



Student to Business 2011

London Convention Centre
January 27, 2011



London – The City

- London's profile is growing
- 6th largest in Ontario, 10th Canadian CMA
- London as a city to work, live, and grow
- Diverse Economy
- London's Other Strengths – John Labatt Centre, Cost of Living, Vibrant music and culture
- Benefits of London
- Community that strives to support



London's Segment Advantage

1. Advanced Manufacturing/ Green Technology
2. Life Sciences and Research (Stiller, Robarts, Lawson, UWO, NRC)
3. Technology and Digital Media
4. Institutional/Education (University, Colleges, Hospitals, Research)
5. Regional Head Office and Financial Services (London Life, TD, AXA, PW Bank)
6. Agri/Food Business



Advanced Manufacturing

- Planes Trains and Automobiles plus so much more! – over 400 manufacturers
- Strength of organizations in challenging times
- Lean Initiatives and improving economy
- General Dynamics, Trojan Technologies, 3M, Diamond Aircraft, Electro Motive Diesel, Brose, Hudson Boat, Hanwha, German Solar
- NRC, University of Western Ont., Fanshawe research initiatives



Life Sciences

- Over 60 life science companies in London
- Development and growth of medical device cluster
- Robarts, Lawson, Schulich, LHSC, Stiller
- London's groundbreaking research, tech transfer and commercialization efforts
- Supporting attraction efforts for leading initiatives – CSTAR, Cyclotron
- Growth and development efforts of existing companies – Trudell, GE Imaging, Stellar, COTI



Technology and Digital Media

- Over 300 technology companies in London
- Over 8000 employed in IT Sector
- Leading cluster of Digital Gaming
- Back Office cluster expanding – Primus, Digital Fortress, Bell
- Specialized Contact Centres
- London is part of the Ontario Technology Corridor and a Digital Interactive partner
- Hidden opportunities – networking is key
- Digital Extremes, Phoenix , EK3, Autodata



Institutional / Education

- London Health Sciences / St. Joseph's
- University of Western Ontario
- Fanshawe College
- Over 20 other private colleges
- New tech transfer office at UWO for London and region - WORLDDiscoveries
- Continued expansion of UWO, Research Park and Fanshawe College
- LHSC and St. Joseph's are London's largest employers



Regional Head Office and Financial

- London's core companies
- TD, London Life, RBC, Bell Canada
- Regional offices for many companies
- Libro Financial – new headquarters
- London is a regional centre for provincial and federal government – career opportunities
- Strength in distribution – Stihl, Echo, TSC
- Many other great companies and regional operation centres



Agri- Food

- Over 30 Food processors in London
- London – heart of agriculture
- Regional focus with supply capabilities
- Leading area for alternative energy
- Cargill, Labatt, Kellogg's, Nestle, McCormick, Original Cakerie, BlackFly, Heritage Coffee
- Great tie in for logistics industry
- Expansion strategies for local producers



Construction / Professional

- London is a leading centre for construction specialty companies – residential, commercial, institutional and industrial
- Many specialties are in demand
- Long term outlook is very strong
- London is an important centre for professional services – accounting, consulting, financial services, legal etc.
- Opportunities for a number of roles



Key Initiatives – Digital Gaming and Media

- Leading cluster of digital gaming in Ontario
- Design competition, retail gaming and awards
- London Convention Centre November 2011
- Focus on gaming and Digital Media in Ontario
- 8 game companies established in London
- Specialized digital media companies
- Attract talent for continued expansion



Long Term Strategies

- Growth of Technology sector
- Medical Device Cluster and Institute
- Agri-food initiatives
- London- SWO transportation logistics hub
- Regional Head Office Attraction
- Strengthening of London Core
- Renewables and Advanced Manufacturing



London Economic Plan

- UWO Composite Research Centre
- International Water Centre of Excellence
- Fanshawe Downtown Campus
- 401 402 Gateway Expansion
- Digital Media Centre of Excellence
- Medical Device Initiative
- Building on London's strengths and advantages