

A stack of US dollar coins is shown in a close-up, slightly blurred perspective. The top coin is clearly visible, showing the words "ONE DOLLAR" and the Presidential Seal. The stack is set against a warm, brownish-gold background. In the bottom right corner, there is a logo for "GANDER Economic Development".

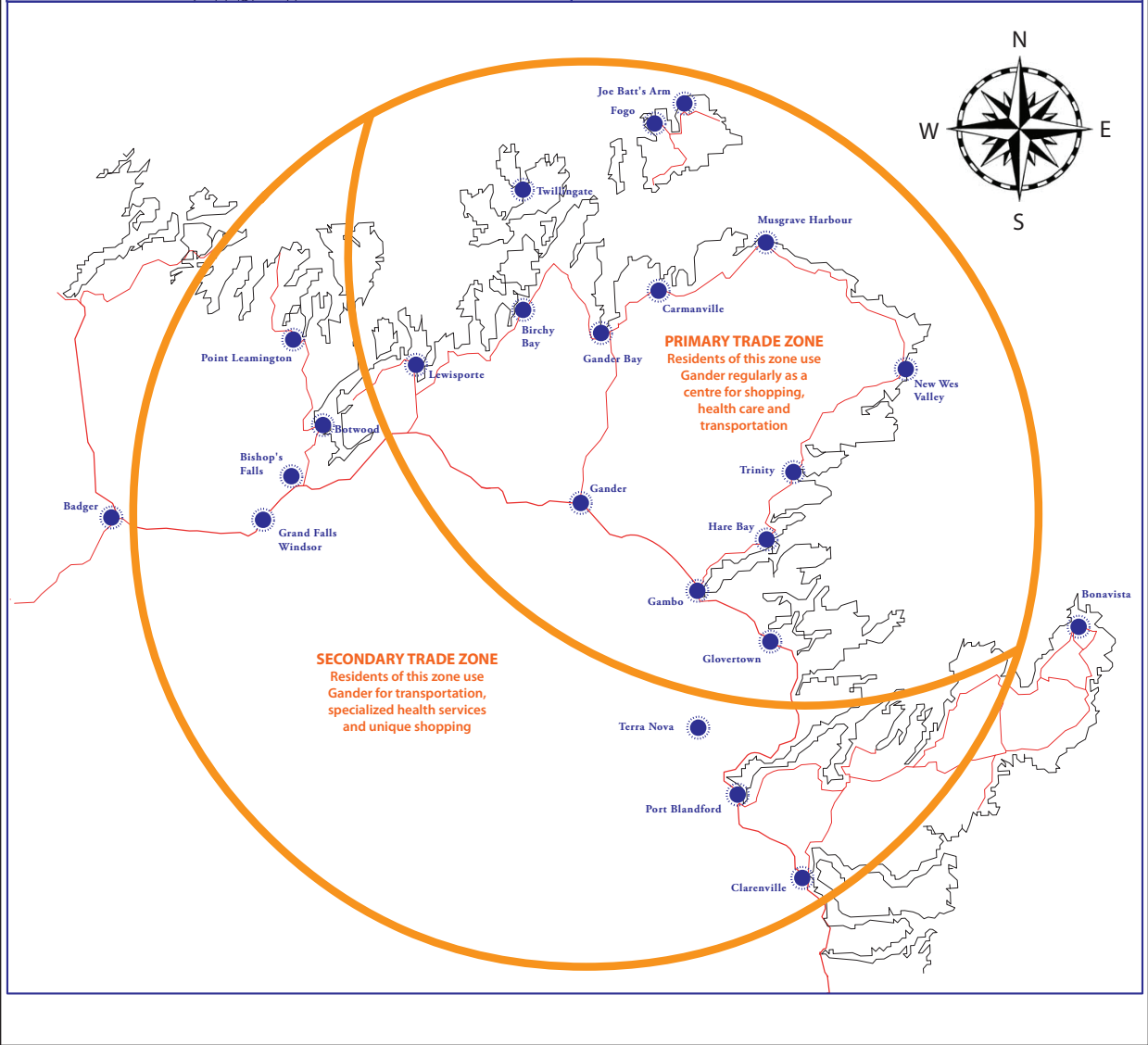
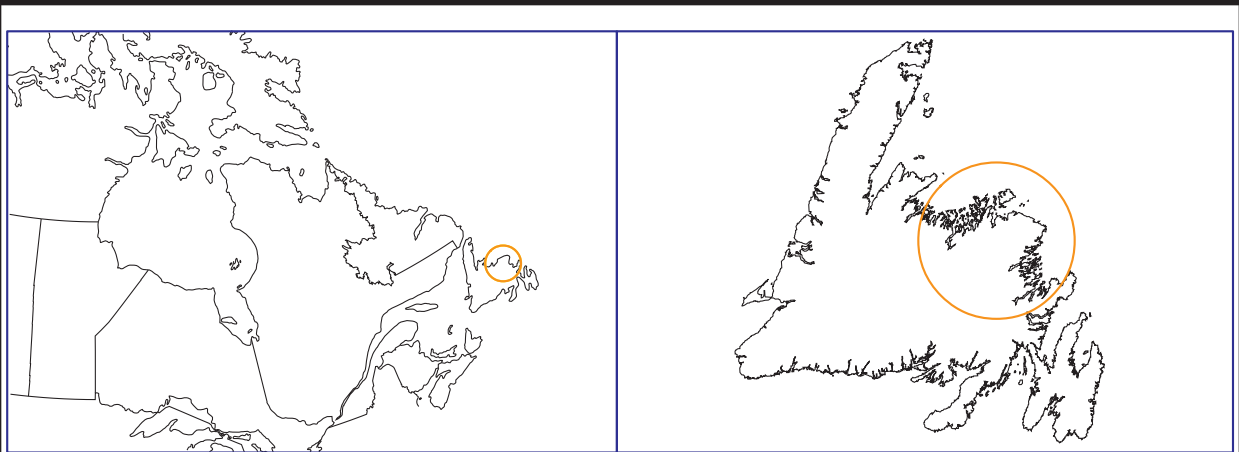
RETAIL BUYING POWER

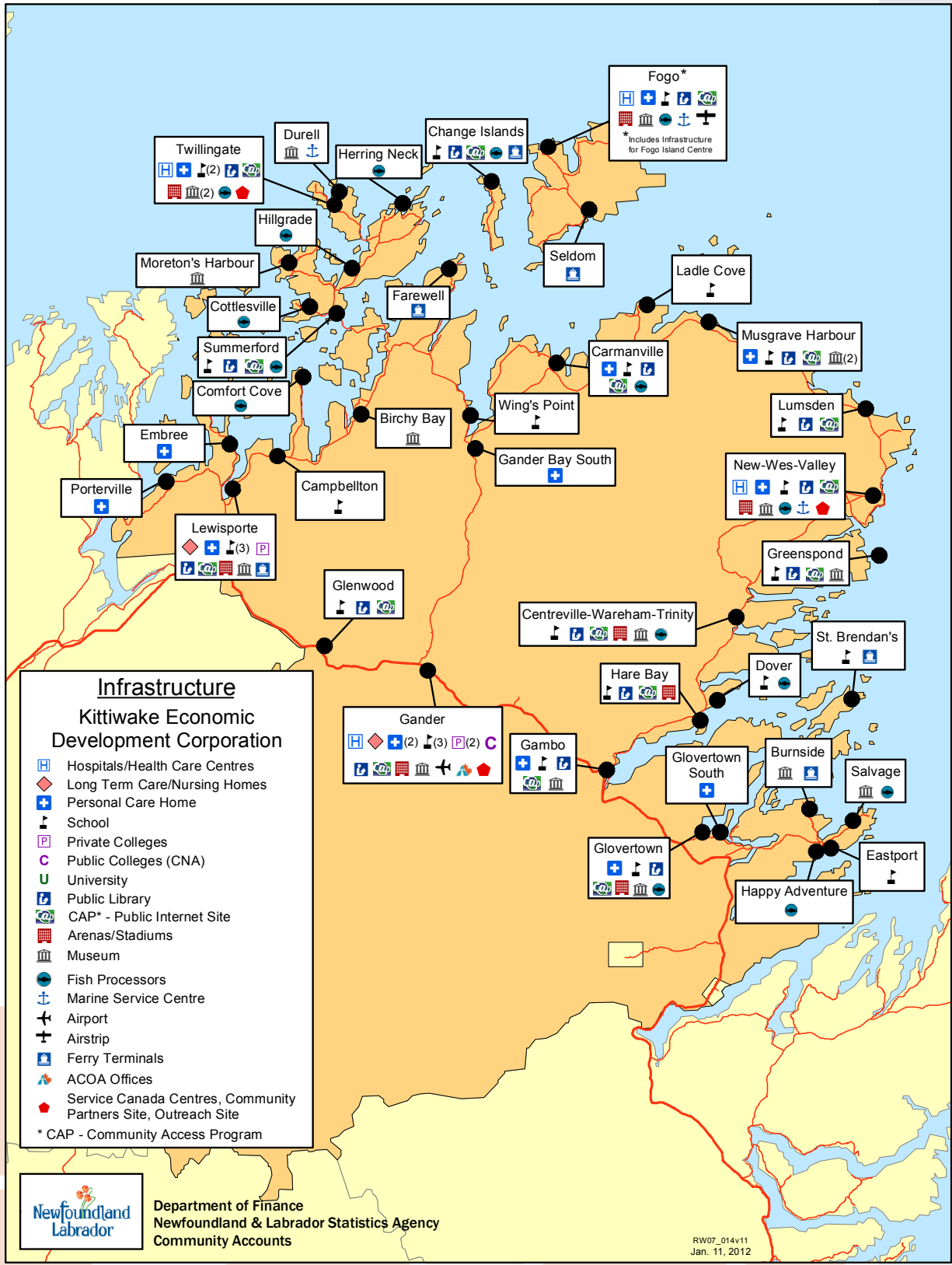
Retail Facts

- 2018/19 retail sales in the Town of Gander are expected to be more than 2.5 times the national average for communities of comparable size.
- Over \$1.5 billion is spent annually on retail within our primary trade zone.
- Retail sales for Gander alone are in excess of half a billion dollars annually.
- There are approximately 125 communities within a 100 km radius of Gander, with a combined population of over 80,000 and an available labour force of over 37,000.
- The Town of Gander's population has grown by more than 30% since 2006.
- Gander has over 250 retail establishments.
- Minimum wage in Newfoundland and Labrador is \$10.75 per hour.
- Disposable income per household in Gander is \$80,890.
- Diversified economy with approximately 1/3 of our labour force working in each of the following areas:
 - I. Federal, Provincial and Municipal Government Services
 - II. Service Industry and Retail Sector
 - III. Transportation, Communications, Manufacturing, Other

Trade Area Summary

	Town of Gander	Catchment Area (75 Communities)	Total Primary Market (including Gander)
Population 2018	13,415	37,397	50,504
Average Household Income	99,701	60,665	N/A
Disposable Household Income	80,890	50,790	N/A
2017/18 Retail Sales	\$488,000,000	\$1,123,000,000	\$1,719,000,000
Projected 2018/19 Retail Sales	\$523,000,000	\$1,299,000,000	\$1,822,000,000





Community Profile

Gander is located in Newfoundland and Labrador, the most easterly province of Canada. Established in 1938, Gander's airport became a strategic base for the movement of Allied aircraft to Europe during the Second World War. Known as the Crossroads of the World throughout the 'Jet Age', Gander remains a vital link between North American and European markets.

In Gander you'll find major worldwide connections with international air cargo and passenger flights, access to major ocean shipping companies and ice free ports, direct access to the Trans Canada Highway and a modern ferry system with mainland connections.



The Town of Gander is a progressive community, with an available workforce and training institutions ready to respond to the needs of any industry, available land for business development and reasonable tax rates. The main economic industries for the town include transportation, health care, communications, public administration and defense. In addition, a large portion of Gander's economy is driven by the service industry.

Gander has access to an available work force of approximately 37,000 people within a 100km radius. The town's labour force participation rate of 64.19% for both men and women is above the provincial average and is among the highest of any town in Newfoundland and Labrador. An unemployment rate for Gander of 6.96% is far lower than the province's 12.36% unemployment rate.

NAFTA and tariff reductions worldwide have empowered businesses to choose the very best location for their needs. As trade agreements increase, so do industry incentive programs. In Gander, your company can benefit from all the advantages of operating in an Enhanced Trade Zone through the Duty Deferral and Export Distribution programs. Both programs offer tax exemptions on imported goods used for export.

As the commercial hub for a regional population of some 81,000, the Town of Gander offers a full range of retail goods and services, from family-operated corner stores to multi-national franchisers. More than 600 businesses have made their home in Gander, including some 100 enterprises registered in the home-based business sector.

Major auto makers are well represented, as are retail giants like Wal-Mart, Kent and the Canadian Tire Corporation and niche-market retailers including Sport Chek, Pseudio, Claire's, Bijou, Suzy Shier, Mark's and EB Games. Gander's diverse demographic provides an equal footing for local entrepreneurs and national heavyweights alike, as evidenced by the continued success of both the local grocery Co-operative and Loblaw's Dominion outlet.

Gander's unusual demographic - representing fishermen and loggers as well as aerospace engineers, medical professionals and defense communications technicians - provides a solid customer base for nearly any type of retail sales or service venture, from small engine repair to high-end electronics, coffee and donuts to recreational vehicles.

Residential Growth

Gander's population has increased by more than 20% in the last four years and 30% since 2006 (*Manifold Data 2018*). Gander is one of the few communities in the province to experience population growth over that period. If growth continues at its current pace, the community will add over 1,000 new homes over the next 7-10 years. There are currently three major housing developments underway, along with several affordable housing initiatives.

Business Growth

In addition to the retail and service sectors, Gander is currently exploring investment opportunities with a number of global aviation and aerospace companies. A 2011 partnership between the College of the North Atlantic and Lufthansa Technical Training will see expansion of international aircraft maintenance training in the community. This is expected to be a catalyst for significant new investment in the next number of years.

Infrastructure Investments

The Town of Gander and our partners are committed to long term prosperity. Over the next four years, an estimated \$350M is expected to be invested in new facilities and upgrades to community services, infrastructure and capacity.

Provincial Long Term Care Facility	\$15M	1 Year
Grade 4-6 School	\$25M	Recently Completed
Grade K-3 School	\$20M	1 Year
Sewage Treatment Plant	\$40M	Ongoing
Water Distribution and Roads	\$20M	Ongoing
Multiplex – Recreational Facilities	\$12M	2 Years
Waterbomber Hangar/Fleet Expansion	\$100M	3 Years
YQX Terminal Replacement	\$30M	4 Years
YQX Runway Refurbishment	\$10M	Ongoing
9 Wing Gander	\$42M	Ongoing
Hospital Redevelopment Completion	\$16M	Ongoing

Commercial Land Prices (Town-owned)

Location	Zoning	Price per Acre
Gander Business Park	Commercial General	\$75,000
Gander Business Park	Industrial General	\$20,000
Trans Canada Highway	Commercial Highway	Assessed on Demand

All purchases are subject to the 15% Harmonized Sales Tax. To provide maximum flexibility, lots will be custom surveyed based on client requirements for specific areas, within the restrictions imposed by streets and rights-of-way. Additional costs to the purchaser, over and above the initial purchase price, will include all development costs on the lot, connection to municipal services and reinstatement of the street to its original condition.

Water Resources

The water supply for the Town of Gander is Gander Lake. The lake is approximately 56 km long and 5 km wide (35 x 3 miles), and is one of the deepest lakes in North America, estimated at 305 metres (1000 feet) deep. A pump house located on the lake shore pumps the water approximately 3 kilometres through a new water treatment facility to a 1.5 million gallon reservoir located on Bell Place in the middle of Gander. A pressure boosting station, located adjacent to the reservoir, pumps the water at constant pressure into the water distribution system. Water treatment consists of ozone and filtration. Daily tests are taken to ensure potable water quality.

Contact Information:

Town of Gander
Department of Municipal Works & Services
100 Elizabeth Drive
Gander, NL A1V 1G7
Phone: 709-651-5915
Fax: 709-256-5809



Waste Management

The Town of Gander has had a long record of following sound environmental practices through its waste disposal, wastewater and recycling services.

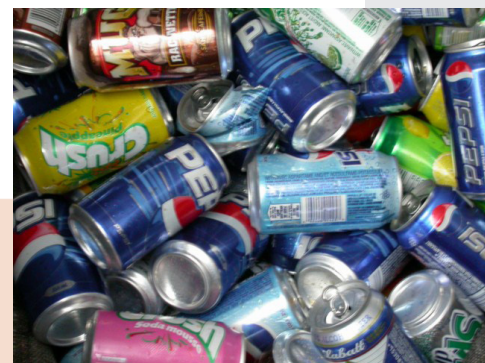
The Town of Gander trucks household waste and recyclables to Central Newfoundland Waste Management Authority's modern facility located at Norris Arm, NL. A waste transfer station has been established for local drop-off. The Town of Gander does not collect commercial garbage. Commercial garbage must be disposed of at the Norris Arm waste management facility by the business owner.

The Town operates and maintains two Sewage Treatment Plants, one on Gander Bay Road and the other on Old Navy Road, 12 Sewage Lift Stations and 56 kilometres of sewers, including manholes.

Additional recycling services are offered through Scotia Recycling, a private company, while curbside collection of beverage containers is carried out by Broadening Horizons Recycling.

Contact Information:

Town of Gander
Department of Municipal Works & Services
100 Elizabeth Drive
Gander, NL A1V 1G7
Phone: 709-651-5960
Fax: 709-256-3519



Taxation Rates

Commercial Property Tax:	6.46 mills of the assessed value of the property	
Water/Sewer Tax:	Non-residential and tax exempt properties: 6.46 mills of the assessed value the property	
	Residential: \$400 per household	
Business Tax:	Retail Stores:	10.45 mills
	Grocery Stores:	10.45 mills
	Restaurants:	10.45 mills
	Warehouses:	10.45 mills
	Department Stores:	17.25 mills
	Hotels/Motels:	20.45 mills

Property and business taxes are based on the assessed value of the land and structure by using the following formulas:

Property Tax:	Assessed Value x 6.46 Mills
Water/Sewer Tax:	Assessed Value x 6.46 Mills
Business Tax:	Assessed Value x Corresponding Mill Rate (see above)

For example, a fast food establishment, assessed at a value of \$500,000, would pay yearly taxes as follows:

Property Tax:	\$500,000 x 6.46 Mills	=	\$3,230
Water/Sewer Tax:	\$500,000 x 6.46 Mills	=	\$3,230
Business Tax	\$500,000 x 10.75 Mills	=	\$5,225

Total Taxes Per Year **\$11,685**

Permit Fees

Commercial Occupancy Permit Fee:

A \$100 Occupancy Permit is required by anyone moving into a building that has been vacant for a period of six (6) months or more, a newly constructed building, or a building whose use has changed.

Wastewater Service Levy

\$1,500 for new building connection

Development Application

\$50

Commercial Building Permit:

\$5 for each \$1,000 construction value with a minimum of \$25.

Population Totals

Region	Population 2016	Population 2011	Male	Female
Canada	37,268,276	34,643,924	18,254,422	19,013,854
Newfoundland & Labrador	534,079	510,482	259,926	274,153
Clarenville	9,810	6,193	4,697	5,113
Conception Bay South	15,276	7,511	7,764	7,738
Corner Brook (area)	26,142	26,563	12,552	13,589
Gander	13,415	10,898	6,455	6,960
Grand Falls-Windsor	9,822(GF) 4,992(Win)	9,767(GF) 5,206(Win)	4,655(GF) 2,385(Win)	5,169(GF) 2,607(Win)
Mount Pearl	24,399	26,961	11,652	12,747
Paradise	28,147	13,085	13,852	14,295
Stephenville	8,900	9,648	4,206	4,694

Manifold Data 2018



Residential Statistics

	2017	2016	2015	2014	2013
Residential Permits	299	265	261	272	314
Value of All Construction (Millions)	\$17.3	\$18.3	\$15.3	\$19.9	\$19.5
New Residential Buildings	71	70	56	84	67
Value of New Buildings (Millions)	\$14.5	\$15.5	\$13.2	\$17.8	\$17.3
Other Construction Permits	228	195	205	188	247
Value of Other Construction (Millions)	\$2.9	\$2.8	\$2.2	\$2.1	2.1



Income

Region	Average Household	Per Capita (Age 15+)	Household Disposable	Household Discretionary
Canada	98,735	50,897	75,856	32,414
Newfoundland & Labrador	95,228	44,430	76,059	35,884
Corner Brook	84,296	44,875	67,124	25,416
Gander	99,701	52,486	71,804	35,884
Grand Falls-Windsor	84,718(GF) 65,825(Win)	46,172(GF) 35,630(Win)	65,804(GF) 54,497(Win)	24,093(GF) 20,212(Win)
Mount Pearl	103,276	50,364	78,932	30,505
Stephenville	74,388	42,529	61,225	25,440

Manifold Data 2018



Average Household Expenditures

Region	Total Expenditure	Food	Household Furnishings, Art, Antiques and Equipment	Clothing	Transportation	Health Care and Personal Care	Recreation	Reading Materials and Education	Tobacco Products and Alcoholic Beverages
Canada	87,785	9,373	2,314	3,849	13,155	2,552	4,292	166	1,388
NL	83,888	9,734	2,510	4,023	14,974	2,475	4,815	143	1,681
Gander	85,980	9,914	2,550	4,176	14,836	2,441	5,318	130	1,768
Corner Brook	78,851	9,230	2,331	3,882	13,963	2,238	4,777	164	1,593
Mount Pearl	94,508	10,572	2,804	4,410	16,069	3,682	5,266	164	1,868

Manifold Data 2018



Post Secondary Education Comparison

Community	Population (25 to 64 years)	Number with Post-Secondary Education	%
Canada	19,969,283	14,023,286	64.1
Newfoundland & Labrador	301,693	228,907	60.4
Clarenville	5,443	3,379	63.4
Conception Bay South	8,571	6,609	63
Corner Brook (area)	15,608	13,243	66.3
Deer Lake	3,969	2,825	55.4
Gander	7,318	6,364	69.1
Grand Falls-Windsor	5,180(GF) 2,856(Win)	4,530(GF) 1,898(Win)	65.9 53.5
Mount Pearl	14,926	12,707	70.8
Paradise	16,383	14,110	74.9
Stephenville	4,880	4,184	61.7

Manifold Data 2018

(Includes trade certificates, diplomas, non-university education, and university certificates and degrees.)



Top 10 Employers

- 1) **Government of Newfoundland & Labrador**
 - Central Regional Integrated Health Authority
 - College of the North Atlantic
 - Environment & Conservation
 - Forest Resources & AgriFoods
 - Gander Public Library
 - Government Services
 - Human Resources, Labour & Employment
 - Innovation, Trade & Rural Development
 - Justice
 - Municipal & Provincial Affairs
 - Municipal Assessment Agency
 - Natural Resources
 - NL Liquor Corporation
 - NL Housing Corporation
 - NL English School District
 - Tourism, Culture & Recreation
 - Transportation and Works

- 2) **Government of Canada**
 - 9 Wing Gander
 - Royal Canadian Mounted Police
 - Atlantic Canada Opportunities Agency
 - Service Canada
 - Canada Border Services Agency
 - Environment Canada

- 3) **Nav Canada**

- 4) **Wal-Mart**

- 5) **Steele Hotels**

- 6) **Town of Gander**

- 7) **Dominion Stores**

- 8) **D-J Composites**

- 9) **Canadian Tire**

- 10) **Gander International Airport Authority**

Financial Institutions

Bank of Montreal

265 Airport Boulevard
A1V 1Y9
Phone: 709-651-4614
Fax: 709-256-2399
www.bmo.com

Royal Bank of Canada

78 Elizabeth Drive
PO Box 709 A1V 1J8
Phone: 709-256-1600
Fax: 709-651-3274
www.rbc.com

Canadian Imperial Bank of Commerce

Fraser Mall
230 Airport Boulevard A1V 1L7
Phone: 709-651-3940
Fax: 709-651-3021
www.cibc.com

Scotiabank

49 Roe Avenue
PO Box 382 A1V 1W8
Phone: 709-256-1500
Fax: 709-256-2768
www.scotiabank.com

Newfoundland & Labrador Credit Union

6 Roe Avenue
PO Box 130 A1V 1W5
Phone: 709-256-3537
Fax: 709-256-3976
www.nlcu.com

TD Canada Trust

92 Elizabeth Drive
PO Box 411 A1V 1W7
Phone: 709-651-3620
Fax: 709-651-3626

Hamilton Sound Credit Union

80 Roe Avenue
PO Box 388 A1V 1W8
Phone: 709-651-0500
Fax: 709-651-0505
www.hamiltonsoundcu.com

Solicitors

Easton Hillier Lawrence Preston

61 Elizabeth Drive
A1V 1G4
Phone: 709-256-4006
Fax: 709-651-2850

L. Nicole Connolly Law Office

136C Bennett Drive A1V 2E4
Phone: 709-651-1900
Fax: 709-651-1902

Archibald Bonnell Law

288 Airport Boulevard
PO Box 563 A1V 2E1
Phone: 709-651-4949
Fax: 709-651-4951
www.bonnellaw.ca

Commercial Land Available

Crossroads Business Park Gander

- Gander International Airport Authority development
- 150 Acres of commercial land available for lease

Contact:

Stephen Burbridge

Tel: 256-2614/Fax: 256-6725/Cell:571-2372

Email: burbridges@giaa.nf.ca

Baird Place – Gander Business Park

- Commercial land \$75,000 per acre
- Sized for demand

Contact:

Town of Gander

Economic Development Department

Tel: 651-5910/Fax: 256-5809

Email: dqinton@gandercanada.ca

Trans Canada Highway, Gander

- 8 Acres of commercial land located between James Paton Memorial Hospital and the North Atlantic Aviation Museum
- Sale price based on assessed value

Contact:

Town of Gander

Economic Development Department

Tel: 651-5910/Fax: 256-5809

Email: dqinton@gandercanada.ca

Strathallen

- 7.5 Acres of land on Cooper Boulevard
- Adjacent to Big Box development with recently approved access from Cooper Boulevard

•

Contact:

Ben Cressman– Asset Manager
Strathallen

Tel: 416-646-7353/Cell: 519-722-5013

Email: cressman@strathallen.com

Sobeys Land Holdings

- Approximately 4 acres of commercial land on Bennett Drive adjacent to Fraser Mall (former Canadian Tire site)

Contact:

Brian Hughes - Director, Real Estate

Sobeys Atlantic, Stellarton, Nova Scotia

Tel: (902) 752-8371 Ext. 8308

Fax:(902) 928-1639

Email: brian.hughes@sobeys.com

Armstrong Boulevard, Gander

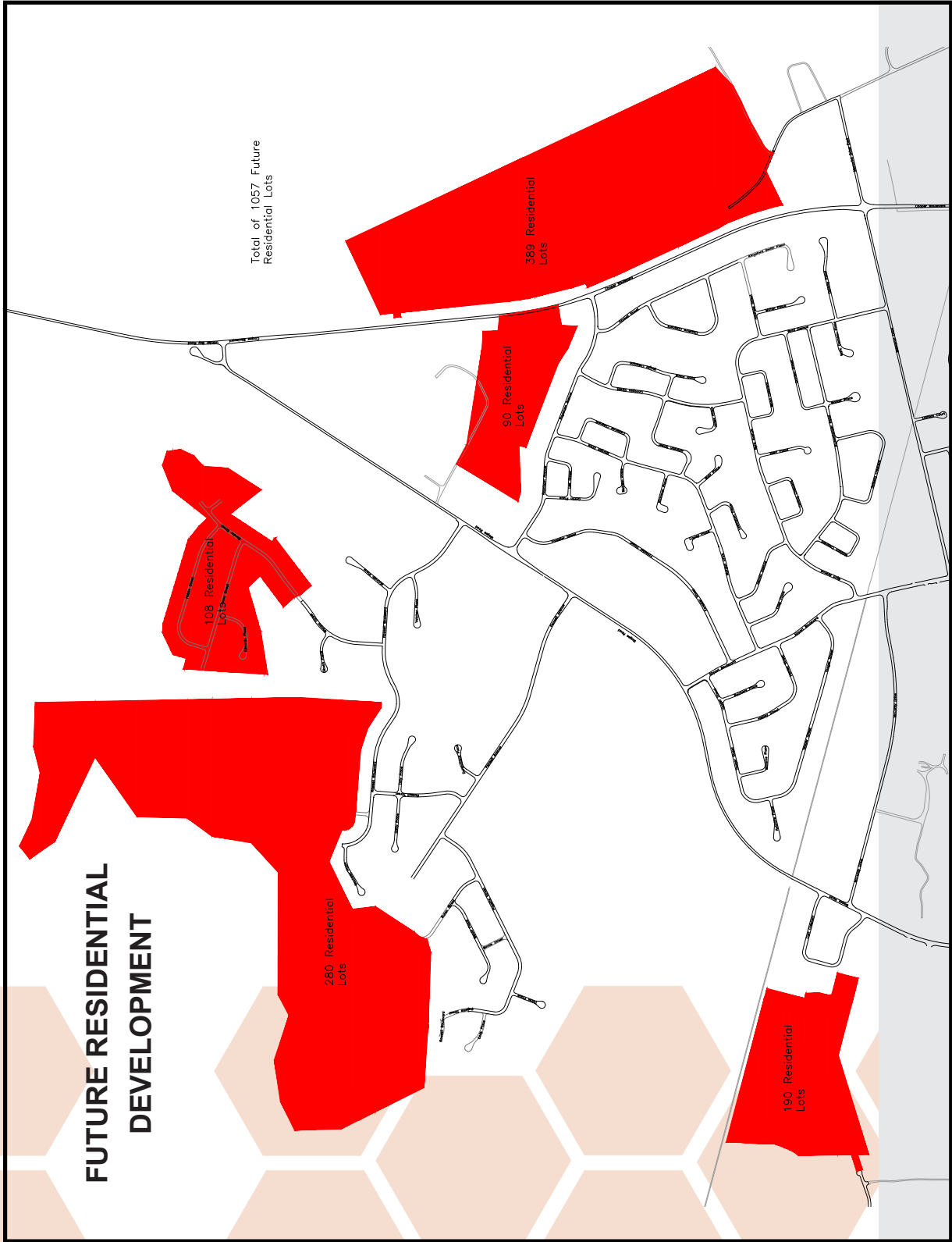
- 3 acres of commercial land
Located in the downtown area
For sale only

Contact:

The McCurdy Group

Tel: 709-256-3600





**FUTURE RESIDENTIAL
DEVELOPMENT**

Total of 1057 Future Residential Lots

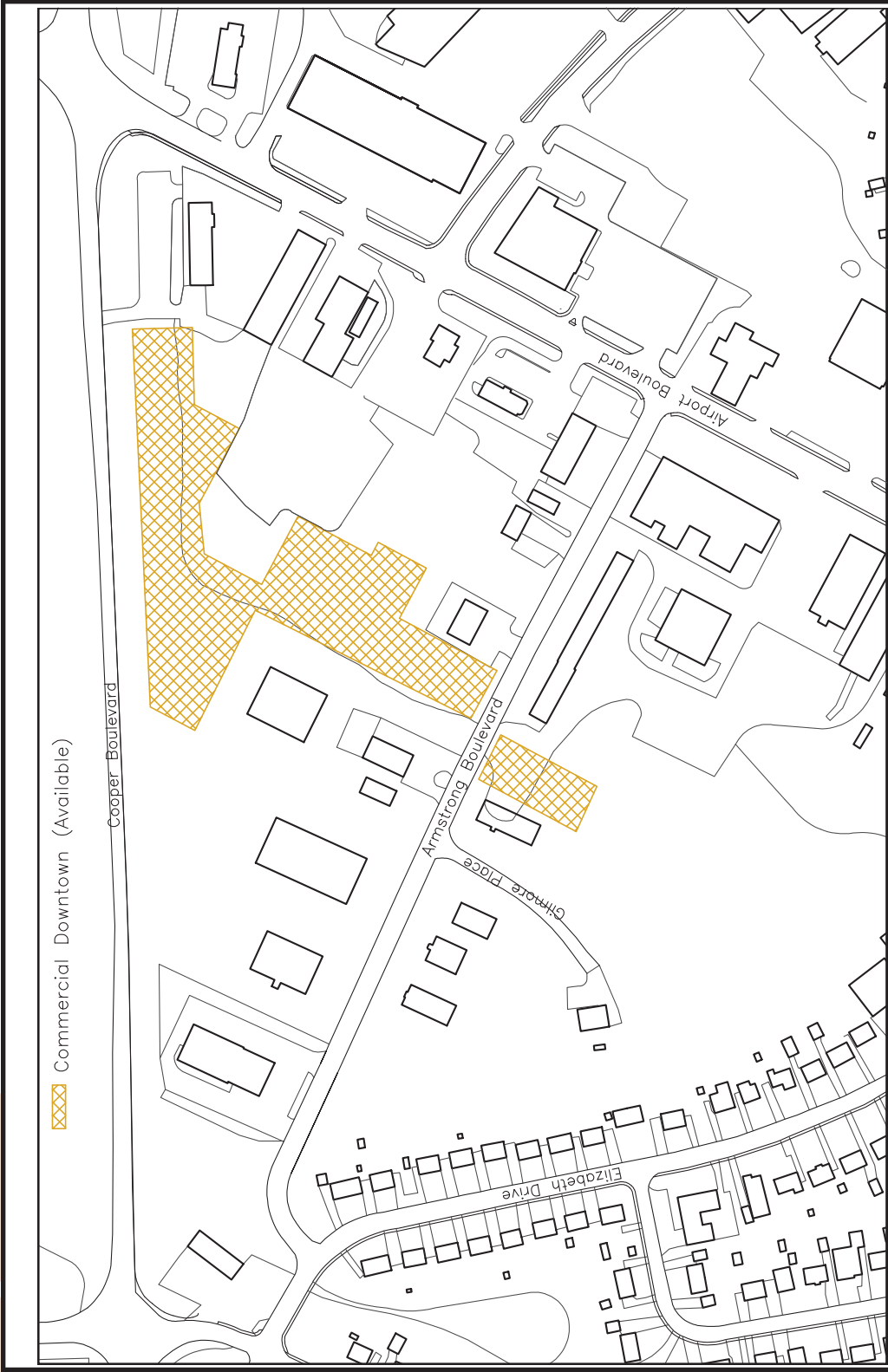
389 Residential Lots

90 Residential Lots

108 Residential Lots

280 Residential Lots

190 Residential Lots



 Commercial Downtown (Available)

Scale
1 : 3000

Drawn By
S. Blundon

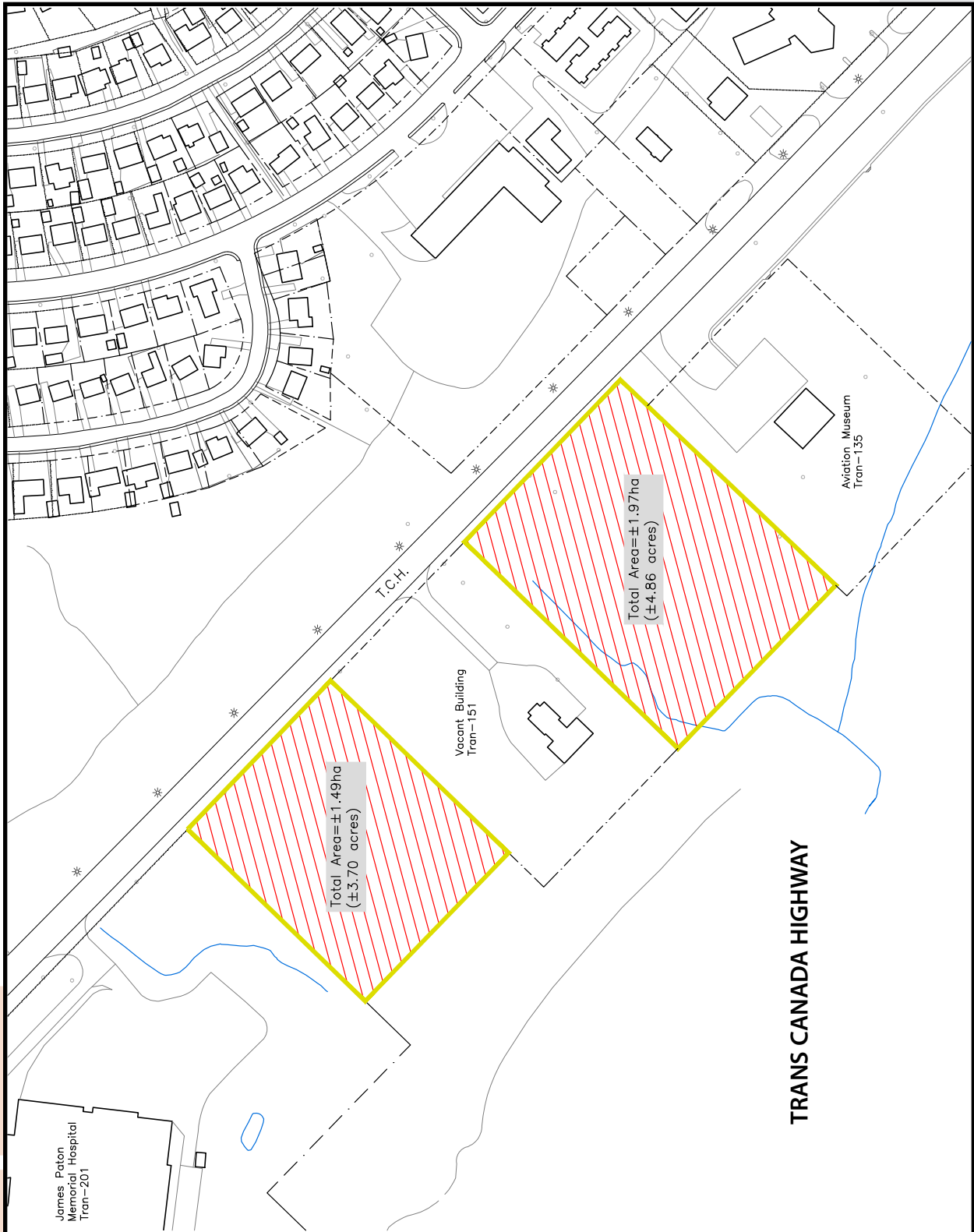
Drawing No.
12-904

Date
Aug. 2, 2012

Project
Armstrong Boulevard
Commercial Downtown

Town of Gander
Engineering Division
100 Elizabeth Drive Gander, NL A1V 1G7
Phone 651-5915 Fax 256-5809





Phase 1: Blue Shaded Region
 Phase 2: Red Shaded Region
 Phase 3: Green Shaded Region

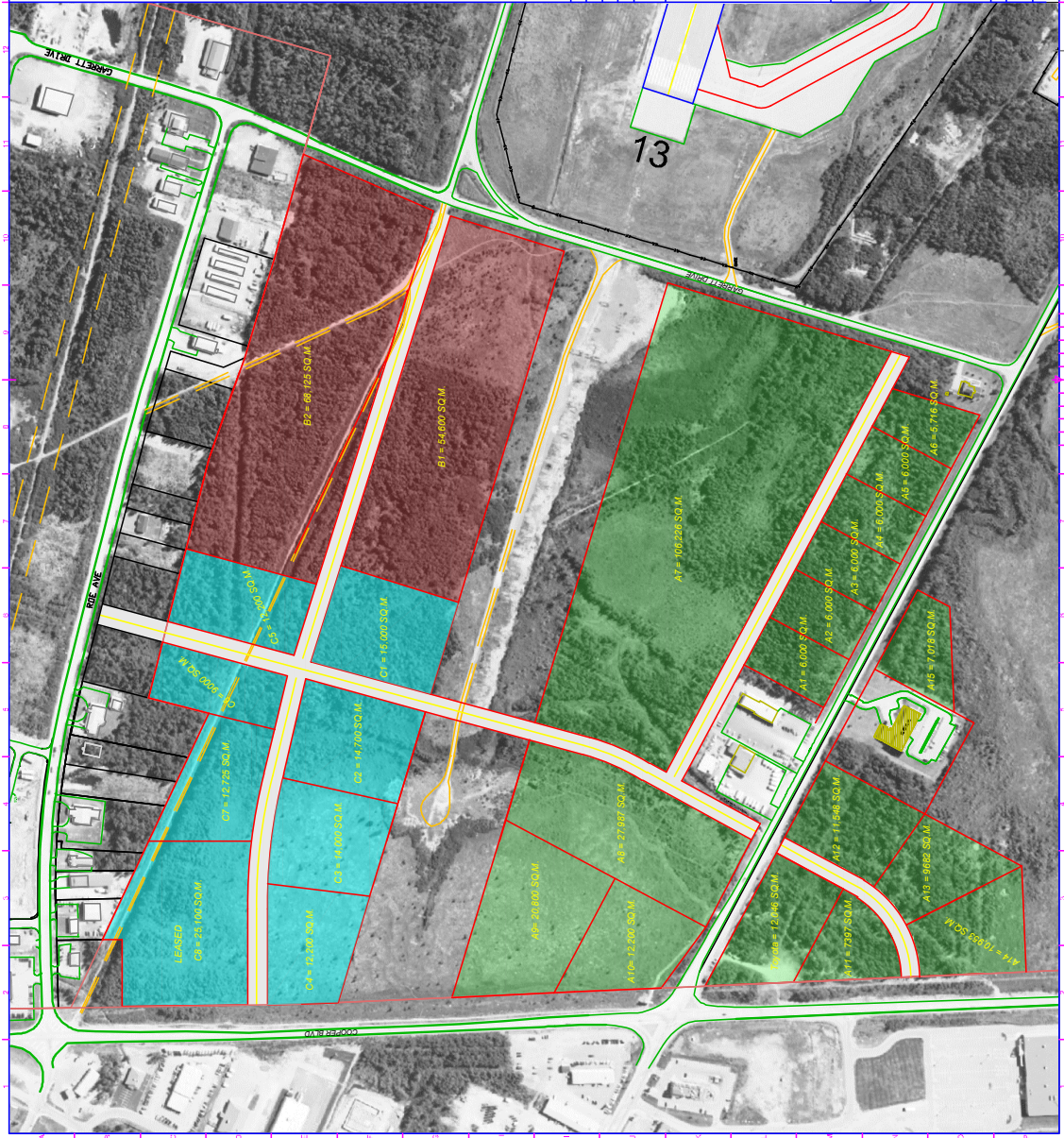
Rev No	Revision note	Date	Signature



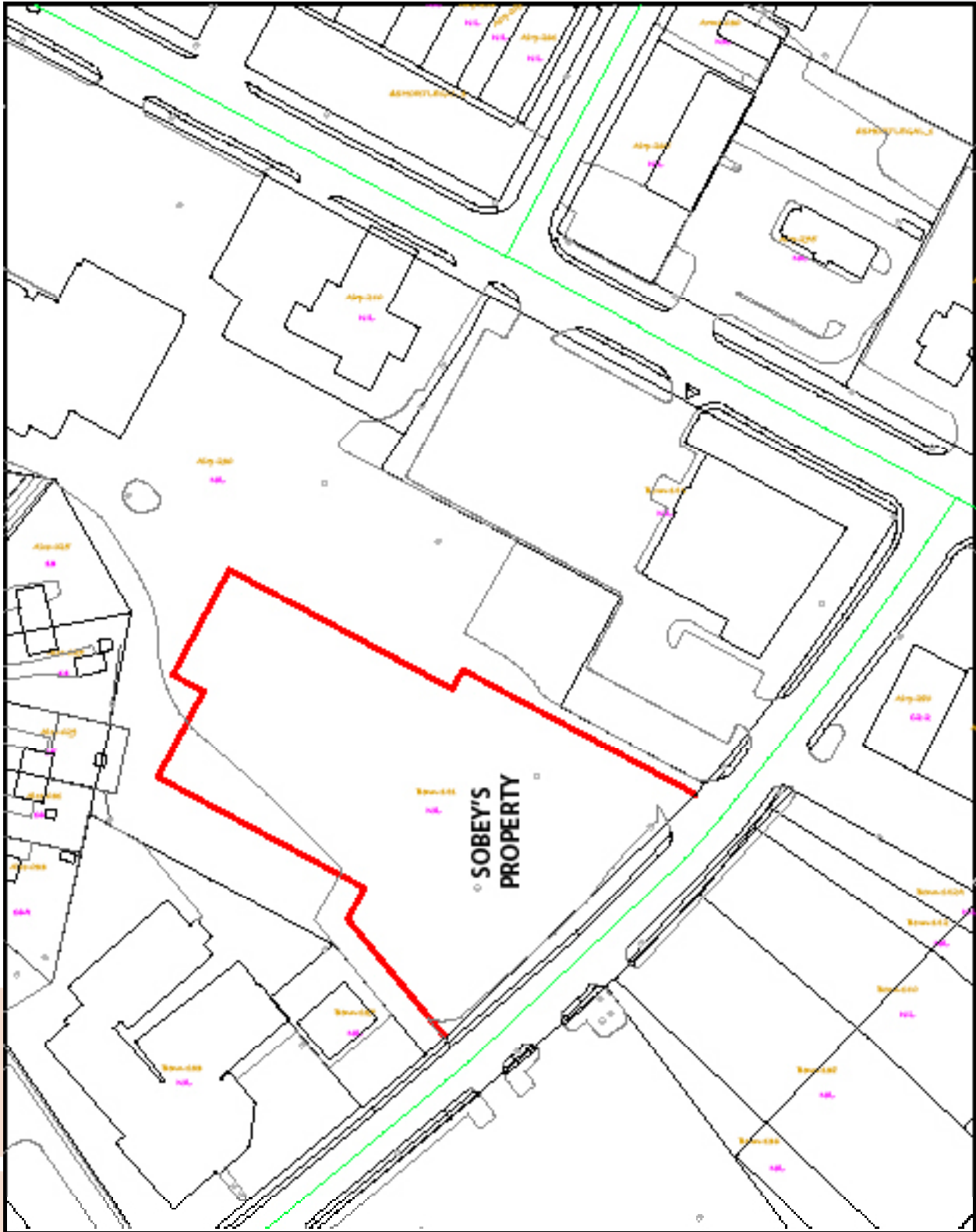
GANDER INTERNATIONAL AIRPORT AUTHORITY

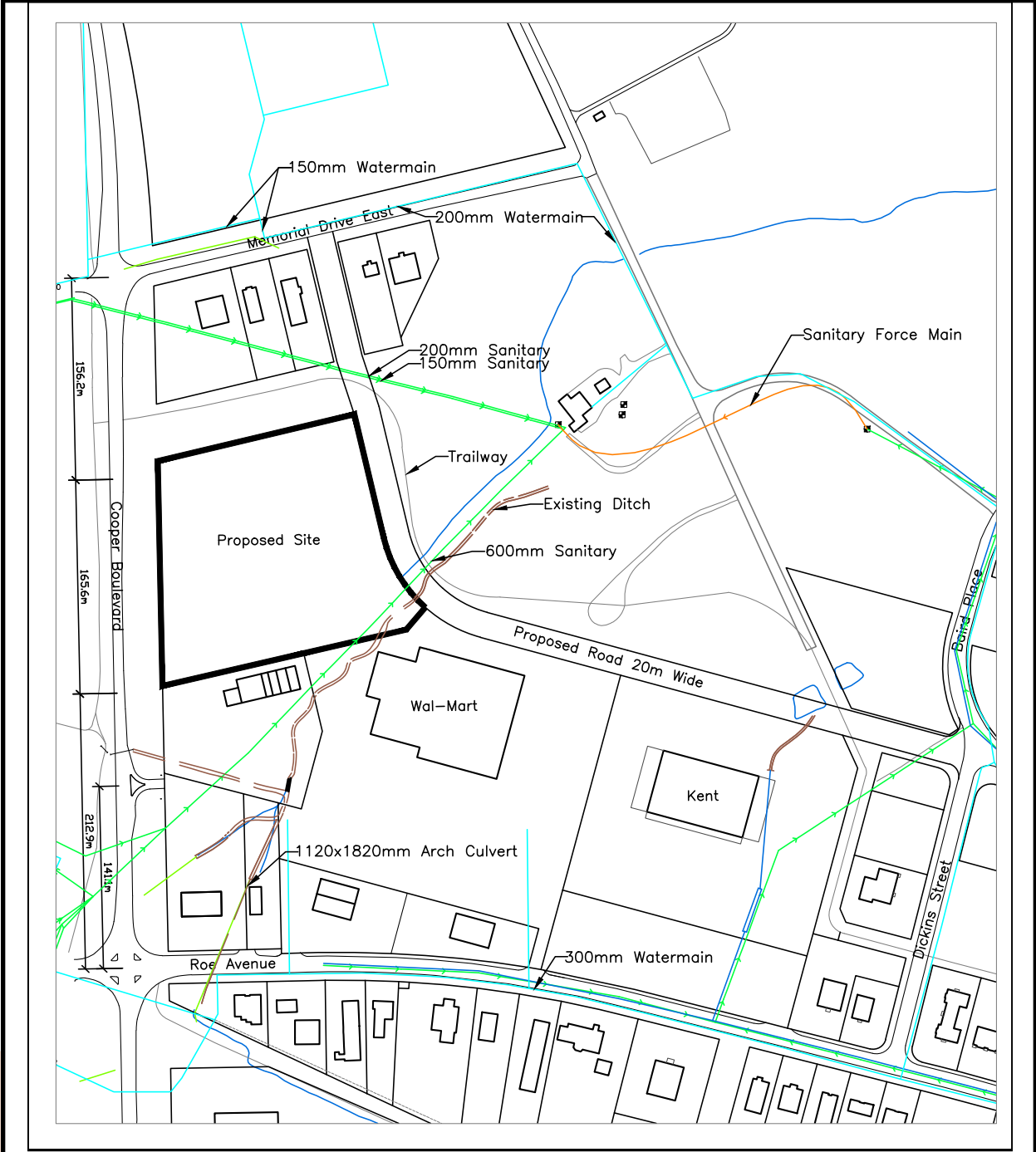
Title

Commercial Development Plan



File Name	description	material	dimension etc.	Reference
CECON	SPR	SPR	30% JUN13	Date JUN_2013
FILENAME	1.0	1/1	1/1	Scale NTS





Drawing Title:

SmartREIT Property

Drawn By:

B. Howell

Scale:

1 : 4000

Date:

March 26, 2012

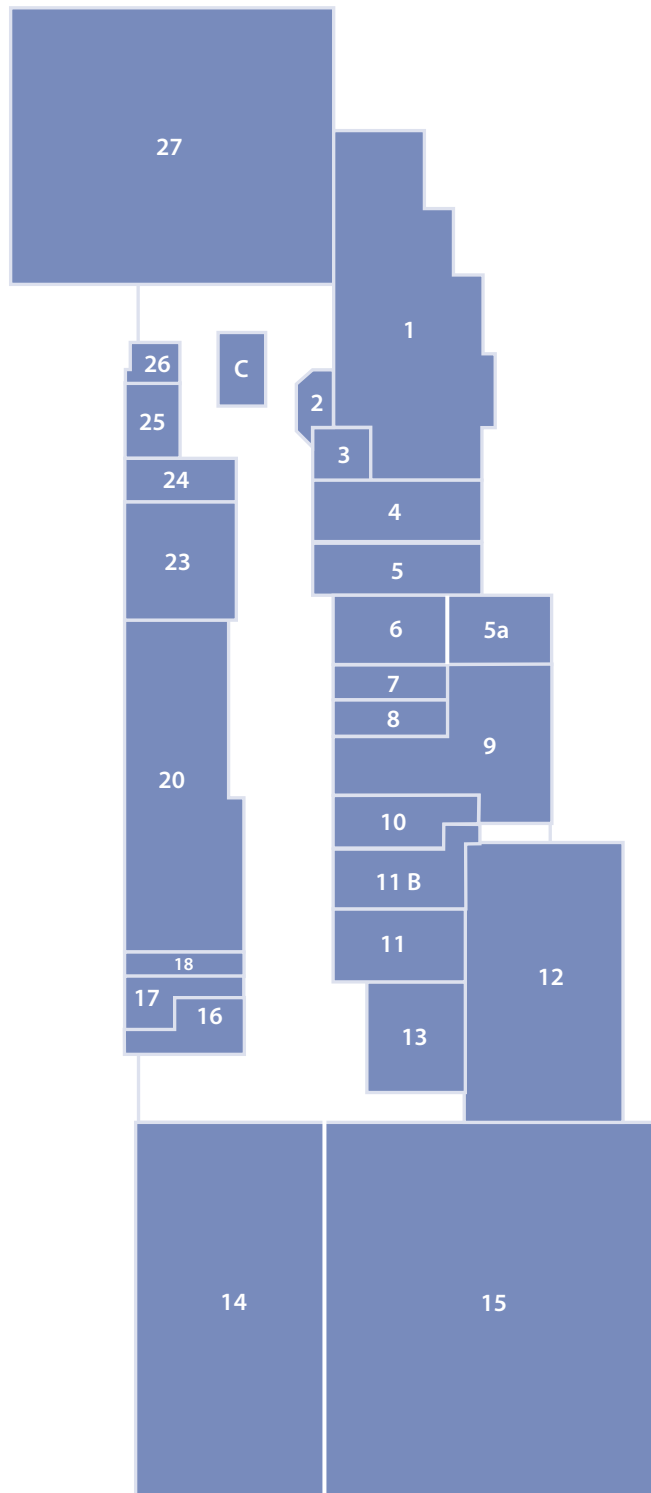
Drawing Number:

14-1011

Fraser Mall

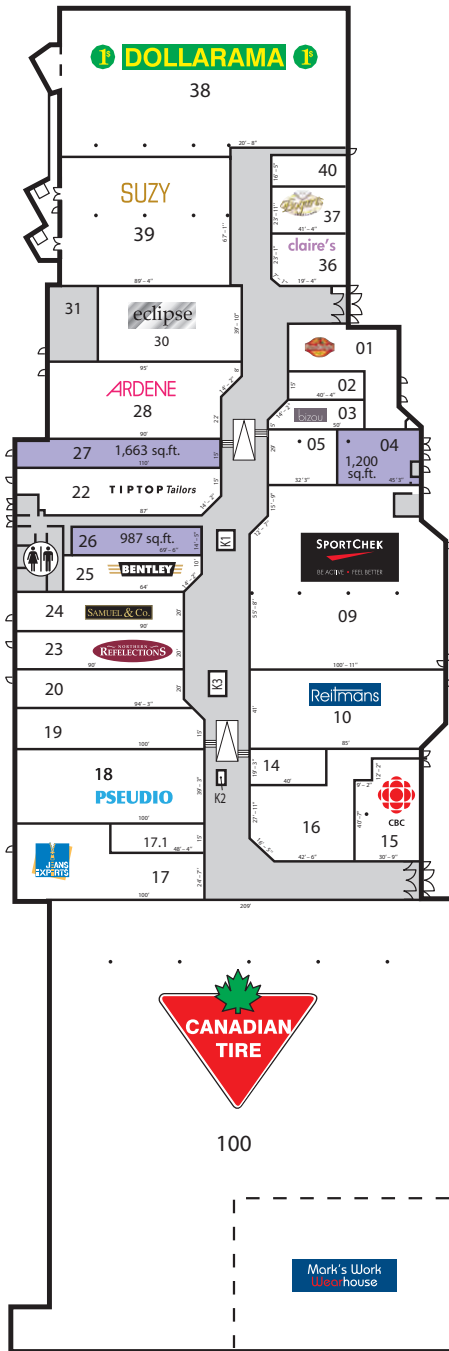
230 Airport Blvd
Gander, Newfoundland - A1V 1L7

	Boutiques - Sq. Ft.
1	Vacant - 6,400
2	Lotto Booth - 40
3	Vacant - 483
4	Dr. Thomas Chung - 2,000
5 & 5a	Vacant - 2,400
6	Bookworm - 1,000
7	Canadian Paraplegic Association & Gambo & Area Employment Corp. - 543
8	Vacant - 549
9	CIBC - 3,625
10	Fraser Mall Hair Studio - 1,485
11 & 11b	NL Employment Centre - 3,382
12 & 13	Provincial Government Office - 7,099
14	Great Canadian Dollar Store - 10,000
15	Vacant - 20,000
16	H & R Block - 971
17	Fraser's Pub - 1,070
18	Special Gifts - 930
20	Government Service Centre - 6,612
23	Ches's Fish & Chips - 2,435
24	Carlson Wagonlit Travel - 768
25	New & Used Computers - 829
26	Homefinders Real Estate - 211
27	Foodland - 13,394
2nd Floor - Provincial Government Offices	



GANDER MALL

132 BENNETT DRIVE, GANDER, NL A1V 2H2



STORE LIST

STORE LIST	SQ. FT.
01 Pizza Delight	2,177
02 LeGrow's Travel	621
03 Bizou	753
04 VACANT	1,200
05 2 nd Gear	943
09 SportChek	9,339
10 Reitmans	3,963
14 Nan's Pantry	770
15 CBC	1,574
16 Country Kitchen	2,657
17 Jeans Experts	2,820
17-1 Mainly Mags	1,100
18 Pseudio	3,868
19 Urban Shoe Company	2,184
20 Abbott & Collins (A&C)	1,840
22 Tip Top Tailors	2,558
23 Northern Reflections	1,830
24 Samuel & Co	1,800
25 Bentley	1,425
26 VACANT	987
27 VACANT	1,663
28 Ardene	3,661
30 Eclipse	3,200
31 Reitmans (storage)	199
36 Claire's	1,011
37 Bogart's Jewellers	984
39 Suzy	5,920
40 Telus	678
K1 Atlantic Lotto	
K2 Feel Wireless	
K3 Aliant	
38 Dollarama	11,347
100 Canadian Tire and Mark's Work Wearhouse	50,718
Gross Leasable Area	123,790
F/S VACANT (pad site)	20,000
F/S Dominion (Loblaws)	45,000
F/S NLC	

■ VACANT
May 25, 2015

The purpose of this rental plan is to identify the approximate location of the premises in the shopping centre. The Landlord reserves the right, at any time, to relocate, rearrange or alter the building(s) and structure(s) comprising the shopping centre, including the common areas from that shown on this rental plan. This plan is not to scale and only approximate.



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www.econo-malls.com

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Natacha Menard • 514 846-9824 • natacha@econo-malls.com

