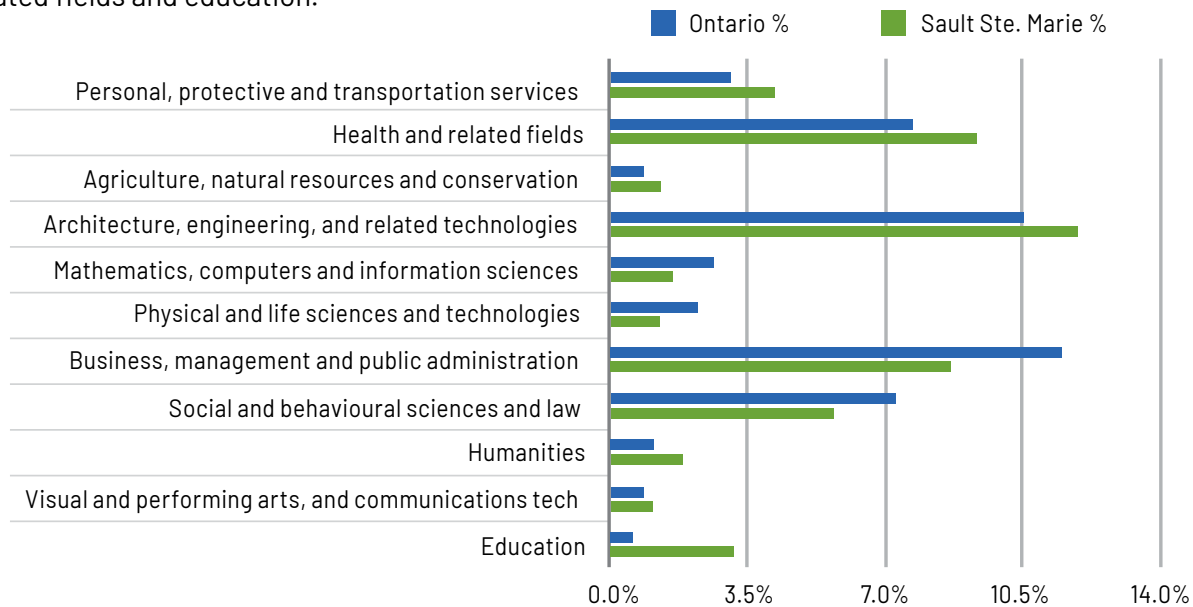


Table 9 – Educational Attainment Source: Statistics Canada 2016

## 2.6 LEVEL OF EDUCATION

Table 10 and Figure 1 identify the major fields of study for residents aged 15 and older – Architecture, engineering and related technologies. There are also higher concentrations than the province in health and related fields and education.



**Figure 1 - Major Field of Study, Population Aged 15 and over, 2016**

Source: Statistics Canada 2016

Major Field of Study	Sault Ste. Marie		Ontario
Total Population aged 15 years and over	61,445	100.0%	100.0%
Education	2,005	3.3%	0.7%
Visual and performing arts and communications tech	690	1.1%	1.0%
Humanities	1,195	1.9%	1.2%
Social and behavioural sciences and law	3,580	5.8%	7.3%
Business, management and public administration	5,405	8.8%	11.6%
Physical and life sciences and technologies	840	1.4%	2.3%
Mathematics, computer and information sciences	980	1.6%	2.6%
Architecture, engineering and related technologies	7,360	12.0%	10.6%
Agriculture, natural resources and conservation	820	1.3%	1.0%
Health and related fields	5,815	9.5%	7.8%
Personal, protective and transportation services	2,640	4.3%	3.1%

**Table 10 – Major Field of Study, Population Aged 15 and over, 2016**

Source: Statistics Canada 2016

## 3.0 LABOUR FORCE



Sault Ste. Marie has a highly skilled workforce and access to hundreds of new graduates annually from local post-secondary institutions.

Sault Ste. Marie, Ontario is the headquarters of the Ontario Lottery and Gaming Corporation (OLG) – a \$7 billion Crown corporation, with annual net profits exceeding \$2 billion, and one of the largest gaming organizations in North America. For over 25 years expertise in operating and growing Ontario’s lottery business has been developing in Sault Ste. Marie and a cluster of businesses servicing this sector naturally continues to develop. Companies like Canadian Bank Note, Pollard Banknote and Brooks Marketing are based in Sault Ste. Marie or have a presence here supporting lottery game development, operations and promotion.

Our digital economy sector is comprised of software development, web development, business process outsourcing, digital marketing, app and game development and cloud-based software companies. Some examples include business process software company Workiva, online media company Village Media, Insightworks (online training and onboarding), Microsoft Dynamics

technical support firm – Createch365, Canada Bank Note, SSI System Solutions, Lucidia, Jeronamo Solutions, Miramar, Cavera and much more.

Sault Ste. Marie recently ranked 4th out of 111 cities for competitiveness in the digital services industries in the 2016 KPMG Competitive Alternatives Study. Local digital companies enjoy lower labor costs, overall operating costs, and affordable leasing/rental costs for office space.

Heliene, a solar panel manufacturer is based in Sault Ste. Marie and exports panels throughout North America and Europe. Significant experience exists in the installation, operation and servicing of hydro, solar and wind projects as well.

In short, Sault Ste. Marie’s existing labor market includes skilled IT and technical, trades, health care, business, science and research and development talent. We are home to major industrial companies and organizations with years of corporate executive and operations experience. Our burgeoning IT and digital economy is growing and attracting new graduates and skilled programmers.

## 3.1 KEY INDICATORS

In 2019, Sault Ste. Marie had a low unemployment rate, averaging 4.9%. The community experienced high participate rates (64.3 per cent) and employment rates (61.6 per cent) in 2018 as well, both about 7 per cent higher than the same time a year ago. ([www.awic.ca](http://www.awic.ca)).

## 3.2 LABOUR FORCE BY OCCUPATION

Table 11 illustrates Sault Ste. Marie's labour force make up by occupation. Sales and service represents the largest group (27%), followed by Trades, transport and equipment operators (16.1%) and business, finance and administration occupations (13.3%).

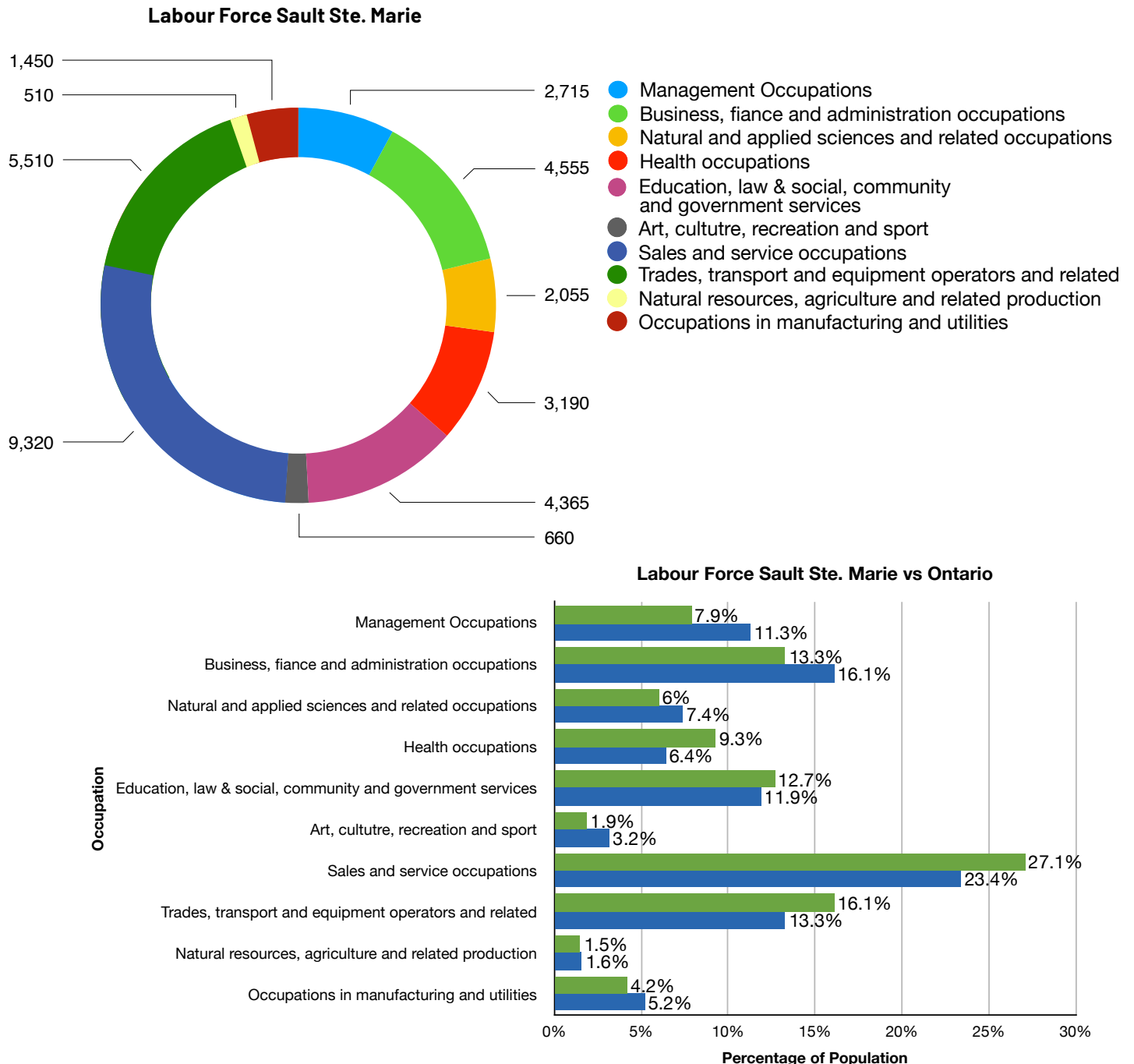


Table 11 – Labour Force by Occupation

Source: Statistics Canada 2016

■ Sault Ste. Marie

■ Ontario

# 3.3 LABOUR FORCE BY INDUSTRY

Labour Force by Industry Sault Ste. Marie vs Ontario

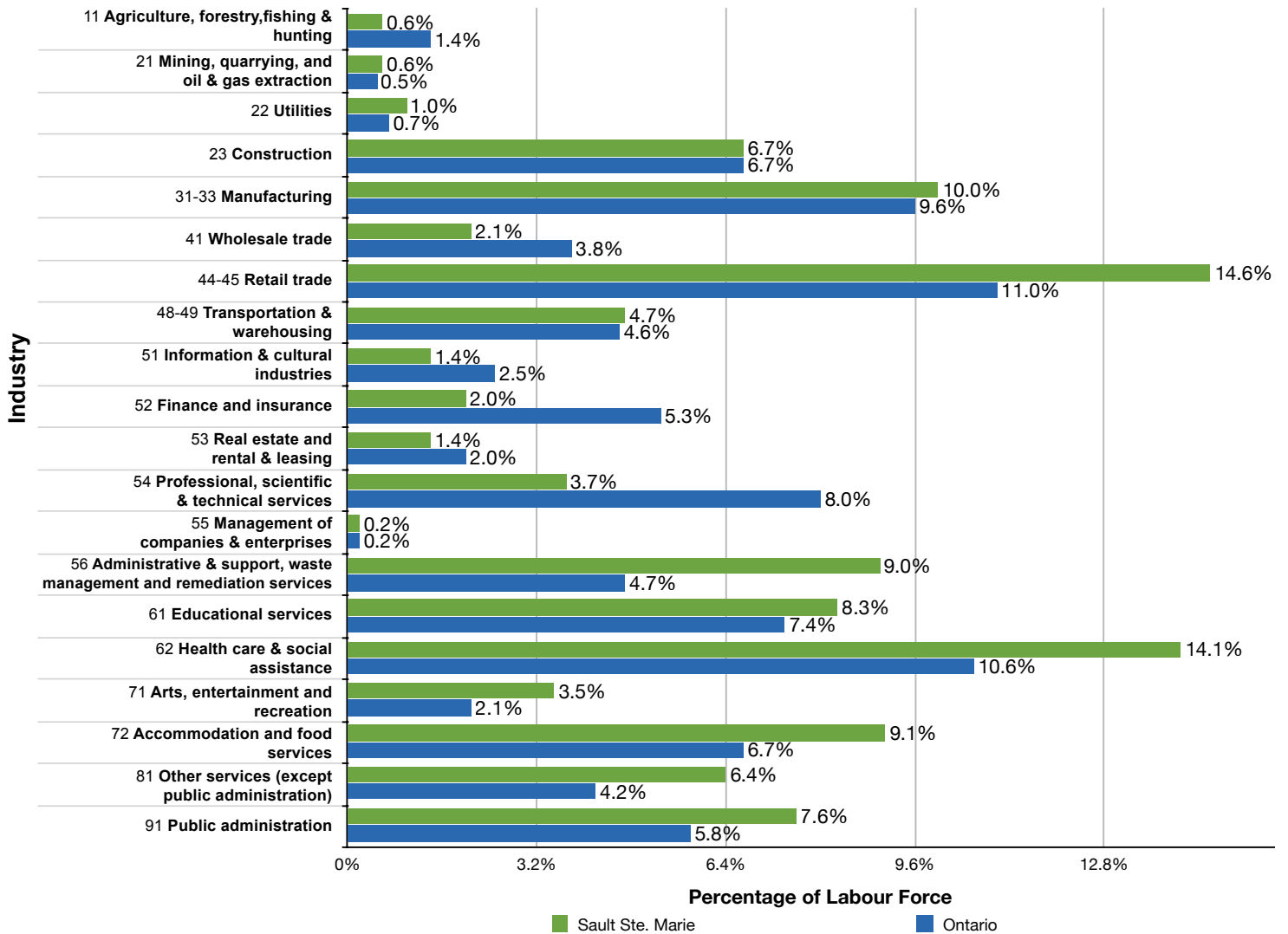


Table 12 – Labour Force by Industry

Source: Statistics Canada 2016



## 3.4 GENERAL WAGES BY OCCUPATION

Below is a sample of wages in the Sault Ste. Marie area.

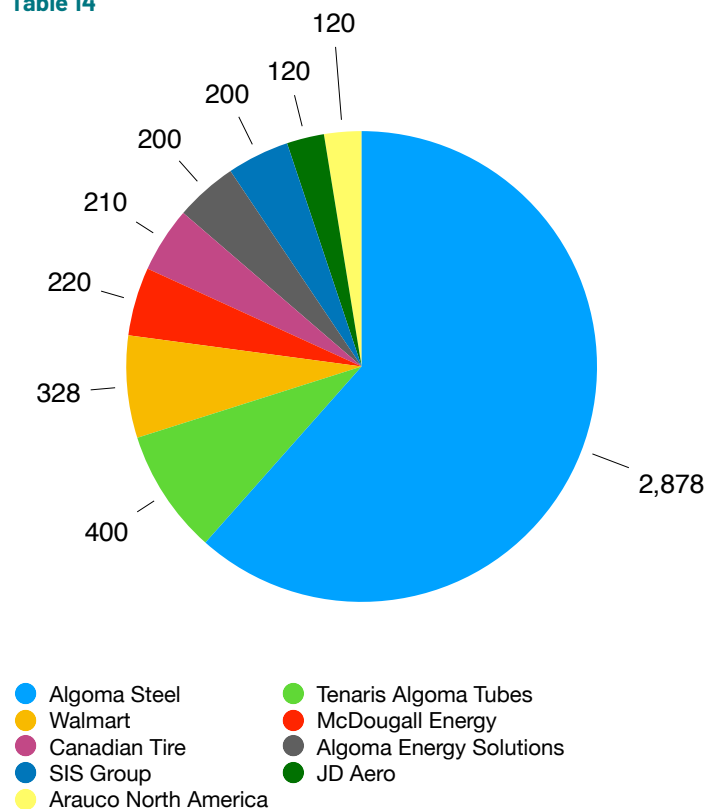
Occupation (NOC)	Wages (\$/hour)		
	Low	Median	High
Human resources managers (0112)	30.43	39.42	51.02
Purchasing managers (0113)	31.38	38.17	49.28
Advertising, marketing and public relations managers (0124)	28.55	37.52	48.81
Engineering managers (0211)	39.89	48.69	61.46
Architecture and science managers (0212)	32.12	45.87	60.42
Managers in health care (0311)	32.37	44.07	52.22
Managers in social, community and correctional services (0423)	29.32	39.71	49.42
Retail and wholesale trade managers (0621)	17.95	27.45	39.23
Construction managers (0711)	28.46	37.87	50.58
Facility operation and maintenance managers (0714)	25.38	35.81	49.12
Managers in transportation (0731)	28.46	37.87	50.58
Financial auditors and accountants (1111)	24.45	34.38	46.94
Financial and investment analysts (1112)	25.23	31.26	40.81
Other financial officers (1114)	23.04	31.05	44.61
Human resources professionals (1121)	27.81	38.07	50.05
Professional occupations in business management consulting (1122)	31.45	39.83	48.22
Professional occupations in advertising, marketing and public relations (1123)	22.60	30.13	40.88
Supervisors, general office and administrative support workers (1211)	19.92	25.40	32.24
Supervisors, finance and insurance office workers (1212)	20.30	26.48	34.35
Supervisors, supply chain, tracking and scheduling co-ordination occupations (1215)	18.98	23.97	29.97
Executive assistants (1222)	20.52	26.77	31.84
Human resources and recruitment officers (1223)	19.76	27.67	35.64
Purchasing agents and officers (1225)	22.76	26.89	35.97
Administrative assistants (1241)	18.31	23.70	28.73
Accounting technicians and bookkeepers (1311)	16.16	22.22	28.41
Payroll clerks (1432)	20.30	26.48	34.35
Banking, insurance and other financial clerks (1434)	17.96	23.38	27.63
Purchasing and inventory control workers (1524)	14.07	18.84	22.73
Biologists and related scientists (2121)	23.79	33.62	46.83
Civil engineers (2131)	29.39	38.51	46.77
Mechanical engineers (2132)	29.81	38.22	45.97
Electrical and electronics engineers (2133)	29.81	38.22	45.97
Industrial and manufacturing engineers (2141)	25.72	33.29	47.56
Information systems analysts and consultants (2171)	29.01	39.57	47.56
Database analysts and data administrators (2172)	25.66	34.17	43.36
Software engineers and designers (2173)	29.06	38.00	47.29
Chemical technologists and technicians (2211)	18.18	25.25	31.56
Geological and mineral technologists and technicians (2212)	21.34	26.70	37.13

**Table 13– General Wages by Occupation** Source: Survey of Employment, Payrolls and Hours (SEPH), January 2018

# 3.5 LARGEST EMPLOYERS

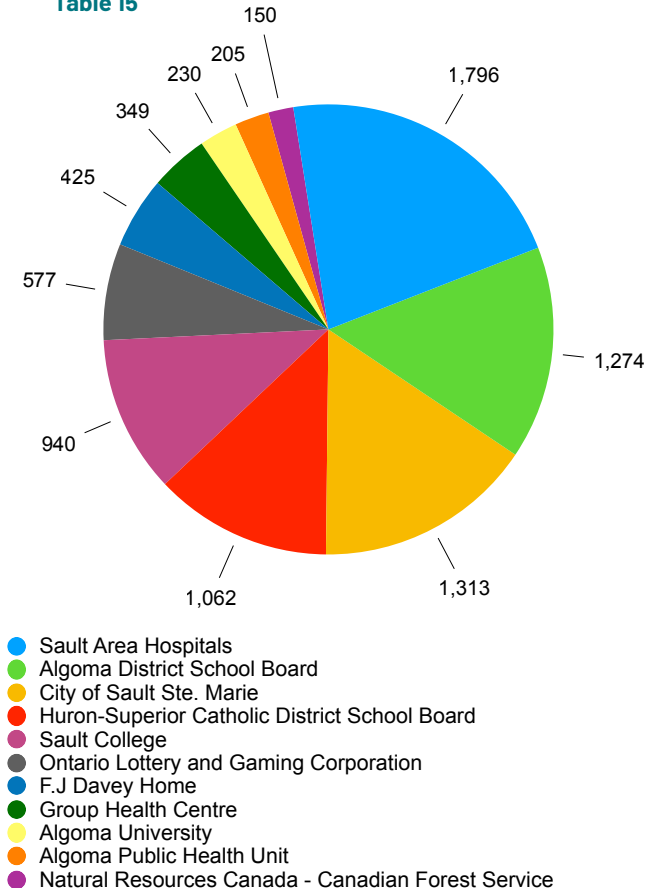
## Largest Private Sector Employers

Table 14



## Largest Public Sector Employers

Table 15



Largest Private Sector Employers	NAICS
Algoma Steel	331110
Tenaris Algoma Tubes	331210
Walmart	45211
Sutherland Group	561420
McDougall Energy	454311/ 454312
Canadian Tire	45211
Algoma Energy Solutions	221119
SIS Group	332312/ 811310
JD Aero	488190
Arauco North America	321216

Largest Public Sector Employers	NAICS
Sault Area Hospitals	622111
Algoma District School Board	611110
City of Sault Ste. Marie	913910
Huron-Superior Catholic District School Board	611110v
Sault College	611210/ 611510
Ontario Lottery and Gaming Corporation	713291
F.J Davey Home	623110
Group Health Centre	621494
Algoma University	611310
Algoma Public Health Unit	621494
Natural Resources Canada - Canadian Forest Service	115310/ 541710

Source: Sault Ste. Marie Economic Development Corp. (approximate employees)

## 4.0 TRANSPORTATION AND LOGISTICS



Sault Ste. Marie is strategically located at the heart of the Great Lakes, on the U.S. border, at the centre of North America and on the Trans-Canada Highway.

With easy and efficient access to national and international markets by road, sea, rail and air, the community is a hub for trade and commerce.

Businesses, including Algoma Steel, Tenaris Algoma Tubes, and JD Aero are taking advantage of the city's strategic location and transportation infrastructure.

## 4.1 HIGHWAYS

Sault Ste. Marie has direct access to Canadian markets via Highway 17 (part of the Trans-Canada Highway), which links to the east coast, west coast and to Southern Ontario via Highway 400.

Just across the Sault Ste. Marie International Bridge, where wait times are a fraction of what they are at southern Ontario border crossings, lies Michigan, along with direct access to the United States customers via Interstate-75.

Distance by Road		
City	Kilometers	Miles
Sudbury, ON	290	181
Thunder Bay, ON	704	440
Toronto, ON	680	425
Ottawa, ON	800	500
Vancouver, ON	3,781	2,363
Edmonton, ON	2,763	1,727
Saskatoon, ON	2,226	1,391
Winnipeg, ON	1,344	835
Montreal, PQ	992	620
Halifax, NS	2,221	1,388
Saint. John, NB	1,912	1,195
St. John's, NL	3,566	2,229
Charlottetown, PEI	2,171	1,357
Detroit, MI	560	350
Milwaukee, WI	649	400
Chicago, IL	722	451
Pittsburgh, PA	760	475
Minneapolis, MN	832	520
Indianapolis, IN	834	521
New York, NY	1,526	954

Table 16 - Distances by Road from Sault Ste. Marie, ON

## 4.2 RAIL, AIR AND MARINE

Sault Ste. Marie has rail access to the North American marketplace via Canadian National, Canadian Pacific and Huron Central railways. These routes provide coast-to-coast service with access to manufacturing facilities in Canada and the United States.

With a rail bridge crossing the St. Mary's River into Michigan, Sault Ste. Marie also offers access to more than 10,000 U.S. route miles to links such as Detroit, Minneapolis, Chicago, Milwaukee and Duluth.

### 4.3 AIRPORTS

The Sault Ste. Marie Airport features unrestricted landing (24 hours) with category five certification. The site boasts two 6,000' x 200' runways with approval in place for a 2,000' extension. The Sault Ste. Marie Airport is located within city limits. It is the only airport in northeastern Ontario that contains a NAV Canada air traffic control tower.

Sault Ste. Marie is serviced by a number of airlines, including:

- Air Canada, which flies to Toronto Pearson International Airport and, from there, other major centres around the world
- Porter Airlines, which flies to Toronto Island Airport and, from there, Ottawa, Montreal, Quebec City, Moncton, Halifax, St. John's, Thunder Bay, Sudbury, New York, Boston and Chicago
- Bearskin Airlines, which flies direct to Winnipeg, Thunder Bay, Sudbury, Timmins, Ottawa and numerous other locations in Northern Ontario and Manitoba
- Sunwing Vacations, which offers direct winter flights from Sault Ste. Marie Airport to Varadero, Cuba

As well, Delta Airlines flights from Sault Ste. Marie, Michigan, touch down daily at Detroit Metro Airport and Minneapolis-St. Paul, offering a low-cost alternative for travel to the United States.

### 4.4 PORTS AND MARINE

The Algoma Docks seaway depth port is strategically located on the St. Mary's River at the tip of Lake Superior, an integral part of the Great Lakes St. Lawrence Seaway System. The St. Lawrence Seaway system, which serves a region that is home to more than 95 million people and accounts for about 45 percent of U.S. manufacturing.

The location is a pivotal point of connection between Lake Superior, Lake Huron and Lake Michigan. The port connects to all major multi-modal transportation networks in the region such as class 1 railways (Canadian National and Canadian Pacific) and has direct access to Trans-Canada Highway 17 & the U.S. Interstate 75.

The port is currently the 4th largest port on the Canadian Great Lakes (by volume), handling approximately 500 vessels a year and over five million tonnes of shipments – such as finished-steel products, iron ore pellets, coal, limestone, coke and other materials – via its nine docks.

The seaway is cost-competitive for shipping products both to and from the international marketplace. It can accommodate 1,000-foot freighters used on the Great Lakes, as well as ocean going vessels.

#### Soo Locks

For over 160 years, the Soo Locks in Sault Ste. Marie, MI have provided safe passage and a vital shipping connection within the Great Lakes. Nearly 10,000 vessels pass through the locks annually, hauling 94 million tons of cargo, making it the busiest lock system in the world.

In 2018, the United States government appropriated \$992 million for the construction of a new lock, 110 feet by 1,200 feet. This new lock will allow for increased efficiencies in traffic as well as much needed redundancy for the existing Poe Lock.

The Sault Ste. Marie area is a true multi-modal hub, delivering all forms of efficient transportation to the companies and citizens that call this area home.

## 5.0 TAXES AND UTILITIES

### 5.1 Local Property Tax Rates

Sault Ste. Marie has 17 property tax classes and it compares favorably, performing at the mean or better, in almost all of the classes. For a complete list of rates, please visit the link provided.

URBAN AREA				
Property Class	RTC/RTQ	Municipal	Education	Total
Residential	RT/RH	0.01377970	0.00153000	0.01530970
Multi-Residential-New Multi-Residential	MT/NT	0.01490958	0.00153000	0.01643958
Commercial Occupied/Full Share/ New Construction	CT/CH/XT/XH	0.02896846	0.00980000	0.03876846
Commercial-New Construction/ Excess Land	CU/XU	0.02027794	0.00980000	0.03007794
Commercial-Small On-Farm Business	C7	0.02896846	0.00245000	0.03141846
Commercial - Vacant Land / Parking Lots	CX/GT	0.02141721	0.00980000	0.03121721
General Rate Only (International Bridge Plaza)	CM	0.02896846	0.00000000	0.02896846
Shopping Centres Occupied- New Construction	ST/ZT	0.03075189	0.00980000	0.04055189
Shopping Centre - Excess Land	SU	0.02152637	0.00980000	0.03132637
Office Buildings Occupied-New Construction	DT/YH	0.04027114	0.00980000	0.05007114
Office Building - Excess Land	DU	0.02818976	0.00980000	0.03798976
Industrial Occupied/Full Share/ New Construction	IT/IH/JT	0.06230369	0.00980000	0.07210369
Industrial - New Construction - Excess Land - Vacant Land	JU/IU/IX/IJ	0.04049739	0.00980000	0.05029739
Industrial - Small On-Farm Business	I7	0.06230369	0.00245000	0.06475369
Large Industrial - Occupied	LT	0.11065304	0.00980000	0.12045304
Large Industrial - Excess Land	LU	0.07192446	0.00980000	0.08172446
Landfills - Occupied	HF	0.02596133	0.00980000	0.03576133
Pipeline	PT	0.02885335	0.00980000	0.03865335
Farm / Managed Forests	FT/TT	0.00344495	0.00038250	0.00382745

**Table 17 – Local Property Tax Rates**

Source: <https://saultstemarie.ca/Cityweb/media/Finance/Tax%20Rates/2020-Tax-Rates.pdf>

## 5.1 LOCAL PROPERTY TAX RATES

RURAL AREA				
Property Class	RTC/RTQ	Municipal	Education	Total
Residential	RT/RH	0.01320310	0.00153000	0.01473310
Multi-Residential - New Multi-Residential	MT/NT	0.01428570	0.00153000	0.01581570
Commercial Occupied/Full Share/ New Construction	CT/CH/XT/XH	0.02773340	0.00980000	0.03753340
Commercial-New Construction- Excess Land	CU/XU	0.01941340	0.00980000	0.02921340
Commercial-Small On-Farm Business	C7	0.02773340	0.00245000	0.03018340
Commercial - Vacant Land / Parking Lots	CX/GT	0.02050410	0.00980000	0.03030410
Shopping Centres Occupied- New Construction	ST/ZT	0.02944080	0.00980000	0.03924080
Shopping Centre - Excess Land	SU	0.02060860	0.00980000	0.03040860
Office Buildings Occupied-New Construction	DT/YH	0.03855420	0.00980000	0.04835420
Office Building - Excess Land	DU	0.02698790	0.00980000	0.03678790
Industrial Occupied/Full Share/ New Construction	IT/IH/JT	0.05964740	0.00980000	0.06944740
Industrial - New Construction - Excess Land - Vacant Land	JU/IU/IX/IJ	0.03877080	0.00980000	0.04857080
Industrial - Small On-Farm Business	I7	0.05964740	0.00245000	0.06209740
Large Industrial - Occupied	LT	0.10593540	0.00980000	0.11573540
Large Industrial - Excess Land	LU	0.06885800	0.00980000	0.07865800
Landfills - Occupied	HF	0.02487500	0.00980000	0.03467500
Pipeline	PT	0.02764600	0.00980000	0.03744600
Farm / Managed Forests	FT/TT	0.00330080	0.00038250	0.00368330
DOWNTOWN BIA				0.00257786

**Table 17 – Local Property Tax Rates**

Source: <https://saultstemarie.ca/Cityweb/media/Finance/Tax%20Rates/2020-Tax-Rates.pdf>

## 5.2 FEDERAL AND PROVINCIAL TAX RATES

Ontario has a competitive tax environment for doing business. Combined federal and provincial corporate tax rates range from 25-26.5%.

Corporate Taxes - General Corporation, 2018			
Activity	Ontario	Canada	Combined Rate
General/Manufacturing	10.0%	15.0%	25.0%
Active Business Income	11.5%	15.0%	26.5%
Investment Income	11.5%	15.0%	26.5%

**Table 18 – Corporate Taxes – General Corporation, 2018**

Source: KPMG Corporate Tax Rates <https://home.kpmg.com/ca/en/home/services/tax/canadian-corporate-tax-tables.html>

### Sales Tax:

The Harmonized Sales Tax (HST) is 13% in Ontario. This is a combination of the 5% federal goods and services tax (GST) and the 8% retail sales tax (RST).

Ontario provides relief on the 8% provincial portion of the HST on specific items through a point of sale exemption.

### Personal Income Tax Rate:

Personal income tax rates for Ontario residents are progressive. The combined federal and Ontario rates range up to about 46 per cent, with the top marginal rate applying to taxable incomes over C\$100,000. Ontario's income tax rates are among the lowest in Canada at all income levels.

Ontario Taxable Income Range For Individuals	Tax (%)
The first \$43,906 of taxable income	5.05%
More than \$43,906 but not more than \$87,813	9.15%
More than \$87,813 but not more than \$150,000	11.16%
More than \$150,000 but not more than \$220,000	12.16%
Income over \$220,000	13.16%

**Table 19 - Ontario Personal Income Tax Brackets, 2019**

Source: <https://www.taxtips.ca/taxrates/on.htm>



## 5.2 FEDERAL AND PROVINCIAL TAX RATES

2019 Marginal Tax Rates				
2019 Taxable Income	Other Income	Capital Gains	Canadian Dividends	
			Eligible	Non-Eligible
First \$43,906	20.05%	10.03%	-6.86%	9.28%
Over \$43,906 up to \$47,630	24.15%	12.08%	-1.20%	14.00%
Over \$47,630 up to \$77,313	29.65%	14.83%	6.39%	20.32%
Over \$77,313 up to \$87,813	31.48%	15.74%	8.92%	22.42%
Over \$87,813 up to \$91,101	33.89%	16.95%	12.24%	25.20%
Over \$91,101 up to \$95,259	37.91%	18.95%	17.79%	29.82%
Over \$95,259 up to \$147,667	43.41%	21.70%	25.38%	36.14%
Over \$147,667 up to \$150,000	46.41%	23.20%	29.52%	39.59%
Over \$150,000 up to \$210,371	47.97%	23.98%	31.67%	41.39%
Over \$210,371 up to \$220,000	51.97%	25.98%	37.19%	45.99%
Over \$220,000	53.53%	26.76%	39.34%	47.78%

**Table 20 - Combined Federal & Ontario Tax Brackets, 2019** Source: <https://www.taxtips.ca/taxrates/on.htm>

## 5.3 WATER/WASTEWATER & WASTE MANAGEMENT

The local Public Utilities Commission (PUC) operates a direct water filtration plant at 60,000 m<sup>3</sup>/day during peak demand. Provisions have been made to extend the plant up to 120,000 m<sup>3</sup>/day, and water for industrial purposes is also available from area lakes and rivers. ([Click for current rates](#))

Sault Ste. Marie is extremely competitive on water rates and has the lowest water rates (with no surcharges) when compared to other communities in Ontario. In fact, the PUC is consistently in the top 15 communities in the Province on combined water and sewage service cost based on a base annual consumption rate of 200m<sup>3</sup> (16.7/m<sup>3</sup>/month), that is demonstrated below:

- Sault Ste. Marie - \$742
- North Bay - \$1,010
- Greater Sudbury - \$1,108
- Thunder Bay - \$1,118

Class A Metered Water Rates	
Size of Service	Basic Charge Per Month
less than 1-1/2 inch (37mm)	\$31.09
1-1/2 inch (37mm)	\$88.45
2 inch (50mm)	\$88.45
3 inch (75mm)	\$118.99
4 inch (100mm)	\$147.24
6 inch (150mm)	\$169.74
8 inch (200mm)	\$218.55
10 inch (250mm)	\$287.85
12 inch (300mm)	\$338.58
18 inch (450mm)	\$506.83
Metered Water Rates	
Per cubic metre for the first 15 cubic meters for each one month period	\$0.712
Per cubic metre for the next 250 cubic metre for each one month period	\$2.10
Per cubic metre for the remainder of water consumption	\$1.65

**Table 21 – Water Rates, 2020**

Source: [https://ssmpuc.com/documents/assets/uploads/files/en/by\\_law\\_415\\_establish\\_water\\_rates\\_for\\_2020.pdf](https://ssmpuc.com/documents/assets/uploads/files/en/by_law_415_establish_water_rates_for_2020.pdf)

In Sault Ste. Marie there are several solid waste management contractors that service both residential and commercial customers.

The Municipal Landfill is located at 402 Fifth Line East in Sault Ste. Marie and accepts domestic, commercial and non-hazardous solid industrial waste. The commercial tipping fees is a minimum \$11 gate fee, and \$7 per 100kg over 145kg or \$77 per MT.

The Municipal Landfill is 83.6 hectares in size, of which 42 hectares is utilized for landfilling, with a planned expansion underway. The expansion includes a bio-solids management facility to process sewage sludge. Furthermore, an active methane gas collection system has been in place since 2010 and burns the methane at a central enclosed flare.

### 2020 Solid Waste Disposal And Operating Hours Are:

- Monday to Friday: 8:30am to 4:30pm (January 2 to April 3, 2020)
- Monday to Saturday: 8:30am to 4:30pm (April 6 to October 24, 2020)
- Monday to Friday: 8:30am to 4:30pm (October 26 to December 31, 2020)

## 5.4 ELECTRICITY



Sault Ste. Marie has excessive, reliable and uninterrupted back-up power capabilities.

Sault Ste. Marie offers the lowest cost of electricity in northern Ontario. ([Click for current rates](#)). Additionally, Hydro One Sault Ste. Marie is the second largest electricity transmitter in Ontario.

For a city the size of Sault Ste. Marie a truly impressive amount of renewable energy is being generated in the region and community leaders have identified this sector as a priority for development. A community “Smart Energy Strategy” has been developed and is being actively implemented with local stakeholders seeking to support new projects.

Sault Ste. Marie also provides a stable and safe source of electricity for the mission-critical operations of the facility. A facility or business located in Sault Ste. Marie could tie in directly to a line that is fed from Brookfield Renewable Power’s generation facilities through Hydro One Transmission or be serviced by our local Public Utility Commission (PUC).

**Brookfield Power** – Unique arrangements can be made with Brookfield Renewable Power to provide a direct feed to a site. In addition, a company could contract out for power purchase or potentially purchase/own a transformer station which would eliminate the monthly transformation cost.

**PUC Distribution** – PUC Distribution is the local utility provider for the City of Sault Ste. Marie. Customers of PUC Distribution pay 0.5 cents per kWh less than the rest of the province for the government imposed “Debt Retirement Charge” listed below. The Debt Retirement Charge is currently set at 0.2 ¢/kWh for PUC Distribution customers while the rest of the Province pays 0.7 ¢/kWh. The Ontario Energy Board approved this reduced rate for our customers in recognition of the corresponding historical percentage of power purchased by Great Lakes Power from the former Ontario Hydro to supplement its energy production.

## 5.4 ELECTRICITY

	Residential	General Service Less than 50 kW	General Service Greater than 50 kW
Electricity - Standard Supply Service (per kWh)*			
Time-of-use Rates - Regulated Price Plan (RPP)			
Off-peak 7:00pm - 7:00am/ weekends and holidays	\$0.101	\$0.101	
Mid-peak 7:00am - 11:00am & 5:00pm - 7:00pm	\$0.144	\$0.144	
On-peak 11:00am - 5:00pm	\$0.208	\$0.208	
<b>Tiered Rates-Regulated Price Plan (RPP)</b>			
First 600kWh	\$0.119		
Balance of kWh	\$0.139		
Annual Consumption less than or equal to 250,000 kWh			
First 750 kWh		\$0.119	\$0.119
Balance of kWh		\$0.139	\$0.139
Standard Supply Service (non-interval per kWh)			Weighted Average Hourly Spot Price
Standard Supply Service (interval per kWh)			Hourly Spot Market Price
<b>Delivery</b>			
Monthly Service Charge	\$27.57	\$20.13	\$111.16
Smart Meter Entity Charge	\$0.57	\$0.57	
Distribution Charge (per kWh)	-\$0.0013	\$0.0215	
Non-RPP Distribution Charge (per kWh)	-\$0.0009	\$0.0219	\$0.0004
Transmission Network Charge (per kWh)	\$0.0061	\$0.0057	
Distribution Charge (per kW)			\$4.6598
Transmission Network Charge (per kW)			\$2.2941
Transmission Network Charge (interval meter per kW)			\$2.8852
Regulatory Charges			
Standard Supply Service - Administration Charge	\$0.25	\$0.25	\$0.25
Wholesale Market Service Charge (per kWh)	\$0.0035	\$0.0035	\$0.0035

**Table 22 - Sault Ste. Marie PUC Electricity Rates - Effective November, 2019** Source: <https://ssmpuc.com/electricity/rates/>

## 5.5 NATURAL GAS

Sault Ste. Marie is serviced by Union Gas, a major Canadian natural gas storage, transmission and distribution company based in Ontario with 100 years of experience and service to customers. ([www.uniongas.com](http://www.uniongas.com)).

Category	Rate 10	Rate 20		Rate 25	Rate 100	
	Large Volume	Medium Volume		Large Volume Interruptible	Large Volume High Load Factor	
<b>Monthly Charge</b>	\$72.68		\$987.42	\$327.82		\$1,483.00
<b>Delivery Charge</b>	¢ per m3	<b>Delivery Charge</b>	¢ per m3	¢ per m3	<b>Delivery Charge</b>	¢ per m3
First 1,000 m3 per month	8.2925	First 70,000 m3 of Contracted Daily Demand	32.7557	5.3973	Monthly Demand Charge for each unit of Contracted Daily Demand	18.7270
First 9,000 m3 per month	6.7173	Over 70,000 m3	19.2619		Commodity Charge for each unit of gas	0.2681
First 20,000 m3 per month	5.8578	Commodity Charge for first 852,000 m3 of gas volumes delivered	0.6960			
First 70,000 m3 per month	5.2795	Commodity Charge for all units over 852,000 m3 of gas volumes delivered	0.4916			
Over 100,000 m3 per month	3.0884					
<b>Delivery Price Adjustment</b>						
<b>CABON CHARGES</b>						
Federal Carbon Charges (if applicable)	5.8700		5.8700	5.8700		5.8700
Facility Carbon Charge (in addition to Delivery Charge)	0.0088		0.0088	0.0088		0.0088
Unauthorized Overrun Non-Compliance Rate				233.8800		
<b>Rate 10</b> typically applies to medium - large commercial and small industrial customers. These include small businesses, restaurants, hotels and retail stores. These customers are located in our northern and eastern operation areas and consume more than 50,000 m3 of natural gas each year.						
<b>Rate 20</b> is for commercial and industrial customers who have signed a Northern Distribution contract for firm gas delivery with Union Gas. These customers typically burn gas for manufacturing and processing of goods – such as pulp and paper, mining, institutions, and food and beverage facilities. These customers are located in our northern and eastern operation areas and must consume a minimum of 14,000 m3 of natural gas each day.						
<b>Rate 25</b> is for commercial and industrial customers who have signed an interruptible Northern Distribution contract with Union Gas. Customers in this rate class must be able to shut off their natural gas service and use other fuels if required. These customers are located in our northern and eastern operation areas and can use this service alone, or as a companion to a firm rate (used to top up service if they go over their contract maximum usage).						
<b>Rate 100</b> is for large commercial and industrial customers who have signed a Northern Distribution contract for firm natural gas delivery with Union Gas. These customers are typically large manufacturers requiring a very large volume of natural gas for industrial processes – such as steel, pulp and paper and mining. These customers, located in our northern and eastern operation areas, require a minimum consumption of 100,000 m3 of natural gas or more each day. These customers must maintain a 70% load factor over the course of a year.						

**Table 23 – Natural Gas Rates, Commercial and Industrial (Union Gas) – October 2019**

Source: <https://www.uniongas.com/business/account-services/unionline/contracts-rates>

## 6.0 PLANNING, & DEVELOPMENT RELATED FEES



## 6.1 PLANNING RELATED FEES/CHARGES

	Fees
<b>Minor Variance</b>	\$520.00
Single Unit Residential	
Multiple Residential Units & RA and R1 Zones	\$720.00
All Other Zones	\$840.00
Fences in all Zones	\$420.00
After the Fact Variance	1.5 X regular fee
Deferred by Applicant	
No New Notice	\$80.00
New Notice ½ of app. fee	
After one yr. full app. fee	
<b>Consent</b>	
New Lot Creation	\$610 + \$410/lot + \$310 easement
Lot Addition, Easement, Rights-of-way, Validation, Change of Condition	
<b>Deferred by Applicant</b>	
No New Notice	\$80.00
New Notice ½ of app. fee	
After one yr. full app. fee	
<b>Final Consent Application</b>	\$210.00/transfer
Appeal (Minister of Finance)	\$300.00
Appeal (Sault Ste. Marie)	\$150.00 + HST
Records Retrieval	\$80.00 +HST
<b>Special Hearing</b>	\$520.00 + application fee
<b>Standards Appeal Application</b>	\$210.00

**Table 24 – Municipal Planning Fees (Effective date Jan. 21/19)**

Source: <https://saultstemarie.ca/Cityweb/media/Engineering-and-Planning/Planning/ConsentMinorVarianceFees.pdf>

## 6.2 Development Charges and Fees

The City of Sault Ste. Marie does not currently levy development charges on new developments.

## 7.0 BUSINESS SUPPORT PROGRAMS AND SERVICES



Sault Ste. Marie offers extensive business support and startup resources. You can count on multiple organizations working together to offer the best service and solutions to your business. Sault Ste. Marie is also home to a Regional Innovation Centre, Millworks Centre for Entrepreneurship, and business incubator.

- **Invest Sault Ste. Marie**  
[www.investsaultstemarie.com](http://www.investsaultstemarie.com)
- **Sault Ste. Marie Innovation Centre**  
[www.ssmic.com](http://www.ssmic.com)
- **Millworks Centre for Entrepreneurship**  
[www.themillworks.ca](http://www.themillworks.ca)
- **Sault Ste. Marie Chamber of Commerce**  
[www.ssmcoc.com](http://www.ssmcoc.com)
- **Community Development Corporation of Sault Ste. Marie & Area**  
[www.ssmcdc.com](http://www.ssmcdc.com)

Economic Development Sault Ste. Marie is the City of Sault Ste. Marie's economic development division, encompassing investment attraction, small business development and business growth services. Staff supports existing businesses and attracts external businesses to create jobs and increase the municipal tax base.

Sault Ste. Marie Innovation Centre (SSMIC) functions as a catalyst for economic development and diversification in the information technology and knowledge-based sectors. Beyond supporting the growth and development of local science and technology companies, SSMIC operates an internationally recognized, award-winning community geomatics centre (ACORN).

These community partners work together and have expertise in accessing the many government funding programs available to qualifying businesses for establishing, relocating or expanding operations.



## 7.1 NATIONAL AND PROVINCIAL SUPPORT

Our goal is to work with entrepreneurs and multi-national businesses to access the appropriate funding programs and support, which may include:

- FedNor – Industry Canada
- Northern Ontario Heritage Fund Corporation (NOHFC)
- Ministry of Economic Development, Employment and Infrastructure
- Ministry of Research & Innovation (MRI)
- National Research Council (NRC-IRAP)
- Human Resources Services Development Corporation (HRSDC) and Service Canada

The City can also help businesses access a variety of unique community funding programs such as the Economic Development Fund (EDF), Community Improvement Programs and economic incentives for identified employment zones.

**Northern Ontario Heritage Fund** ([www.nohfc.ca](http://www.nohfc.ca))

NOHFC programs support economic development in Northern Ontario. The NOHFC offers six programs: the Strategic Economic Infrastructure Program, the Northern Community Capacity Building Program, the Northern Innovation Program, the Northern Business Opportunity Program, the Northern Event Partnership Program and the Northern Ontario Internship Program.

As an example, business expansion projects would be an excellent candidate for the NOHFC program. NOHFC assistance will generally not exceed 50% of total eligible project costs up to a maximum of \$1 million per project. In exceptional circumstances, the NOHFC may consider exceeding the \$1 million maximum on a case-by-case basis.

NOHFC assistance under this program is provided through three funding options:

- Funding in the form of a conditional grant only to a maximum of 20% of total eligible costs OR \$400,000, whichever is less.
- Funding in the form of a conditional grant to a maximum of 20% of total eligible costs OR \$400,000, whichever is less, plus a repayable loan to a maximum of 30% of total eligible costs OR \$600,000, whichever is less.
- Funding in the form of repayable loan only to a maximum of 50% of total eligible costs OR \$1,000,000, whichever is less.

## 7.2 LOCAL/REGIONAL SUPPORT

Sault Ste. Marie offers a wealth of competitive advantages designed to attract and retain new business. In addition to Government incentives in areas such as technology, innovation, training, site acquisition, infrastructure and manufacturing, new business ventures also enjoy other financial incentives, a lower cost of doing business, efficient multi-modal transportation, reliable utility services and other logistics. Updated zoning bylaws also improve local development and allow appropriate zoning to accommodate new businesses.

Economic Development Sault Ste. Marie can help businesses access a variety of unique community funding programs such as the Economic Development Fund (EDF) and Downtown Financial Incentive Program.

### Economic Development Fund

The City of Sault Ste. Marie has at its discretion, an annual fund of \$500,000 available to spur various economic development activities within the city. For more details [click here](#).

### Economic Growth Grant Program

The City of Sault Ste. Marie has available an Economic Growth Grant Program. The purpose of the EGCIP is to help diversify the local economy and stimulate job growth by attracting new businesses and expanding existing ones that are engaged in primarily export-oriented activities. To achieve this, the EGCIP provides two grant programs for approved applicants:

**Grant Program 1:** An annual grant of up to three years to fully or partially offset property tax increases resulting from the improvement of lands and/or buildings.

**Grant Program 2:** A grant of up to \$100,000 per project, or as approved by City Council.

The grant programs will be administered by the EGCIP Committee, which comprises representation from the City's Community Development, Finance, and Planning Departments. All grant applications will be reviewed by this committee, with the final decision made by City Council. [Click here](#) for more information.

### Downtown Financial Incentive Program

As part of the Downtown CIP, the City has established a number of financial incentive programs to catalyze

private sector investments downtown. The program currently has the following grant programs:

- **Tax Increment-Equivalent Grant** - The value is equal to 100% of the municipal tax increase in the first year of project completion. Thereafter, it is provided on a declining rate basis until the fourth year. A project investment of \$500,000 is required.
- **Façade Improvement Grant** - matching grants of up to \$20,000.
- **Building Activation Grant for Vacant Spaces** - matching grants of up to \$20,000.
- **Upper Floor Residential Conversion Grant** - matching grants of up to \$15,000.
- **Patio Conversion Grant** - matching grants of up to \$5,000.

Please visit the [Downtown Financial Incentive Program](#) page for more details and grant application forms.

### Community Improvement Plans

It provides a means of planning and financing development activities that effectively use, reuse and restore lands, buildings and infrastructure. Section 28 of the Planning Act and Section 365.1 of the Municipal Act allows municipalities to issue grants or loans, or provide property tax assistance to registered owners, assessed owners or tenants of lands within a Community Improvement Plan (CIP) Project Area.

### Local Business Support Agencies - Table 25

<b>Economic Development Sault Ste. Marie</b> <a href="http://www.investsaultstemarie.com">www.investsaultstemarie.com</a>	<b>Millworks Centre for Entrepreneurship</b> <a href="http://www.themillworks.ca">www.themillworks.ca</a>
<b>City of Sault Ste. Marie</b> <a href="http://www.saultstemarie.ca">www.saultstemarie.ca</a>	<b>YouLaunch</b> <a href="http://www.youlaunch.ca">www.youlaunch.ca</a>
<b>Sault Ste. Marie Innovation Centre</b> <a href="http://www.ssmic.com">www.ssmic.com</a>	<b>Community Development Corporation of Sault Ste. Marie &amp; Area</b> <a href="http://www.ssmcdc.com">www.ssmcdc.com</a>
<b>Sault Ste. Marie Chamber of Commerce</b> <a href="http://www.ssmcoc.com">www.ssmcoc.com</a>	<b>StartUP Sault Ste. Marie</b> <a href="http://www.startupsault.ca">www.startupsault.ca</a>
	<b>Social Entrepreneurship Evolution</b> <a href="http://www.seethechange.ca">www.seethechange.ca</a>

## 7.3 EDUCATION AND TRAINING

Sault Ste. Marie, Ontario is home to two outstanding post-secondary institutions (Algoma University and Sault College) with annual enrollment of over 6,000 students. The community boasts a higher-than-average participation rate in post-secondary education. Sault Ste. Marie, Michigan is also home to Lake Superior State University (2,500 students) with degree programs in business, computer engineering, mechanical and electrical engineering and robotics.

The university and college have worked with the community to shape curriculum to meet specific needs of Sault Ste. Marie's knowledge based industries. The post-secondary institutions have a well-established history of collaborating with organizations to understand and deliver on current and emerging requirements for education and skills. One of the benefits of a small community is that institutional leaders are very open to working with industry to adjust curriculum to ensure they are meeting the needs of local employers.

### **Sault College of Applied Arts & Technology**

Sault College ranked in the Top 2 for overall student satisfaction in past six years – twice #1 and is the largest deliverer of apprenticeship training in Northern Ontario.

The **Corporate Training Unit** at Sault College, within the Centre for Continuing Education and Corporate Training plays a vital role in meeting the training needs of business and industry.

Highly qualified training consultants work closely with employers in all sectors of the local economy to identify training requirements and design and deliver quality training programs, courses and workshops.

The college has worked with OLG to understand its requirements for upgrading programming skills on different software languages such as python. A customized program and delivery schedule resulted in participant certification on the software by their provincial governing organization in a timely and cost efficient way – all within Sault Ste. Marie. Sault College has done similar programs

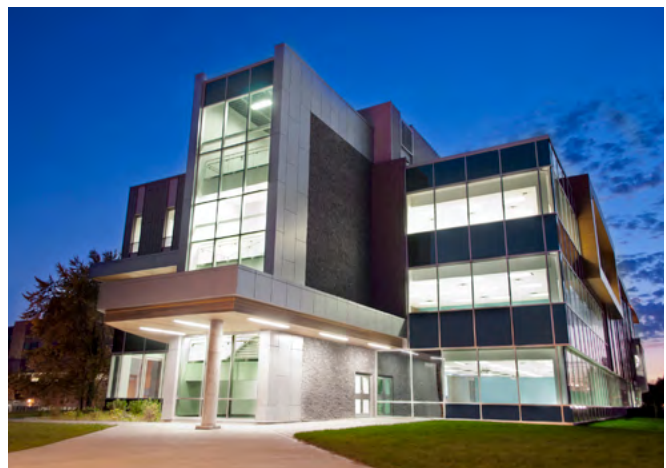
with Algoma Steel to upgrade employee essential skills and Tenaris Algoma Tubes – for management skills upgrades, and more recently partnered with Createch365 (Microsoft partnership) to integrate Microsoft Dynamics 365 training into curriculum to support the growth of Createch365's client technical support and consulting.

Staff also maintains frequent communication with government ministries and departments and local economic development groups to ensure that labour market and training information is current and relevant.

Sault College has extensive expertise in the design, development and delivery of customized training to meet the needs of employers, groups and associations. There is a high degree of flexibility in how and where the training is delivered.

The Corporate Training Unit specializes in:

- Human Resource Planning
- Training Needs Analysis for Companies and Organizations
- Customized courses for all sectors of the economy
- Conferences, seminars and workshops
- Partnership development for training delivery
- Training brokerage with professional associations and accrediting institutes
- Distance delivery and alternative learning methods



## 7.3 EDUCATION AND TRAINING

### Algoma University

Algoma University (1,400 students) offers Bachelor's degrees in more than 30 academic programs, including Computer Sciences (with sub specialties in Computer Games Technology), Information Technology (IT), Finance, HR & Business Systems Management.

All programs offer undergraduate research opportunities and hands-on learning. The co-op program offers students the opportunity to gain experience across a wide variety of local employers and for employers to scout future talent. International students are a significant component of Algoma U's enrolment.



### Lake Superior State University

Just across the International Bridge, located in Sault Ste. Marie, Michigan, Lake Superior State University (LSSU) is a public university with an enrolment of about 2,500 students. With over 90 degree programs, LSSU offers students a wide variety of career paths including business administration, nursing, robotics, engineering and natural sciences.

**Product Development Center** – LSSU's Product Development Center a not-for-profit activity of the LSSU College of Engineering, Technology and Economic Development that provides fee based engineering services to businesses, entrepreneurs and inventors. Service areas include: mechanical, electrical, computer manufacturing and robotic/ automation, testing and statistical analysis, and technical writing and documentation.

**Electronic Products Innovation Center (EPIC)** – Experience and equipment combine as a unique resource in the Electronic Products Innovation Center at LSSU. From function concept through circuit schematic design, artwork generation, automated Surface Mount Technology assembly of components and programming of embedded microprocessors, EPIC provides a complete prototype design solution with the ability to produce batches of completed circuit boards.

There is a high level of cooperation/integration among the three local institutions – you can start your degree at Sault College and finish at Algoma or LSSU; or start it at LSSU on the U.S side and finish on the Canadian side – all at attractive tuition rates.



## 7.4 COMMUNICATIONS INFRASTRUCTURE



A critical resource for any technology company is the availability of abundant broadband resources. Sault Ste. Marie offers an advanced communication infrastructure to suit the needs of any project.

The unique geographic location of the community located directly on the U.S. border provides the ability for redundant access to major American telecommunication backbones. The city is the home of the only fibre optic connection to the U.S. located on the upper Great Lakes via the Sault Ste. Marie International Bridge. This is a unique advantage to locating a facility in Sault Ste. Marie.

The Sault Ste. Marie area can meet the Information and communication technology needs of any company, as the region is served by three independent broadband carriers each offering OC192 network lines with 10Gbps and GbE capacity.

Path diversity is achieved by Bell Canada, which has two “west-east” paths (Bell + Ontera) plus a “northern loop” to Sudbury, Ontario; and by Shaw Communications, which has two paths in/out of the city via a “west-east” path to Sudbury (using Eastlink) and a “U.S. path” via the International

Bridge into Michigan where it connects to the regional network owned by Peninsula Fiber Network, LLC (PFN) and its partner routes to Chicago, Minneapolis and Grand Rapids.

Our local communications infrastructure currently services the needs of major companies like the Ontario Lottery and Gaming Corporation, the education sector including Sault College and Algoma University, and research institutions such as the Great Lakes Forestry Centre, Ontario Forest Research Institute and Ontario Invasive Species Centre.

Sault Ste. Marie is serviced by all major cellular companies, including Bell Canada, Rogers, TELUS and Virgin Mobile.

Residents and businesses in the community have up to 1 Gbps high speed internet service available from both Bell Canada (fibre) and Shaw Communications.

## 8.0 QUALITY OF LIFE



Sault Ste. Marie offers an excellent quality of life for professionals and their families. The community is situated in the heart of some of the most beautiful and clean environments in North America. This provides opportunities for world-class recreational activities that span four seasons.

Sault Ste. Marie, Ontario has a proactive population that is committed to its arts and culture scene. Further, the City of Sault Ste. Marie has invested heavily in improving the quality of place for residents including the construction of a downtown boardwalk, establishment of the 23 km (14 mile) Hub Trail and creation of new bike paths for residents. Sault Ste. Marie recently won the Canadian Urban Institute's Excellence in Project Development: Neighborhood Scale for the Sault Ste. Marie Waterfront Revitalization project.

The community is among the safest places to live in Canada with low crime rates and excellent social support infrastructure. We offer affordable housing, and cottage living within a short commute (10 minutes). The affordable cost-of-living allows for a big lifestyle compared to other centres.

## 8.1 COST OF LIVING

Sault Ste. Marie offers affordable living, where you can enjoy a “big” lifestyle with a small footprint. Compared to Toronto and other large centres, the cost-of-living in Sault Ste. Marie is very affordable. Below are some examples.

Cost Of Rent Plus Utilities Including Heat, Hot Water And Electricity									
Name	Household Income Range	Quartile	Average	Studio	1-Bed	2-Bed	3-bed	4-bed	All Units
Sault Ste. Marie	\$0 to \$18,513	Q1	\$12,588	\$612	\$512	\$669	\$839	—	\$582
	\$18,513 to 29,550	Q2	\$23,751	—	\$651	\$774	\$759	\$779	\$718
	\$29,550 to 49,016	Q3	\$38,295	—	\$700	\$847	\$977	\$883	\$850
	\$49,016+	Q4	\$77,140	—	\$822	\$924	\$1,069	\$1,222	\$993
		All		\$606	\$613	\$819	\$964	\$1,042	\$786
	Household Income Range	Quartile	Average	Studio	1-Bed	2-Bed	3-bed	4-bed	All Units
Toronto	\$0 to \$22,881	Q1	\$12,935	\$644	\$873	\$1,181	\$1,274	\$1,342	\$953
	\$22,881 to \$45,498	Q2	\$33,928	\$926	\$1,064	\$1,174	\$1,203	\$1,295	\$1,120
	\$45,498 to \$76,896	Q3	\$59,806	\$1,063	\$1,212	\$1,317	\$1,387	\$1,462	\$1,282
	\$76,896+	Q4	\$132,975	\$1,138	\$1,449	\$1,643	\$1,746	\$2,014	\$1,612
		All		\$805	\$1,107	\$1,352	\$1,470	\$1,676	\$1,242

Cost of Rent and Utilities (February 25, 2020)

Source: <http://rentalhousingindex.ca>

## 8.1 COST OF LIVING

According to the website [www.numbeo.com](http://www.numbeo.com) which utilizes crowd-sourced data, the cost-of-living in Sault Ste. Marie is significantly less than Toronto. Examples are below.

### Indices Difference

Rent Prices in Sault Ste. Marie are 57.95% **lower** than in Toronto

Restaurant Prices in Sault Ste. Marie are 14.17% **lower** than in Toronto

Groceries Prices in Sault Ste. Marie are 7.54% **lower** than in Toronto

<b>Restaurants</b>	<b>Toronto</b> [ Edit ]	<b>Sault Ste. Marie</b> [ Edit ]	<b>Difference</b>
Meal, Inexpensive Restaurant	20.00 C\$	17.50 C\$	-12.50 %
Meal for 2 People, Mid-range Restaurant, Three-course	85.00 C\$	63.00 C\$	-25.88 %
McMeal at McDonalds (or Equivalent Combo Meal)	12.00 C\$	12.00 C\$	0.00 %
Domestic Beer (0.5 liter draught)	7.25 C\$	5.75 C\$	-20.69 %
Imported Beer (0.33 liter bottle)	9.00 C\$	7.85 C\$	-12.83 %
Cappuccino (regular)	4.34 C\$	4.60 C\$	+5.85 %
Coke/Pepsi (0.33 liter bottle)	2.35 C\$	2.36 C\$	+0.21 %
Water (0.33 liter bottle)	1.82 C\$	1.95 C\$	+6.71 %

<b>Markets</b>	<b>Toronto</b> [ Edit ]	<b>Sault Ste. Marie</b> [ Edit ]	
Milk (regular), (1 liter)	3.08 C\$	2.09 C\$	-32.02 %
Loaf of Fresh White Bread (500g)	2.90 C\$	2.87 C\$	-0.91 %
Rice (white), (1kg)	3.49 C\$	6.67 C\$	+91.01 %
Eggs (regular) (12)	3.46 C\$	3.50 C\$	+0.98 %
Local Cheese (1kg)	18.56 C\$	9.00 C\$	-51.52 %
Chicken Fillets (1kg)	13.35 C\$	15.00 C\$	+12.37 %
Beef Round (1kg) (or Equivalent Back Leg Red Meat)	16.33 C\$	10.25 C\$	-37.23 %
Apples (1kg)	3.81 C\$	3.93 C\$	+3.12 %
Banana (1kg)	1.70 C\$	1.95 C\$	+14.90 %
Oranges (1kg)	3.69 C\$	4.87 C\$	+31.99 %
Tomato (1kg)	3.57 C\$	4.15 C\$	+16.21 %
Potato (1kg)	2.98 C\$	3.25 C\$	+9.13 %
Onion (1kg)	2.64 C\$	1.78 C\$	-32.69 %
Lettuce (1 head)	2.28 C\$	2.91 C\$	+27.72 %
Water (1.5 liter bottle)	2.10 C\$	2.00 C\$	-4.80 %
Bottle of Wine (Mid-Range)	17.00 C\$	16.50 C\$	-2.94 %
Domestic Beer (0.5 liter bottle)	3.41 C\$	2.64 C\$	-22.79 %
Imported Beer (0.33 liter bottle)	3.75 C\$	4.00 C\$	+6.56 %
Cigarettes 20 Pack (Marlboro)	15.00 C\$	12.00 C\$	-20.00 %

Source (July, 21, 2020): <https://www.numbeo.com/cost-of-living/>



## 8.1 COST OF LIVING

	Toronto	Sault Ste. Marie	
<b>Utilities (Monthly)</b>	[ Edit ]	[ Edit ]	
Basic (Electricity, Heating, Cooling, Water, Garbage) for 85m2 Apartment	151.99 C\$	200.00 C\$	+31.59 %
1 min. of Prepaid Mobile Tariff Local (No Discounts or Plans)	0.44 C\$	0.16 C\$	-63.54 %
Internet (60 Mbps or More, Unlimited Data, Cable/ADSL)	69.99 C\$	79.78 C\$	+13.99 %
<b>Sports And Leisure</b>	[ Edit ]	[ Edit ]	
Fitness Club, Monthly Fee for 1 Adult	54.73 C\$	52.50 C\$	-4.08 %
Tennis Court Rent (1 Hour on Weekend)	28.04 C\$	?	
Cinema, International Release, 1 Seat	15.00 C\$	11.00 C\$	-26.67 %
<b>Childcare</b>	[ Edit ]	[ Edit ]	
Preschool (or Kindergarten), Full Day, Private, Monthly for 1 Child	1,540.81 C\$	800.00 C\$	-48.08 %
International Primary School, Yearly for 1 Child	26,546.00 C\$	?	
<b>Rent Per Month</b>	[ Edit ]	[ Edit ]	
Apartment (1 bedroom) in City Centre	2,247.46 C\$	950.00 C\$	-57.73 %
Apartment (1 bedroom) Outside of Centre	1,818.30 C\$	737.50 C\$	-59.44 %
Apartment (3 bedrooms) in City Centre	3,551.69 C\$	1,475.00 C\$	-58.47 %
Apartment (3 bedrooms) Outside of Centre	2,689.43 C\$	1,150.00 C\$	-57.24 %
<b>Buy Apartment Price</b>	[ Edit ]	[ Edit ]	
Price per Square Meter to Buy Apartment in City Centre	11,142.28 C\$	2,152.78 C\$	-80.68 %
Price per Square Meter to Buy Apartment Outside of Centre	8,572.03 C\$	1,614.59 C\$	-81.16 %

Source (July 21, 2020): <https://www.numbeo.com/cost-of-living/>

## 8.2 HOUSING CHARACTERISTICS



The rental cost for a two-bedroom apartment in Sault Ste. Marie, Ontario is much less than the cost in larger cities. According to the Canada Mortgage and Housing Corporation, the average cost in 2019 was just \$915 per month compared to \$1,114 in Sudbury, \$1,562 in Toronto and \$1,410 in Ottawa.

Real estate is an even greater bargain. In 2019, the average cost (CAD) of a detached single-family home in Sault Ste. Marie, Ontario was \$182,000, compared to \$1,407,000 in Vancouver, \$792,000 in Toronto and \$485,000 in Ottawa. The Ontario-wide average home price in 2019 was \$600,000.

Sault Ste. Marie housing also remains more affordable than other Northern Ontario cities such as Sudbury (\$269,000), Thunder Bay (\$240,000) and North Bay (\$264,000).

## 8.3 HEALTHCARE

Sault Ste. Marie, Ontario is home to the new \$400-million Sault Area Hospital. Featuring an inviting, patient-centered environment, the state-of-the-art facility offers access to leading edge medical technology, and more than 250 beds.

The Group Health Centre, is a leading, progressive, multi-specialty, ambulatory care health organization and one of Canada's first consumer-sponsored health care facilities built with private funds donated by local union members. The quality of health care in Sault Ste. Marie is among the best in Canada.



## 8.4 Education

Beyond its excellent post-secondary institutions, Sault Ste. Marie also offers quality elementary and secondary education in the community including two recently built state-of-the-art high schools – Superior Heights C&V and St. Mary's College.

Educational Institutions within Sault Ste. Marie:	
Universities	1
Comprehensive Colleges	1
School Boards	
Huron-Superior Catholic District School Board	
Elementary Schools	7
Secondary Schools	1
Algoma District School Board	
Elementary Schools	20
Secondary Schools	3

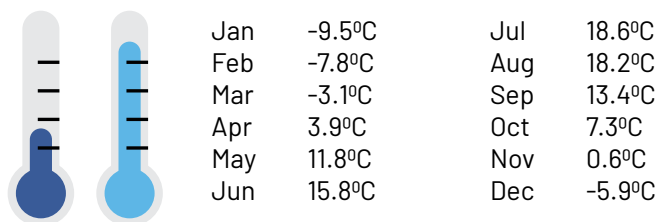
**Table 26 – Educational Institutions**

Source: Economic Development Sault Ste. Marie

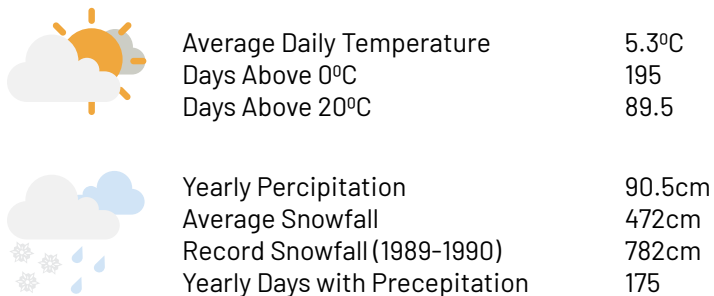
## 8.5 Climate

The climate of Sault Ste. Marie is very similar to other Northern Ontario cities that are located at the same latitude. Below are further details of the climate in Sault Ste. Marie.

### Average Monthly Temperatures



### Weather Statistics



## 8.6 RECREATIONAL FACILITIES



Community Assets:			
Hotels	28	Galleries	3
Convention Centers	8	Gym	27
Community Centers	2	Swimming Pools - Indoor	3
Churches	17	Swimming Pools - Outdoor	2
Mosque	1	Tennis Courts - Public	24
Synagogue	1	Tennis Courts - Private	3
Libraries	4	Soccer/Football Fields	62
Arenas	5	Golf Courses - Public	4
Marinas	2	Golf Courses - Private	1
Theatres	3	Baseball Diamonds	15
Cinemas	1	Daycares	10
Museums	4	Senior Homes	6

**Table 27 – Community Facilities**

Source: City of Sault Ste. Marie

## 8.7 ARTS, CULTURE & RECREATION

As a mid-size city, Sault Ste. Marie definitely punches above its weight when it comes to the arts and recreation scene.

The geographic location of the city places it in one of the most picturesque and beautiful environments in the country. To the east, the North Channel and St. Joseph Island provide a beautiful cottage country location with premiere boating, fishing, swimming and sailing opportunities. West of the community, the coastline of Lake Superior provides an awe-inspiring location with miles of beach and the sweet water sea of the greatest of the Great Lakes. South of the community, the playground of upper Michigan provides wonderful scenery and upscale communities such as Harbor Springs, Traverse City and Petoskey.

The recreation of the region is unparalleled with opportunities for every outdoor pursuit one can imagine. World class mountain biking, hiking, fishing, downhill skiing, cross country skiing, boating, hunting, snowmobiling – the area is a treasure trove for those who enjoy the outdoors.

Sault Ste. Marie has invested heavily in improving the quality of place for residents including the construction of a downtown boardwalk, establishment of the Hub Trail and creation of new bike paths for residents. Sault Ste. Marie recently won the Canadian Urban Institute's Excellence in Project Development: Neighborhood Scale for the Sault Ste. Marie Waterfront Revitalization project.

The arts scene has also been a focus area for the community and Sault Ste. Marie boasts an impressive array of art opportunities for people of all tastes. A sampling of some of the arts and recreation activities of Sault Ste. Marie are provided below.

### Arts, Culture & Events

The **Art Gallery of Algoma** is a full sized art gallery, located in downtown Sault Ste. Marie, with permanent and travelling collections. The AGA was founded as a non-profit public art gallery and incorporated on July 7, 1975. Established by a group of dedicated volunteers and arts enthusiasts, the AGA honours its roots as a community organization with its mission celebrating culture, educating visitors and enriching lives through the visual art.

The AGA's vision is to be a premiere visual arts institution in northern Ontario, gaining national recognition and international partnerships. The AGA moved to its present location next to the scenic and historic St. Mary's River in 1980, a 10,000-square-foot facility including four exhibition spaces, the Ken Danby Education Studio, the Gallery Café and the AGA Gallery Shop. [www.artgalleryofalgoma.com](http://www.artgalleryofalgoma.com)



**Algoma Conservatory of Music** is a non-profit music school that works in association with Algoma University. Established in 1971, Sault Ste. Marie has become home to one of the largest and finest music schools in Ontario. From professional violinists, singers, flutists, guitarists and pianists, to our many youth orchestras and choirs - there is hardly a music event in Sault Ste. Marie which does not involve one of their many resident instructors or students.

Many of the faculty have relocated from across Canada to teach at the Conservatory and through Algoma University's Music & Fine Arts Programs. A full range of group music classes are offered for young children, as well as private instrumental and vocal lessons for all ages with outstanding teachers. In addition there are several levels of youth orchestras, group violin & cello classes, youth choirs and guitar ensembles; as well as music theory and history classes to meet the requirements for Royal Conservatory of Music examinations.

[www.algomaconservatory.com](http://www.algomaconservatory.com)



## 8.7 ARTS, CULTURE & RECREATION

**Sault Symphony Orchestra** – Established in 1956, the group joined the Ontario Federation of Symphony Orchestras as Ontario's 25th symphony orchestra. The organization emerged stronger than ever with the appointment in 1977 of the present conductor and artistic director, Dr. John Wilkinson, who continues to dedicate himself to the Orchestra to this day. The Sault Symphony of today continues to work at providing varied and exciting programs, often with internationally recognized soloists. The Orchestra consists of international talent spanning both sides of the Canadian and American border. Consisting of 50+ regular musicians, the Symphony's continued existence is a tribute to the hard work of board members, volunteers, musicians, and conductor.

**Algoma Fall Festival** – The Algoma Arts Festival Association is the presenter of the Algoma Fall Festival, a multi-disciplinary arts celebration held each year in Sault Ste. Marie, Ontario, Canada in October. The Festival maintains a range of programming that includes music, theatre, dance and the visual arts. The Association also delivers the Festival of Learning; an extensive arts outreach and education program. The Association was incorporated in 1972 and celebrated its 40th anniversary in 2012. Exciting performers to present at the Fall Festival include: The Tenors, Nikki Yanofsky, Emilie-Claire Barlow, K'naan, Randy Bachman, The Beaton Sisters, Barra McNeils, Ashley MacIsaac, Jesse Cook, Chantal Kreviazuk, Stuart McLean and many more.



**GFL Memorial Gardens** – the GFL Memorial Gardens provides a state-of-the-art facility that enables Sault Ste. Marie to host major concerts. Since opening the facility has hosted diverse artists and events including Elton John, Dolly Parton, Jerry Seinfeld, Cirque de Soleil, Randy Bachman, Neil Young, Bob Dylan, KISS, John Mellencamp, Mariana's Trench, Brad Paisely, The Tragically Hip, The Barnenaked Ladies, Jann Arden and many more.

**Council of Sault Ste. Marie & District** – dedicated to supporting and developing the arts in Sault Ste. Marie and the Algoma District. We are proud to be an all-inclusive association that represents many groups and individuals. Our main priority is working closely with and within the community to foster its growth.



**Sault Theatre Workshop** – The STW was established in 1948 and are proud to have been presenting quality theatre in Sault Ste. Marie for over 65 years.

**Dance Schools** – Sault Ste. Marie features four student dance schools that include prominent professional instructors whose students have gone on to professional careers in the dance industry.

**Bon Soo Winter Carnival** – Bon Soo was created to bring excitement and activity during the winter months. Since 1964 Bon Soo has welcomed Community Groups and individuals of all ages to be part of an impressive winter carnival with fun activities for every age group and a week-long extravaganza of activities. There truly is something for everyone! [www.bonsoo.on.ca](http://www.bonsoo.on.ca)

## 8.7 ARTS, CULTURE & RECREATION

**RotaryFest** – An annual summer festival that includes music, parades, food, and entertainment for all ages, is located in downtown Sault Ste. Marie and is organized by the local Rotary International Club. [www.rotaryfest.com](http://www.rotaryfest.com)

**Festival of Beer** – Featuring more than 40 different beers from several Ontario craft and microbreweries, including Mill St., Railway City, Flying Monkeys, Hop City, Wellington, King, Beau's, Black Oak, Lake of Bays, Broadhead and Nickel Brook, the Festival of Beer will also host popular national brands such as Labatt, Steam Whistle and Molson Coors. The Sault Ste. Marie Festival of Beer strives to expand the public's beer appreciation while celebrating quality, craftsmanship and a uniquely Canadian cultural experience.



### Recreation & Attractions

The recreation of the region is unparalleled with opportunities for every outdoor pursuit one can imagine. World class mountain biking, hiking, fishing, downhill skiing, cross country skiing, boating, hunting, snowmobiling – the area is a treasure trove for those who enjoy the outdoors.

Below is a highlight of only a handful of recreational activities available.

**Searchmont Resort** – An 18-run ski resort located 45 minutes north of from Sault Ste. Marie. One of the largest ski resorts in Ontario, the resort is a premiere-ranked, regional training and recreation facility with high quality mountain terrain, amenities, events and entertainment.

[www.searchmont.com](http://www.searchmont.com)

**Stokely Creek** – Located in the Algoma Highlands, Stokely Creek Lodge is your point of departure for cross country adventures. This dramatic region located along Lake Superior's eastern shore is home to world class Nordic trails. Here skiers, snowshoers, and hikers alike enjoy the tremendous variety of terrain and skillfully designed trails. Stokely is known for its friendly atmosphere, fine food, and guests who come from all over the world.

[www.stokelycreek.com](http://www.stokelycreek.com)

**Hiawatha Highlands** – Offering over 45 km of cross-country ski trails and 14 km of double track snowshoeing. Enjoy the soothing sounds of the whispering pines and the magnificent views of ice falls in our winter wonderland. Trail systems cater to both the beginner and advanced skier and welcomes all types of Nordic skiing.

[www.hiawathahighlands.com](http://www.hiawathahighlands.com)



## 8.7 ARTS, CULTURE & RECREATION

**Soo Greyhounds** – Sault Ste. Marie has a competitive Ontario Hockey League (OHL) team, the Soo Greyhounds. The “Hounds”, as they are known locally, are housed in the GFL Centre, a state of the art venue and includes an impressive list of alumni such as Wayne Gretzky, Ron Francis, Joe Thornton and many more. [www.soogreyhounds.com](http://www.soogreyhounds.com)

**Lake Superior State Lakers** – Cheer on the Lakers in NCAA Division 1 college hockey at LSSU’s Taffy Abel Arena. The Lakers took home the NCAA Championship in 1988, 1992 and 1994.

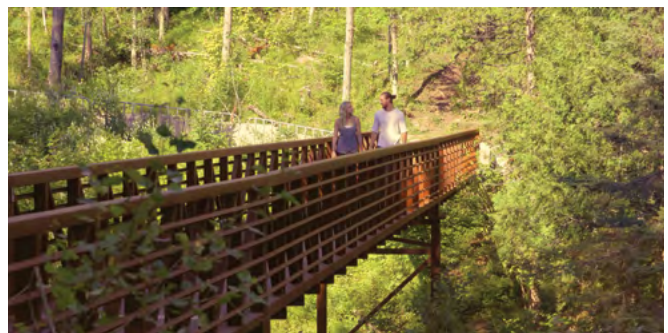
[www.lssulakers.com/sports/m-hockey](http://www.lssulakers.com/sports/m-hockey)

**John Rowswell Hub Trail** – The Hub Trail is a 23 km multi-use non-motorized trail system that provides an urban ring throughout the city for biking, walking, roller-blading and more and offers increased recreational opportunities for residents and visitors to Sault Ste. Marie. The portion of the trail that crosses Fort Creek conservation area offers impressive views across span bridges purposely built for the Hub Trail.

**Agawa Canyon Tour Train** – Welcome aboard one of the most popular train tours in North America. This one-day wilderness excursion will transport you 114 miles north of Sault Ste. Marie, Ontario, over towering trestles, alongside pristine northern lakes and rivers and through the awesome granite rock formations and vast mixed forests of the Canadian Shield. [www.agawatrain.com](http://www.agawatrain.com)

**Soo Finnish Nordic Ski Club** – The club has a long history of community service with respect to cross-country skiing in Sault Ste. Marie. As the club’s name suggests, its roots stem directly from the many Finnish immigrants who settled in the Sault Ste. Marie area in the mid-1900s. The club has hosted many major competitions including Canada Cup, World Junior selection races, North American Cup, Provincial Championships Ontario Cup races and interdivisional races. Highlights have included the Canadian Senior Championships in 1970 and 1978 and the Canadian Masters Championships in 1983 and 1987. [www.soofinnishnordic.com](http://www.soofinnishnordic.com)

**Bellevue Park** – This beautiful park set on the shore of the St. Marys River offers something for everyone. Stroll through the botanical gardens and greenhouses, take in a concert at the amphitheater or just take a relaxing walk through the beautifully serene setting.





## 8.7 ARTS, CULTURE & RECREATION



**Mill Market** – A weekly market that hosts everything from locally-sourced food to handmade trinkets in a vibrant atmosphere. [Mill Market](#)

**Canadian Bushplane Heritage Centre** – The Canadian Bushplane Heritage Centre (CBHC) was formed in 1987 by a small group of volunteers wishing to preserve Ontario’s rich bushplane and firefighting heritage. Recent major renovations, including a new entrance, theatre, gift shop and support facilities have been conducted in order to make your visit to the centre more comfortable and enjoyable. Today the CBHC is a growing organization, with many volunteers involved in the recovery, restoration, preservation and display of our own piece of history. [www.bushplane.com](http://www.bushplane.com)



**Soo Locks** – (Sault Ste. Marie, MI) From a brand-new observation platform situated at the Lock’s edge enjoy an up-close-and-personal glimpse of life aboard freshwater and ocean-going freighters. A few steps from the water’s edge is a serene park of shady grass, defined walkways, manicured gardens and a democracy of trees representing those found throughout the Upper Peninsula. Whether walking the park or relaxing on a bench, visitors enjoy a peaceful day in Soo Locks Park.



**Soo Locks Boat Tours** – Just minutes away, across the International Bridge, this top 5 Michigan Attraction that has been offering exciting tours through the famous Soo Locks since 1934. See all four U.S. Locks, St. Mary’s Rapids, giant hydro-electric plants and Historic Canadian Lock. [www.soolocks.com](http://www.soolocks.com)

In short, with access to arts and culture, four-season recreational opportunities and beautiful landscapes, commutes of 10 minutes or less and excellent healthcare, Sault Ste. Marie provides a wonderful lifestyle for any company to attract and retain employees.

Sault Ste. Marie offers a wealth of competitive advantages designed to attract and retain new business. In addition to Government incentives in such areas as technology, innovation, training, site acquisition, infrastructure and manufacturing, new business ventures may also enjoy financial incentives, a low cost of doing business, efficient transportation, utility and other logistics. Updated zoning bylaws also improve local development and allow appropriate zoning to accommodate new businesses – just another way we're helping to diversify the local economy.

Invest Sault Ste. Marie has expertise in accessing the many government funding programs available to qualifying businesses for establishing, relocating or expanding operations.

### **Municipal Funding**

Additionally, the City of Sault Ste. Marie Economic Development Fund (EDF) is an annual allocation of \$500,000 that the City of Sault Ste. Marie sets aside for economic development initiatives. Administered by city staff and approved by City Council, the fund can provide strategic resources to enable economic development initiatives in the community.

For more details [click here](#).

### **Economic Growth Grant**

The City of Sault Ste. Marie has available an Economic Growth Grant Program. The purpose of the EGCIP is to help diversify the local economy and stimulate job growth by attracting new businesses and expanding existing ones that are engaged in primarily export-oriented activities. To achieve this, the EGCIP provides two grant programs for approved applicants:

1. Grant Program 1: An annual grant of up to three years to fully or partially offset property tax increases resulting from the improvement of lands and/or buildings.
2. Grant Program 2: A grant of up to \$100,000 per project, or as approved by City Council.

The grant programs are administered by the EGCIP Committee, which comprises representation from the City's Community Development, Finance, and Planning Departments. All grant applications are reviewed by this committee, with the final decision made by City Council. [Click here](#) for more information.

### **Downtown Financial Incentive Program**

As part of the Downtown CIP, the City has established a number of financial incentive programs to catalyze private sector investments downtown. The program currently has the following grant programs:

1. Tax Increment-Equivalent Grant - The value is equal to 100% of the municipal tax increase in the first year of project completion. Thereafter, it is provided on a declining rate basis until the fourth year. A project investment of \$500,000 is required.
2. Façade Improvement Grant - matching grants of up to \$20,000.
3. Building Activation Grant for Vacant Spaces - matching grants of up to \$20,000.
4. Upper Floor Residential Conversion Grant - matching grants of up to \$15,000.
5. Patio Conversion Grant - matching grants of up to \$5,000.

Please visit the [Downtown Financial Incentive Program](#) page for more details and grant application forms.

## Community Improvement Plans

It provides a means of planning and financing development activities that effectively use, reuse and restore lands, buildings and infrastructure. Section 28 of the Planning Act and Section 365.1 of the Municipal Act allows municipalities to issue grants or loans, or provide property tax assistance to registered owners, assessed owners or tenants of lands within a Community Improvement Plan (CIP) Project Area.

For more information about incentives visit [www.investsaultstemarie.com](http://www.investsaultstemarie.com) or contact John Febbraro, Manager of Business Development at 705-759-2546 or [j.febbraro@cityssm.on.ca](mailto:j.febbraro@cityssm.on.ca).

## Provincial Funding

The Province of Ontario has a number of funding opportunities available to new or existing businesses. We can help your firm access these funds to locate in Sault Ste. Marie or grow your existing business here. Many funds are only available in Northern Ontario; therefore doing business here in Sault Ste. Marie makes even more financial sense.

### Invest Ontario – [Provincial Incentive Programs](#)

**Northern Ontario Heritage Fund Corporation (NOHFC)** - The Northern Ontario Heritage Fund Corporation (NOHFC) is a crown corporation and development agency of the Ontario government that invests in northern businesses and municipalities through conditional grants, forgivable performance loans, incentive term loans and loan guarantees. A series of programs serve business of all sizes. The application process rolls throughout the year and a volunteer Board of Northern Ontario citizens makes final approval on applications. NOHFC can make significant investments (\$5M+) in projects that benefit the North and more information about their programs can be found at [www.nohfc.ca](http://www.nohfc.ca).

- **[Northern Business Opportunity Program](#)** - Business Expansion Projects
- **[Northern Business Opportunity Program](#)** - Film & Television Industry Projects

- **[Northern Business Opportunity Program](#)** - New Investment Projects
- **[Northern Business Opportunity Program](#)** - Small Business Start-up Projects
- **[Northern Community Capacity Building Program](#)** - Community Capacity Building Initiatives
- **[Northern Innovation Program](#)** - Applied Research & Technology Development Projects
- **[Northern Innovation Program](#)** - Opportunity Assessment Projects
- **[Northern Innovation Program](#)** - Pilot Demonstration & Commercialization Projects
- **[Strategic Economic Infrastructure Program](#)**

## Ministry of Economic Development, Job Creation and Trade

- **[Forestry Growth Fund](#)** - Funding for manufacturers and processors of wood products across Ontario.

## Ministry of Research & Innovation (MRI) - Funding to [support research and innovation in Ontario](#)

## Federal Programs

Canada represents a very competitive business environment for companies to locate and access the North American marketplace. The Government of Canada offers a number of funding and grant programs to assist businesses in growth and development.

FedNor - The Government of Canada's economic development organization for Northern Ontario. Through its programs and services, and through its financial support of projects that lead to job creation and economic growth, FedNor works with businesses and community partners to build a stronger Northern Ontario. FedNor's main funding vehicle, the [Northern Ontario Development Program \(NODP\)](#), focuses on three main priorities: Community economic development, business growth, competitiveness, and Innovation.

Below are additional programs available:

- **[Collaborative Research and Development Grants](#)** - Natural Sciences and Engineering Research Council of Canada. This joint initiative aims to enable technology development between post-secondary institutions and industry partners for the reduction of greenhouse gas (GHG) emissions.
- **[Canadian International Innovation Program](#)** - Fosters and supports collaborative industrial research and development projects with high potential for commercialization between Canada and partner countries.
- **[Strategic Aerospace and Defence Initiative](#)** - Provides repayable contributions to support research and development (R&D) projects in the aerospace, space, defence and security (A&D) sectors. SADI is available to firms of all sizes to support product, service or process innovation.
- **[NSERC Partnerships Options for Companies](#)** - A suite of targeted partnership offerings that connect you to experts at Canada's universities and colleges.
- **[Build in Canada Innovation Program](#)** - The BCIP aims to bridge the pre-commercialization gap by providing "First customer assistance" through a government purchasing option.
- **[Industrial Research Assistance Program](#)** - To help you accelerate the growth of your business through innovation and technology.
- **[Scientific Research and Experimental Development Tax Incentive Program \(SR&ED\)](#)** - A federal tax incentive that encourages Canadian businesses of all sizes and in all sectors to conduct R&D in Canada in order to develop new materials, devices, products, or processes, or improve existing ones. The SR&ED Program is the largest single source of federal government support for R&D.
- **[Export Development Canada](#)** - EDC works with Canadian companies and their banks to help reduce the financial risks associated with selling goods or services outside of Canada. They provide insurance and financial services, bonding products and small business solutions to Canadian exporters and their U.S. or international customers.
- **[Applied Research and Development Grants](#)** - ARD grants support well-defined applied research and development projects undertaken by college researchers with their private-sector partners.
- **[Engage Grants](#)** - The grant supports short term R&D projects to solve a problem specific to the company.
- **[Technology Demonstration Program](#)** - Provides non-repayable contributions in support of large-scale technology demonstration projects in the aerospace, defense, space and security sectors.
- **[CanExport](#)** - The CanExport program will provide up to \$50 million over five years in direct financial support to small and medium sized enterprises (SMEs) in Canada seeking to develop new export opportunities and markets, particularly in high growth priority markets and sectors.

## Jobs Programs

Companies currently operating or setting up in Sault Ste. Marie have access to numerous job creation and job incentive and job funding programs. The Province of Ontario and Government of Canada have a number of training assistance programs available to employers with significant training needs. Support for an individual's training costs under the Canada-Ontario Job Grant is shared between the government and the employer. The government will provide two-thirds (2/3) of the eligible training costs up to a maximum of \$10,000 per individual.

### Other programs and resources are below:

- Algoma Workforce Investment Corporation (AWIC) - **Dollars and Sense: A Guide To Employer Training Credits, Incentives And Supports**
- **Ontario Graduated Apprenticeship Grant** - Receive up to \$16,700 to train an apprentice in more than 100 eligible trades.
- Government of Canada **Apprenticeship Job Creation Tax Credit** - The employer can claim up to \$2,000 per year for each eligible apprentice.
- Other Government of Canada **wage subsidies and assistance programs**.
- **Canada-Ontario Job Grant** - Provides direct financial support to individual employers who wish to purchase training for their employees (up to \$10,000 each).
- **Science Horizons Youth Internship Program** - Supports green jobs for youth by providing wage subsidies to eligible employers to hire interns in environmental and clean technology sectors.
- **Northern Ontario Internship Program** - To strengthen Northern Ontario's competitive advantage and build economic development capacity by attracting and retaining graduates in the North. The program provides recent graduates who are interested in launching and building their careers in Northern Ontario access to internships. Provides up to 50% of a recent graduate's salary (90% for public sector) to a maximum of \$31,500.
- **FedNor Youth Internship Program** - FedNor provides support for youth interns under the Northern Ontario Development Program (NODP) and the Economic Development Initiative (EDI). FedNor will contribute up to 90% (\$31,500 max) for eligible costs of salary and employee benefits in a full-time internship position.

# SAULT STE. MARIE, ONTARIO CANADA

## COMMUNITY PROFILE - JULY 2020



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