

SMALL BUSINESS COMMERCIAL & RETAIL DATA BOOK

PROVIDES AN OVERVIEW OF:

- SMALL BUSINESS SUPPORT SERVICES AND RESOURCE INFORMATION
- MAJOR COMMERCIAL/RETAIL NODES
- BUSINESS IMPROVEMENT AREAS (BIA'S)
- CITY OF CAMBRIDGE - FINANCIAL INCENTIVE PROGRAMS
- COMMERCIAL REAL ESTATE -FOR SALE AND/OR LEASE







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INTRODUCTION

The dominant commercial and retail nodes, real estate opportunities and marketplace demographics of the Cambridge commercial market are detailed in this publication. The information will be useful to the real estate industry, entrepreneurs, and small businesses looking for the ideal location in Cambridge.

The Economic Development Division supports commercial and retail business activity in Cambridge in various ways. Ongoing liaison with key stakeholders in the downtowns and in major commercial developments provides staff with information on existing and new real estate opportunities, and patterns of business activity. In addition, confidential advice for business planning and consultation on public policy issues is readily available.

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ECONOMIC OVERVIEW

The Cambridge Business Community consists of approximately 7,286 businesses in the retail, manufacturing, service and other sectors. Small business continues to dominate the Cambridge landscape, with 70% of firms having 1 to 9 employees and 25% having 10 to 49 employees. Commercial and retail business activity has traditionally been localized in the commercial core areas of Galt, Preston and Hespeler. The Galt City Centre Area, the Preston Towne Centre and the Hespeler Village commercial nodes provide shopping, business, professional, and government services, churches and housing.

The Hespeler Road (Highway 24) Commercial District has emerged as the dominant retail node. The Hespeler Road Commercial District is the location of the Cambridge Centre, which is the largest enclosed shopping mall in the City. In addition to the Cambridge Centre, developments along Hespeler Road include several open plazas, free standing national fast food restaurants, free standing bank branches and several automobile dealerships.

In addition, the Power Centre located at Hwy 24 and Pinebush Road has evolved into a popular shopping district. “Big Box” type stores include Wal-Mart, Michael’s Craft Store, Staples Business Depot, RONA Building Store, Old Navy and many other retail outlets. Home Depot is also located on Hwy 24 and Pinebush Road.

Although the Hespeler Road Commercial District is the dominant retail node, City Council has adopted policies for the revitalization of the three traditional downtown core areas to retain existing businesses and attract new retail and commercial development to the Core Areas. Each of the core areas is recognized as a Business Improvement Area (BIA).

DEMOGRAPHIC PROFILE

OVERVIEW

The City of Cambridge, was established in 1973 with the amalgamation of three separate municipalities: Galt, Preston and Hespeler.

Table 1 shows actual and population forecasts for the City. It is projected that the average annual growth rate will increase gradually over the next twenty-five years. The 2010 estimated population of Cambridge is 130,000.

Surrounding the City of Cambridge, and within the secondary trade area are the Cities of Kitchener, Waterloo, and the surrounding rural fringe areas. Statistics are gathered for both the Kitchener CMA (Census Metropolitan Area) and the slightly larger political unit known as the Region of Waterloo. Region of Waterloo statistics on populations are shown below.

TABLE 1
 ACTUAL AND FORECAST POPULATION AND HOUSEHOLD GROWTH
 CITY OF CAMBRIDGE - AND - REGION OF WATERLOO
 1986 - 2016

	FIVE YEAR FORECASTS						
	1986 Actual	1991 Actual	1996 Actual	2001 Actual	2006 Actual	2011	2016
<u>CAMBRIDGE</u>							
☒ Population	79,920	92,772	101,429	110,372	120,371	124,700	132,300
☒ Households	27,271	31,895	35,600	39,260	43,295	47,206	51,196
<u>REGION OF WATERLOO*</u>							
☒ Population	329,404	377,762	405,435	440,700	478,120	511,100	543,700
☒ Households	117,610	138,848	151,300	172,296	178,120	204,483	221,130

* Regional population and household figures include students.

Sources: Regional Municipality of Waterloo, Implementation Plan
 Regional Population and Household Forecasts (2006 Update)

SMALL BUSINESS SUPPORT

SMALL BUSINESS PROMOTION AND SUPPORT

The City of Cambridge is committed to the support of small business development for new and existing small businesses within the community. Over half of all business enterprises in Cambridge have four or fewer employees. Several initiatives are undertaken such as:

WATERLOO REGION SMALL BUSINESS CENTRE – CAMBRIDGE OFFICE

The Waterloo Region Small Business Centre is located on the 1st Floor of City Hall, 50 Dickson St.. The normal hours of operation are Monday to Friday, 8:30 a.m. - 1:00 p.m. and 2:00 p.m. - 4:30 p.m.
Web: www.waterlooregionsmallbusiness.ca Phone: (519) 740-4615, Fax: (519) 623-0441.

The Waterloo Region Small Business Centre's mandate is to encourage and contribute to the enterprising spirit and economic development of our community by assisting entrepreneurs with the development of new or existing businesses. The Centre is funded by the cities of Cambridge, Kitchener, Waterloo, the Region of Waterloo and the Ontario Ministry of Economic Development and Trade. We also have a variety of corporate and private sector partners who provide resources to the Centre through services, gifts in kind, or financial support.

The Waterloo Region Small Business Centre is an initiative that provides a variety of services to new and established entrepreneurs such as:

BUSINESS NAME REGISTRATION AND NAME SEARCH

Entrepreneurs looking to register sole proprietorships, partnerships or corporate style trade names may use the Centre's Public Access computers to register their business name with Service Ontario, apply for Employer Health Tax (EHT), and to Workplace Safety and Insurance Board (WSIB) if required. The cost of registration is \$60.00 (payable by credit card) and each business name search is \$8.00. Master Business Licenses are valid for five years and requires renewal thereafter. To register, visit: www.serviceontario.ca or call the Centre to book an appointment for assistance, (519) 740-4615.

Please note: The database only searches business names that are registered as sole proprietors, general partnerships or trade names of existing corporations. As well, the Business Names Act does not prohibit registration of identical names or protect the exclusivity of a registered name. The person registering the name assumes full responsibility for any risk of confusion with an existing corporation, business name or trademark. You may find it useful to speak with a lawyer about protecting your name by registering a trademark under the Trade-Marks Act or deciding to incorporate your business.

CONSULTATIONS FOR NEW AND EXPANDING BUSINESSES

A Small Business Advisor is available to answer business start-up inquiries and facilitate business growth and planning through individual consultations. The information provided is geared towards helping business owners help themselves and their businesses. These sessions are free of charge. To book an appointment, call: (519) 740-4615.

START-UP INFORMATION & LITERATURE

The Small Business Centre has researched and simplified information on starting a new business or growing an existing venture. Literature is available to help entrepreneurs understand what steps to take when starting a business, who to contact, what financial assistance is available, and how to write a business plan to guide the business. Information is also available from government agencies such as Canada Revenue Agency.

MARKET RESEARCH ASSISTANCE & BUSINESS PLAN REVIEW

The Small Business Advisor helps entrepreneurs find information related to their business or to support their business plan. Providing demographic information, industry trends, or reviewing surveys used for primary research are some ways the Small Business Centre can help with the market research process.

Small Business Advisor is also available to review entrepreneur's business plans and offer feedback and guidance to help tailor the plan to meet the needs of the entrepreneur. * Timelines may vary for Business Plan reviews.

REFERENCE LIBRARY & PUBLIC ACCESS COMPUTERS

To assist with market research, the Small Business Centre has a business reference library that contains guides, directories, demographic information and other reference materials that may be used by entrepreneurs.

The Centre also has computers complete with Microsoft Office and Internet capabilities available for business research purposes or registration. Computer use is free of charge with a small fee for printing.

SEMINARS & EVENTS

The Small Business Centre provides a variety of seminars throughout the year on such topics as business start-up, planning, income tax, and marketing to name a few. The Centre also offers events and networking opportunities such as full day workshops for retailers and artists for example. For a full listing of seminar and events, visit: www.waterlooregionsmallbusiness.ca/eventlisting.cfm

SMALL BUSINESS INFORMATION NIGHTS

Staff of the Economic Development Office and the Waterloo Regional Small Business Centre hold Small Business Information Nights approximately two times per year. Staff display and distribute small business literature and brochures, answer questions and provide assistance to existing small business owners and potential entrepreneurs. For dates and times visit www.cambridge.ca/news

YOUTH PROGRAMS

The Waterloo Region Small Business Centre is proud to be involved with various youth entrepreneurship programs. Our goal is to educate and assist young entrepreneurs in the areas of business planning, and promoting entrepreneurship as a valid career option.

- **Summer Company**
The Centre a service provider for Summer Company. Students between the ages of **15-29** and can start their own business during the. If accepted, they will be eligible to receive an award of up to \$3000 - up to \$1500 up front to help cover start-up costs, and up to \$1500 upon successful completion of the program. www.ontario.ca/summercompany
- **Canadian Youth Business Foundation**
The Centre is a community partner for the Canadian Youth Business Foundation (CYBF). CYBF lends young entrepreneurs up to \$15,000 for their start-up (with the possibility of additional financing). CYBF does not require security for its loans – CYBF lends on character and a great business plan. Plus, every entrepreneur is hand-matched with an experienced business mentor to allow knowledge sharing and ensure a higher business success rate. www.cybf.ca

PUBLICATIONS FOR SALE

The Small Business Centre has numerous business publications available for sale on starting a business, running a specific type of business, incorporation, and professional services published by the Self Counsel Press.

MAJOR COMMERCIAL/RETAIL NODES

There are seven (7) Major Commercial/Retail Nodes throughout the community. These areas are shown on the “Overall Map”. Each commercial node is discussed in more detail on the following pages.

1. GALT CITY CENTRE AREA

Galt City Centre Area is the central Business District of the former City of Galt is comprised of multiple land uses including retail/office commercial, licensed restaurants, office related industry, government, community and public services.

The Grand River bisects Downtown Cambridge creating two areas offering different land uses. The East Side, which is characterized by many heritage buildings, is the traditional retail and commercial district. Government offices, local, federal and provincial are housed at 50 Dickson Street and 150 Main Street respectively. The predominant land uses on the west side include public institutions, churches, professional offices and several old industrial properties. Two former industrial buildings have been designated as a "factory outlet district". The University of Waterloo School of Architecture opened in the former Tiger Brand building on Melville Street in 2004.

The old Hydro building at the corner of Wellington and Dickson Street was developed into the David Durward Seniors Centre. The Centre accommodates a wide range of recreational and fitness related activities for senior citizens throughout Cambridge. The building is also home to the Cambridge Centre for the Arts. This project is part of the Dickson Street corridor, which currently consists of the Historic City Hall and Archives, the Cambridge Farmers' Market Building and the Old Fire Hall. In February 2008, a new City of Cambridge Civic Administration building was completed. The four storey building is approximately 85,000 sq. ft. The boundaries for this area can be seen on Map 1.

2. THE PRESTON TOWNE CENTRE AREA

This traditional downtown core area remains quite vibrant and through the B.I.A. has organized a closely-knit group of merchants providing a wide range of goods and services in office-related industry, business service industries and licensed restaurants. The target market area is predominately comprised of the immediate surrounding residential area, which is constantly growing through new high-density developments. In addition, high traffic volume through this area adds to the market potential.

The Grist Mill Centre including a new Giant Tiger Department store is a small commercial mall on King Street in Preston. Several beautification projects have added charm to the character of this area. The boundaries for this area can be seen on Map 2.



3. HESPELER VILLAGE AREA

The Hespeler Village District primarily serves the trade area north of Highway #401, and includes holding companies, wholesale industries and business service industries.

Located in the Speed River Valley, the Hespeler Village District accommodates businesses comprised primarily of service, commercial and convenience retail outlets. Floor space rents in this area are very competitive and encourage start-up opportunities.

The commercial role of the Hespeler Village District is clearly in transition. The re-alignment of Highway #24 around the core area has created a quaint shopping environment.

Much of the new subdivision activity within the City of Cambridge will take place within the Hespeler planning district within the next decade.

A recent study undertaken by the City of Cambridge has identified several elements of a revitalization strategy for the Hespeler district. The underlying appeal of the area lies in its location abutting the Heritage Designated Speed River and the redeveloped parkland along the riverbanks. The industrial heritage of Hespeler is undergoing some change with the redevelopment of some of the old textile factories within the area. Several architecturally significant buildings dot the Hespeler Village District, including the Post Office, Town Hall and Hespeler Library. The former American Standard building (190,000 square feet) will be developed into residential, commercial and a senior's complex. The boundaries for this area can be seen on Map 3.

4. THE HIGHWAY 24/HESPELER ROAD COMMERCIAL DISTRICT

This area emerged through the 1980's as the major focus of retail development in Cambridge. It stretches from Highway 401 south along Hespeler Road to Munch Avenue, and is comprised primarily of a mix of shopping.

The mix of commercial buildings in this area includes shopping malls, strip plazas and several freestanding commercial buildings. Overall, there exists in excess of 600,000 square feet of space in strip malls and freestanding buildings. The boundaries for this area can be seen on Map 4.

The major developments existing and proposed for this area are indicated below:

- a) Located on Hespeler Road is a Regional shopping centre known as "The Cambridge Centre". Owned by Morguard Real Estate Investment Trust managed by Morguard Investments Ltd., the mall is 725,000 sq.ft. in size. The Centre consists of 130 shops and services including Zellers (120,000 sq.ft.); The Bay (130,000 sq.ft.); Sears (140,000 sq.ft.); Sport Chek Sporting Goods Store (20,000 sq.ft.); Galaxy Cinemas (44,000 sq.ft.); and a new NHL sized skating rink. City Council approved the Official Plan amendment designating Cambridge Centre as a Regional Shopping Centre. Adjacent to the Cambridge Centre is a Zehrs Food Grocery Store (80,000 sq.ft.).

Cambridge Centre will be offering local entrepreneurs the opportunity to lease retail carts to feature their specialty products. Rates are available daily, weekly and/or monthly. For information about leasing opportunities at the Cambridge Centre, contact the Administration Offices at (519) 624-0004.

- b) Smart! Centres Cambridge is a 518,000 sq.ft. shopping centre situated at Highway 24 (Hespeler Rd.) and Highway 401. The site consists of a Wal-Mart Supercentre and Rona as anchor stores. Other tenants include Staples, Future Shop, Best Buy, GAP, Michael's Craft Store, Danier Leather Factory Outlet, Old Navy, The Keg, Chuck E Cheese and many other retail outlets.
- c) Smart! Centres Cambridge (South) consists of a 16,000 sq.ft. shopping centre situated on approximately 4.73 acres. The site is located at the intersection of Hespeler Rd. and Pinebush Rd. (South side). A 95,000 sq.ft. Home Depot occupies the site, along with other tenants such as EB Games, Telus Mobility, The Source, and other retail outlets.

An additional 31,600 sq.ft. development potential remains on the site with units 1,300 sq.ft. to 7,500 sq.ft. currently available.

5. ELGIN STREET NORTH/FRANKLIN BOULEVARD COMMERCIAL DISTRICT

This area is mainly between Elgin Street and Franklin Boulevard. The predominate retail use is automotive parts and service, which accounts for approximately 40% of the 92,875 sq.ft. The next largest use in this category is personal service/recreation (25,820 sq.ft.) of which the Cambridge Bingo Centre accounts for half of this space. The boundaries for this area can be seen on Map 5.

6. LOWER HIGHWAY 8 COMMERCIAL DISTRICT

This area is comprised mainly of two commercial plazas. The Highland Plaza consists of Cambridge Sobeys Grocery Store, Canadian Tire, Shoppers Drug Mart, Grand Valley Fortifiers, MacDonald's and other commercial/retail establishments.

The South Cambridge Centre consists of Zehrs Grocery Store, Home Hardware and Best Value Department Store, TD Canada Trust, LCBO, the Beer Store and other commercial/retail establishments.

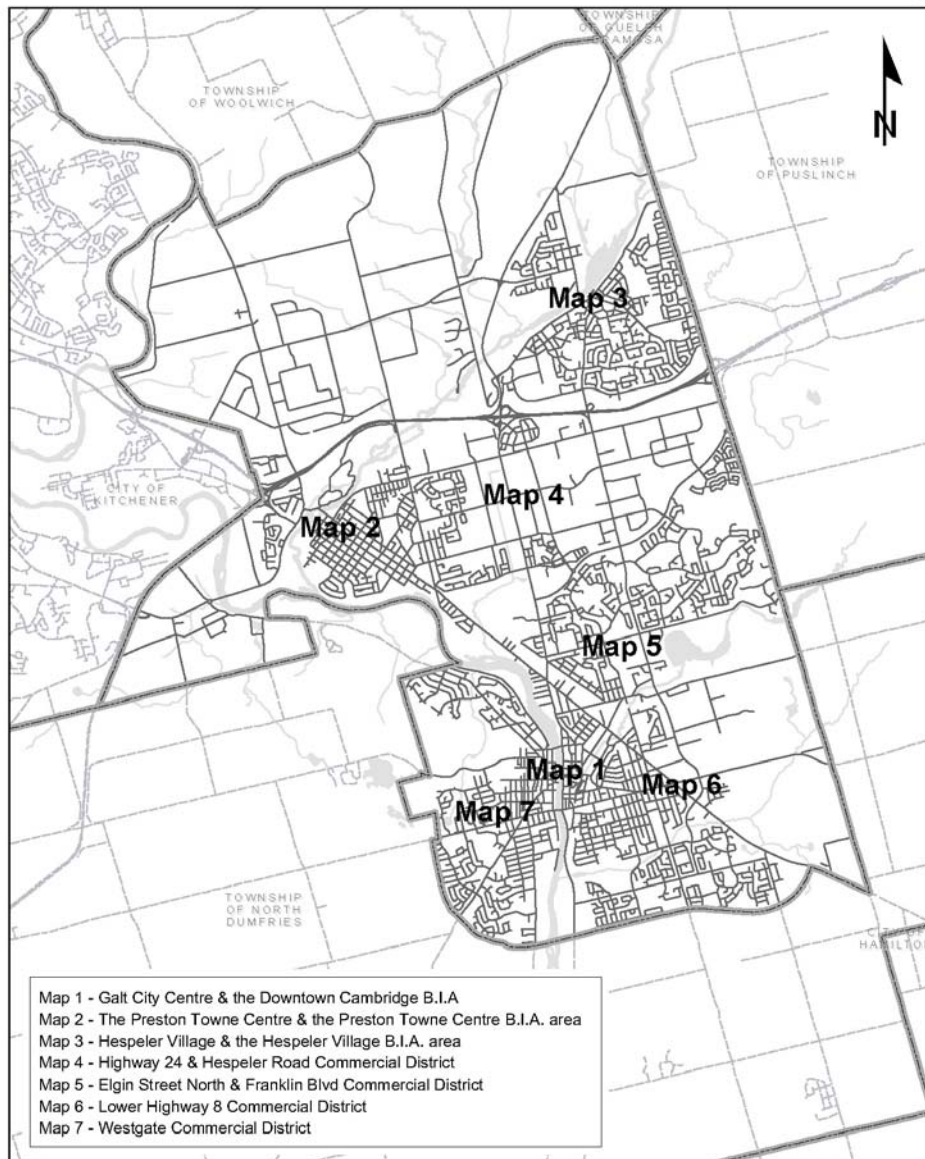
Commercial development includes approximately 48,500 sq.ft. of leasable commercial space, at the corner of Hwy. #8, and Franklin Boulevard which includes Tim Horton's, Wendy's, Boston Pizza, RBC Financial Group and other retail/commercial establishments. The boundaries for this area can be seen on Map 6.

7. WESTGATE COMMERCIAL DISTRICT

This area is located west of the Grand River on Hwy. #97 (Cedar Street). The major outlets within this mall are Sobeys grocery store, a branch of the TD Canada Trust, Home Hardware, Shoppers Drug Mart, and other small commercial establishments. The boundaries for this area can be seen on Map 7.

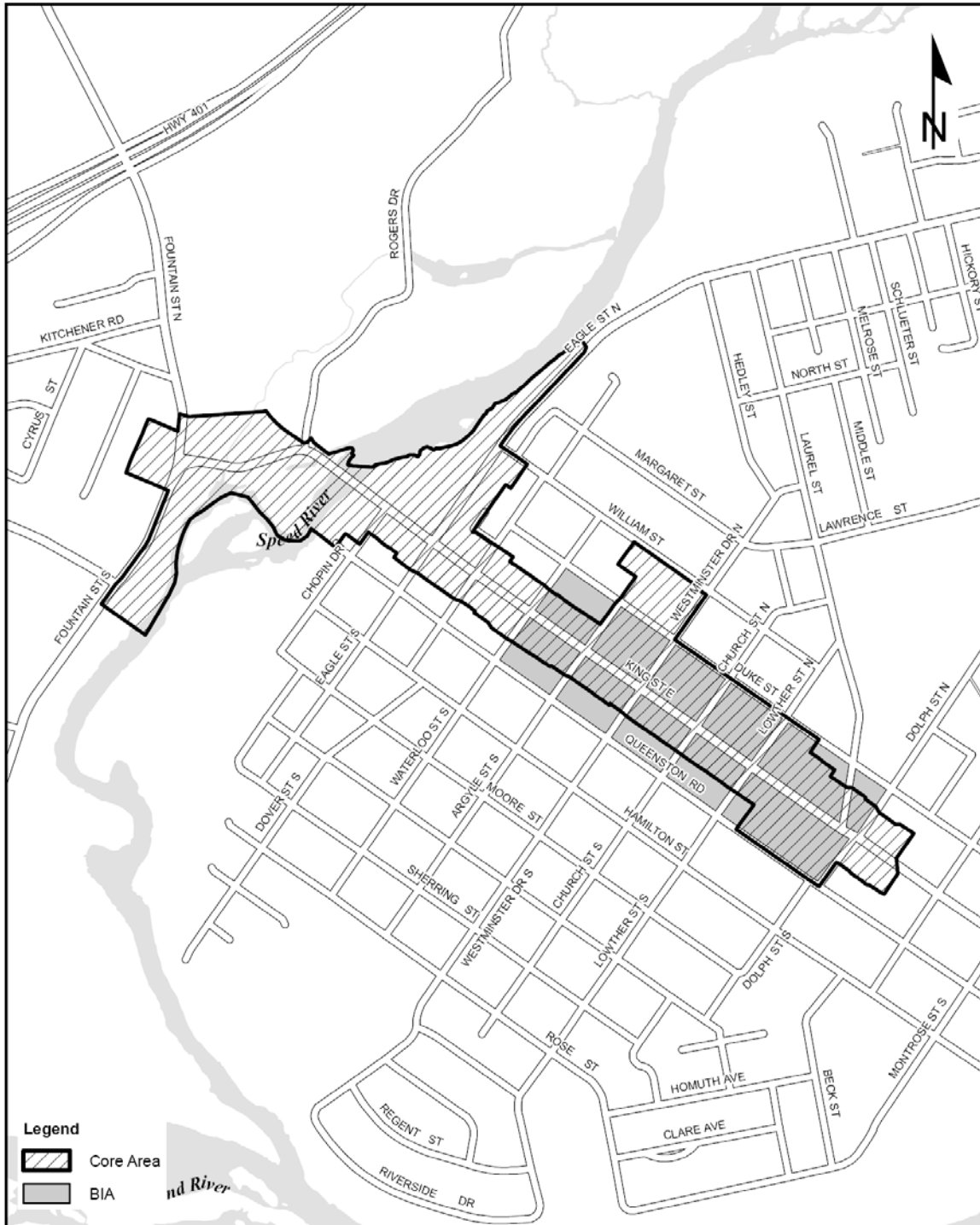
MAJOR COMMERCIAL AND RETAIL NODES IN CAMBRIDGE

Overall Map



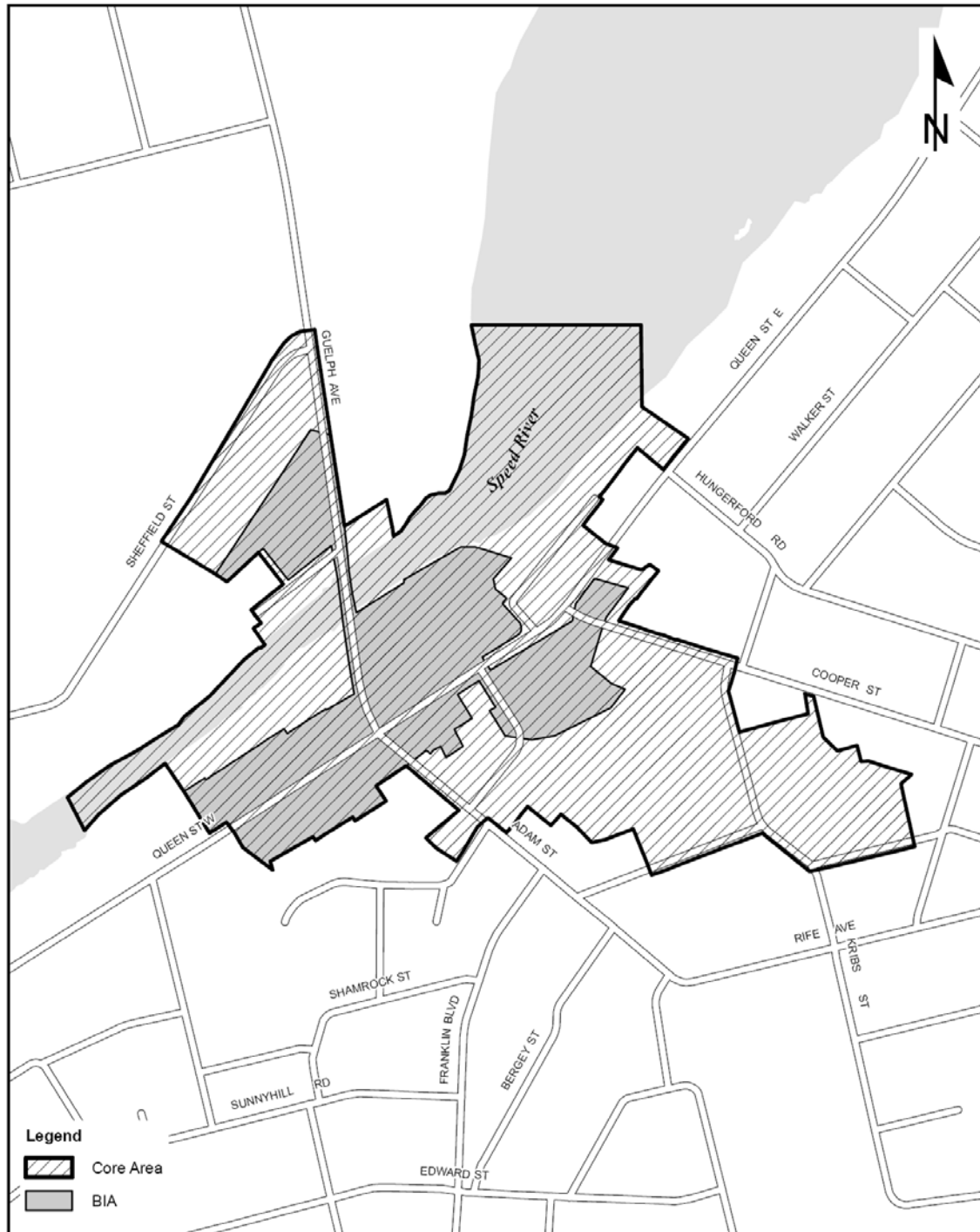
THE PRESTON TOWNE CENTRE & THE PRESTON TOWNE CENTRE B.I.A AREA

Map 2



HESPELER VILLAGE & THE HESPELER VILLAGE B.I.A AREA

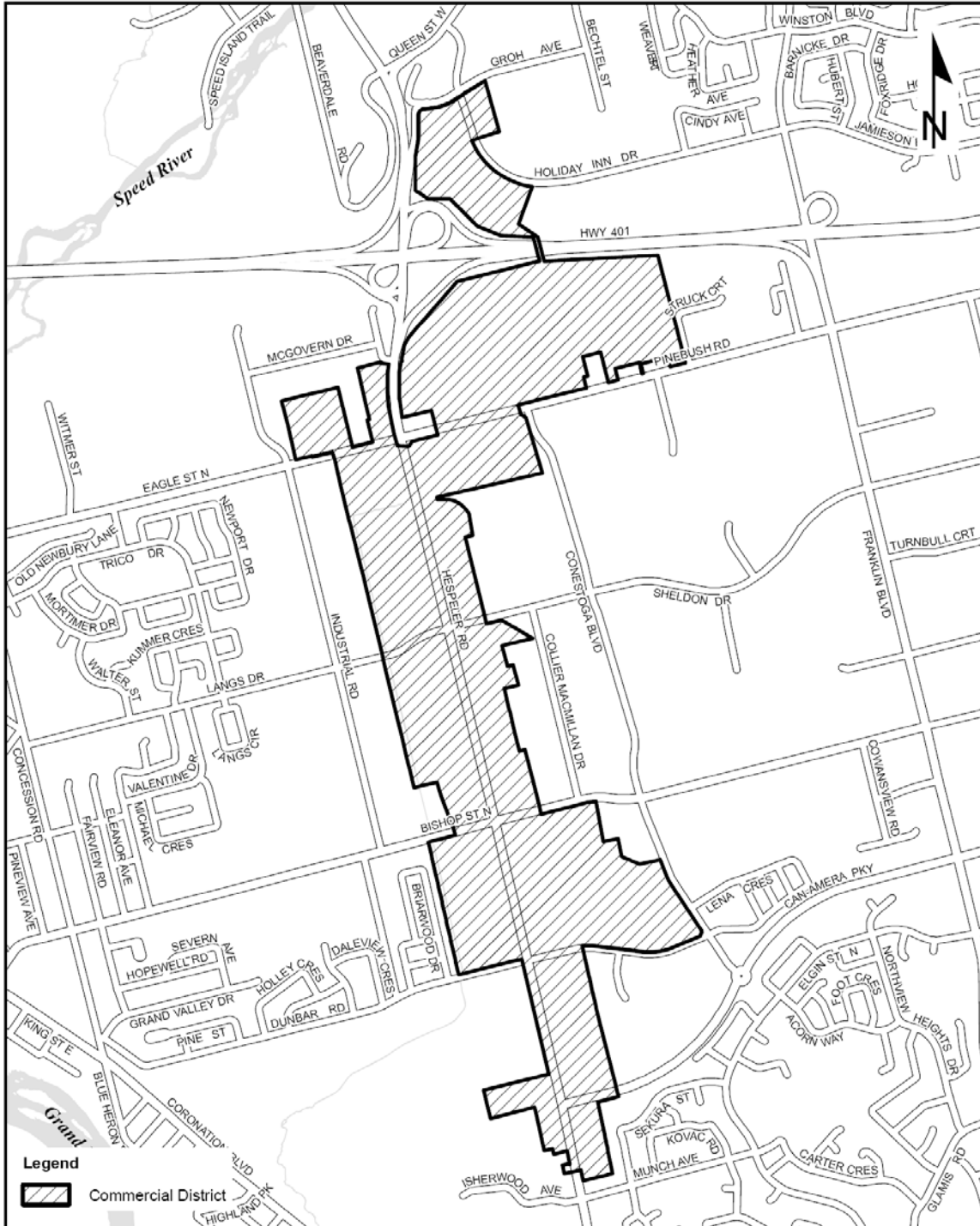
Map 3





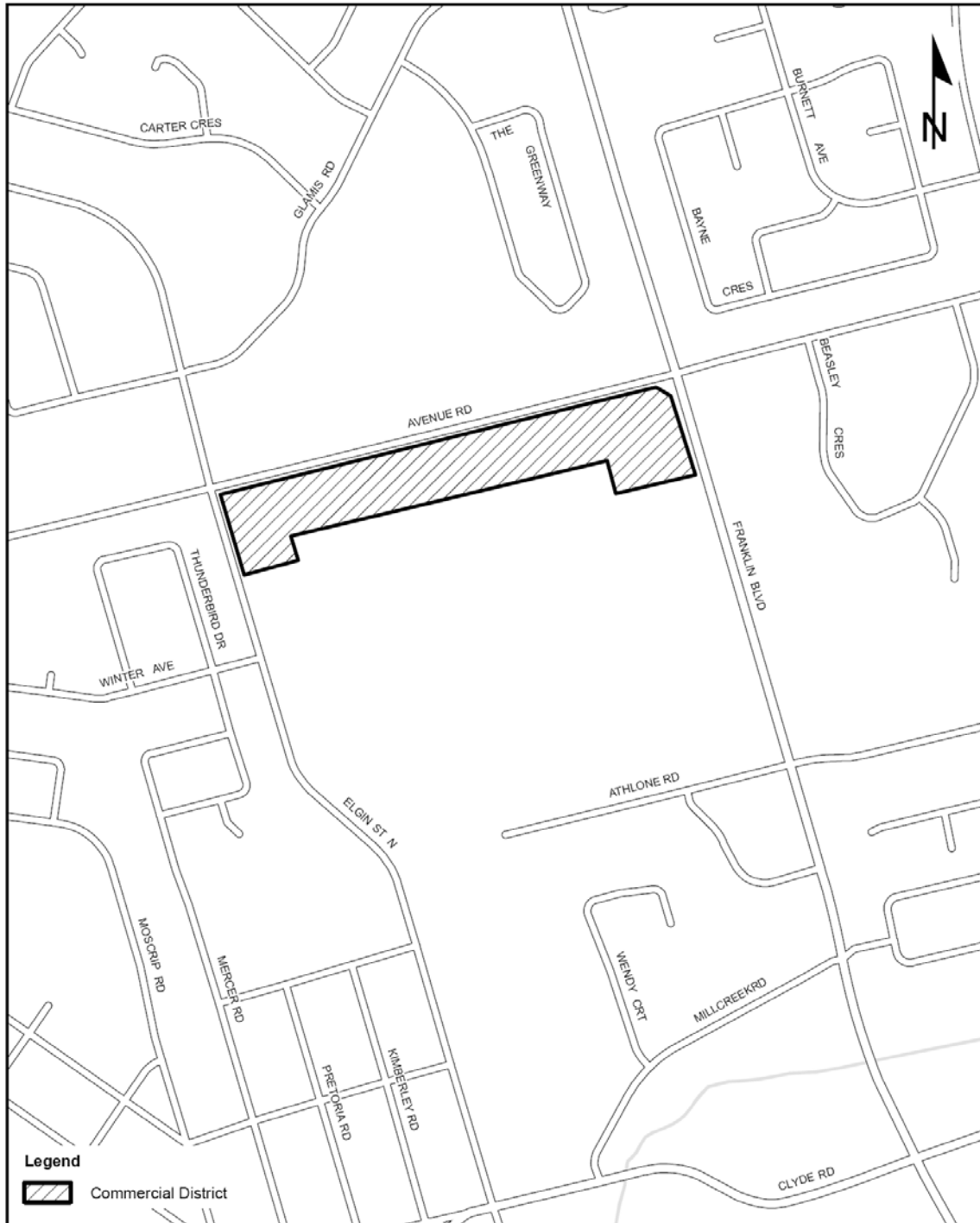
HIGHWAY 24 & HESPELER ROAD COMMERCIAL DISTRICT

Map 4



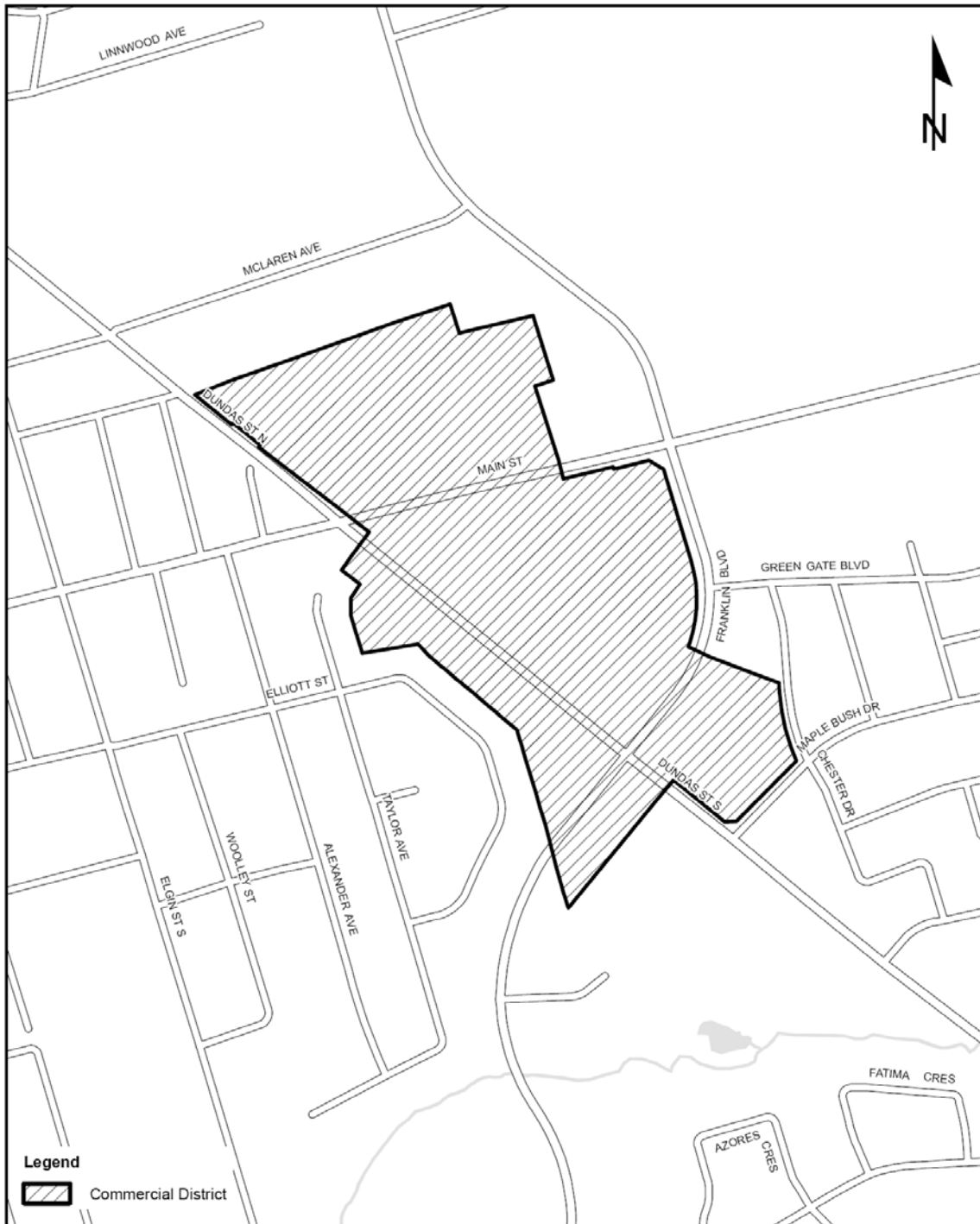
ELGIN ST NORTH & FRANKLIN BOULEVARD
COMMERCIAL DISTRICT

Map 5



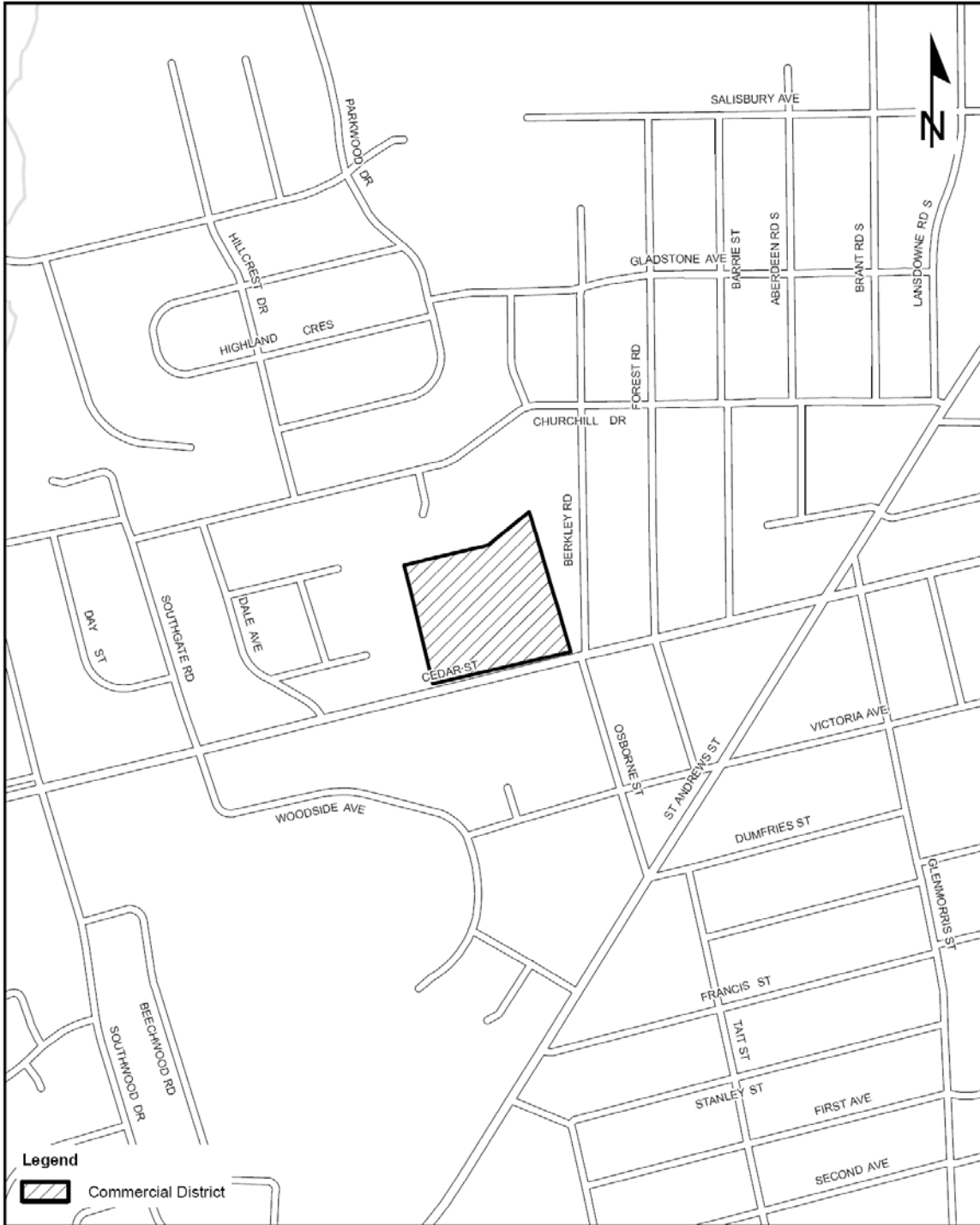
LOWER HIGHWAY 8 COMMERCIAL DISTRICT

Map 6



WESTGATE COMMERCIAL DISTRICT

Map 7



BUSINESS IMPROVEMENT AREAS (B.I.A.'S)

A Business Improvement Area, or B.I.A., is a simple idea: business people in a designated area uniting with the help of municipal government to organize, finance and carry out physical improvements, beautification and business promotions. A by-law is passed by local Council to designate these areas.

There are three (3) B.I.A.'s in Cambridge. The Downtown Cambridge B.I.A. and Preston Towne Centre B.I.A. are successful operations, having been in existence since the latter part of the 70's. The Hespeler Village B.I.A. was established in the early 1990's. To date, the B.I.A.'s, in conjunction with the City, have undertaken several streetscaping beautification projects as part of an overall plan to draw more business to the area. Promotional activities are also well established.

DOWNTOWN CAMBRIDGE B.I.A.

Downtown Cambridge B.I.A. is the largest of the three B.I.A.'s being comprised of approximately 250 members. Retail, commercial, service and office space users are all well represented within the membership cross-section. The boundaries of this area can be seen on Map 1. The Downtown B.I.A. can provide information on real estate availability, retail promotions, membership activities and services. For further information contact:

Ms. Andrea Stebbings, Executive Director
Downtown Cambridge B.I.A.
55 Ainslie St. N.
P.O. Box 1723, Station Galt
Cambridge, ON N1R 7G8
Ph. (519) 622-3510; Fax: (519) 621-9913
E-mail: info@galtonthegrand.ca
Web: www.downtown.cambridge.on.ca

Yvette Rybensky
Staff Liaison
Ph: (519) 740-4650 Ext. 4606
E-mail: rybensky@cambridge.ca

PRESTON TOWNE CENTRE B.I.A.

The *Preston Towne Centre B.I.A.* is mainly comprised of the former downtown of the town of Preston. Its boundaries stretch along King Street (Highway 8) from Waterloo Street to Dolph Street, and has undergone two expansions at the request of businesses wanting to become members. The boundaries of this area can be seen on Map 2. For further information contact:

Shirley Bowman; BIA Co-ordinator
Preston Towne Centre B.I.A.
c/o Etcetera
761 King Street
Cambridge, ON N3H 3N7
Ph: (519) 653-5332
Web: www.discoverpreston.com

Deanne Friess
Staff Liaison
Ph: (519) 740-4650 Ext. 4213
E-mail: friessd@cambridge.ca

HESPELER VILLAGE B.I.A.

The *Hespeler Village B.I.A.* consists mainly of businesses located along Queen Street with the number of members being approximately 40. Their goal is to rejuvenate community pride and business activity in the Hespeler area. The boundaries of this area can be seen on Map 3. For further information contact:

Ms. Karen Grant
Executive Director
Hespeler Village B.I.A.
P.O. Box 29006
101 Holiday Inn Drive
Cambridge, ON N3C 0A0
Ph: (519) 740-4650 Ext. 7266
E-mail: info@hespelervillage.ca

Trevor McWilliams
Staff Liaison
Telephone: (519) 740-4650 Ext. 4393
E-mail: mcwilliamst@cambridge.ca



CAMBRIDGE COMMERCIAL DEVELOPMENTS

(O V E R 4 0 , 0 0 0 S Q . F T .)

NAME / LOCATION	BUIDING SIZE / SQ.FT.	CONTACT
CAMBRIDGE CENTRE 355 Hespeler Road @ Bishop Street.	725,000 gross leasable retail	Morguard Real Estate Investment Trust 33 Yonge Street, Suite 412 Toronto, ON M5E 1G4 Stan Boniferro, Leasing Enquiries Toll Free: (800) 928-6255
<p>MAJOR TENANTS: Zellers; The Bay; Sears; Sport Chek Sporting Goods Store; Galaxy Cinemas; NHL-sized skating rink. Various commercial/retail units including American Eagle Outfitters; Cleo; Stitches; Peoples Jewellers; International Clothiers; Aldo Shoes; LeChateau; HMV; Carlton Cards; East Side Marios.</p> <p>Pad sites include Applebee's Restaurant; Samura Japanese Restaurant; and Your Neighborhood Credit Union. Negotiations for other retailers ongoing. Note: Tenants subject to change without notice</p>		
SMART! CENTRES Cambridge 22 Pinebush Road Hwy. 24 and Hwy. 401	Big Box Retail 518,000 sq.ft.	Smart! Centres 700 Applewood Crescent, Suite 100 Vaughan, ON L4K 5X3 Telephone: (905) 760-6200 Smart! Centres – www.smartcentres.com
<p>MAJOR TENANTS: Wal-Mart Supercentre; Staples Business Depot; Best Buy; Danier Leather Factory Outlet; Bou Clair Home; Mark's Work Warehouse; Roots Factory Outlet; Moores Clothing for Men; Adidas Factory Outlet; Bonnie Togs; Addition-Elle Fashion Outlet; Tip Top Tailors; Le Chateau Outlet; Bowrings; Tommy Hilfiger; Montana's Cookhouse Saloon; The Shoe Club; Michael's Craft Store; RONA; Old Navy; Smart Set; Melanie Lynn; Laura Outlet; La Vie En Rose; Future Shop; Pantorama; Reitmans; Chuckee Cheese; The Keg; Bombay; Urban Planet; Mexx; Urban Barn; Guess; Garage; Arden; Solutions; GAP; Dollarama; Bed Bath & Beyond and other commercial/retail stores. Future development for additional retail establishments.</p> <p>Note: Tenants subject to change without notice.</p>		
SMART! CENTRES Cambridge (South) Hespeler Road. at Pinebush Road (South side)	233,000 Retail plus additional pad site(s)	Smart! Centres 700 Applewood Crescent, Suite 100 Vaughan, ON L4K 5X3 Telephone: (905) 760-6200 Smart! Centres – www.smartcentres.com
<p>MAJOR TENANTS: Home Depot; Canadian Tire; EB Games; Telus Mobility; The Source; Sally Beauty and other commercial/retail stores. Additional pad site(s) available.</p> <p>Note: Tenants subject to change without notice.</p>		
TRI-CITY CENTRE 150 Holiday Inn Drive Hwys. 401 and 24	223,000 sq.ft. mixed use retail / office property. Free sanding Tim Hortons store.	Canderel Stoneridge 1075 Bay Street, Suite 400 Toronto, ON M5S 2B1 Telephone: (416) 593-6366 Fax: (416) 593-6122 Email: info@canderel.com Website: www.canderel.com <p>For leasing information contact DTZ Barnicke Waterloo Wellington Ltd. Telephone: (519) 746-6300 Fax: (519) 746-0455</p>
<p>MAJOR TENANTS: Smitty's Fine Furniture; LW Everybody's Outlet Store; Tri City Furniture Warehouse; and other commercial/retail stores.</p> <p>Note: Tenants subject to change without notice.</p>		

NAME / LOCATION	BUIDING SIZE / SQ.FT.	CONTACT
Holiday Inn Plaza 180 Holiday Inn Drive	82,000 Retail	Arcturus Realty, Real Estate Brokerage Telephone: (888).860-6974 Website: www.arcturusrealty.com
MAJOR TENANTS: Zehrs Grocery Store; The Gospel Lighthouse; Blockbuster Video; Gino's Pizza; TD Canada Trust on pad site and other commercial /retail stores. Note: Tenants subject to change without notice.		
SOUTH CAMBRIDGE CENTRE 200 Franklin Boulevard Dundas St. @ Hwy. #8	175,644 Retail	Oxford Properties Group 1100-130 Adelaide Street West Toronto, ON M5H 3P5 Telephone: (416) 961-4840 Fax: (416) 922-4510
MAJOR TENANTS: Zehrs; TD-Canada Trust; South Cambridge Home Hardware Building Centre; Swiss Chalet/Harvey's; L.C.B.O.; Brewer's Retail and various other commercial/retail stores Note: Tenants subject to change without notice.		
HIGHLAND PLAZA 75 Dundas Street	162,000 Retail	Canadian Tire Corporation Ltd. 2180 Yonge St., 15 th Floor P.O. Box 770, Station "K" Toronto, ON M4P 2V9 Attention: J.B. Wilks
MAJOR TENANTS: Canadian Tire; St. Vincent de Paul Thrift Store; CIBC Branch; Cambridge Sobey's Grocery Store; TSC Store; and various other commercial/retail stores. Note: Tenants subject to change without notice.		
PLAZA 600 Hespeler Road	145,000 Retail/Office	Bentall Capital 55 University Avenue, Suite 300 Toronto, ON M5J 2H7 Telephone: (416) 681-3400
MAJOR TENANTS: Home Sense; CAA Travel; Goodlife Fitness; Bank of Montreal; Pet Smart; Topper's Pizza; Herc's Nutrition; Pennington's 14+; Animal Hospital of Cambridge; Dr. Bernstein Diet & Health Clinic; National Sports; Chez Soi Salon and Spa; Bio Ped; Cole's Seafood Restaurant ; Putting Edge and various other commercial /retail stores. Note: Tenants subject to change without notice.		
SOUTHWORKS OUTLETS AND ANTIQUES 64 Grand Avenue South	90,000 sq.ft. (approximate) Retail	Cambridge-Wright Developments Southworks Outlet Mall Inc. 64 Grand Ave. S. Cambridge, ON N1S 2L8 Attention: Charlene Erasmus Telephone: (519) 740-8671
MAJOR TENANTS: Southworks Antiques; Best of British; Shabee Chic; Samsonite Factory Outlet; Kodiak; Bux; Corning; The Flower Market; Closeout Shoes; Tootsies Factory Shoes; and various other retail outlets. Note: Tenants subject to change without notice.		
THE MALL 150 Main Street	124,000 Office	The Region of Waterloo 150 Frederick Street Kitchener, ON N2G 2J3 Telephone: (519) 575-4400
MAJOR TENANTS: Pavement Management Systems; Region of Waterloo; Income Maintenance; Stantec Consulting Ltd.; Cambridge Youth Services. Note: Tenants subject to change without notice.		
CAMBRIDGE PLACE 73 Water Street North	110,581 Office	EIWO Canadian Management Limited 82 Weber Street East Kitchener, ON N2H 1C7 Telephone: (519) 742-5885
MAJOR TENANTS: Industrial Accident Prevention Assoc. (I.A.P.A.); and various other businesses and medical offices. Note: Tenants subject to change without notice.		



NAME / LOCATION	BUIDING SIZE / SQ.FT.	CONTACT
PLAZA 480 Hespeler Road	89,827 Retail	Summit Reit Inc. Real Estate 7560 Airport Rd, Unit 10 Mississauga, ON L4T 4H4 Telephone: (905) 672-4263 Contact: Parminder Chhina
MAJOR TENANTS: Winners; Value Village; Microplay; Pet Valu; Crown Realty Services Inc.; Blockbuster Video; Dollar Giant; Easy Home; Sleep Country; Fiddleheads Health Nutrition & Smoothie Bar; M&M Meat Shops; Subway; Framing & Art Centre; Twice The Deal Pizza; The Butcher's Block; Wimpy's Diner; Once Upon a Child; Popeye's Restaurant; The Co-operators; Herbal One and various other commercial/retail stores. Note: Tenants subject to change without notice		
WESTGATE PLAZA 130 Cedar Street	80,000 Retail	Terrace Manor Limited 1407 Yonge Street, Suite 303 Toronto, ON M4T 1Y7 Mr. Tsvasman Telephone: (416) 968-6555
MAJOR TENANTS: Sobeys Inc.; Dragon City Restaurant; Shoppers Drug Mart; Pet Valu; TD-Canada Trust; Little Short-Stop; Dairy Queen; Home Hardware; L.C.B.O.; Brewer's Retail; Tim Horton's; and various other commercial/retail stores Note: Tenants subject to change without notice.		
PLAZA 561 Hespeler Road	63,509 Retail	SEP Holdings Ltd. 2828 Bathurst St., Suite 401E Toronto, ON M6B 3A7
MAJOR TENANTS: Beertown Public House and Modern Beer Bar; The Smoke Shop; Kazwear Swimwear; Cosmo Prof; Party Packagers; CitiFinancial; British Pride Bakery; Benjamin Moore Paints; MTO – Driver and Vehicle Licensing; Stag Shop Inc.; Cora Breakfast and Lunch; Body Systems Nutrition; Burger King; Red Ginger Restaurant; Sushi Feast; and other commercial/retail. Note: Tenants subject to change without notice.		
THE GRIST MILL CENTRE 927 King Street East	41,466 Retail/Office	The Grist Mill Centre Inc. (Cambridge) c/o 1 Regan Road Brampton, ON L7A 1B8 Telephone: (905) 495-2572 Fax: (905) 846-1241
MAJOR TENANTS: Giant Tiger ; Rising Dough Bakery & Coffee Shop; Curves; Pharmasave; Videoscene Note: Tenants subject to change without notice.		
BISHOP GATE MALL 425 Hespeler Road	41,980 Retail	Bishop Gate Developments, c/o 248 Rhodes Circle Newmarket, ON L3X 1V3 Telephone: (905) 898-5750
MAJOR TENANTS: Lottophile Corner Store; Allure Hair Design; Carafe Wine Makers; Pizzaville; The Salvation Army Store; Water Depot; Pet Valu; Baskin Robbins; The UPS Store; Bulk Barn; TD Canada Trust; Tim Hortons; Aaron's (Electronics/Furniture Appliances); and other commercial/retail stores. Note: Tenants subject to change without notice.		
THE DELTA CENTRE 1 Hespeler Road	90,000 Retail Units available from 1,000 sq.ft. to 50,000 sq.ft.	For Leasing Information Call (877) 504-4114
MAJOR TENANTS: Kings Buffet; FreshCo; EB Games; Starbucks Coffee Canada; Subway; Shoppers Drug Mart Home Health Care; Easy Home; Dollarama; Smoke + Variety; Listen Up Canada and other commercial/retail. Note: Tenants subject to change without notice.		
PLAZA 523-537 Hespeler Road	175,000 Retail Units available at approximately 3,000 sq.ft.	Fengate Property Management Telephone: (877) 336-4283
MAJOR TENANTS: The Lighting Shoppe; Suzy Shier; Bluenotes Outlet; Umberto's Bistro; Beaver and Bulldog Pub; Minos Hair Design; Starbucks Coffee Canada; Edible Arrangements; Jaded Nails Salon; Midnight Sun Tanning Studio; Brownstone Framing and other commercial/retail stores. Note: Tenants subject to change without notice.		



NAME / LOCATION	BUILDING SIZE / SQ.FT.	CONTACT
ELGIN CENTRE 980 Franklin Boulevard	80,000 Retail (approx.)	Starbank - Development Corporation 136 Caribou Road Toronto, ON M5N 2B3 Telephone: (416) 922-2222
MAJOR TENANTS: Metro Grocery Store (53,000 sq.ft.); Shoppers Drug Mart (17,000 sq.ft.); TD Canada Trust; Starbucks Coffee; Dragon City Chinese Restaurant; Magicuts; and other retail units Note: Tenants subject to change without notice.		
PLAZA 100 Jamieson Parkway (@ Franklin Blvd)	60,000 Retail (approx.)	Woodland Park Plaza Syndicat Management Inc. Leasing Information, Telephone: (800) 363-3207
MAJOR TENANTS: Food Basics Grocery Store; Little Caesars Pizza; Pet Valu; Sketchley Cleaners; Subway and other commercial/retail units. Pad sites include RBC Financial Group and McDonald's Restaurant. Note: Tenants subject to change without notice.		



CITY OF CAMBRIDGE FINANCIAL INCENTIVE PROGRAMS

The City of Cambridge provides a number of programs that reduce costs for development projects and improvements to sites and buildings, including contaminated sites, heritage properties, and core area properties and buildings.

These programs help residential and non-residential property owners to preserve, beautify, clean-up and improve the appearance of properties for the overall benefit of all residents, visitors and business owners in the City.

Note: Details and availability of incentive programs, and conditions of funding may change.
For additional information on the Incentive Programs, please call (519) 740-4650, Ext. 4213

CORE AREA INCENTIVES

1. LOAN AND GRANT PROGRAMS

a) Building Revitalization Program (BRP):

The Building Revitalization Program provides financial assistance for physical improvements to the exterior of existing buildings in the designated core areas.

The Building Revitalization Program provides matching funding for certain improvements to existing buildings in the three Cambridge core areas. The City can provide interest-free and partially forgivable (up to 35%) loan funding for up to 50% of eligible costs. The maximum loan amount is typically \$20,000 per building.

Each Applicant must present the design and proposed work plan to the BRP Review Panel. All BRP funding is contingent on a approval of the work plan and design by the BRP Review Panel. This program does not fund work that has already been completed.

To inquire about an application and/or full details on the BRP criteria, contact the Planning Services Department at (519) 740-4650, Ext. 4213.

b) Design Guide Program:

The Design Guide Program provides funds toward retaining a professional consultant to prepare a design plan for façade improvements of buildings in the designated core areas.

The City will provide a grant of up to \$1,000.00 for the first façade and \$250.00 for each additional façade to a maximum limit of \$1,750.00 per building. The design consultant utilized must be determined to be a qualified person by the City.

Buildings must be located in one of the three core areas of Cambridge (Galt City Centre; Hespeler Village; and Preston Towne Centre)

To inquire about an application and/or full details on the Design Guide Program, contact the Planning Services Department at (519) 740-4650, Ext. 4213.

c) Contaminated Sites Grant Program:

Grants up to 100% of remediation costs or \$1,500.00 per new residential unit and/or \$10 per square meter of new non-residential space. All applications must be reviewed and approved by the City of Cambridge prior to confirming funding.

Grant funds are provided after receipt of paid invoices for site remediation, receipt of Acknowledgement of Record of Site Condition from the Ministry of the Environment, and approval of the final building inspection by City of Cambridge Building Division staff.

2. FEE EXEMPTION PROGRAMS:**a) Sign Permit Fee Exemption:**

All new signs in the core areas are exempt from Sign Permit fees. Mobile signs are not included in this exemption.

b) Development Charges Exemption:

New development (including renovations and additions) is exempt from City of Cambridge and Regional Development Charges.

c) Building Permit Fee Exemption:

New development and redevelopment projects in the core areas are exempt from Building Permit Fees. The total value of the Building Permit will depend on the class of permit.

d) Development Application Fee Exemption:

Projects in the core areas are exempt from Development Application Fees under the Planning Act (e.g. site plan, zone change, official plan amendment, condominium, subdivision minor variances, and consents).

e) Demolition Permit Fee Exemption:

All new development and redevelopment projects in the core areas are automatically exempt from the Demolition Permit Fee.

3. CITY-WIDE INCENTIVES

a) Tax Increment Grant Program (TIG):

The Tax Increment Grant Program (TIG) assists property owners with the financial costs to clean up contaminated properties City-wide. The City of Cambridge is committed to providing financial support to property owners to help improve buildings and properties throughout our community.

Only Brownfield sites that have been remediated and redeveloped, and have a Record of Site Condition acknowledgement from the Ministry of the Environment are eligible to receive TIG funding.

The TIG is a grant equal to the full amount, or a portion of the amount that municipal property taxes increase after a property is reassessed. The tax increment is calculated using the change in current value assessment following the completion of the remediation and redevelopment of the property. The difference in taxes between the pre-remediated and redeveloped site is used to provide a grant to the applicant for eligible costs associated with environmental remediation.

Property owners who wish to undertake development of an existing contaminated site requiring remediation are eligible to apply for the TIG program. Properties must be located within the City of Cambridge and meet the TIG eligibility criteria. The TIG program is not limited to the Cambridge Core Areas.

To inquire about an application and/or full details on the Tax Increment Grant Program (TIG), contact the Planning Services Department at (519) 740-4650, Ext. 4213.

b) Contaminated Sites - Development Charges Allowance:

For any development or redevelopment project where the site must be restored as per the “Guidelines for Use at Contaminated Sites in Ontario”, an amount will be credited against the Development Charge payable (not to exceed the total Development Charges payable to the City of Cambridge). Written estimates of the cost of assessment and restoration must be approved by the City of Cambridge.

Note: This allowance is not applicable if Development Charges have already been exempted.

c) Designated Heritage Buildings – Development Charges Allowance:

An allowance towards Development Charges for development or redevelopment of an existing building designated under the Ontario Heritage Act is available. The existing designated building must be retained and remain an integral part of the development or redevelopment of the property. The maximum allowance amount is based on the floor area of the existing building.

DEVELOPMENT CHARGES

Development Charge by-laws have been introduced at the local and regional levels of government and by the school boards. As a result, any industry contemplating a plant expansion or constructing a new building should be aware that development charges will be calculated on the total area of the new construction and fees will be collected at the building permit stage.

Non-Residential Development Charges

Non-Residential Development Charges are shown below for the City of Cambridge, the Region of Waterloo, and the school boards. These charges apply to the Industrial, Commercial and Institutional sectors.

The City charges are adjusted semi-annually on January and June 1st in each year, in accordance with the Statistics Canada, Quarterly Construction Price, and Statistics Canada Catalog 62-007. Regional charges are adjusted annually on January 1st each year.

The Education Development Charge By-Law was implemented June 1, 2011 and has a five-year term, subject to annual adjustments.

NON-RESIDENTIAL DEVELOPMENT CHARGES			
(per square foot of gross floor area of the building)			
(Region of Waterloo - effective January 1, 2012)			
(City of Cambridge – effective January 1, 2012)			
(Education – effective June 1, 2011)			
		On Lands Originally Purchased from the City*	On Lands Purchased Privately
ON NEW CONSTRUCTION	City's Development Charge	Zero	\$1.79/ sq.ft. (approx.) \$19.28/ sq. metre
	Region's Development Charge	\$9.27/ sq. ft.	\$9.27/ sq. ft.
	Education Development Charge	\$1.23/ sq. ft.	\$1.23/ sq. ft.
	Total	\$10.50/ sq. ft.	\$12.29/ sq. ft.
ON INDUSTRIAL ADDITIONS	Up to 50% of the floor area of the existing building may be exempt from the City and Regional Development Charges. See By-laws for interpretation.		
*Certain City land sales are subject to a City Development Charge of \$1.6732 per m ² or \$0.155148/sq.ft.			

CAMBRIDGE BUSINESS LICENSES

COMMON TYPES OF BUSINESSES REQUIRING LICENSES:

Adult Novelty Retail (\$84.50)	Outdoor Vending By-law (\$84.50) for each location
Adult Entertainment (Establishment - \$2,368.50)	Pedal Vehicles (Frozen Confections)
(Owner/Operator - \$2,368.50)	Public Address Systems
Arcade	Public Garages
Bake Shop	- Not more than 5 Vehicles
Barber	- Not more than 10 Vehicles
Body Piercing	- Over 10 Vehicles
Boat Rentals	Public Halls
Body Rub Parlour (Establishment - \$594.50)	Refreshment Vehicles
(Owner/Operator - \$594.50)	Restaurant
Fresh Meat/Deli/Fish	Retail Exhibitor Shows
Esthetics / Hairdressing Establishment	Service Station/Gas Station
Fireworks Retail Sale	Tattoo Parlours
Ice Cream Driver	
Ice Cream Parlour	
Ice Cream Truck	
Motor Vehicle Racing	
Motor Vehicle Repairs	
Nail Salon	

OTHER:

Intermittent or Temporary Sales {12 consecutive weeks – additional weeks would be subject to additional fees} - \$350.00

- New License per function - \$102.00
- Transfer Fee - New Location - Flat Rate \$102.00
- Transfer Fee – New Owner - Flat Rate \$51.25
- Renewal Fee per function - \$71.75
- Renewal Late Fee (after February 1st) (additional to renewal fee) - \$35.75
- Outdoor Vendor Late Fee (after March 1st) (additional to renewal fee) \$26.00

Note:

Every business license shall be valid for the calendar year in which it is issued and shall expire on the 31st day of December. Every business license shall be subject to renewal annually upon payment (January 1st) of the appropriate fee. **Rates in effect for 2012.** For information on Issuance of a Business License please contact: Pat Stager, Licensing Officer – Telephone: (519) 740-4680, Ext. 4581 or Email: stagerp@cambridge.ca.

PLANNING POLICY COMMERCIAL USES

INTRODUCTION

Planning policy affecting commercial uses is referred to in the City of Cambridge Official Plan and Zoning By-Law. These documents reveal the general development concepts through to the site development regulations.

Note: This information is for convenient reference and to ensure greater accuracy, the original City of Cambridge Zoning By-law and amendments thereto should be consulted.

Excerpt from City of Cambridge Zoning By-law last updated March 2008

Retail uses are explained in the “Commercial” sections of the Official Plan and Zoning By-law. The existing commercial structure, which includes the three traditional downtown core areas, as well as a hierarchy of shopping malls, are also explained.

A recent introduction into the Official Plan concerning shopping malls is that all proposed shopping centres must demonstrate their market potential during the approval process by supplying the following:

A market study demonstrating to the satisfaction of Council that a sufficient residual market is available to sustain the proposed local shopping centre as a reasonably economically feasible commercial undertaking after taking into account all existing and approved commercial facilities within 1.5 kilometers of the proposed site.

A traffic study demonstrating to the satisfaction of Council that the capacity of the roads and intersections required to accommodate the vehicular traffic likely to be generated by the proposed local shopping centre is adequate.

Commercial office space is detailed in both the commercial and industrial sections of the Official Plan and Zoning By-laws.

In the commercial section of the by-law, a business or professional office is permitted in every zone, except the C3 and C5 zone, and a restriction of 50% of the gross leasable commercial floor area, provided in a local shopping centre in a CS5 zone.

In the industrial section of the by-law, commercial office buildings are permitted in a more restricted way. The M1 zone, located abutting Hwy. #401, is the most permissive zone. Any office building constructed within this zone must be a minimum 1860 m² (20,021 sq.ft.) building and occupied by one or more of the following uses:

- (i) printing, publishing or broadcasting facilities
- (ii) a data services establishment
- (iii) a branch bank or trust company
- (iv) a food services establishment which occupies not more than 500 m² (5,382 sq.ft.) of the *gross floor area* of the building, and which is not freestanding on the site
- (v) the offices of a professional business consultant, architectural, engineering, town planning, land surveying, market research, management, industrial design, legal services or health care services;
- (vi) the executive and/or administrative or business offices of one or more of the following
 - (1) an industrial enterprise whose industrial activities may be conducted off-site elsewhere but not necessarily within the City of Cambridge.
 - (2) a financial, insurance or real estate establishment;
 - (3) a religious or non-profit institution;
 - (4) a retail/wholesale business in which no sales are offered on site; and
 - (5) a service industry specifically limited to construction, transportation, communication and utilities use;

3.3 COMMERCIAL USE CLASS ZONES

3.3.1 Regulations Applicable in All Commercial Use Class Zones

1. *Outside Display*

Except in the case of an outdoor garden centre, fruit and vegetable stand, motor vehicle or *trailer* sales establishment or a use allowed pursuant to the City of Cambridge by-law for the licensing, regulating and governing of outdoor vendors, no goods, materials or equipment shall be displayed or stored outside any building or structure in a commercial use class zone unless such outdoor display or storage area is located adjacent to and within 3 metres of the front wall of the *principal building* and is used exclusively as a retail sales area.

2. Yards Required for Hotels and Motels

A minimum *side* or *rear yard* of 7.5 metres shall be provided for any *hotel* or *motel* erected, located or used in a commercial use class zone where

- (a) the principal entrance to such *hotel* or *motel* is obtained through such interior *side yard* or *rear yard*;
- (b) a wall of such *hotel* or *motel* contains a window to a *habitable room* facing such interior *side yard* or *rear yard*.

3. Residential Uses in Commercial Use Class Zones

Dwelling units may be provided in a commercial building in a commercial use class zone in the following circumstances only:

- (a) living quarters for the watchman or caretaker of a *shopping centre* may be provided in any CS-class zone;
- (b) subject to the provisions of section 2.1.7, *dwelling units* may be provided in a residential building converted for business or professional office use;
- (c) subject to the provisions of section 2.1.3.2, *dwelling units* may be provided in a commercial building in a C1, C2, C3 and CS5 zone if:
 - (i) no *dwelling unit* is provided on the ground floor of the building;
 - (ii) each *dwelling unit* so provided has a separate private entrance from the outside or a common hallway;
 - (iii) the *gross residential floor area* of the commercial building does not constitute more than two-thirds of the total *gross floor area* of the building;
 - (iv) minimum off-street *parking facilities* are provided for the exclusive use of residential tenants in a ratio of one parking space for each *dwelling unit*.

4. Special Regulations for Local and Neighbourhood Shopping Centres in C1, C4 and CS5 Zones

- (a) Notwithstanding the provisions of section 3.3.3.1(d)(vi), not more than 50% of the *gross leasable commercial floor area* provided in a *local shopping centre* in a CS5 zone shall be used for the purposes of business and professional offices.
- (b) Notwithstanding the provisions of section 3.3.3.1(d)(vi) of this by-law, no land shall be used and no building or structure shall be erected, located or used for the purposes of a *local shopping centre* in a CS5 or C4 zone unless at least three separate leasable units are provided therein for occupancy by different tenants.
- (c) Notwithstanding the provisions of sections 3.3.3.1(d)(v) and (vi) of this by-law, no land in a C1 or C4 zone shall be used and no building or structure shall be erected or used in a C1 or

C4 zone for the purposes of a *neighbourhood shopping centre* or *local shopping centre* except in accordance with the parking regulations prescribed therefore in section 2.2.1.2(a) of this by-law, and the regulations prescribed in section 3.3.3.3 for the CS4 zone in the case of a *neighbourhood shopping centre* or for the CS5 zone in the case of a *local shopping centre*; provided, however, that where the *shopping centre* is to be erected in a C4 zone, a minimum *lot frontage* of 60 m and a minimum *front yard* and *exterior side yard* of 15 m shall be provided.

5. *Riding Stables and Kennels in A1 and C2 Zones*

No riding stable or *kennel* shall be established except in an A1 zone or, where specific provision has been made therefore in section 4 of this by-law, in a C2 zone; provided, however, no *lot* in a C2 zone may be used for the purposes of a riding stable or *kennel* if such *lot* abuts any residential use class zone.

6. *Special Regulations for Motor Vehicle Repair Shops*

Notwithstanding sections 3.3.2.2(t) and 3.3.3.1(b)(viii) of this by-law, no land shall be used and no building or structure shall be erected, located or used for the purposes of a *motor vehicle repair shop* except in accordance with the regulations prescribed in section 3.3.3.2 of this by-law for the zone in which such *motor vehicle repair shop* is located, and the following regulations:

- (a) no *derelict motor vehicle* shall be parked or stored on the *lot* unless screened from view by a solid fence or wall not less than 2.0 metres in height;
- (b) deleted
- (c) used motor vehicles may be sold at a *motor vehicle repair shop* or *auto body repair shop* provided
 - (i) not more than two vehicles per service bay shall be sold from the site;
 - (ii) the sale of used motor vehicles is an *accessory use* to such *motor vehicle repair shop* or *auto body repair shop*.

7. *Shopping Centres in CS-Class Zones*

Notwithstanding section 3.3.3.1 of this by-law, no land shall be used and no building or structure shall be erected, located or used in a CS-class zone except for the purposes of a *shopping centre* as defined in section 1.1.1 of this by-law and in accordance with the following regulations:

- (a) *gross leasable commercial floor area* shall be provided within the limits prescribed in sections 3.3.3.3(a), (b), (c) and (d) of this by-law, as the case may be, for the CS-class zone in which such land is situate;
- (b) the floor area referred to in clause (a) of this subsection may be used only for the uses permitted in the CS-class zone in which such land is situate as prescribed in section 3.3.3.1 of this by-law;
- (c) notwithstanding clause (a) of this subsection, the floor area provided in a *hotel, motel, automobile service station* or *gas bar* erected or located on lands in a CS1, CS2, CS3, CS4 or

CS5C5 zone shall be excluded from the calculation of minimum and maximum *gross leasable commercial floor area* prescribed in sections 3.3.3.3(a), (b), (c) and (d) of this by-law;

- (d) (deleted)
- (e) the use of land, buildings and structures in any CS-class zone for the purposes of a *shopping centre* shall comply with all of the other regulations prescribed in this by-law relevant thereto;

8. Special Regulations for Carts

Notwithstanding Section 2.1.2.2 of this by-law, *carts* are permitted pursuant to Section 3.3.3.1(b)(iii) of this by-law.

9. Special Regulations for Drive-Through Facilities

A *drive-through facility* must be a minimum distance of 30 m from the boundary of an abutting residential or institutional zone, minus the minimum distance required for an *interior side yard* or *rear yard* of such abutting R-class zone or an N-class zone, except where there is a *noise barrier wall* having a minimum height of 1.8 m or a building wall located between the *drive through facility* and a *dwelling* or institutional use, the minimum distance shall be 15 m from the boundary of an abutting residential or institutional zone, minus the minimum distance required for an *interior side yard* or *rear yard* of such abutting R-class zone or an N-class zone.

3.3.2 Commercial Uses

For the purposes of section 3.3.3 and the other provisions of this by-law,

1. Retail commercial establishments include any establishment or premises in which goods, produce or merchandise are held and offered for sale directly to the consumer or user at retail as the principal activity of the establishment.
2. Service commercial establishments include any establishment which provides a service to the general public, business or industry and, without limiting the generality of the foregoing, include:
 - (a) a business and professional office, including:
 - (i) the office, dispensary, surgery or clinic of a doctor, dentist, chiropractor, osteopath, chiropodist, optometrist, etc.;
 - (ii) a veterinary office, clinic or hospital, including facilities for the accommodation of small animals while undergoing treatment but not including facilities for breeding, boarding or training animals;
 - (iii) a bank or trust company office;
 - (iv) a taxi dispatching office;

- (v) a telegraph agency;
 - (vi) a ticket agency;
 - (vii) a travel agency;
 - (viii) any other business or professional office;
-
- (b) a dispensing pharmacy but not including a retail drug store or departmental drug store;
 - (c) *a food services establishment;*
 - (d) *a caterer's establishment;*
 - (e) *a banqueting hall;*
 - (f) *a hairdressing establishment;*
 - (g) an establishment for training and grooming small household pets;
 - (h) a funeral home (not permitted in the CS-class zones: See section 3.3.3.1(b)(vi));
 - (i) a shoe repair shop;
 - (j) a shop for the repair of small goods and wares or business machines;
 - (k) a depot or station for the pick-up and delivery of laundry or dry-cleaning but not including a dry-cleaning plant;
 - (l) a laundry or coin-operated laundromat but not including a dry-cleaning plant;
 - (m) an upholsterer's establishment;
 - (n) a printer's or bookbinder's establishment or establishment providing reprographic services;
 - (o) *a commercial school, a private school or studio;*
 - (p) a commercial establishment providing instruction in the arts or crafts;
 - (q) an establishment for the lease or rental of licensed motor vehicles, *trailers, transport trailers* or household tools;
 - (r) a *hotel or motel* (not permitted in the CS5 zone: See section 3.3.3.1(b)(v));
 - (s) *a car wash;*
 - (t) *a motor vehicle repair shop* but not including an *auto body repair shop;*

- (u) a commercial *parking lot* or parking garage;
 - (v) a drive-thru automobile service shop;
 - (w) a pet daycare centre, being the temporary care of such pets for a continuous period not exceeding fourteen hours, within a twenty-four hour period, which is not closer than 60m to a R or RS class zone.
3. Commercial-recreational establishments include any establishment operated for profit or gain by providing facilities for public recreation or amusement and, without limiting the generality of the foregoing, includes the following classes of amusement:
- (a) a place of amusement, as described in section 3.3.2.4;
 - (b) a recreation centre, as described in section 3.3.2.5;
 - (c) an *amusement park*;
 - (d) a marina;
 - (e) a golf ball driving range;
 - (f) a riding stable with or without facilities for boarding or training horses;
 - (g) a race track for horses or vehicles, including a steeplechase course;
 - (h) an arena, stadium or hippodrome;
4. Places of amusement include:
- (a) an *amusement arcade*;
 - (b) a bowling alley;
 - (c) a pool hall or billiards hall;
 - (d) a bingo hall;
 - (e) a dance hall;
 - (f) a *miniature golf course*;
 - (g) a theatre or cinema;
5. Recreation Centre includes one or more of the following in any of which a *food services establishment* or *banqueting hall* may also be provided as a service accessory to the principal use of the commercial-recreational establishment but does not include places of amusement as described in section 3.3.2.4:

- (a) a social and/or athletic or recreation club or physical fitness establishment with or without a *swimming pool*, gymnasium, roller skating rink, ice skating rink, curling rink, racquet courts or jogging track;
- (b) public meeting rooms.

3.3.3 Regulations Applicable in Commercial Use Class Zones

In a C-class or CS-class zone, no land shall be used and no building or structure shall be erected, located or used except in accordance with sections 1, 2 and 3.3.1 of this by-law and the following regulations:

1. Permitted Uses

		in Zone										
		C 1	C 2	C 3	C 4	C 5	C 6	C S1	C S2	C S3	C S4	C S5
(a)	<u>Retail Commercial Establishments</u>											
(i)	a <i>neighbourhood grocery store</i> in which not more than 300 m ² of <i>gross leasable commercial floor area</i> is provided	•		•	•			•	•	•	•	•
(ii)	a <i>neighbourhood variety store</i> in which not more than 300 m ² of <i>gross leasable commercial floor area</i> is provided	•		•	•			•	•	•	•	•
(iii)	any retail commercial establishment in which not more than 300 m ² of <i>gross leasable commercial floor area</i> is provided	•	•		•			•	•	•	•	•
(iv)	any other retail commercial establishment described in section 3.3.2.1	•			•		•	•	•	•	•	•
(b)	<u>Service Commercial Establishments</u>											
(i)	a <i>hairdressing establishment</i>	•	•		•			•	•	•	•	•
(ii)	any business and professional office described in section 3.3.2.2 [subject to section 3.3.1.4]	•	•		•		•	•	•	•	•	•
(iii)	a <i>food services establishment</i> including a <i>cart</i> (see section 3.3.1.8)	•	•		•		•	•	•	•	•	•

		in Zone										
		C 1	C 2	C 3	C 4	C 5	C 6	C S1	C S2	C S3	C S4	C S5
(iv)	A laundry or dry cleaner's establishment <u>but not</u> a dry cleaning plant	•	•		•			•	•	•	•	•
(v)	a <i>hotel</i> or <i>motel</i>	•	•		•		•	•	•	•	•	
(vi)	a funeral home	•	•		•		•					
(vii)	an <i>automobile service station</i> or <i>gas bar</i>					•	•	•	•	•	•	
(viii)	any other service commercial establishment described in section 3.3.2.2	•	•		•		•	•	•	•	•	•
(ix)	an adult entertainment establishment				•							
(c)	<u>Commercial Recreational Establishments</u>											
(i)	a place of amusement as described in section 3.3.2.4 <u>except</u> an <i>amusement arcade</i>	•	•		•		•	•	•	•	•	•
(ii)	an <i>amusement arcade</i> if located in an <i>enclosed shopping mall</i> which is not closer than 500 m to a public or separate elementary or secondary school	•			•		•	•	•	•	•	•
(iii)	a recreation centre as described in section 3.3.2.5	•	•		•		•	•	•	•	•	•
(iv)	any other commercial-recreational establishment as described in section 3.3.2.3	•			•		•					
(d)	<u>Other Uses</u>											
(i)	a <i>regional shopping centre</i>							•				
(ii)	a <i>regional power centre</i>						•					
(iii)	a <i>subregional shopping centre</i>	•							•			
(iv)	a <i>community shopping centre</i>	•								•		
(v)	a <i>neighbourhood shopping centre</i> (subject to section 3.3.1.4)	•			•						•	
(vi)	a <i>local shopping centre</i> (subject to section 3.3.1.4)	•			•							•
(vii)	An <i>auto service mall</i>	•	•		•							•



		in Zone										
		C 1	C 2	C 3	C 4	C 5	C 6	C S1	C S2	C S3	C S4	C S5
(viii)	a wholesale showroom and order office <u>but not</u> a warehouse or distribution centre	•										
(ix)	a wholesale showroom and warehouse				•							
(x)	an establishment for the fabrication and sale of cemetery monuments	•	•		•							
(xi)	a general industrial use as described in section 3.4.2.2 <u>except</u> an <i>auto body repair shop</i> , bonded customs warehouse or courier or delivery service, where no outdoor storage is provided and all industrial operations are conducted within wholly enclosed buildings				•							
(xii)	a use permitted in an N1, N2 or OS4 zone	•										
(xiii)	a <i>day nursery</i> or <i>day care centre</i>	•	•	•	•		•	•	•	•	•	•
(xiv)	a use permitted in all zones in accordance with section 2.1.1	•	•	•	•	•	•	•	•	•	•	•
(xv)	a use, building or structure <i>accessory</i> to a permitted use	•	•	•	•	•	•	•	•	•	•	•
(xvi)	A <i>detached</i> , or <i>semi-detached one family dwelling</i> ; provided, however, the <i>dwelling unit</i> was constructed for such purpose prior to October 27, 1986	•										

2. Site Development Specifications Applicable in C-Class Zones

	Zone				
	C1	C2	C3	C4	C5
(a) minimum <i>lot frontage</i> (metres)	nil	15	15	60	30
(b) minimum <i>lot area</i> (square metres)	nil	450	450	nil	900
(c) minimum <i>front yard</i> (metres):					
(i) buildings	nil	6	6	15	15
(ii) fuel pump, dispenser island and kiosk located on the dispenser island being not greater than 10 m ²					6
(iii) <i>weather canopy</i>		3		3	3
(iv) automated teller machine being not greater than 10 m ²		6		6	
(d) minimum <i>rear yard</i> (metres) (see section 2.4) (subject to section 3.3.1.2)	nil	3	3	3	3
(e) minimum <i>interior side yard</i> (metres) (subject to section 3.3.1.2)	nil	3	3	3	3
(f) minimum <i>exterior side yard</i> (metres):					
(i) buildings	nil	6	6	15	15
(ii) fuel pump, dispenser island and kiosk located on the dispenser island being not greater than 10 m ²					6
(iii) <i>weather canopy</i>		3		3	3
(iv) automated teller machine being not greater than 10 m ²		6		6	
(g) minimum <i>interior side yard</i> or <i>rear yard</i> abutting a residential zone (metres) (see section 2.4)	nil	7.5	7.5	7.5	7.5
(h) maximum <i>lot coverage</i> (% of <i>lot area</i> excluding pump island and <i>weather canopy</i>)	nil	40	40	60	25
(i) minimum <i>building height</i>	see section 2.1.9				
(j) planting strips and fencing	in accordance with section 2.4				
(k) propane storage, transfer or dispensing facilities	in accordance with section 2.5				

3. Site Development Specifications Applicable in CS-Class Zones

	Zone				
	CS1	CS2	CS3	CS4	CS5
(a) minimum <i>gross leasable retail commercial floor area</i> (square metres)	36000	N/A	N/A	N/A	N/A
(b) maximum <i>gross leasable retail commercial floor area</i> (square metres)	46450	36000	N/A	N/A	N/A
(c) minimum <i>gross leasable commercial floor area</i> (square metres)	N/A	36000	13500	5000	500
(d) maximum <i>gross leasable commercial floor area</i> (square metres)	nil	N/A	36000	13500	5000
(e) minimum <i>front yard</i> or <i>exterior side yard</i> (metres)	6	6	6	6	6
(f) minimum <i>side yard</i> (metres) (see section 2.4)	3	3	3	3	3
(g) minimum <i>rear yard</i> (metres) (see section 2.4)	3	3	3	3	3
(h) minimum <i>exterior side yard</i> (metres)	6	6	6	6	6
(i) minimum <i>interior side yard</i> or <i>rear yard</i> abutting a residential zone (metres) (see section 2.4)	7.5	7.5	7.5	7.5	7.5
(j) maximum <i>lot coverage</i> (% of <i>lot area</i>)	30	30	30	30	30
(k) minimum <i>building height</i>	see section 2.1.9				
(l) planting strips and fencing	in accordance with section 2.4				

4. Site Development Specifications Applicable in the C6 Zone

(a) maximum *gross retail commercial floor area*:

(i) Total - 65,985 m2 (710,280 sq. ft.)*

(ii) Site A - 62,429 m2 (672,000 sq. ft.)*

(iii) Site B - 3,556 m2 (38,280 sq. ft.)*

(iv) Site C - 0 m2 (0 sq. ft.)*

* maximum GRCFA

(b) Site A

The minimum *gross retail commercial floor area* for each retail commercial establishment permitted under section 3.3.3.1(a)(iv) shall be as follows:

<u>Minimum GRCEA</u>	<u>% of GRCEA for retail commercial establishments only</u>
(i) 1,858 m ² (20,000 sq. ft.)	Minimum of 60%
(ii) 627 m ² (6,750 sq. ft.) subject to	Maximum of 40% section 3.3.3.4(b)(iii) below
(iii) of the <i>gross retail commercial floor area</i> permitted in section 3.3.3.4(b)(ii) above, a maximum of ten retail commercial establishments may have a minimum <i>gross retail commercial floor area</i> of 488 m ² (5,250 sq. ft.);	

(iv) the requirements in (i) and (ii) above shall apply only at full build out of Site A. At any point prior to full build out of Site A, the maximum *gross retail commercial floor area* permitted in (i) shall be calculated by using the following formula: 0.4 multiplied by (total permitted *gross retail commercial floor area* minus total *gross retail commercial floor area* devoted to *food services establishments*, banks and other financial establishments).

(c) Site B

The maximum permitted *gross retail commercial floor area* on Site B shall be contained in only one establishment.

(d) the minimum *front yard* or *exterior side yard* shall be as follows:

<u>Location</u>	<u>Minimum Front Yard or Exterior Side Yard</u>
Frontage on Pinebush Road for Site A	4.5 m
Any other location	7.5 m

(e) minimum *side* or *rear yard* (metres): 3

(f) minimum *interior side yard* or *rear yard* abutting a residential zone (metres) (see Section 2.4): 7.5

(g) maximum *lot coverage* (% of *lot area*): 30

(h) planting strips and fencing in accordance with section 2.4.

RESOURCE INFORMATION

ECONOMIC DEVELOPMENT PUBLICATIONS

Detailed publications are available from the Economic Development Division of the City of Cambridge. These have been prepared to assist business, investors, and entrepreneurs to better appreciate Cambridge's many attributes. The publications are summarized as follows:

[BUSINESS AND INDUSTRIAL DIRECTORY](#)

A listing of local manufacturers and business services in Cambridge with details on company products, employees and key contacts.

[BUSINESS UPDATE NEWSLETTER](#)

A Newsletter report highlighting local business issues, economic indicators of growth, business events and programs.

[COMMUNITY PROFILE](#)

This brochure consists of a compilation of detailed information on the City including demographics, statistical market data, economic indicators, labour rates, social features and municipal services.

[INDUSTRIAL DESIGN GUIDELINES](#)

These guidelines are intended to assist in the development of industrial buildings in the City's two newest industrial subdivisions; the Maple Grove Subdivision in the Cambridge Business Park and the Pinebush Subdivision in the L.G. Lovell Industrial Park.

[INDUSTRIAL DEVELOPER'S HANDBOOK](#)

This document outlines all aspects related to the purchase and development of City-owned industrial land including site plan and building permit approvals.

[INDUSTRIAL SITES AND BUILDINGS](#)

An inventory of currently available industrial buildings, City and privately-owned industrial land. Includes site sketches, and details on industrial land available for sale.

[SMALL BUSINESS – COMMERCIAL & RETAIL DATA BOOK](#)

An information source for commercial/retail businesses and investment and development professionals which includes an overview of the commercial districts, profiles of retail and office sectors, planning policies, BIA information and an inventory of commercial space for lease or sale.

SMALL BUSINESS FINANCIAL ASSISTANCE PROGRAMS

GRANTS

Grants tend to be specific to certain industries and projects (i.e. cultural works of art) or geographical locations. You can find out more information about possible grants at www.canadabusiness.ca.

GOVERNMENT FINANCING

There are other government financing solutions that your business may be eligible for. These include but are not limited to:

Loan guarantees: In some instances, the government offers loan guarantees to businesses that might otherwise be turned down for a loan. There is less risk for the lender if the government provides a loan guarantee, which makes the financial institution more willing to lend to you.

Wage subsidies: You may be able to get part of an employee's salary paid if you hire people with certain characteristics, including: student interns, graduates or other youth, unemployed individuals, people with disabilities, and Aboriginal persons.

Tax refunds and credits: You may be able to get a credit towards your income tax or a refund of your taxes for certain investments that your business makes.

FINANCING PROGRAMS

Below is a list of financing programs available for businesses. For a more comprehensive list and further details please visit www.canadabusiness.ca or contact the [Waterloo Region Small Business Centre](#). Please note that most lending programs will require you to provide a business plan.

CANADIAN YOUTH BUSINESS FOUNDATION - APPLICANT MUST BE BETWEEN 18-34 YEARS

- Have training or experience related to business idea
- Businesses operating less than 12 months
- Agree to work with a mentor for two years
- Loan Amount: \$15,000 (You may also qualify for an additional \$30,000 through the CYBF-BDC Start-Up Financing Program. Plus, CYBF offers up to \$10,000 for Expansion Financing)

For more information about the program, loan details or eligibility criteria, please visit: www.cybf.ca

CANADA SMALL BUSINESS FINANCING PROGRAM

- Lends up to \$500,000 for purchase of property or up to \$350,000 for equipment and leasehold improvements
- Variable interest rate of prime + up to 3%
- One time registration fee of 2% of the loan amount
- Can be used to cover up to 90% of capital assets
- Lenders typically require personal guarantees to a maximum of 25% of the loan amount
- Offered by participating financial institutions

For more information, please visit: www.ic.gc.ca/csbfa



SCIENTIFIC RESEARCH & EXPERIMENTAL DEVELOPMENT (SR&ED)

- Federal tax incentives programs for all business sectors and sizes to encourage R&D activities
- Tax credits available for wages, equipment, materials etc.

Learn more from the Canada Revenue Agency: www.cra-arc.gc.ca/txcrdt/sred-rsde/bts-eng.html

THE BUSINESS DEVELOPMENT BANK OF CANADA (BDC)

- Various turnkey financing options for small businesses such as commercial real estate, equipment and machinery purchases, working capital for growth projects, start-up and market expansion financing, as well as Aboriginal banking.

Loan amounts vary and have flexible terms. For more information, please call the local office at (519) 571-6676 or visit: www.bdc.ca

SMALL BUSINESS ASSISTANCE ORGANIZATIONS

BANKS

Business Development Bank of Canada (BDC)

Various small business programs are offered by the Business Development Bank of Canada (BDC), including Counseling Assistance to Small Enterprises (CASE). For more information please contact (519) 571-6884 or visit their website at www.bdc.ca.

COMMUNITECH

Communitech is a dynamic partnership of over 70 technology and technology service companies, educational institutions and governments. By co-ordinating their resources, efforts and ideas, COMMUNITECH facilitates technology-based economic and business growth. Communitech's goals are to:

- Strengthen the current CTT technology companies.
- Attract new technology companies to CTT.
- Provide a business climate conducive to technology start-ups.
- Foster an environment to attract and keep employees in CTT.

For further information please telephone (519) 888-9944 or visit their website at www.communitech.ca.

EDUCATIONAL INSTITUTIONS

Conestoga College Institute of Technology and Advanced Learning Telephone: (519) 748-5220

- Full-time and Continuous Education Courses www.conestogac.on.ca

University of Waterloo Telephone: (519) 888-4002

- Continuing Ed. Department www.uwaterloo.ca

Waterloo Region District School Board Telephone: (519) 570-0300

www.wrdsb.ca

Wilfrid Laurier University Telephone: (519) 884-0710, ext 2998

- Schlegel Centre www.wlu.ca/eship

These institutions offer various educational programs and consulting services on small business development.

LUTHERWOOD

Lutherwood is an independent community development agency that provides employment, self-employment, community enterprise and other services. Lutherwood offers seminars and training programs for those on government assistance who wish to start a business. The Cambridge office of Lutherwood is located at 35 Dickson Street, Cambridge (Galt). For more information, call (519) 623-9380 or visit their website at www.lutherwood.ca.

MINISTRY OF ECONOMIC DEVELOPMENT AND INNOVATION (MEDT)

The Ministry of Economic Development and Innovation is responsible for small business. Business development consultants can provide general business consulting, financial advice and information on programs related to the provincial government. For further information please telephone (416) 325-6666 or visit their website at www.sbe.gov.on.ca/ontcan/1medt/en/home_en.jsp or www.ontariocanada.com/ontcan/1medt/en/home_en.jsp

OCETA (ONTARIO CENTRE FOR ENVIRONMENTAL TECHNOLOGY ADVANCEMENT)

OCETA works with many small and medium-sized businesses to assist in the commercialization of environmental technologies. OCETA has focused on demonstrating the performance of new technologies through independent, third party testing programs. Once the credibility of the products is established, OCETA assists in establishing domestic and international marketing and distribution channels for its clients. Services to client companies include:

- An initial analysis of their businesses
- Market research and business development.
- Investment sourcing and brokering Partnerships with research facilities that demonstrate the technical and economic performance of innovative technologies.

For further information please telephone (519) 575-4786 or visit their website at www.oceta.on.ca.

STATISTICS

Canada Post Contact: (800) 267-6301 www.canadapost.ca
33 Water St
Cambridge, ON N1R 3B0

Statistics Canada Contact: (800) 263-1136 www.statcan.gc.ca

VIA TECH

ViaTech offers knowledge-based firms a forum where they can discuss their business challenges and get expert feedback. ViaTech brings together representatives from companies whose areas of expertise include accounting, new product development, marketing/communications and financing.

To learn more about ViaTech's services, contact the Kitchener-Waterloo Chapter at telephone: (519) 575-2236, fax: (519) 575-2248 or visit their website at www.viatech.org.

GOVERNMENT BUSINESS CONTACTS

FEDERAL

CANADA CUSTOMS

49 Overland Drive
Kitchener, Ontario N2C 2B3
Telephone: (519) 743-6141
Website: www.cbsa-asfc.gc.ca

INDUSTRY CANADA

Telephone: (416) 973-5000
Website: www.ic.gc.ca

INCORPORATION

Industry Canada (Federal)
Gene Edmonds Tower S., 9th Floor
365 Laurier Avenue West
Ottawa, Ontario K1A 0C8
Telephone: (866) 333-5556
Website: www.ic.gc.ca

CONNECTING SMALL BUSINESS:

Information and various programs are offered through Industry Canada's website at: www.ic.gc.ca

ELECTRONIC COMMERCE

"Electronic Commerce" provides information on current issues and opportunities that affect small businesses. Website: www.ic.gc.ca

SMALL BUSINESS INFO-FAIRS

The Government of Canada Small Business Info-Fairs offer information for small business and numerous "how to" sessions.

REVENUE CANADA

166 Frederick Street
Kitchener, Ontario N2G 4N1
Telephone: (800) 959-5525
Website: www.cra-arc.gc.ca

INCOME TAX-REVENUE CANADA

Telephone: (800) 959-8281
Website: www.cra-arc.gc.ca

GOODS AND SERVICES TAX (GST) AND PAYROLL DEDUCTION-REVENUE CANADA

Telephone: (800) 959-5525
Website: www.cra-arc.gc.ca

HEALTH CANADA – PRODUCT SAFETY

150 Main Street West, Room 500
Hamilton, Ontario L8P 1H8
Telephone: (905) 572-2845
Website: www.hc-sc.gc.ca

PROVINCIAL

LICENSES - PROVINCIAL

Ministry of Consumer and Commercial Relations

Telephone: (800) 268-1142 Website: www.mgs.gov.on.ca

Workplace Safety & Insurance Board

55 King Street West, Suite 502
Kitchener, Ontario N2G 4W1
Telephone: (519) 576-4130
Website: www.wsib.on.ca

MINISTRY OF LABOUR – EMPLOYMENT STANDARDS/HEALTH & SAFETY

155 Frobisher Drive
Waterloo, Ontario N2V 2E1
Telephone: (519) 885-5191
Website: www.labour.gov.on.ca

OFFICE OF THE EMPLOYER ADVISOR

Telephone: (800) 387-0744 Website: www.employeradviser.ca

MUNICIPAL PROPERTY ASSESSMENT CORPORATION (MPAC)

4271 King Street East, Suite 100
 Kitchener, Ontario N2P 2E9
 Website: www.mpac.ca

Note: This office services property owners within the Regional Municipality of Waterloo, the Counties of Dufferin and Wellington, and the City of Guelph.

LAND REGISTRY OFFICE (PROVINCIAL)

30 Duke Street, 2nd Floor
 Kitchener, Ontario N2H 3W5
 Telephone: (519) 571-6043
 Website: www.ontario.ca

REGIONAL

HEALTH INSPECTIONS – FOOD ESTABLISHMENTS

Public Health Unit
 Regional Health Office
 99 Regina Street South
 Waterloo, Ontario N2J 4V3
 Telephone: (519) 883-2000
 Website: www.regionofwaterloo.ca

MUNICIPAL

LICENSES - MUNICIPAL (CAMBRIDGE)

Business Licenses Clerk's Office	Contact:	Licensing/Records Clerk	(519) 740-4680 Ext. 4581
Sign Applications Planning Services Department	Contact:	Building Clerk	(519) 740-4650 Ext. 4611
Zoning Issues Planning Services Department	Contact:	Zoning Administrator	(519) 740-4650 Ext. 4520



OTHER CONTACTS AND AGENCIES

CHAMBER OF COMMERCE

The Cambridge Chamber of Commerce is a non-profit organization, with over 900 members that traces its roots back 75 years to the Galt Board of Trade. It is the recognized voice of Cambridge business and offers several programs, which benefit Cambridge businesses.

- Regular seminars provide learning opportunities for business owners, managers and employees on a variety of topics presented by local experts.
- Opportunities are available to showcase local business and network at the monthly Business After Hours and Breakfast Club, the annual Golf Tournament and Corporate Challenge and various Trade Shows held during the year.
- A special merchant VISA and Master Card discount rate is available through the Cambridge Chamber of Commerce as well as a very competitive and comprehensive Group Insurance Plan for businesses with 1 to 50 employees.
- The Chamber produces the Cambridge Chamber of Commerce Business Directory with over 1,450 businesses listed in 3 sub-sections. A terrific resource for business, sales people and consumers.
- The Chamber website includes a member directory, events listing, benefits and group insurance information; and links to related and member websites. The Cambridge Chamber of Commerce is located at 750 Hespeler Road, Cambridge, ON N3H 5L8 Ph. (519) 622-2221 Fax: (519) 622-0177. E-mail: cchamber@cambridgechamber.com Website: www.cambridgechamber.com

MARKET RESEARCH

<i>Cambridge Public Library</i>	<i>Preston Branch</i>
1 North Square	435 King St E
Cambridge, ON	Cambridge, ON
N1S 2K6	N3J 3N1
T: (519) 621-0460	T: (519) 653-3632
www.cambridgelibraries.ca	

<i>Hespeler Branch</i>	<i>Clemens Mill Branch</i>
5 Tannery St E	50 Saginaw Pkwy.
Cambridge, ON	Cambridge, ON
N3C 2C1	N1R 5W1
T: (519) 658-4412	T: (519) 740-6294

IMPORTING AND EXPORTING

Canada Border Services Agency (CBSA)
49 Overland Dr
Kitchener, ON N2C 2B3
Tel: (519) 743-6141
Toll Free: (800) 461-9999
www.cbsa.gc.ca

Export Information Hotline
Tel: (800) 267-8376

Canadian Importers Association
Tel: (416) 595-5333
www.importers.ca

OntarioExports.com
MEDT, International Trade Branch
www.sse.gov.on.ca

CanadianBusiness.ca: Exporting
Industry Canada
www.canadabusiness.ca

OTHER AGENCIES

Industrial & Business Information Service (IBIS)
University of Waterloo, Davis Centre Library
Tel: (519) 888-4517
Fax: (519) 888-4323
www.lib.uwaterloo.ca/community/IBIS.html

Statistics Canada
100 Tunney's Pasture Driveway
Ottawa, ON K1A 0T6
Tel: (800) 263-1136
E-mail: infostats@statcan.gc.ca
www.statcan.gc.ca

Strategis (Industry Canada)
Tel: (800) 328-6189
E-mail: info@ic.gc.ca
www.ic.gc.ca

Wilfrid Laurier University Library
75 University Ave W
Waterloo, ON N2L 3C5
Tel: (519) 884-0710 Ext. 3222
www.wlu.ca/library

Canadian Franchise Association
116-5399 Eglinton Ave W
Toronto, ON M9C 5K6
Tel: (800) 665-4232
Website: www.cfa.ca

Employer Health Tax
Ministry of Revenue, Service Ontario Centre
30 Duke St W, 2 Floor,
Kitchener, ON N2H 3W5
Tel: (866) 668-8297
www.rev.gov.on.ca

CSA International
178 Rexdale Blvd
Toronto, ON M9W 1R3
Tel: (416) 747-4000
www.csa-international.org

Canadian Standards Association (CSA)
5060 Spectrum Way
Mississauga, ON L4W 5N6
Toll Free: (800) 463-6727
www.csa.ca

Industry Canada Fair Business Practices Branch (FBP)
Regional Office-Hamilton Information Centre
55 Bay St N, 9th Floor
Hamilton, ON L8R 3P7
Toll Free: (800) 348-5358 (Canada)
www.competitionbureau.gc.ca

The Canadian Trade Index
208 - 2085 Hurontario St
Mississauga, ON L4A 4G1
Toll Free: (800) 206-6548
www.ctidirectory.com



COMMERCIAL REAL ESTATE

The following pages list available retail and commercial real estate

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C4				425 Hespeler Rd	Lease	\$12.00					Rick Lewis Century 21 Home Realty Inc. T: (519) 621-2460 F: (519) 740-2434 rick.lewis@century21.ca
Comments: High visibility retail opportunity on Cambridge's major retail strip, offering excellent Retail exposure in one of the most popular shopping areas for large and small retailers.											
C1	153			24 Queens Square	Lease	\$395.00					Cedar Creek Property Management Cedar Creek Property Management T: 519.623.5151 info@cedarcpm.com
Comments: All inclusive monthly lease rate - heat, a/c, hydro & cleaning is included; minimal commitment with a 3-month lease.											
C1	200			355 Hespeler Rd Unit K107	Sale			\$60,000			Cliff Rego Remax T: (519) 741-0950 F: (519) 623-3541 info@cliffregoteam.com
C1	680			63 Water St S Unit 2nd Floor	Lease	\$8.00					Cliff Rego Remax T: (519) 741-0950 F: (519) 623-3541 info@cliffregoteam.com

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C4	700	700		627 Hespeler Rd	Sale or Lease	\$3,500.00		\$585,000	7		John Hoffman Coldwell Banker Commercial, Peter Benninger Realty, Brokerage T: (519) 743-5211 F: (519) 743-8009 jhoffman@coldwellbankerprb.com
Comments: Former car lot - up to 50 cars.											
M3	719	23,000		1111 Franklin Blvd Unit 12 A	Lease	\$9.50					Andrew Groenewegen Colliers International T: (519) 716-3000 andrew.groenewegen@colliers.com
C1	761	12,040		150 Water St S	Lease	\$11.95	\$11.46				Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com
CS5	800			79 Elgin St N Unit 3	Lease	\$800.00					Ken Mohan Prudential Grand Valley T: (519) 621-2000 F: (519) 621-4027 Ken@KenMohan.ca
C1	815			43 Dickson St	lease	\$795.00					Jose Bairos Prudential Grand Valley T: (519) 621-2000 jbarios@prugvr.com
Comments: Good downtown location across from Farmer's Market. Ideal retail or office space. Taxes included.											

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C5	869			200 Preston Pkwy Unit B	Lease	\$7.95	\$8.00				James Craig DTZ Barnicke Waterloo Wellington Ltd. T: (519) 746-6300 F: (519) 746-0455 james.craig@dtzbarnicke.com
C4	900			580 Hespeler Rd Unit C6	Lease	\$10.00					Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
C4	900			580 Hespeler Rd Unit B6	Lease	\$10.00					Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
C1	990			63 Water St S Unit 3rd floor	Lease	\$8.00					Cliff Rego Remax T: (519) 741-0950 F: (519) 623-3541 info@cliffregoteam.com
C5	1,000			165 Fisher Mills Rd Unit 6	Lease	\$9.00					Jim Winton Remax T: (519) 658-9292 F: (519) 658-2020 jwinton@remaxcentre.ca

Economic Development Division
City of Cambridge
50 Dickson Street, P.O. Box 669
Cambridge, ON N1R 5W8

May 14, 2012

Tel: 519.740.4536
Fax: 519.740.4512
Email econodev@cambridge.ca
Web: www.cambridge.ca

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C5	1,000			900 Jamieson Pkwy	Lease	\$20.00	\$9.73				John Kabucis Links Corporate Realty Ltd. T: (519) 896-9550 F: (519) 896-9147 john@linkscorprealty.com
C5	1,000	3,488		210 Pinebush Rd Unit 3	Lease	\$15.50					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
C1	1,000			36 Water St	Lease	\$8.00	\$4.00				Brian Riddell Century 21 Home Realty Inc. T: (519) 621-2460 F: (519) 740-2434 brian.riddell@century21.ca
C1	1,050			65 Dickson St	Sale or Lease	\$10.00		\$24,900			Cliff Rego Remax T: (519) 741-0950 F: (519) 623-3541 info@cliffregoteam.com
C1	1,100	1,100		226 King St E	Sale			\$234,900			Joe Romeo Remax Twin City T: (519) 740-3690 F: (519) 740-7230 joe@joeromeo.com

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C1	1,187			728 King St E	Sale			\$1,195,070			Cliff Rego Remax T: (519) 741-0950 F: (519) 623-3541 info@cliffregoteam.com
C2	1,200			250 Dundas St S Unit 8A	Lease	\$14.00					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
C4	1,211			688 Hespeler Rd Unit 2B	Lease	\$12.50					Angelo Civiero Civiero Group T: (905) 278-6835 F: (905) 891-2558 aciviero@civiero.ca
Comments: Premier office and retail space with high intersection exposure.											
C5	1,227	13,567	1.26	500 Can-Amera Pky Unit C	Lease	\$16.00	\$10.00				Faisal Susiwala Remax T: (519) 740-3690 F: (519) 740-7230 faisals@homeshack.com
C1	1,300			17 Ainslie St	Lease	\$10.15					Rick Lewis Century 21 Home Realty Inc. T: (519) 621-2460 F: (519) 740-2434 rick.lewis@century21.ca

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C1	1,353			916 King St E	Lease	\$15.00					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
C1	1,359			7 Grand Ave	Lease	\$13.00	\$5.40				Cedar Creek Property Management Cedar Creek Property Management T: 519.623.5151
Comments: Office/retail space in the historic core area of Galt-Cambridge. Fully renovated development located beside the University of Waterloo School of Architecture.											
C1	1,361			7 Grand Ave S Unit 107	Lease	\$12.00					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
C1	1,361			7 Grand Ave S Unit 103	Lease	\$12.00					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
M2	1,401			498 Eagle St Unit 207	Lease	\$6.75					David Greb Remax T: (519) 658-9292 F: (519) 658-2020 dgreb@remaxcentre.ca

Comments: Landlord is prepared to participate in leaseholds.

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Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C1	1,466	1,466		14 St Andrews St	Sale			\$289,900			Geoff Kroeger Remax T: (519) 623-6200 F: (519) 623-3541
C1	1,500			132 Westminster Dr S Unit B	Sale			\$98,888			Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
C1	1,500	8,000		20 Ainslie St	Lease	\$12.00	\$4.20				Denise Dion Century 21 Home Realty Inc. T: (519) 621-2460 F: (519) 740-2454 denise.dion@century21.ca
C1	1,500			7 Grand Ave S Unit 115	Lease	\$10.00					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
C1	1,500			154 Ainslie St N Unit B	Lease	\$12.00					Cliff Rego Remax T: (519) 741-0950 F: (519) 623-3541 info@cliffregoteam.com

Comments: 2 - 1,500 sq.ft. units available. Can also be leased as one 3,000 sq.ft. unit.

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C4	1,507		2.39	15 Sheldon Dr Unit 9 L.G. Lovell Industrial Park	Lease	\$7.50	\$4.89				Michael Rouse CBRE Limited T: (519) 340-2308 F: (519) 571-9315 michael.rouse@cbre.com
Comments: Zoning permits a wide variety of commercial/retail uses including variety/grocery stores, hair dressing establishments, food service establishment.											
C4	1,520			1001 Lang's Dr Unit 1	Lease	\$12.00					Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
Comments: Finished office space with large board room or training room.											
C4	1,535			688 Hespeler Rd Unit 1D	Lease	\$10.00					Angelo Civiero Civiero Group T: (905) 278-6835 F: (905) 891-2558 aciviero@civiero.ca
Comments: Premier office and retail space with high intersection exposure.											
C4	1,585			688 Hespeler Rd Unit 2D	Lease	\$14.00					Angelo Civiero Civiero Group T: (905) 278-6835 F: (905) 891-2558 aciviero@civiero.ca
Comments: Finished office with kitchenette & boardroom. Open concept.											
C2	1,600			140 Hespeler Rd	Lease	\$19.95					Joe Romeo Remax Twin City T: (519) 740-3690 F: (519) 740-7230 joe@joeromeo.com
Comments: Lease rate includes common expenses and taxes.											
Economic Development Division City of Cambridge 50 Dickson Street, P.O. Box 669 Cambridge, ON N1R 5W8										Tel: 519.740.4536 Fax: 519.740.4512 Email econodev@cambridge.ca Web: www.cambridge.ca	

May 14, 2012

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C5	1,688			209 Pinebush Rd	Lease	\$14.00					Joe Romeo Remax Twin City T: (519) 740-3690 F: (519) 740-7230 joe@joeromeo.com
Comments: Office space off 401 in busy plaza.											
C4	1,690			688 Hespeler Rd Unit Main 1B/C	Lease	\$11.50					Angelo Civiero Civiero Group T: (905) 278-6835 F: (905) 891-2558 aciviero@civiero.ca
C4	1,700			1384 Eagle St N	Sale			\$399,900			Sherland R. Chhangur The Realty Market, Brokerage T: (905) 856-8342
Comments: Present tenant can stay or vacate. Busy automotive area.											
C4	1,715			580 Hespeler Rd Unit B5	Lease	\$15.00					Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
C2	1,737	10,746		695 Coronation St Unit 7	Lease	\$13.00	\$8.80				Chris Kotseff CBRE Limited T: (519) 340-2321 F: (519) 571-9315 chris.kotseff@cbre.com

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
M1	1,742		5	260 Holiday Inn Dr Unit 28	Lease	\$13.50					Jason Peter DeGroot H. DeGroot Real Estate Ltd. T: (519) 658-5380 F: (519) 884-9932 hdegroot@sentex.ca
M1	1,742			260 Holiday Inn Dr Unit 8	Lease	\$13.50			9		Harry DeGroot H. DeGroot Real Estate Ltd. T: (519) 658-5380 F: (519) 884-3760 hdegroot@sentex.ca
C4	1,763			366 Hespeler Rd Unit 1B	Lease	\$12.50			18		Aaron Showalter Werbar T: (519) 239-4047 aaronshowalter@rogers.com
C2	1,786	10,746		697 Coronation St Unit 4	Lease	\$16.00	\$9.79				Chris Kotseff CBRE Limited T: (519) 340-2321 F: (519) 571-9315 chris.kotseff@cbre.com
C1	1,800	3,600		64 Kerr St	Lease	\$7.95	\$3.25				Rick Lewis Century 21 Home Realty Inc. T: (519) 621-2460 F: (519) 740-2434 rick.lewis@century21.ca

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C4	1,800			366 Hespeler Rd Unit 3	Lease	\$11.00					Cathy Buchanan Remax T: (519) 658-9292 F: (519) 658-2020 remax@call2c.net
C4	1,800			366 Hespeler Rd Unit 3	Lease	\$11.00			18		Aaron Showalter Werbar T: (519) 239-4047 aaronshowalter@rogers.com
C1	1,844			336 Eagle St N Unit 1A1	Lease	\$5.50	\$4.95		12		Joan Pries CityCorp Realty T: (519) 743-5073 jmp@citycorp.ca
Comments: Expansion of unit is possible.											
C4	1,847			425 Hespeler Rd	Lease	\$15.95	\$8.55				Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
Comments: Join other tenants including TD Bank, Tim Horton's, Bulk Barn, Aaron's and more.											
M3	1,875	23,000		1111 Franklin Blvd Unit 1D	lease	\$10.00					Andrew Groenewegen Colliers International T: (519) 716-3000 andrew.groenewegen@colliers.com
Comments: Fully air-conditioned, suspended ceilings.											

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Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C1	1,950			63 Water St S Unit Main	Lease	\$8.00					Cliff Rego Remax T: (519) 741-0950 F: (519) 623-3541 info@cliffregoteam.com
C5	1,975			800 Franklin Blvd Unit B	Lease	\$11.00					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
M1	1,984			240 Holiday Inn Dr Unit M-1	lease	\$10.00	\$1.00		9		Harry DeGroot H. DeGroot Real Estate Ltd. T: (519) 658-5380 F: (519) 884-3760 hdegroot@sentex.ca
M3	1,991	8,300	3.09	1425 Bishop St N Unit 17	Lease	\$7.50	\$5.45				Michael Rouse CBRE Limited T: (519) 340-2308 F: (519) 571-9315 michael.rouse@cbre.com
C1	2,000			336 Eagle St N Unit 1B1	Lease	\$5.75	\$4.95				Joan Pries CityCorp Realty T: (519) 743-5073 jmp@citycorp.ca

Comments: Facing the Speed River in a quaint Village boutique setting. Open spaced unit with large windows facing the river with plenty of parking. Heating and water are included in the CAM.

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
M1	2,000	24,000	2.1	380 Jamieson Pkwy	lease	\$13.00			9		Harry DeGroot H. DeGroot Real Estate Ltd. T: (519) 658-5380 F: (519) 884-3760 hdegroot@sentex.ca
C2	2,000	2,000	67.71	284 Water St N	Lease	\$1,800.00					Bob Porter Porter Realty Group Inc. T: (519) 489-2655 F: (519) 489-2655
C2	2,035			250 Dundas St S Unit 3	Lease	\$12.00					David Greb Remax T: (519) 658-9292 F: (519) 658-2020 dgreb@remaxcentre.ca
C5	2,076			800 Franklin Blvd Unit A	Lease	\$15.00					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
C4	2,087			410 Hespeler Rd Unit 6	Lease	\$10.75					Mohammad Darr Remax T: (519) 623-6200

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C1	2,100			24 Water St S	Lease	\$10.25	\$1.86				Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
Comments: Divisible to 1250 and 850 sq. ft. Interior has been newly renovated with new walls, drywall, washrooms, doors etc.											
C2	2,135	10,746	0.78	697 Coronation St Unit 5	Lease	\$16.00	\$9.79				Chris Kotseff CBRE Limited T: (519) 340-2321 F: (519) 571-9315 chris.kotseff@cbre.com
M1	2,152			766 Hespeler Rd Unit 303	Lease	\$16.00	\$8.00				Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
Comments: High profile office building at Hwy 24 and 401. Third floor offices with elevator access. Security building.											
M3	2,250	8,300	3.09	1425 Bishop St N Unit 7	Lease	\$7.50	\$5.45				Michael Rouse CBRE Limited T: (519) 340-2308 F: (519) 571-9315 michael.rouse@cbre.com
C1	2,300			132 Westminster Dr S	Sale			\$298,888			Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
Comments: Preston Chip Wagon - full service restaurant . \$100,000 worth of upgrades. Includes a 2 bedroom apartment with laundry service and security system.											

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Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C1	2,300			780 King St E Unit 1	Lease	\$9.50					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
M3	2,302	8,300	3.09	1425 Bishop St N Unit 5	Lease	\$7.50	\$5.45				Michael Rouse CBRE Limited T: (519) 340-2308 F: (519) 571-9315 michael.rouse@cbre.com
C1	2,326			48 Ainslie St	Sale			\$189,900			Rick Lewis Century 21 Home Realty Inc. T: (519) 621-2460 F: (519) 740-2434 rick.lewis@century21.ca
Comments: Currently set up as 2 retail units and 1 office space (one retail unit currently has a tenant), but could easily be 3 retail units.											
C5	2,454			95 Saginaw Pkwy Unit 6 & 6A	Lease	\$18.00	\$14.87				Michael Rouse CBRE Limited T: (519) 340-2308 F: (519) 571-9315 michael.rouse@cbre.com
CS5	2,488	2,488		210 Pinebush Rd Unit Bldg	Lease	\$19.50					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com

Comments: Well suited for coffee shop. Can be subdivided to 1700 sq.ft.

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Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
M3	2,500		2.3	130 Turnbull Crt L.G. Lovell Industrial Park	Lease	\$9.95					Chris Kotseff CBRE Limited T: (519) 340-2321 F: (519) 571-9315 chris.kotseff@cbre.com
C2	2,572			679 Coronation Blvd	Lease	\$19.00					Cliff Rego Remax T: (519) 741-0950 F: (519) 623-3541 info@cliffregoteam.com
C3	2,600	2,600		118 St Andrews St	sale			\$299,000			Jose Bairos Prudential Grand Valley T: (519) 621-2000 F: (519) 621-4027 jbarios@prugvr.com
Comments: High traffic location. 2 Bedroom apartment on 2nd floor.											
C1	2,680	2,680		57 Ainslie St	Sale			\$399,900			Dave Foreman Remax T: (519) 740-3690 F: (519) 740-7230 dave@housesincambridge.ca
Comments: Century building in downtown Galt with 5 offices, large boardroom, kitchen, parking.											
C5	2,812	13,567	1.26	500 Can-Amera Pky Unit D	Lease	\$16.00	\$10.00				Faisal Susiwala Remax T: (519) 740-3690 F: (519) 740-7230 faisals@homeshack.com

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Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
M1	2,840		5	260 Holiday Inn Dr Unit 34	Lease	\$13.50					Jason Peter DeGroot H. DeGroot Real Estate Ltd. T: (519) 658-5380 F: (519) 884-9932 hdegroot@sentex.ca
C2	2,889	16,164		1221 King St E Unit 3		\$1,850.00					Lester Tobin Coldwell Banker Commercial, Peter Benninger Realty, Brokerage T: (519) 743-5211 F: (519) 743-8009 lester- tobin@coldwellbankerpbr.com
Comments: All utilities included.											
C2	3,000	16,164		1221 King St E Unit 4	Lease	\$2,500.00					Lester Tobin Coldwell Banker Commercial, Peter Benninger Realty, Brokerage T: (519) 743-5211 F: (519) 743-8009 lester- tobin@coldwellbankerpbr.com
Comments: \$2,500 / month all inclusive.											
C1	3,000			742 King St E	Lease	\$2,200.00					Joe Braga Remax T: (519) 740-3690 F: (519) 740-7230

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Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
M3	3,000	23,000		1111 Franklin Blvd	Lease	\$5.25					Andrew Groenewegen Colliers International T: (519) 716-3000 andrew.groenewegen@colliers.com
C1	3,000			154 Ainslie St N Unit A	Lease	\$12.00					Cliff Rego Remax T: (519) 741-0950 F: (519) 623-3541 info@cliffregoteam.com
Comments: Divisible. 2 - 1,500 sq.ft. units.											
C4	3,030			580 Hespeler Rd Unit C7,8.9	Lease	\$10.00			16		Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
C4	3,100			1315 Bishop St N	Lease	\$13.00	\$7.87				Ade Salawu Remax Twin City T: (519) 740-3690 ade.salawu@sympatico.ca
Comments: Perfect for dental office or other professional office or retails.											
C4	3,160			366 Hespeler Rd Unit 6	Lease	\$6.00			18	1 DL 1 DI	Aaron Showalter Werbar T: (519) 239-4047 aaronshowalter@rogers.com

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Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C1	3,256			336 Eagle St N Unit 1A3	Lease	\$5.00	\$4.95		12		Joan Pries CityCorp Realty T: (519) 743-5073 jmp@citycorp.ca
Comments: Main floor office/retail front, with plenty of parking. Facing the Speed River in a quaint Village boutique setting. Can be expanded to 5,156 sq.ft.											
C4	3,551			1400 Bishop St N	Lease	\$12.00	\$9.00				Bob Stephens Remax Twin City T: (519) 740-3690
Comments: Second floor walk up space.											
M3	3,927	3,927		426 Queen St W	Sale			\$530,000			J. David Smart Colliers International T: (519) 804-7013 F: (519) 570-1185 david.smart@colliers.com
Comments: Free standing 2 storey office building with 18 parking spaces; minutes from Highway 401.											
M5	4,000			50 Groh Ave Unit B	Lease	\$13.95					Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com
Comments: 8,800 sq.ft. available (two units 4,000 sq.ft. & 4,800 sq.ft.) Professional office space.											
C4	4,742			297 Hespeler Rd	Lease	\$16.00			14		Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca

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Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C4	4,800			1001 Lang's Dr Unit 2	Lease	\$6.00					Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
Comments: Former playland/party facility, still has equipment that can be used.											
M5	4,800			50 Groh Ave Unit A	Lease	\$13.95					Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com
Comments: 8,800 sq.ft. available (two units 4,000 sq.ft. & 4,800 sq.ft.) Professional office space.											
C1	5,000			210 King St E	Sale			\$449,900			Joe Romeo Remax Twin City T: (519) 740-3690 F: (519) 740-7230 joe@joeromeo.com
Comments: 3 Levels, main floor restaurant approx. 2500 sq.ft.											
M3	5,000			652 Bishop St N Unit 4	Lease	\$5.25	\$2.75			1 DI	Art Lee Build Craft Leasing Inc. T: (519) 658-7076 F: (519) 622-0048
C4	5,100			580 Hespeler Rd Unit E1	Lease	\$5.00					Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C4	5,940		3.75	20 Sheldon Dr L.G. Lovell Industrial Park	Lease	\$10.00					Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
C1	6,400	6,400		62 Ainslie St S	Sale			\$250,000			Rick Lewis Century 21 Home Realty Inc. T: (519) 621-2460 F: (519) 740-2434 rick.lewis@century21.ca
C1	7,200	14,264	0.63	149 Ainslie St	Lease	\$8.95	\$5.00				J. David Smart Colliers International T: (519) 804-7013 F: (519) 570-1185 david.smart@colliers.com
Comments: Heritage office building. Space features reception area, 17 private offices, boardroom, conference room, staff room, lounge and kitchen. 26 parking spaces.											
C4	7,356			623 Hespeler Rd Unit 621	Lease	\$7.00					John McCash Region-Wide Real Estate Inc. T: (519) 740-1616 F: (519) 740-1956 johnmccash@sympatico.ca
Comments: Landlord will provide improvement allowance to acceptable tenant.											
CS3	7,700		19.59	150 Holiday Inn Dr Unit Sp 5	Lease	\$10.95	\$4.00				Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com
Comments: Up to 150,000 sq.ft. available.											
Economic Development Division City of Cambridge 50 Dickson Street, P.O. Box 669 Cambridge, ON N1R 5W8										Tel: 519.740.4536 Fax: 519.740.4512 Email econodev@cambridge.ca Web: www.cambridge.ca	

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Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
M1	7,831			320 Pinebush Rd	Lease	\$9.25					John Lind Colliers International T: (519) 570-1330 F: (519) 570-1185 john.lind@colliers.com
C1	8,000	21,000		55 Dickson St	Lease	\$9.00	\$4.00				Cathy Buchanan Remax T: (519) 658-9292 F: (519) 658-2020 remax@call2c.net
Comments: Ideal for office, retail or dance studio.											
C1	8,000	8,000		12 Water St	Sale			\$1,400,000			Rick Lewis Century 21 Home Realty Inc. T: (519) 621-2460 F: (519) 740-2434 rick.lewis@century21.ca
Comments: Historic Galt Post Office circa 1885, located across from the U of W School of Architecture. This impressive stone building and its majestic clock towers overlook the Grand River.											
CS3	8,000		19.59	150 Holiday Inn Dr Unit 10	Lease	\$10.95	\$4.00				Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com
Comments: Up to 150,000 sq.ft. available.											

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
M5	8,800			50 Groh Ave Unit A & B	Lease	\$13.95					Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com
Comments: Two units 4,000 sq.ft. & 4,800 sq.ft. Professional office space.											
C4	10,076			561 Hespeler Rd Unit 8 to 11	Sale or Lease	\$16.00	\$9.20				Lester Tobin Coldwell Banker Commercial, Peter Benninger Realty, Brokerage T: (519) 743-5211 F: (519) 743-8009 lester-tobin@coldwellbankerpbr.com
Comments: Space can be divided.											
C1	13,800	13,800		19 Thorne St	Sale			\$999,900			Brian Whitfield Remax T: (519) 658-9292 F: (519) 658-2020 remaxcommercial@sentex.ca
Comments: Nexus Business Centre is outfitted with everything a small to medium sized business requires. Furnished and unfurnished offices.											
C1	14,264	14,264		149 Ainslie St	Sale			\$1,300,000			J. David Smart Colliers International T: (519) 804-7013 F: (519) 570-1185 david.smart@colliers.com
Comments: Heritage office building. Purchase this 14,264 sq.ft building, occupy the second floor (7,200 sq.ft.) and receive \$63,576 per year in triple net income from the fully rented first floor.											

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
M1	14,438	28,876	2.89	485 Pinebush Rd Unit 2nd FL	Lease	\$16.00	\$8.50				John Lind Colliers International T: (519) 570-1330 F: (519) 570-1185 john.lind@colliers.com
<p>Comments: Office space. 28,876 sq.ft. divisible by 14,458. 2 - 14,458 sq.ft. units available. Easy access to Highway 401.</p> <p>Also contact David Smart at david.smart@colliers.com</p>											
M1	14,438	28,876	2.89	485 Pinebush Rd Unit 1st FL	Lease	\$17.00	\$8.50				John Lind Colliers International T: (519) 570-1330 F: (519) 570-1185 john.lind@colliers.com
<p>Comments: Office space. 28,876 sq.ft. divisible by 14,458. 2 - 14,458 sq.ft. units available. Easy access to Highway 401.</p> <p>Also contact David Smart at david.smart@colliers.com</p>											
CS3	15,700		19.59	150 Holiday Inn Dr Unit 9 & 10	lease	\$10.00	\$4.00				Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com
<p>Comments: Up to 150,000 sq.ft. available.</p>											
C2	16,164	16,164	42	1221 King St E	Sale			\$995,000			Lester Tobin Coldwell Banker Commercial, Peter Benninger Realty, Brokerage T: (519) 743-5211 F: (519) 743-8009 lester-tobin@coldwellbankerpbr.com
<p>Comments: Investment property with one vacant unit available for a user or lease. Ample on-site parking. Retail and residential mix.</p>											

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C5	18,500			200 Preston Pkwy Unit C	Lease	\$7.95	\$6.50				James Craig DTZ Barnicke Waterloo Wellington Ltd. T: (519) 746-6300 F: (519) 746-0455 james.craig@dtzbarnicke.com
CS3	25,000		19.59	150 Holiday Inn Dr Unit Sp 4	Lease	\$10.95	\$4.00				Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com
Comments: Up to 150,000 sq.ft. available.											
C5	27,500			200 Preston Pkwy Unit A	Lease	\$7.95	\$8.00				James Craig DTZ Barnicke Waterloo Wellington Ltd. T: (519) 746-6300 F: (519) 746-0455 james.craig@dtzbarnicke.com
C1	28,803	128,330	3.39	73 Water St N Unit 1st floor	Lease	\$9.00					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
Comments: Multi-tenant office building in historic downtown Galt, high visibility in a high traffic area.											

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
M1	28,876	28,876	2.89	485 Pinebush Rd Unit 1st & 2nd FL	Lease	\$16.50	\$8.50				John Lind Colliers International T: (519) 570-1330 F: (519) 570-1185 john.lind@colliers.com
<p>Comments: Office space. 28,876 sq.ft. divisible by 14,458. 2 - 14,458 sq.ft. units available. Easy access to Highway 401.</p> <p>Also contact David Smart at david.smart@colliers.com</p>											
CS5	30,000	30,000	2.9	895 Langs Dr	Sale			\$7,200,000			Nick Holzinger CBRE Limited T: (519) 744-4900 ext. 237 F: (519) 571-9315 nick.holzinger@cbre.com
<p>Comments: 172 parking spaces. 24 unit apartment. 9,720 sq.ft. retail plaza.</p>											
C1	32,218	32,218		89-103 Main St	Sale			\$1,750,000			James Craig DTZ Barnicke Waterloo Wellington Ltd. T: (519) 746-6300 F: (519) 746-0455 james.craig@dtzbarnicke.com
<p>Comments: Arthur White building located in downtown Galt.</p>											
M1	44,000	55,077		278 Pinebush Rd	Lease	\$11.95					Charlie Parsons Colliers International T: (519) 904-7012 charlie.parsons@colliers.com
<p>Comments: Divisible from 5,000 sf with flexible layouts. Hwy 401 visibility. Fully equipped cafeteria. Back up generator on site. Former call centre.</p>											

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
C1	49,919	128,330	3.39	73 Water St N Unit Floors 2 - 3	Lease	\$7.00					Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
CS3	50,000		19.59	150 Holiday Inn Dr Unit Sp 3	Lease	\$10.95	\$4.00				Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com
Comments: Up to 150,000 sq.ft. available.											
M1	52,000	52,000	2.89	485 Pinebush Rd Unit Bldg	Sale			\$10,500,000			John Lind Colliers International T: (519) 570-1330 F: (519) 570-1185 john.lind@colliers.com
Comments: Office space. Please contact David Smart at david.smart@colliers.com											
CS3	100,000		19.59	150 Holiday Inn Dr Unit Sp 2	Lease	\$9.95	\$4.00				Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com
Comments: Up to 150,000 sq.ft. available.											
C1	128,330	128,330	3.39	73 Water St N	Sale			\$5,900,000			Mel de Oliveira CBRE Limited T: (519) 340-2311 F: (519) 571-9315 mel.deoliveira@cbre.com
Comments: Multi-tenant office building in historic downtown Galt, high visibility in a high traffic area. Tenants in approximately 35,332 sq.ft.											

Economic Development Division
City of Cambridge
50 Dickson Street, P.O. Box 669
Cambridge, ON N1R 5W8

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Tel: 519.740.4536
Fax: 519.740.4512
Email econodev@cambridge.ca
Web: www.cambridge.ca

Available Real Estate in Cambridge Commercial

Zone	Space Avail. (sq. ft.)	Bldg Size (sq. ft.)	Lot Size (acres)	Address	Sale or Lease	Lease Price	Extras	Sale Price	Ceiling Height (feet)	Loading	Contact
CS3	150,000		19.59	150 Holiday Inn Dr Unit Sp1	Lease	\$9.95	\$4.00				Todd Cooney CBRE Limited T: (519) 340-2315 F: (519) 571-9315 todd.cooney@cbre.com

Comments: Up to 150,000 sq.ft. available.