



Report
Staff Report
The Corporation of the City of Brampton
10/22/2025

Date: 2025-10-03

Subject: **Update Economic Development Office Tariff – Brampton’s Economic Resilience – Tariff Action Plan**

Contact: Paul Aldunate, A/Senior Manager, Economic Development and International Relations, Economic Development Office

Report number: CAO's Office-2025-770

RECOMMENDATIONS:

1. That the update report from Paul Aldunate, Senior Manager, Economic Development and International Relations to the Committee of Council Meeting of October 22, 2025, re: **Update Economic Development Office Tariff – Brampton’s Economic Resilience – Tariff Action Plan**, be received;
2. That staff continue to monitor trade relationship with the U.S. and provide updates as required regarding Brampton’s Tariff Action Plan.

OVERVIEW:

- **This report provides an update to the staff report from the Office of the CAO2025-322 titled “Brampton’s Economic Resilience Tariff Action Plan.”**
- **The imposition of U.S. tariffs has created challenges for Brampton businesses, particularly advanced manufacturing, automotive and the steel and aluminum industries, disrupting supply chains, elevating costs and complicating their efforts to maintain a competitive advantage in a globally interconnected market.**
- **A growing ‘Buy American’ sentiment, combined with recent immigration policy changes, are also disrupting operations and adding to the uncertainty for Brampton businesses.**
- **On February 26, 2025, City Council passed a motion calling for the creation of the Mayor’s Tariff Task Force to support economic resilience and explore non-U.S. market opportunities.**
- **The first Task Force meeting was held on April 8, 2025, giving local businesses a forum to share concerns and help shape the City’s response.**

- **The second Task Force meeting will be held on December 15th, 2025 with an opportunity to connect with the Minister of International Trade, Honourable Maninder Sidhu.**
- **This report also recaps the City’s actions to date in response to existing and proposed U.S. tariffs and highlights upcoming initiatives coordinated through the City’s Economic Development Office (EDO).**
- **The City of Brampton Economic Resilience Tariff Action Plan has received an award from the Economic Development Association of Canada (EDAC). This national recognition celebrates innovative strategies that strengthen community resilience, drive economic growth and support long-term prosperity.**
- **There are no financial implications resulting from this update report.**

BACKGROUND:

To date, the U.S. has imposed several tariffs on goods imported from Canada. A general 25% tariff applies to most Canadian imports with the exception for those under the existing Canada-United States – Mexico Agreement (CUSMA).

As of August 1, 2025, the United States tariffs on key Canadian exports include:

- 35% tariff on Canadian goods, with the exemption of CUSMA-compliant products (increased from 25% to 35%).
- 40% tariff on trans-shipped non-CUSMA compliant goods.
- 25% tariff on Canadian-assembled vehicles with non-U.S. components, imposed April 3, 2025.
- 50% tariff on steel and aluminum imports from Canada, with no CUSMA exceptions, imposed June 4, 2025.
- 50% tariff on semi-finished copper products (pipes, rods, wiring, etc.) excluding raw ore or scrap, imposed on June 4, 2025
- 10% tariff imposed on energy, energy resources and potash, imposed March 4, 2025.

The City has been proactive in its response to the impacts of these tariffs on the local economy and has supported the business community with the actions listed below:

- **January 29, 2025:** Council directs staff to explore options for a “Made in Canada” procurement policy.
- **February 26, 2025:** Mayor Brown attends the Special Auto Mayor’s Caucus meeting and announces the creation of a Tariff Task Force to engage with local business leaders, assess the impact of U.S. tariffs, gather input and coordinate collaborative action.

- **February 27, 2025:** Mayor Brown writes letter of support to advocates on behalf of the City of Brampton to the federal government regarding the impact of tariffs.
- **March 3, 2025:** The City announces a national “[Stand for Canada](#)” campaign and “Made in Canada” procurement policy. The campaign encourages municipalities across Canada to adopt a ‘*Made in Canada*’ Cities approach and seek public support for the initiative. The procurement policy prioritizes Canadian businesses in City procurement, with exceptions made for American vendors only under specific circumstances. The City spends over \$350 million annually on goods, services, and construction, with approximately 10% of active contracts (valued at \$35 million) awarded directly to U.S. vendors. Notably, over 98% of the City’s vendors are based in Canada.
- **March 6, 2025:** Mayor Patrick Brown participates as part of a delegation from the Federation of Canadian Municipalities (FCM) Big City Mayors Caucus and Ontario Big City Mayor’s Committee to Washington, DC, to advocate for Brampton businesses.
- **April 8, 2025:** The City launches the [Trade & Tariff Resource Hub](#) on the InvestBrampton web page.
- **April 8, 2025:** The City hosts the first Mayor’s Tariff Task Force – Business Roundtable, with leaders from Brampton’s business community representing the automotive, steel, aluminum and plastics, food processing, life sciences, innovation and technology and small business sectors.
- **April 23, 2025:** The City's EDO launches the Economic Resilience Tariff Action Plan. Simultaneously, the City releases a Business Impact Survey to better understand the specific challenges businesses are facing.
- **May 5, 2025:** The City, through the Brampton Entrepreneur Centre (BEC), launches the “**Go Global**” initiative, designed to help Brampton-based small and medium-sized businesses scale, export and expand into new markets.
- **May 28, 2025:** The City advocates on behalf of impacted businesses at the Federation of Canadian Municipalities Conference. The City of Brampton urged the federal government to provide emergency financial assistance to help Canadian businesses offset shipping costs and access new markets, which would allow them to remain competitive and resilient in the face of new and emerging trade barriers.
- **August 17, 2025:** The City advocates on behalf of impacted businesses at the Association of Municipalities of Ontario Conference to the provincial government. The City calls on the Province to support the advanced manufacturing sector by establishing a dedicated funding stream to support affected businesses, strategic investment opportunities, operational support, employment, R&D, encourage

innovation, enhance global competitiveness and encourage businesses to transition to local sourcing and reduction of dependency on international supply chain.

- **August 29, 2025:** U.S. halts duty exemption for goods coming into the U.S. valued under \$800, known as the 'de minimis' exemption. This is based on the country of manufacture and not the country of export. This impacts many Canadian small businesses that ship goods to US customers.

The City's EDO continues to share the latest news and updates through the InvestBrampton website, which also offers information on resources, funding opportunities, events, and networking and learning opportunities for Brampton businesses.

CURRENT SITUATION:

Connect, Support & Advocacy:

May 2025: The Government of Ontario releases their Trade Impacted Communities Program funding stream. The City of Brampton is currently exploring opportunities to apply for Stream 1 and Stream 2 funding to support the diversification of the Brampton economy into new markets.

- Brampton in partnership with STEM Canada is applying under Stream 2 to run a Robotics & AI Center of Excellence (RAICoE), will that equip Ontario's workforce and businesses with cutting-edge skills, tools, and global trade opportunities in robotics, AI, and advanced technologies.
- Under Stream 1, Brampton is leading a second application to support Economic Diversification into key sectors including aerospace, space and defense. If this is approved by the Provincial Government, it will include a supply chain mapping exercise and incentives for impacted businesses to diversify.

August 2025: The Government of Canada releases the Regional Tariff Response Initiative to help businesses adapt to rising costs and new trade barriers. Eligible businesses are encouraged to join upcoming virtual program information sessions to learn more.

- City staff will assist Brampton manufacturers in receiving financial relief, boosting productivity and competitiveness and expanding into new markets. Several companies have already shown interest in the program.

August and early September: Prime Minister Carney visited Germany, Poland, Latvia, and the United Kingdom as part of a broader effort to strengthen relationships with European allies. The focus of the visit was on advancing cooperation in key areas such as trade, energy, critical minerals, defence, and aerospace.

- Leading up to the Prime Minister's visit, during the second quarter of 2025, Germany emerged as the top country of origin for international traffic to the InvestBrampton website, indicating a heightened level of interest and engagement from German stakeholders.
- Brampton is home to the Canadian headquarters and operations of several prominent German companies, including A. Berger Precision, SEW Eurodrive, IREKS, SHW Pump and Drive, and Multivac Canada, collectively employing approximately 1,000 people.
- Brampton Economic Development works closely and leverages partners such as Invest Ontario, OMAFRA, Ontario Food Cluster, Invest Canada, Global Affair Canada, Trade Commissioner Services and others to help diversify and strengthen international economic ties.

September 19, 2025: The federal government has launched public consultations on the operation of CUSMA, its second formal consultation since 2024. Canadians are invited to share their views to help inform Canada's preparations for the first joint review of the agreement. Submissions are open from September 20 to November 3, 2025.

- City staff will consolidate and solicit feedback from participants of the Mayor's Tariff Task Force and other Brampton businesses to provide clear input for the federal government's consideration.

October 24, 2025: The Association of Municipalities Ontario (AMO) will host a Municipal Trade and Tariff Forum to provide an assessment of tariff and trade disruptions and their impact on Ontario municipalities and the business sector. Forum is anticipated to include discussions and identifying measures to address and mitigate these impacts.

- City staff will participate in the event as part of Brampton's ongoing engagement with AMO and broader response to the ongoing trade disruption and tariffs.

November 4, 2025: The Government of Canada will present the 2025 federal budget. The Minister of Finance indicated that the broad parameters that will guide the federal fiscal blueprint, include managing costs for Canadians, private investment attraction and strengthening of Canada's relationships with reliable trading partners and allies, and a new fiscal discipline in day-to-day operations, ensuring services are more efficient and reliable while focusing resources on the long-term growth.

- City staff will analyze the forthcoming budget document to identify potential opportunities for the City and pursue even deeper collaboration with the federal government through advocacy and direct engagement.

These initiatives directly support the City's ongoing advocacy efforts, including 2025 pre-budget submissions, the Federation of Canadian Municipalities (FCM) annual conference and the Association of Municipalities of Ontario (AMO) annual conference.

EDO remains committed to championing the interests of Brampton businesses at all levels of government.

The City's EDO has directly supported several Brampton businesses in navigating tariff challenges with the help of the provincial and federal government agencies. In one case, a local advanced manufacturing company struggling to access federal support for aluminum foil tariffs successfully obtained a remission order after City advocacy. In the food and beverage sector, one company avoided relocating to the U.S. by confirming CUSMA coverage for key ingredients, while another was able to continue importing freezer equipment tariff-free with City support and regulatory guidance.

Economic Diversification:

Brampton's Business Directory shows almost 500 businesses exporting to the U.S. because of Brampton's robust advanced manufacturing and automotive sectors. Over 400 Brampton businesses export to countries outside of the U.S. Staff continue to provide targeted support to businesses seeking to diversify into new local and international markets including through the following:

- The Brampton Entrepreneur Centre has hosted '**Go Global**' learning sessions in person and through webinars to help small and medium-sized businesses explore opportunities beyond the U.S, in partnership with Startup Canada and the Brampton Venture Zone (BVZ). Businesses unable to attend can book one-on-one sessions with an EDO advisor to assess export potential, learn about funding programs, and develop tailored international expansion strategies. Recent attendees of the sessions have indicated positive momentum towards setting up international distribution of their product.

| Go Global Series Metrics 2025 | | |
|-------------------------------|---------------------------------|------------------------------|
| DATE | SESSION | # of BUSINESSES PARTICIPATED |
| 5-May-25 | UAE Focus | 31 |
| 6-May-25 | United Kingdom Focus | 25 |
| 21-May-25 | Introduction to Import & Export | 83 |
| 2-Jun-25 | Kenya Focus | 15 |
| 27-Jun-25 | African & Caribbean Focus | 44 |
| 23-Jul-25 | Introduction to Import & Export | 52 |
| Total Participants | | 250 |

- Staff are currently exploring opportunities with Forum for International Trade Training (FITT) Skills Delivery Partners to deliver first-class international business courses and a full range of global trade credentials. The training is

endorsed by Global Affairs Canada, the Trade Commission and Export Development Canada.

- The purpose of establishing a Municipal Service Corporation is to facilitate the creation of new relationships in international markets to support the diversification of export markets for goods and services from Brampton.

Immigration Policy Challenges:

In addition to the impact of tariffs, and despite Brampton's large labour force, some companies are also facing workforce disruptions due to recent changes to immigration policies, including restrictions to the Temporary Foreign Worker Program, that are affecting access to experienced talent.

- At the City's request the Minister of Labour, Immigration, Training and Skills Development David Piccini has expressed an interest in convening a roundtable discussion this fall with the City of Brampton and a handful of employers that are experiencing disruptions to help and inform new policy measures.

Despite the tariffs and the fluctuations in international trade there has been some positive momentum based on the strong foundation of assets that Brampton continues to build on including labour force, access to markets and a growing sector diversity. Below is a snapshot of those investments.

Investment Attraction:

The EDO is updating the City's Investment Attraction Strategy to ensure alignment with evolving global market realities, Brampton's emerging sector strengths, and the City's economic development priorities. Building on the foundation of the 2019 Strategy, the update includes refreshed marketing materials to showcase Brampton's competitive value proposition to prospective investors. As part of this process, staff are also seeking guidance on which global regions Brampton should prioritize for investment attraction.

There is growing emphasis on advancing opportunities in the high-growth sectors of space and national defense, areas that position Brampton as a strategic player in Canada's innovation and security landscape. This work also directly supports the City's broader tariff mitigation and investment attraction efforts, ensuring Brampton remains resilient, competitive, and well-positioned to attract new investment and foster long-term economic growth.

Recent investment activity in Brampton over the past year has been encouraging and reflects a growing diversification across key sectors such as advanced manufacturing, food processing, logistics, technology, and cybersecurity:

- Mobile Climate Control (8360 HWY 50) is moving to a new 250,000 sq. ft. manufacturing facility under development by Panattoni, an \$80 million investment, creating 700 new jobs.

- Handi-Foods (15 Newkirk Ct.) opened a manufacturing facility developed by Berkshire Axis, a \$25 million investment, creating 175 new jobs.
- Niche Bakers (8 Van Der Graaf Ct.) has moved to an existing 120,000 sq. ft. facility, creating 600 new jobs.
- Encore Canada (156 Parkshore Dr.), the largest provider of event technology in Canada, is leasing a 153,000 sq. ft. for their new headquarters bringing 200 new jobs.
- Mainfreight (5405 Countryside Dr.) -is leasing 250,000 sq. ft. in one of Orlando' Corporation's new buildings in the Countryside Business Park
- SupraITS (8000 Mississauga Rd.), a Canadian managed IT and Cybersecurity company is leasing space at the Canon Canada HQ, that supports 50 jobs

Business Retention & Expansion:

The City's EDO has supported several business expansion projects, demonstrating resilient local investment activity despite the persistent uncertainty surrounding potential tariff impacts. This shows that economic activity remains strong in Brampton despite an unemployment rate of 9.6%, especially felt by our youth population. Our business growth rate continues to rise at a steady pace of 5% despite economic uncertainty. Businesses are adapting to the challenge of tariffs by finding solutions such as alternative suppliers, reshoring or shifting their market strategies.

Recent business retention and expansion investments in Brampton span key sectors including food processing, logistics, advanced manufacturing, education, life sciences, and data infrastructure:

- HelloFresh (20 Ironside Dr.) expanded into a new 280,000 sq. ft. facility, developed by Triovest creating 600 new jobs.
- Toronto Metropolitan University School of Medicine (150 Central Park Dr.) created 1,588 full-time faculty and staff positions and supports up to 18,976 jobs across Ontario.
- Marco Angelo Foods (151 East Dr.) \$70 million investment, creating 300 new jobs in a 116,000 sq. ft. facility.
- Schenker of Canada (8480 Hwy 50.) expanded into a new 128,000 sq. ft. facility developed by Panattoni with a \$20 million investment and creating 65 jobs.
- Azelis (30 Ironside Dr.) expanded into a new 100,000 sq. ft. space developed by Triovest, with a \$20 million investment and creating 70 new jobs.

- 55H (55 Hereford), in partnership with Core Data Centres, announced a major expansion of its data centre, adding 20MW of capacity.
- Metro Logistics (20 Whybank Dr.) expanded into a new 100,000 sq. ft. space built by Pure & Hopewell Developments. The entire development is over 600,000 sq. ft. with over 2/3 leased. Future tenants to be announced before the end of year.
- Powersmiths (201 Westcreek Blvd.), a utility manufacturing company has expanded their operations to an existing building owned by Pure Industrial, adding 150,000 sq ft. to their Brampton footprint and 200 jobs.
- Axiom Packaging (195 Advanced Blvd.) is adding an 80,000 sq. ft. facility to build on the success of its recently opened 230,000 sq. ft. facility. The company is a leading packaging manufacturer serving multinational consumer product brands.

Despite tariffs and ongoing global trade discussions, food and beverage companies continue to seek space in Brampton, with recent inquiries and expansion requests totaling nearly 2 million sq. ft., further reinforcing the city's position as a hub for food and beverage processing and innovation.

CORPORATE IMPLICATIONS:

Financial Implications:

There are no financial implications resulting from the recommendations in this report.

Communications Implications:

EDO staff will continue to work with Strategic Communications to engage the business community and raise awareness of the Economic Resilience Tariff Action Plan by leveraging a range of channels.

STRATEGIC FOCUS AREA:

Growing Urban Centres and Neighbourhoods: Focusing on an economy that thrives with communities that are strong and connected. The City's EDO will continue to monitor the evolving tariff situation. Through the Economic Resilience Tariff Action Plan, the city remains committed to supporting businesses by fostering innovation, enhancing economic mobility for Brampton residents, and collaborating with key stakeholders to promote investment opportunities in the city.

CONCLUSION:

The recent wave of U.S. tariffs has significantly impacted Brampton's key industries and supply chains, necessitating an urgent and coordinated local response. The Mayor's Tariff Task Force has been instrumental in gathering industry feedback and shaping a strategic, community-driven approach to ensure the resilience and competitiveness of Brampton businesses. The City of Brampton EDO continues to communicate that as tariff measures evolve and remain subject to change, Economic Development is committed to providing support and advocacy for Brampton businesses.

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Attachments:

- Attachment 1 – Brampton Business Survey Impact Results Tariff Action Plan Digital Performance