



OVERVIEW OF NIAGARA PORTS: THE THOROLD MULTIMODAL HUB



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H O P A P O R T S



Meet HOPA Video

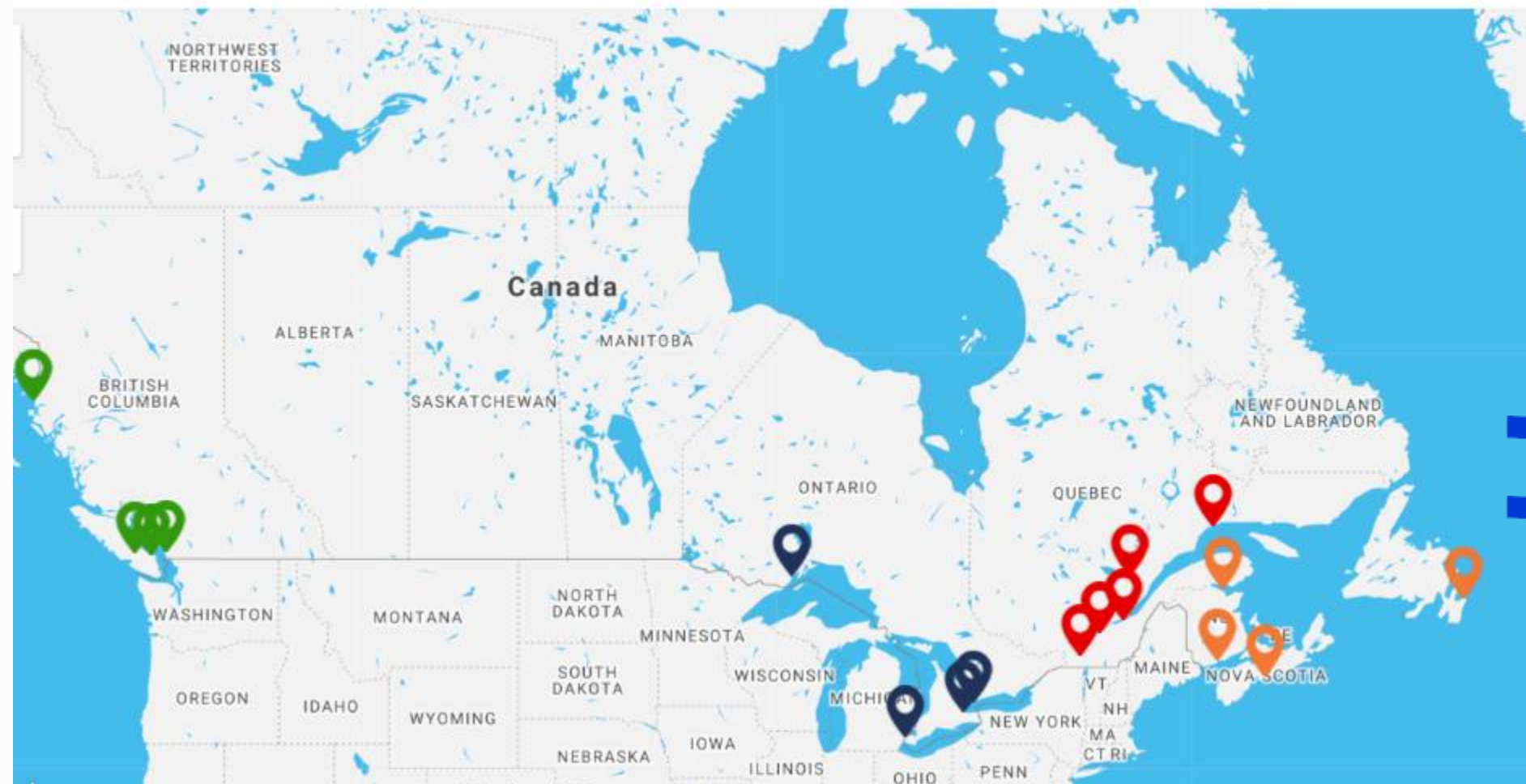
<https://www.youtube.com/watch?v=xVFF6EbaeVI>



WHO WE ARE

HAMILTON-OSHAWA PORT AUTHORITY IS ONE OF 17 PORT AUTHORITIES IN CANADA

HOPA's mandate is to facilitate trade and support Canadian industry, by providing industrial space, and efficient transportation connections.



WHO WE ARE

BMI is a Canadian Real Estate firm specializing in Restorative Development



BMI is a real estate, infrastructure, and business development company invested in building better communities, with a focus on the revitalization of underutilized industrial brownfield sites.

Invest 
in better.

WHO WE ARE

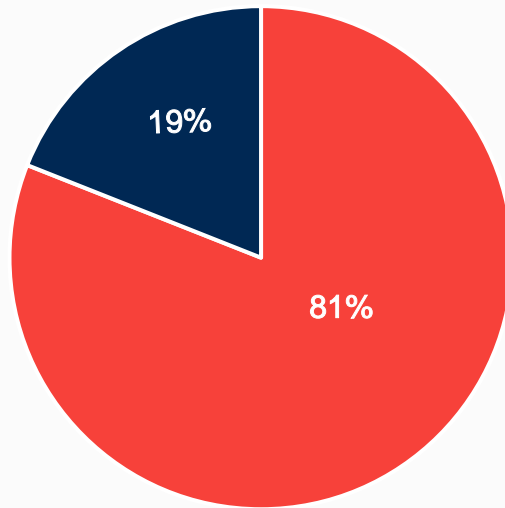
MANAGING WORKING WATERFRONTS ON THE CANADIAN GREAT LAKES



- Hamilton + Oshawa + Niagara
- 1,300 acres
- 10+ million MT cargo
- 700 vessel calls per year
- 150 tenant companies
- 60 staff

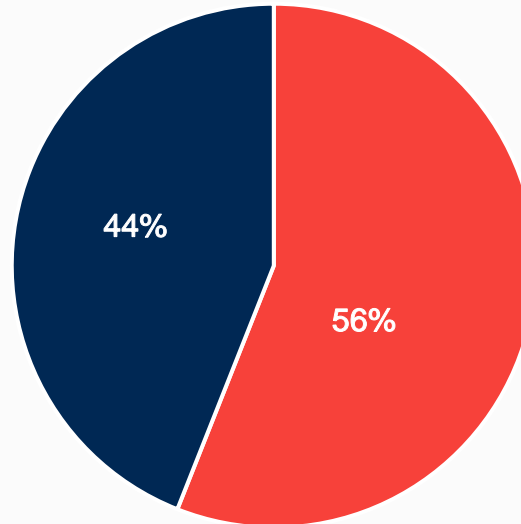
CARGO DIVERSIFICATION

2008



■ Steel-related ■ Diversified

2022



■ Steel-related ■ Diversified

Diversified cargoes have more than doubled from 19% in 2008 to over 44% in 2022





We manage 3rd party industrial properties

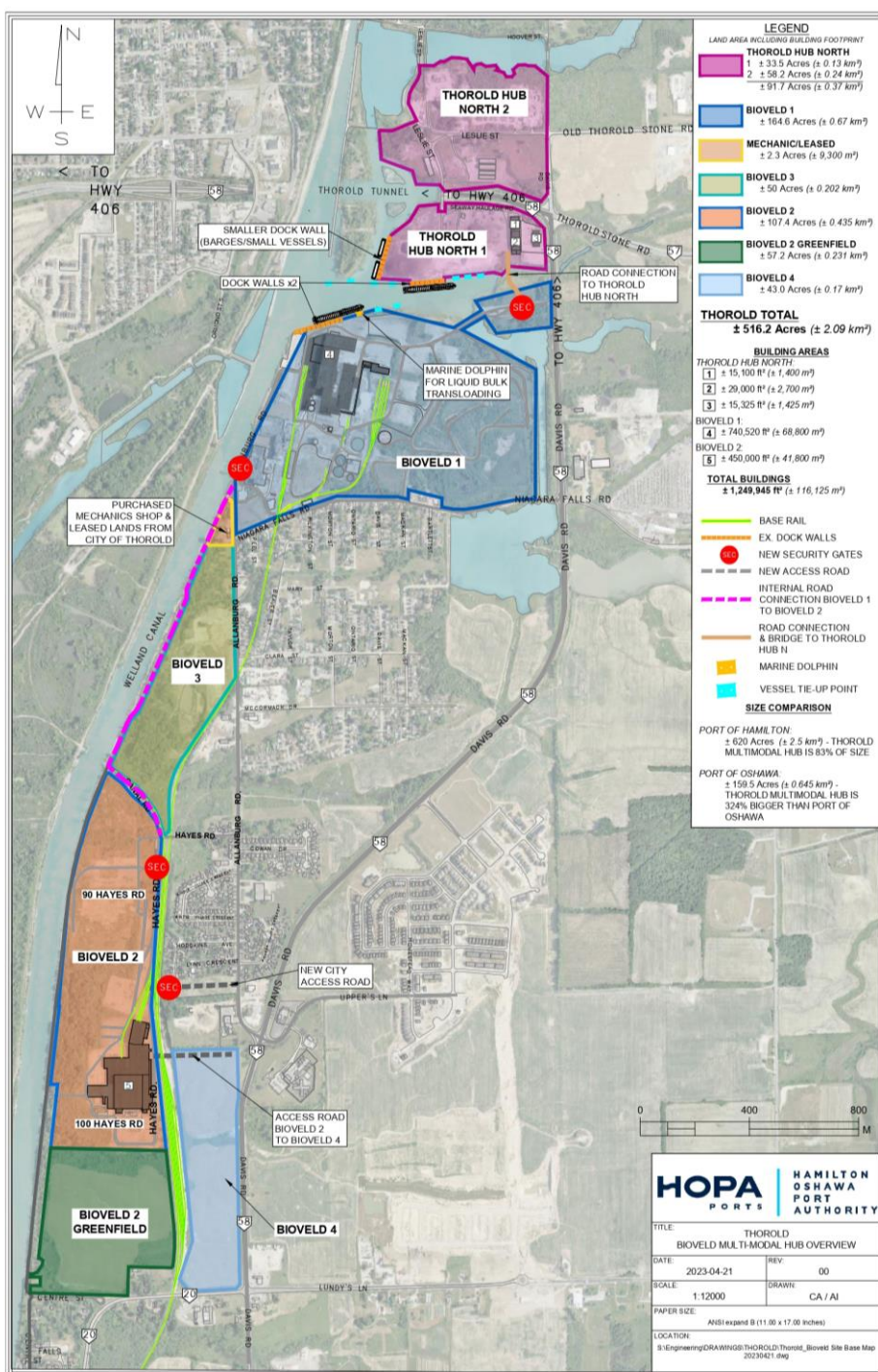
- Redevelop more brownfield sites in Ontario for modern industrial use
- Private or public sector owners tap into HOPA's expertise, brand and network
- **Managed Properties:**
 - **Thorold-Niagara – BMI Group - Bioveld Canada Inc.**
 - **Hamilton Pier 18 – Max Aicher North America**
 - **Hamilton Pier 23 – Great Bay Developments**



Niagara Ports Partnership

- Niagara Ports is the partnership between HOPA and the BMI Group
- HOPA manages more than 400 acres for BMI
- Leverages HOPA's marine sector experience and BMI's industrial restorative development skills
- Niagara Port Services is company formed to help provide value added 3PL services to Niagara tenants





NIAGARA'S OPPORTUNITY

NIAGARA'S STRATEGIC ASSETS

- Multi-modal transportation assets
- Industrial space
- Proximity to border
- Trade-oriented economic development team & strategy
- Entrepreneurial approach to growth
- 500 consecutive acres with marine, rail, and road accessibility

THOROLD HUB: THE RIGHT MODE AT THE RIGHT TIME



ROAD

Direct to highway; close to border



MARINE

Direct Seaway access & docking space



RAIL

Connected to CN line



NIAGARA'S OPPORTUNITY

Current Thorold Multimodal Hub Tenants

BIOVELD 1:

1. Butler Fleet Maintenance
2. Tora Inc.
3. Sucro Can Canada Inc.
4. Northland Power
5. Char Technologies Inc.
6. Skygauge Robotics
7. Sun Country Leisure Products
8. Canadian Foods Niagara
9. AP Products Inc.
10. Red Jar
11. Canadian Maritime Engineering
12. Emergency Welding Operations
13. Fortis Custom Builds Inc.
14. Ex Trans Cargo Inc.
15. Stormfisher
16. EVSX Corp.
17. Iron and Oak Rail Services
18. Niagara Port Services Inc.
19. Destiny Copper Inc.

20. Papineau Sandblasting Inc.
21. Province Brands of Canada

Bioveld 2:

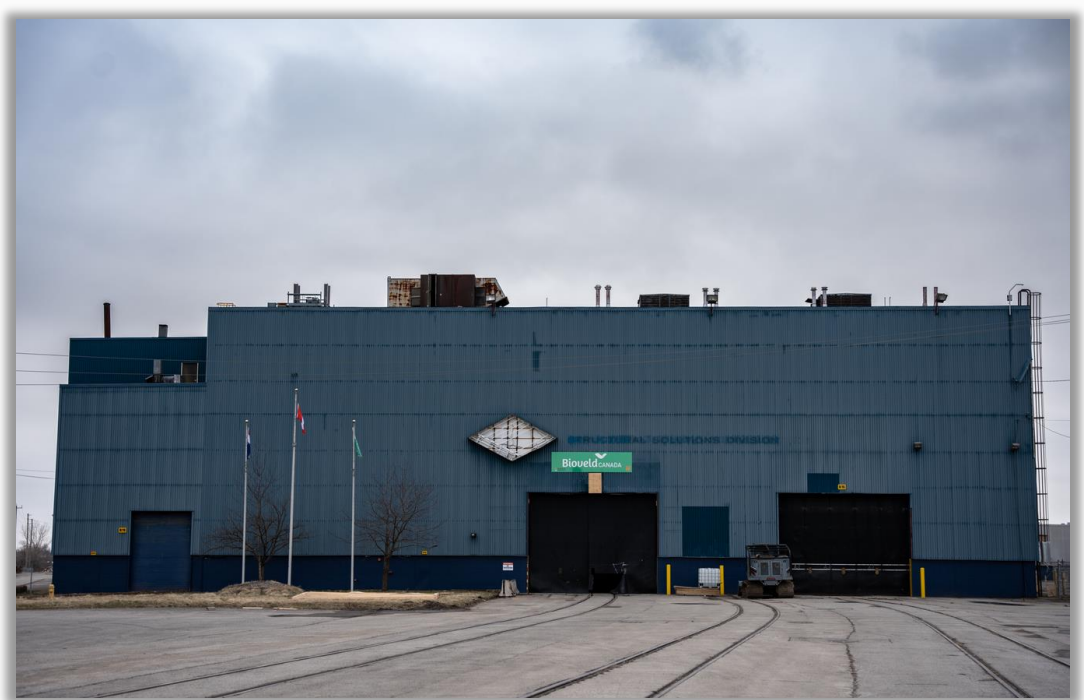
22. Durisol Ltd.
23. High Strength Plates & Profiles
24. Givr Chemical Corp.
25. Niagara Port Services
26. LTM Partnership
27. Arc Force Inc.
28. Tora Inc.

Thorold Hub North:

29. Federal Marine Terminals (FMT)
30. Ferromin Inc.
31. Inland Truck & Trailer
32. MRP Reinforcing Inc.
33. Carbon Activated

BIOVELD 2 – NEW ACQUISITION

- Former Hayes Dana Automotive Manufacturing Plant
 - Vacant for 10+ years
- **450,000sqft** of high ceiling, craned, manufacturing space
- **165 acres**, including 50-acre greenfield site for build-to-suit
- Purchase closed Dec 23, 2022 – Already 5 deals total **250,000sqft** and up to **250 jobs** for existing building



NEW OPPORTUNITY

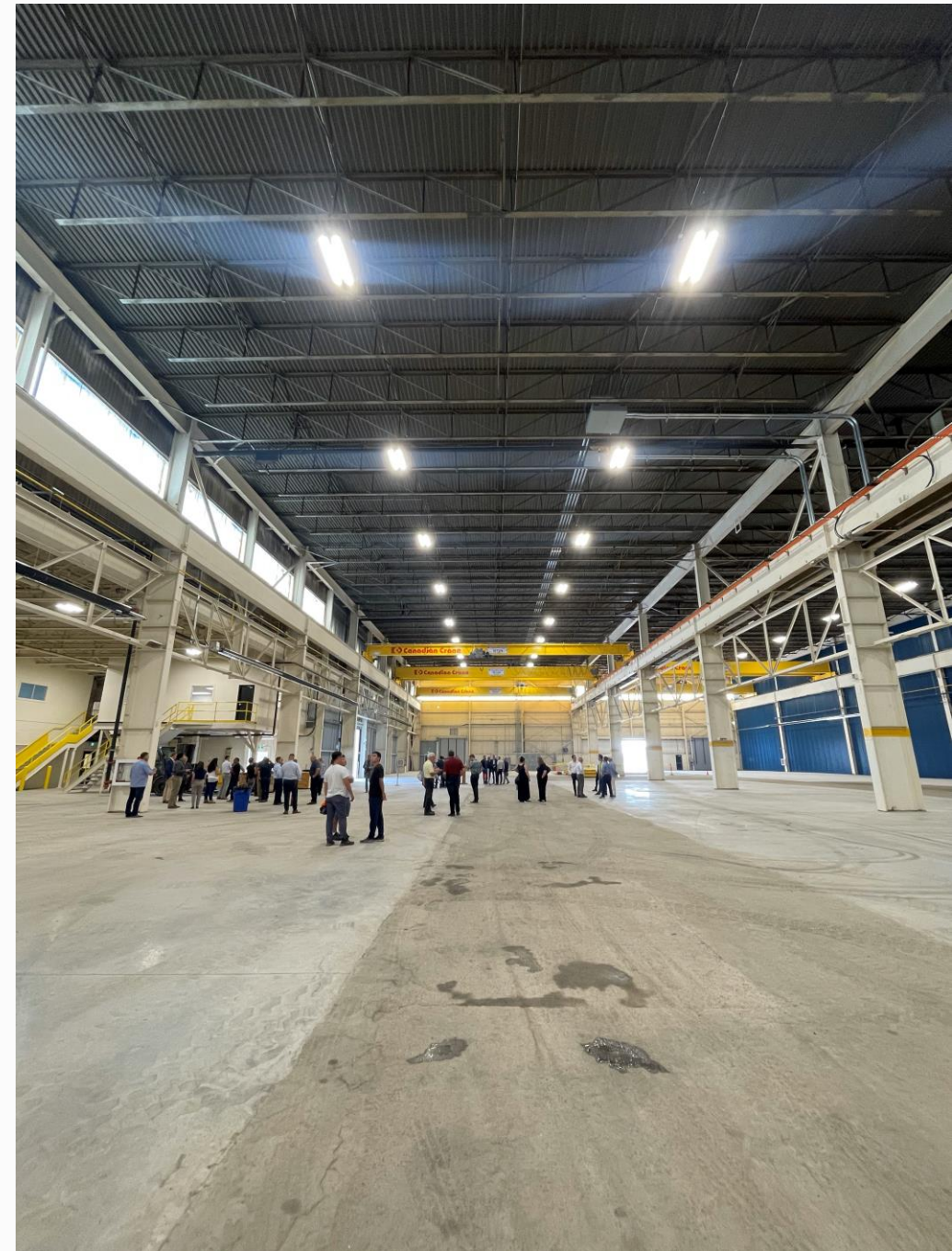
High Strength Plates & Profiles

- New Tenant for Bioveld 2 – 92,000sqft
- Specializes in processing and distribution of abrasion-resistant steel to customer specs
- Imports steel via marine & rail to other ports and forced to truck long distances. Eliminated by expanding to the marine accessible Thorold Multimodal Hub
- Will be a strong user of the Thorold Hub's marine & rail transloading assets
- Creating 40-60 jobs



ASSET TRANSFORMATION

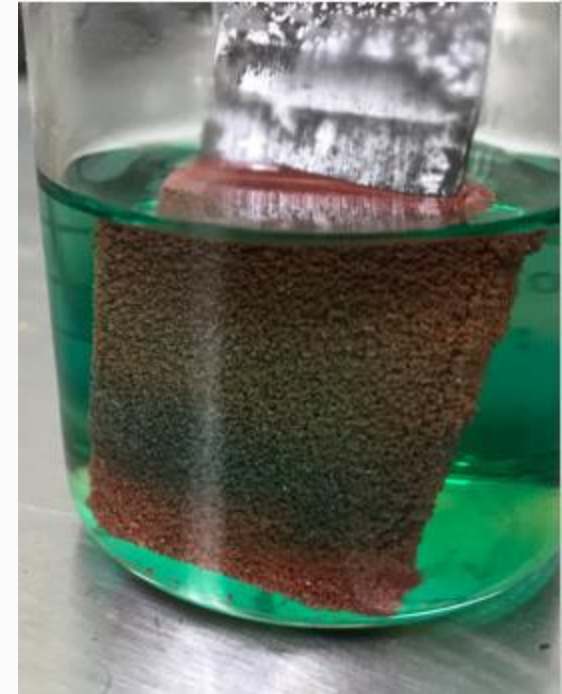
High Strength – Before & After



NEW OPPORTUNITY

DESTINY COPPER INC.

- New Tenant for Bioveld 1
- Start-up that developed an innovative, low-cost, modular, cleantech hydro-metallurgical Copper extraction system.
- Environmentally friendly “green” copper solution
- Partnership with nearby Brock University
- Renting 2nd floor former Pulp Mill Maintenance Shop –will convert into small demo-plant for copper extraction, and laboratory space



ArcForce Mezzanines & SC Elevators

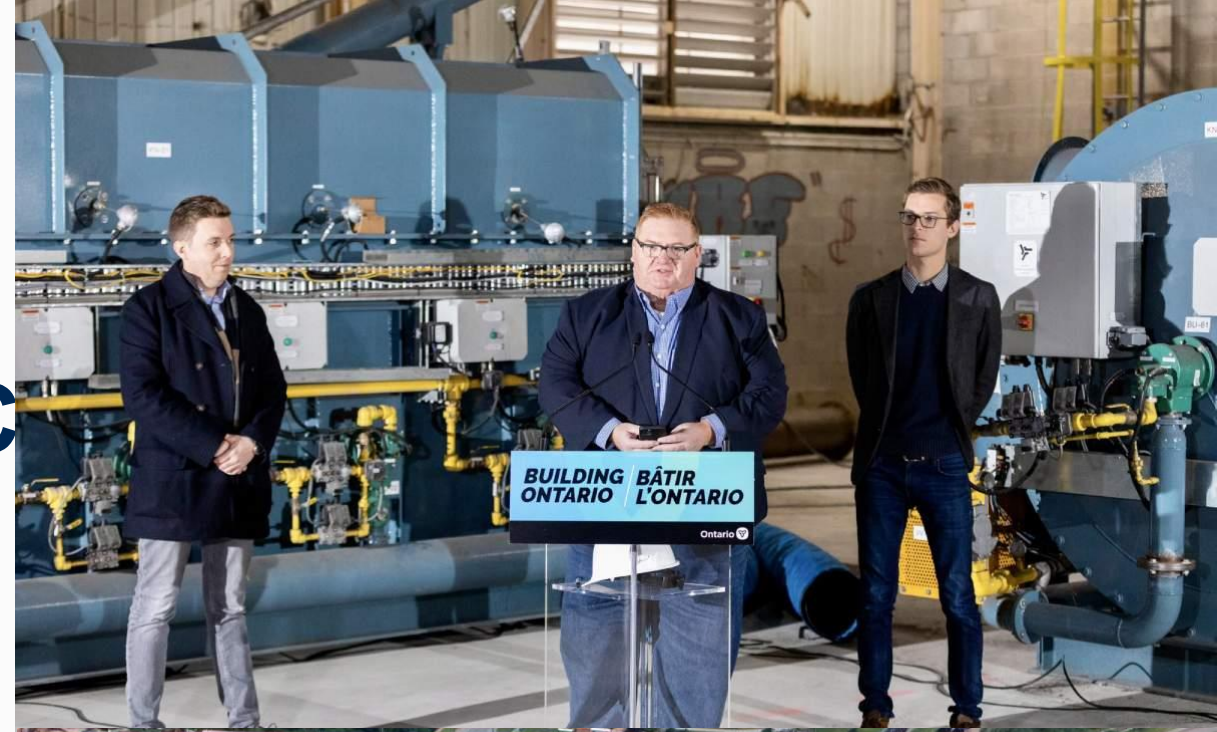
- Leased 60,000sqft at Bioveld 2
- Manufactures industrial mezzanines and cargo elevators
- ArcForce purchased SC Elevators to complement their mezzanine business
- Intends to make use of high ceiling / heavy crane assets at Bioveld 2
- As business expands, could use Thorold marine assets to import raw materials



NEW OPPORTUNITY

CHAR TECHNOLOGIES INC

- New Tenant for Bioveld 1
- CHAR is building a pyrolysis facility at the Thorold Multimodal Hub.
- Pyrolysis is a heating process that converts discarded wood into renewable natural gas and bio-carbons, in an effort to provide other industries with a cleaner energy source.
- Governments of Ontario and Canada are investing more than \$11.3 million into CHAR's development in Thorold



Province Brands of Canada

- New Tenant for Bioveld 1
- Start-up in Research & Development stages for sustainable sugar and beer products from hemp proteins
- Received federal funding for research
- Rented 5,900sqft of former Paper Mill Workshop/Mechanical Offices
- Converted to lab and shop for test plant
- After R&D stages, potential expansion to 15,000sqft to 20,000sqft for demo plant in 6 months – 1 year





NEW OPPORTUNITY

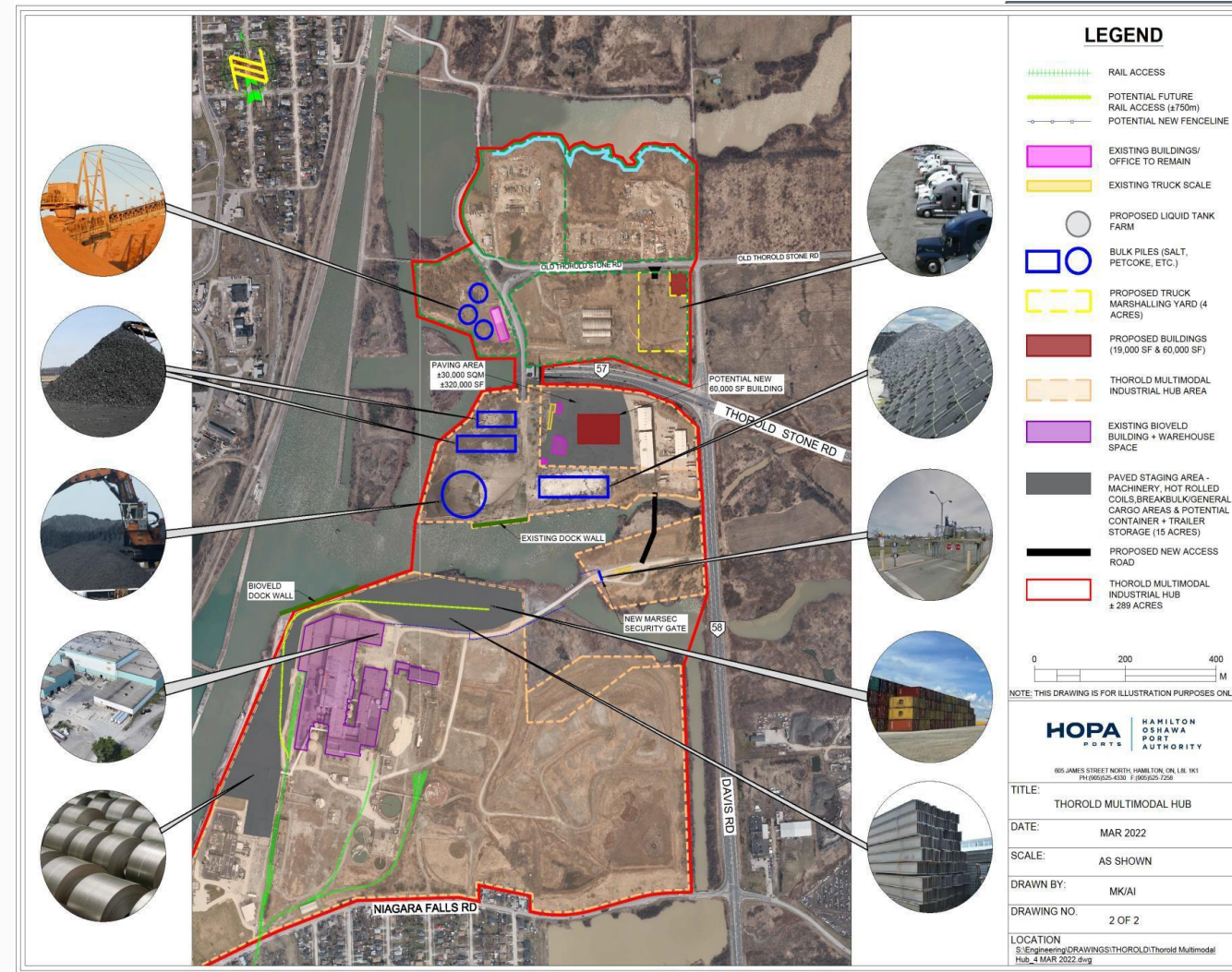
Niagara Port Services – Bioveld 2 Expansion

- Expansion to 50,000sqft 55ft ceilings rail transloading bay at Bioveld 2
- Target on rail transloading
- Other Bioveld 2 tenants – Givr & High Strength can make use of NPS transloading services

SITE IMPROVEMENTS

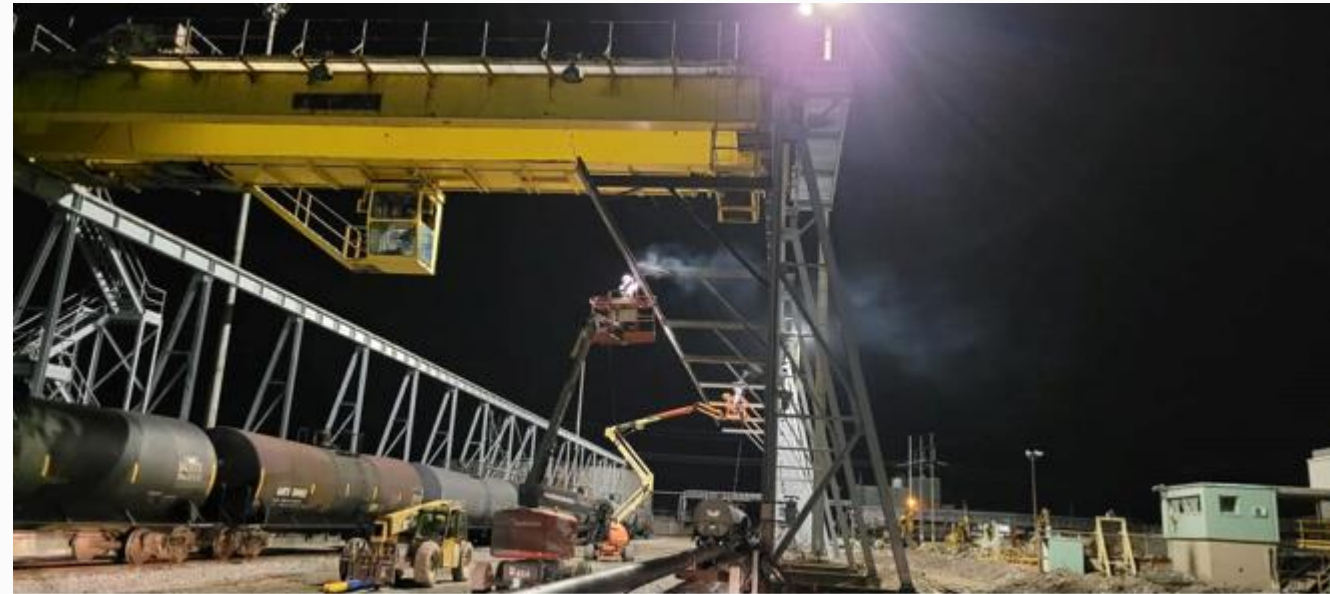
NTCF Thorold

- National Trade Corridor Fund (NTCF) application
- \$19m in capital improvements
- Thorold Hub N – Marine bulk
- Bioveld 1 – Marine Break-Bulk, Liquid Bulk, & Rail
- Support for green energy users



Rail Rehabilitation & Transloading Project

- Re-opening of rail transload terminal at Bioveld 1
- Partnered with Niagara Port Services to transload petroleum products for Petro-Canada
- 14-20 rail cars per day



SITE IMPROVEMENTS

Dock Wall Upgrades

- The Seaway dredged the Bioveld Dock Wall in Fall 2022
- Coast Guard Vessel hauled-out for work by Canadian Maritime Engineering
- Winter maintenance & 5-year inspection on 2 additional vessels winter 2023
- Future opportunities for winter maintenance on-land & in-water at dock
- Working with Seaway for certification for full size vessels





THANK YOU



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