

# BUSINESS CLIMATE

Corner Brook is an excellent place to do business. The city is the mini-capital of western Newfoundland and southern Labrador. Its diversified business community is focused on retail and services, health, education and manufacturing.

More than 770 businesses have chosen to operate in Corner Brook. Large operations and major employers like Corner Brook Pulp and Paper Ltd., Western Health, Western School District and the Provincial Government are a vital component in the region's economy, employing the majority of the working population. Corporations with international operations, such as the Barry Group of Companies and Atlantic Minerals, have established headquarters here.

Small operations are common with 90% of all companies having less than 10 employees. Small businesses are important to the city, creating employment and diversifying the economy. The Greater Corner Brook Board of Trade is just one of the volunteer-based organizations that mentors and supports small business, extending a warm welcome, membership and networking opportunities to newcomers.

The oil and gas industry in western Newfoundland and Labrador continues to gain momentum with over 1.3 million hectares in several well-defined basins under exploration. The oil and gas industry has seen rapid expansion over the past several years with more growth expected. Corner Brook, with its focus on economic development, is ready.



## Helping Our Businesses

Support agencies provide a broad range of services to new and existing businesses, including advice on business planning, financing and marketing. The Business Resource Centre at City Hall is your first point of contact when starting a business in our city. Other agencies include: · Atlantic Canada Opportunities Agency ([www.acoa.ca](http://www.acoa.ca)) · Business Development Bank of Canada ([www.bdc.ca](http://www.bdc.ca)) · Department of Business ([www.business.gov.nl.ca](http://www.business.gov.nl.ca)) · Department of Innovation, Trade and Rural Development ([www.intrd.gov.nl.ca/intrd](http://www.intrd.gov.nl.ca/intrd)) · Downtown Business Association ([www.downtowncornerbrook.com](http://www.downtowncornerbrook.com)) · Gateway West ([www.swgc.mun.ca/gateway](http://www.swgc.mun.ca/gateway)) · Greater Corner Brook Board of Trade ([www.gcbbt.com](http://www.gcbbt.com)) · Humber Community Development Corporation ([www.cbdc.ca](http://www.cbdc.ca)) · Newfoundland & Labrador Organization for Women Entrepreneurs ([www.nlowe.org](http://www.nlowe.org))

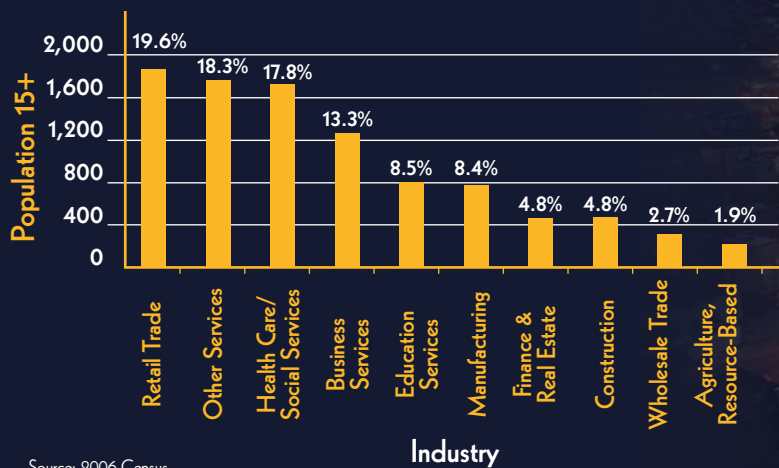
## Economic Expansion

The province of Newfoundland and Labrador is enjoying its strongest period of economic expansion on record, and Corner Brook is reaping the benefits. In 2008, the province triumphantly emerged from its "have not" status to be recognized as a "have" province. From 2004 to 2008 the provincial economy outpaced the national average, growing over 14% - the national average grew 9.5%.

Our province, propelled by the oil and gas industry, is positioned to continue to surpass the national benchmark. Corner Brook is expected to follow this trend of growth in economic performance. A 2008 Business Retention and Expansion study of 79 businesses reported:

- The city is a "good to excellent" place to do business
- Business owners would recommend the region to other business owners
- Respondents experienced an increase in sales over the past three years and anticipate a further increase in 2009
- Respondents planned to expand their operations within the next three years.

## Industry Sector by Number of Employees



Source: 2006 Census



## Commercial Space

New businesses have several options when it comes to getting established. Buildings and land are available throughout the city, including in the downtown core. Office space has an average inclusive lease rate of \$20/ft<sup>2</sup> annually, while retail rates range from \$15 to \$50/ft<sup>2</sup>, depending on market demand and leasehold improvements. Local realtors and property managers will locate the space that best suits your company. The Business Resource Centre located at City Hall also has a list of available commercial space.

t. 709.637.1588;

e. [business@cornerbrook.com](mailto:business@cornerbrook.com)

## Lundrigan Business Park

<b>Location</b>	Exit 4, Trans Canada Highway – 8.5 km from highway, 7 km from port.
<b>Management</b>	City of Corner Brook, Todd Pickett, Land Management. e. <a href="mailto:tpickett@cornerbrook.com">tpickett@cornerbrook.com</a> t. 709.637.1544
<b>Price</b>	\$17,500-20,500 per acre
<b>Power Capacity</b>	3 phase with upgrade capabilities
<b>Services</b>	Municipal water and sewer
<b>Land use zone</b>	General Industrial

Peter Yates, R.P.F.

Adam Anderson, R.P.F.



## Anderson & Yates Forest Consultants Inc.

### Seeing the Forest Beyond the Trees

Adam Anderson and Peter Yates built their enterprise against all odds. The two young foresters moved back to Corner Brook to build a business in forestry, an industry many consider to be troubled. The entrepreneurs took a different view: the industry is changing and they can contribute to its diversification.

The young men started out in 2007 knocking on doors. They met with potential clients, discussing how Anderson & Yates could help them achieve their goals. People liked what they heard and three years later Anderson & Yates are maintaining and growing their business.

The entrepreneurs are quick to point out they had help along the way, through groups like Business Wings and in centres for business development like Gateway West. With a view to long-term growth, they have expanded to form a new division, NewLine Mapping. Their goal: Continuing to create employment for professionals like themselves.

[www.ayconsultants.ca](http://www.ayconsultants.ca)

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