

# WORLD TRADE CENTER GREATER SUDBURY





# WORLD TRADE CENTER

## GREATER SUDBURY



# WORLD TRADE CENTERS ASSOCIATION

## AN OVERVIEW

### CONNECT GLOBALLY, PROSPER LOCALLY

Access the power of the World Trade Centers Association to unleash your global potential.

327

Current WTC  
Licensees around the  
World

89

Countries/Regions  
represented through  
WTC Operations

1

Global Network

# WORLD TRADE CENTERS ASSOCIATION

## BENEFITS OF A WTCA ENTITY



PRESTIGIOUS  
BRAND



GLOBAL  
NETWORK



INTEGRATED  
TRADE  
NETWORK



ICONIC  
PROPERTIES



# WORLD TRADE CENTERS ASSOCIATION

## KEY STATISTICS

Access to established trade network comprised of more than 750,000 businesses worldwide

Draw Foreign Direct Investment per capita at twice the rate of the national average

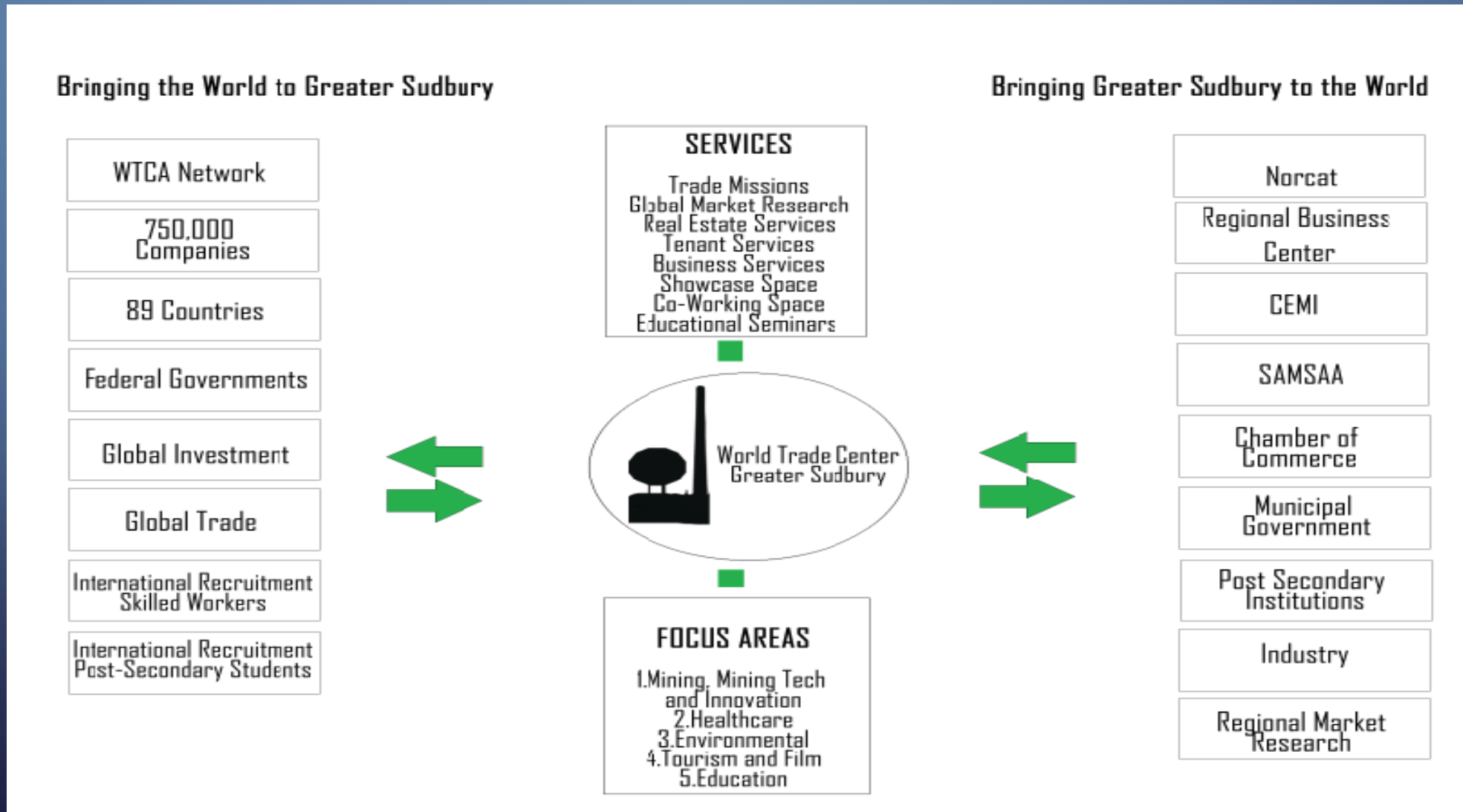
Ability to export goods at 1.55 times the rate of the national average

A higher workforce participation level of 1.5 percent higher compared to the national level.

Can help to unlock international markets for 90% of a community's SMEs

# WORLD TRADE CENTER GREATER SUDBURY

## WHAT MAKES IT UNIQUE



# WORLD TRADE CENTER GREATER SUDBURY

## MARKET VALIDATION

### LETTERS OF SUPPORT

Airco

BIA Downtown Sudbury

Center for Excellence in Mining Innovation

Communities in Bloom Ontario

Desjardins Group

France Gelinas (MPP Nickel Belt)

Greater Sudbury Chamber of Commerce

Joe Drago

Mark Browning (Beards, Tucos Tacos)

McEwen School of Architecture

MIRARCO

Northern Ontario Railroad Museum

RDH-Scharf

SRK Consulting

UA Local 800

BakerTilley

Cambrian College

Chief Paul Pederson

College Boreal

Dr. David Pearson (Living With Lakes)

Glencore

Dr. John Gunn

Laurentian University

Marc Serre (MP Nickle Belt)

Mike DiBrina

Northern Ontario Construction Association

Ontario Parks Association

Sandvik

Stuart Olson

Workforce Planning for Sudbury & Manitoulin

Bestech

Canadian Hardware Consultants

Canadian National Railway Co.

Covergalls

Foodland (Capreol / Garson)

Goodman School of Mines

Hatch

Manitoulin Transport

Mark Palumbo

Minecat

Northern Ontario School of Medicine

Paul Lefebvre (MP Sudbury)

SNOLAB

TPS Group of Companies

XPS



# WORLD TRADE CENTER GREATER SUDBURY

## PARTNERSHIP WITH THE CITY OF GREATER SUDBURY





# WORLD TRADE CENTER GREATER SUDBURY

## FUNDING AND RETURN ON INVESTMENT

\*Net Neutral Model

\*The World Trade Center Greater Sudbury will be a revenue generating entity for the City of Greater Sudbury.

Year	Contribution to WTCGS	Property Tax Collected on WTCGS
2021	\$1,000,000	-
2022	\$1,000,000	-
2023	\$1,000,000	-
2024	\$1,000,000	\$1,000,000
2025	\$1,000,000	\$1,000,000
2026	\$1,000,000	\$1,000,000
2027	\$1,000,000	\$1,000,000
2028	\$1,000,000	\$1,000,000
2029	\$1,000,000	\$1,000,000
2030	\$1,000,000	\$1,000,000
2031	-	\$1,000,000
2032	-	\$1,000,000
2033	-	\$1,000,000
<b>TOTAL</b>	<b>\$10,000,000</b>	<b>\$10,000,000</b>

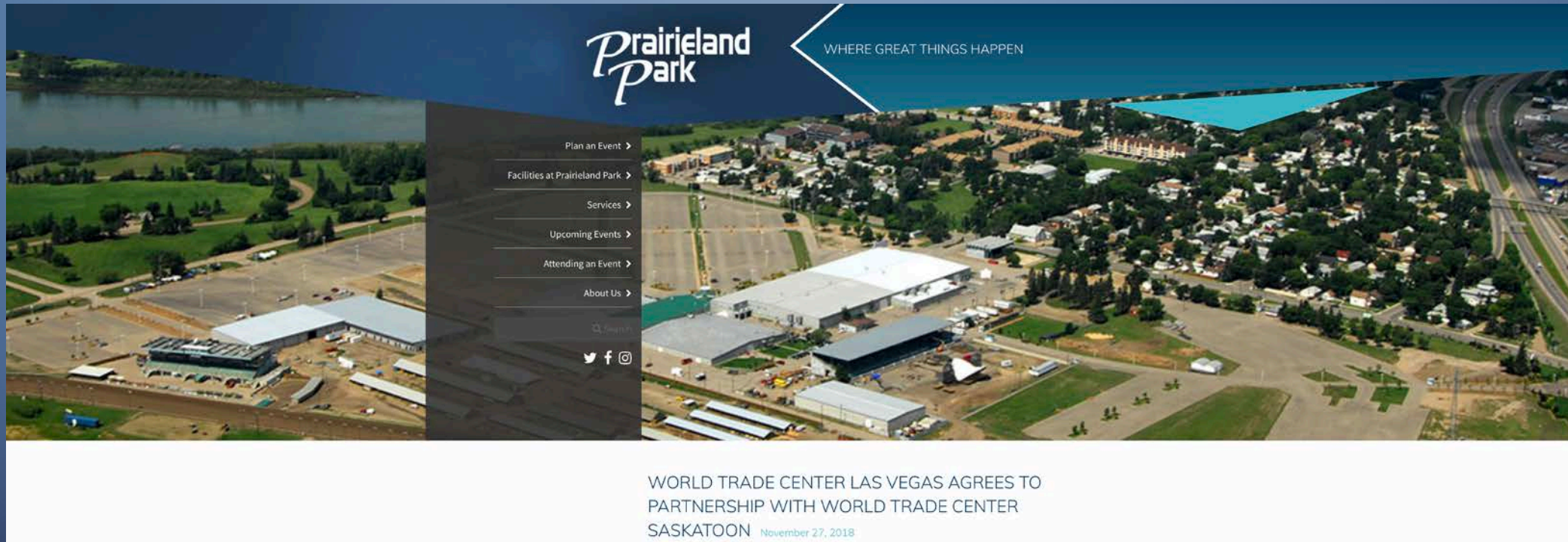
# WORLD TRADE CENTER GREATER SUDBURY

## BENEFITS TO THE CITY

- \*Access to established trade network comprised of more than 750,000 businesses worldwide
  - \*Draw Foreign Direct Investment per capita at twice the rate of the national average
  - \*Ability to export goods at 1.55 times the rate of the national average
  - \*A higher workforce participation level of 1.5 percent higher compared to the national level
  - \*Can help to unlock international markets for 90% of a community's SMEs
- 
- \*Places Greater Sudbury on the world stage
  - \*Works alongside existing businesses and organizations to promote economic growth
  - \*Attracts new investment, trade and talent to the City of Greater Sudbury
  - \*Places Greater Sudbury on the WTCA circuit of trade missions (inbound missions)
  - \*The WTCA has already approved Greater Sudbury option (viable location)
  - \*40+ letters of support from local businesses, organizations and associations
  - \*Financial projections show a viable and sustainable entity and were approved by the WTCA
  - \*As a not-for-profit entity, profits will be reinvested to support development in priority sectors
  - \*Increases property values in the downtown core of Greater Sudbury
  - \*Validates other major projects in the downtown core
  - \*Greater Sudbury will recoup its initial investment through the collection of property taxes
  - \*Ability to pursue new services and creations (Consul Corps Office, Global Affairs Office, etc.)
  - \*Ability to create direct and indirect jobs for the citizens of Greater Sudbury
  - \*Increases airport and passenger rail service to and from Greater Sudbury
  - \*Increased tourism receipts from additional visitor spending
  - \*Creation of both primary and secondary job opportunities
  - \*Global competition for architectural design



# WORLD TRADE CENTERS ASSOCIATION



...WTC LAS VEGAS (LV Convention and Visitor Association / Consumer Technology Association / Consumer Electronics Show) and WTC SASKATOON will co-market under the WTC brand, creating access to key trade information, market research, and facilitate business trade opportunities throughout the world....

# WORLD TRADE CENTERS ASSOCIATION



...WTC Delaware – “During the past year, we assisted 115 individual companies, not counting multiple requests or follow-ups. We distributed 119 international industry specific trade leads and Delaware companies asked us to distribute an additional 27 to our partners around the world.”



# WORLD TRADE CENTERS ASSOCIATION



...WTC Delaware – “two years ago, one of our Delaware company members reported that as a result of our assistance, it anticipates \$100 million in additional international sales over the next few years.”

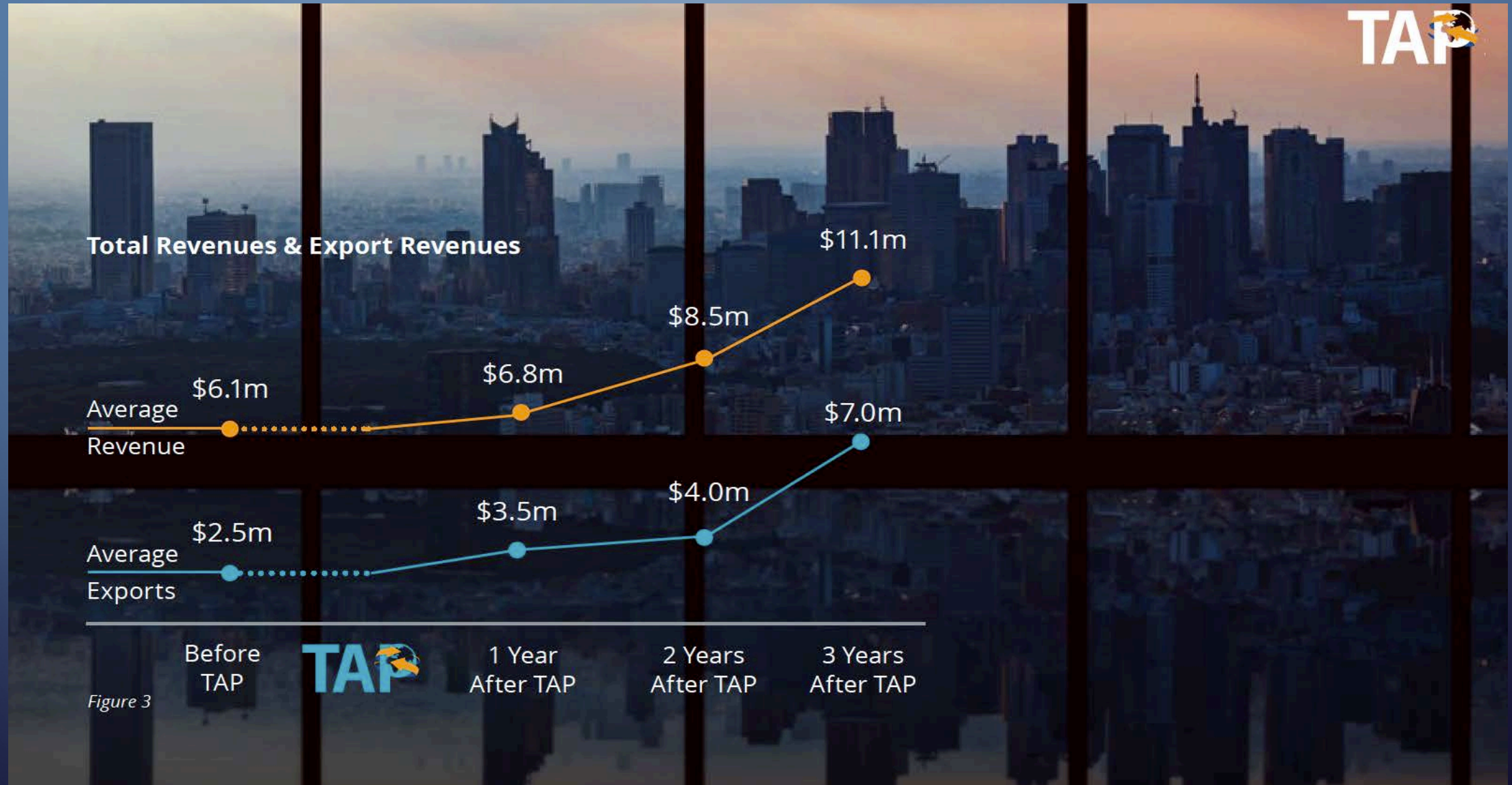
# WORLD TRADE CENTERS ASSOCIATION



...WTC Toronto – “More than 300 companies participated in TAP in 2018... with the total number of graduates exceeding the 500 mark”



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