

# Niagara Industrial Association



# Jordan Sherlock



- ∅ Executive Director, **Niagara Industrial Association**
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# Mission

// To be the voice and hand of industry in Niagara, attending to the collective challenges and goals of our members //



**niagara**  
industrial association

# Vision

“ To preserve, promote, and develop industry in Niagara, ensuring its future vitality ”



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# Value Proposition



The Niagara Industrial Association is a Niagara-based, not-for-profit organization established in 2008.

Our operation is membership-driven with a focus on supporting the interests and growth of manufacturing and related industries in Niagara.

Our mandate and focus centres around **providing value** to our members through the ongoing growth and development of three strategic pillars.

# Strategic Pillars



***NETWORK*** – we foster a collaborative industrial community

***RESOURCE*** – we are an access point to relevant information

***ADVOCATE*** – we represent industry at a political level

Formed by a group of Niagara industrialists committed to the idea of manufacturing as a key sector, the NIA is a voice and catalyst that strives to bring manufacturing, heavy industries, specialty trades, and service industries together across the Region's twelve municipalities.

# Membership Overview



## 1. Local Industrial Members (Core):

- Businesses positioned in manufacturing and construction sectors that are located, and have commercial interests in the Niagara Region

## 2. Non-Local Industrial Members:

- Businesses positioned in the manufacturing and construction sectors located outside of the Niagara Region, but with commercial interests in Niagara

# Membership Overview

## 3. Associate Members:

- u Non-industrial, service-based members located in the Niagara Region that provide product and service offerings that support the needs of industrial members
- u Includes other trade associations who have a focus on supporting industry

## 4. Government & Education:

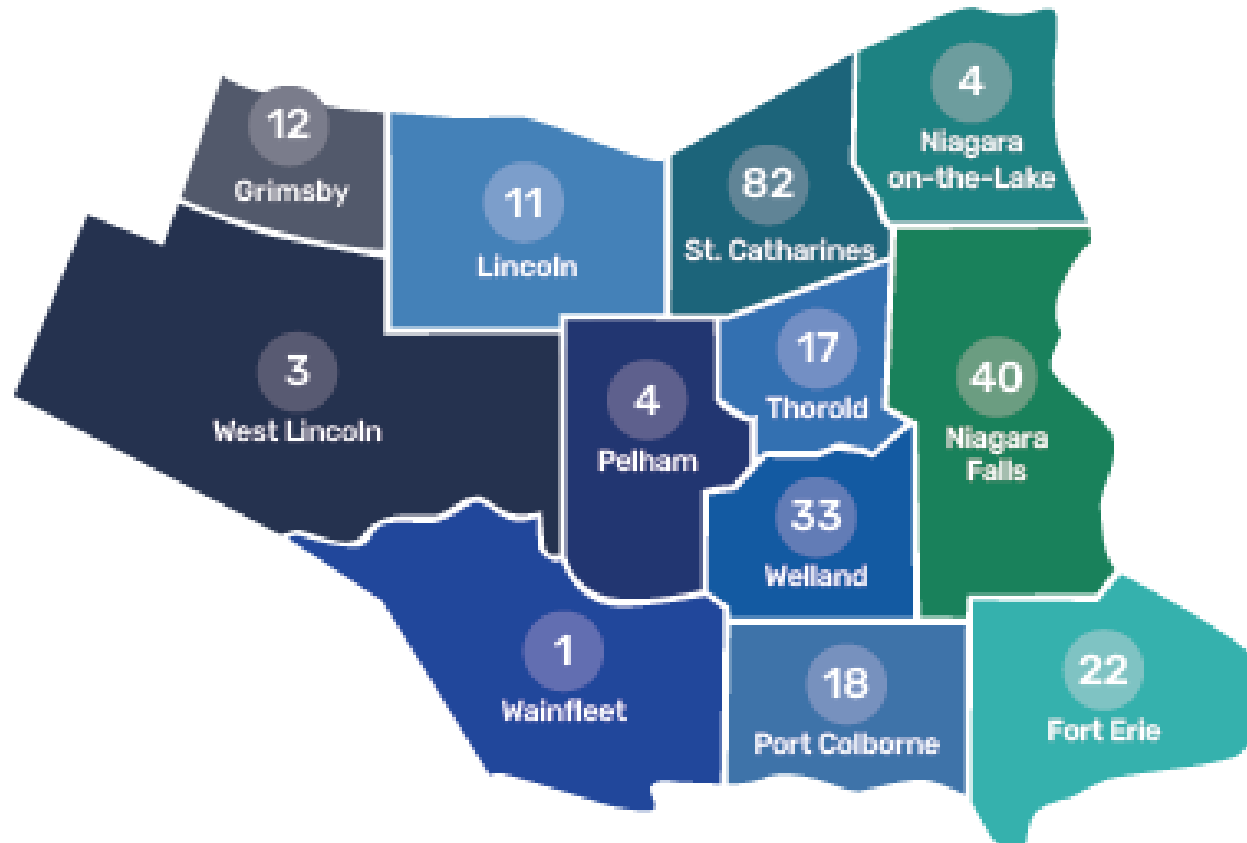
- u Non-industrial members that represent governing bodies, policy-makers, and institutional representatives who drive and influence decision-making efforts that impact our members
- u (Classify as Associate members)





# NIA BY THE NUMBERS

**247** Members across Niagara  
**20** Members outside Niagara



# Niagara Manufacturing Stats

- u Nominal GDP (2023): **\$2.24 Billion**
- u GDP Growth (2020 To 2023): **14%**
- u Investment in Industrial Building Construction (2019 To 2024 YTD): **\$812M**
- u Employment (2023): **22,100 People**
- u Employer Businesses (2024): **659**
- u Business Size (2023): **84% of businesses have 1-50 employees**
- u Non-Employer Businesses (2024): **512**
- u Exporting Businesses (2023): **241**
- u Export Values (2023): **\$7.27 Billion**
- u Export Value growth (2023): **33%**
- u Importing Businesses (2023): **323**
- u Import Values (2023): **\$1.7 Billion**
- u Total Manufacturing Area (2024): **23.7 Million sq. ft.**

# Industry in Niagara

## u Sector Makeup

- u Heavy industrial machining
- u Marine & ship-building
- u Small fabrication shops
- u Chemical manufacturing
- u Food/agricultural processing
- u Plastics manufacturing
- u Aerospace
- u Energy
- u Robotics
- u Niche/specialty applications
- u Consultants
- u Banks and financial institutions
- u Educational institutions
- u Contractors
- u Economic Development offices
- u EV??

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The breadth of industry representation in Niagara is both unique and challenging

- u Who are we?
- u What do we need?
- u How do we provide something for everyone?
- u Who gets priority attention from government (\$)?
- u What are the emerging sectors?
- u Stay aware of geo-political developments
- u Succession planning?
- u How do we ensure there's not another mass exodus of manufacturing?
- u What types of training & education are required?

# Trends & Challenges

- u Consolidation of businesses
- u Lack of succession/business transition planning
- u Business attraction – *Niagara is the 'final frontier'*
- u Labour pool in trades and manufacturing vocations
- u Awareness/interest with youth and parents
- u Investment by the government
- u Internal training programming
- u Geo-political concerns
- u Operational challenges - Supply chain disruptions, tariff threats, increased wage rates, global competition, land scarcity, etc. etc.

# How can our Partners Help

- u Know and understand your local industrial businesses
- u Eliminate bottlenecks wherever possible
- u Recognize this sector as vital, ongoing
- u Continue CIP programs and other development incentives
- u Consider impact of development charges
- u Invest in land!



# Stubbe's Ontario Shipyards



# HOPA



CCTT

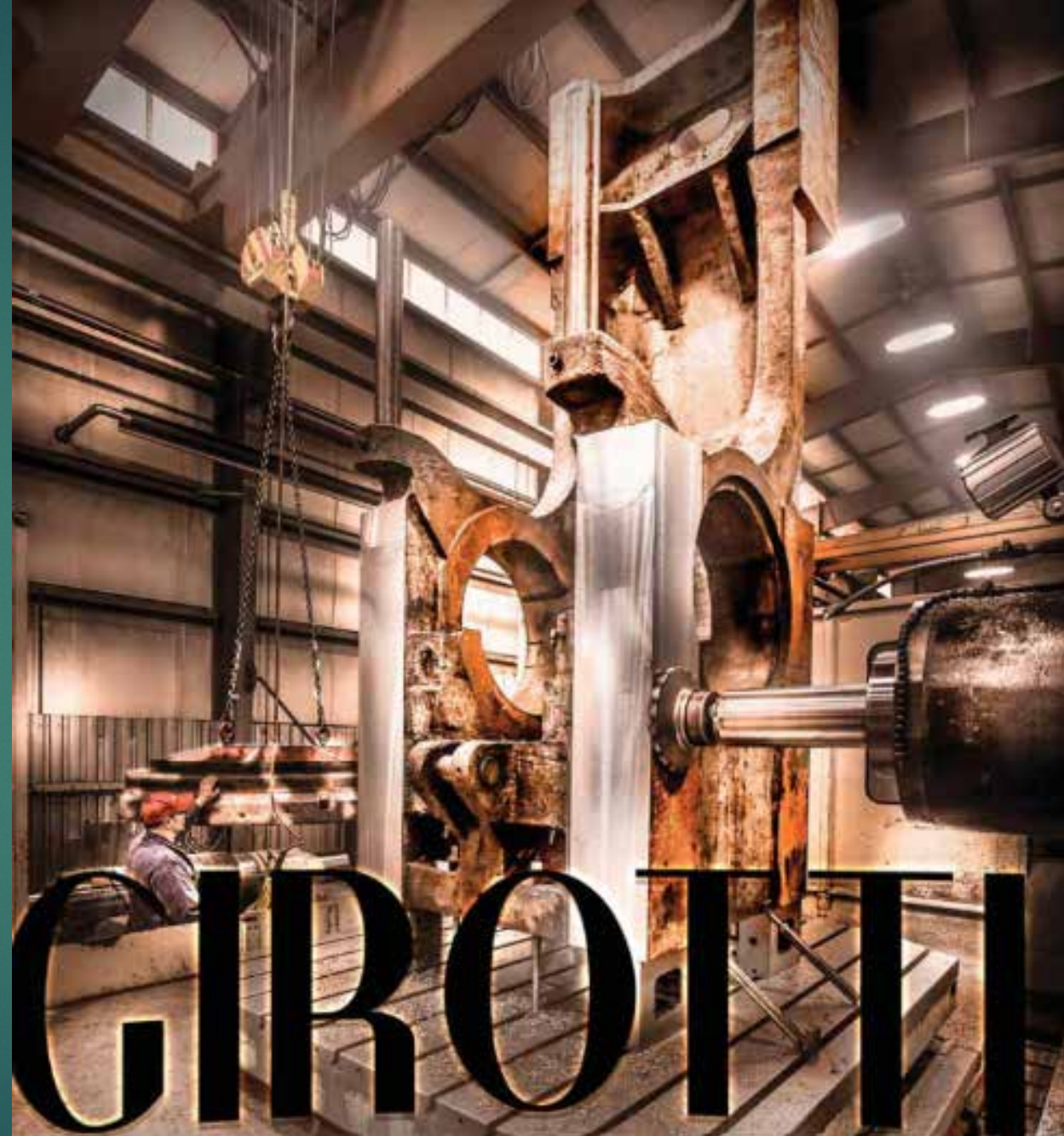


Hamill Machine





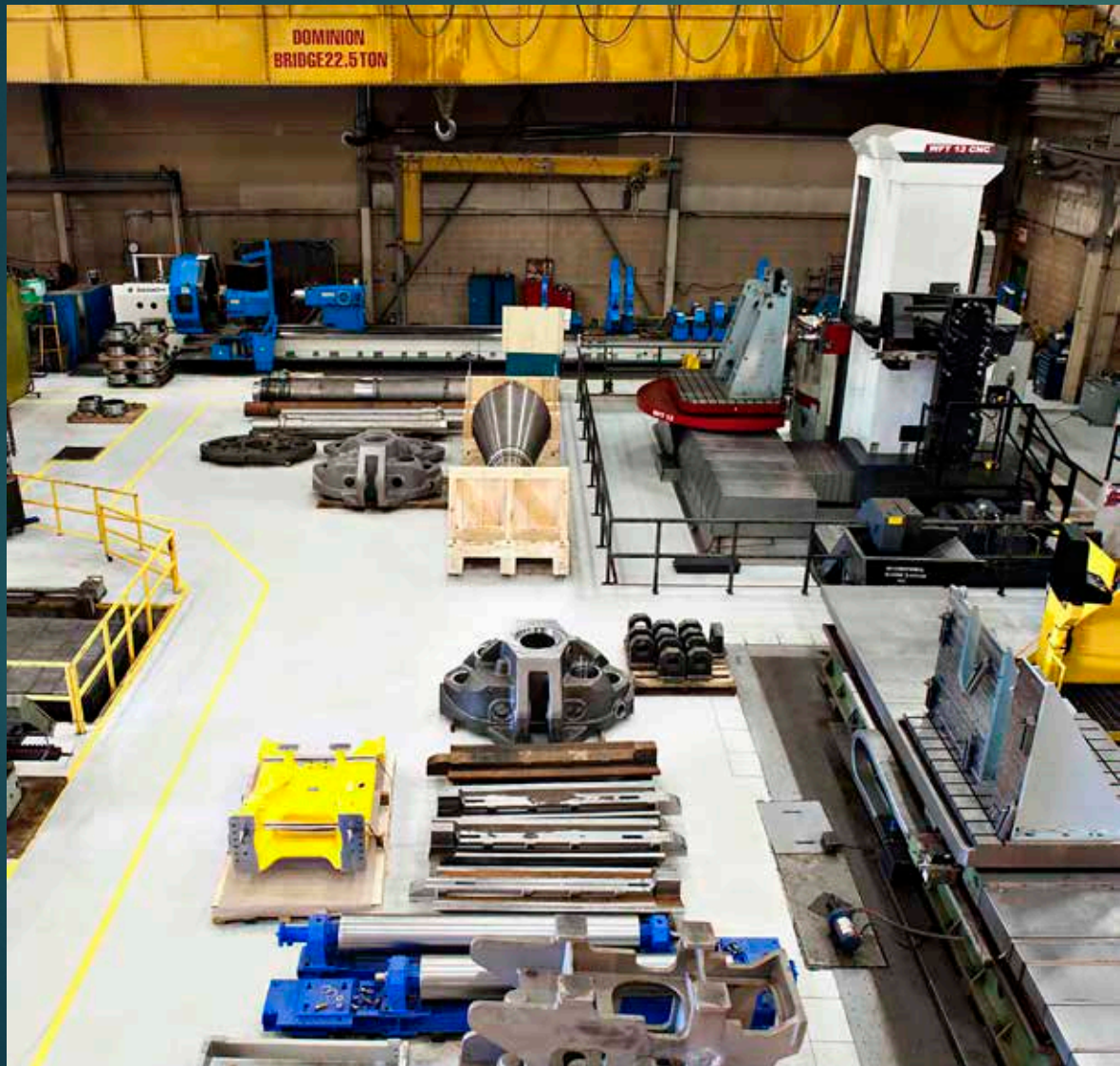
# Dilts Piston



# Asahi Kasei



# INNIO



# Q&A

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