

Clause 6 in Report No. 5 of Committee of the Whole was adopted, without amendment, by the Council of The Regional Municipality of York at its meeting held on March 29, 2018.

6

Economic Development – 2017 Year in Review

Committee of the Whole recommends adoption of the following recommendation contained in the report dated March 2, 2018 from the Commissioner of Corporate Services and Acting Chief Planner:

1. The Economic Development – 2017 Year in Review (Attachment 1) be posted on the york.ca and yorklink.ca websites and circulated by the Regional Clerk to local municipalities, local chambers of commerce and boards of trade, ventureLAB, York Region Arts Council and Toronto Global.

Report dated March 2, 2018 from the Commissioner of Corporate Services and Acting Chief Planner now follows:

1. Recommendation

It is recommended that:

1. The Economic Development – 2017 Year in Review (Attachment 1) be posted on the york.ca and yorklink.ca websites and circulated by the Regional Clerk to local municipalities, local chambers of commerce and boards of trade, ventureLAB, York Region Arts Council and Toronto Global.

2. Purpose

This report provides a summary of the Economic Development – 2017 Year in Review which highlights economic activity in the Region and the impact of York Region programs on business and job growth.

3. Background

Business and job growth are fundamental to the Region's success

Economic vitality remains a strategic priority and cornerstone for building a prosperous Region. The importance of a strong economy is identified in strategic guiding documents of Council, including Vision 2051, the York Region Official Plan, 2010 and the Strategic Plan.

Business and job growth are fundamental to the Region's economic vitality and quality of life. Attracting and retaining a variety of high quality jobs across a broad range of sectors promotes economic resilience and helps ensure those living in York Region have the opportunity to work and thrive where they live.

The Council-approved Economic Development Action Plan guides business-support programs and activities

Council approved the Economic Development Action Plan 2016 to 2019 on January 21, 2016. [The Plan](#) guides the economic development activities of the Region and outlines programs that explore the Region's economy and business needs, connects businesses into a network that promotes innovation and growth, and shares success stories with audiences to generate interest and excitement both within and outside York Region. The Plan calls for Council to receive an annual update on business activity in the Region and the impact and results generated by Regional programs.

4. Analysis and Implications

York Region job growth outpaced national, provincial and GTA labour force employment growth

The Region continues to grow and add businesses and jobs at a rate faster than many Canadian jurisdictions, as identified in the [Employment and Industry Report](#) presented to Council in February, 2017. (See Table 1)

Table 1
Comparison of Annual Employment Growth Rates: Canada, Ontario, GTA and York Region 2012 - 2017

	Canada	Ontario	Greater Toronto Area	York Region
2012-2013	1.4%	2.0%	4.5%	4.0%
2013-2014	0.5%	0.5%	-1.5%	2.3%
2014-2015	1.0%	1.1%	4.3%	2.8%
2015-2016	0.4%	0.5%	0.9%	3.6%
2016-2017	2.1%	1.8%	1.4%	3.3%

Source: York Region Planning and Economic Development Branch and Statistics Canada's Labour Force Survey, 3-month moving average, unadjusted for seasonality

*Note: The Statistics Canada's labour force data provides a broad overview of labour force trends at the national, provincial and GTA levels. Direct comparisons should not be drawn when comparing the Statistics Canada's employed labour force data to York Region's employment survey data. Refer to Attachment 1 on page 3 for a more detailed explanation.

The Employment and Industry report identifies the Region's economy as diverse, made up of numerous 'traded clusters', or groupings of like-companies that generate wealth through export of goods and services outside the Region. Foreign investment and exporting of goods and services continue to be hallmarks of the Region's economy.

York Region is a top business destination

York Region is located in one of the most attractive and vibrant economic areas in North America and is well positioned to address challenges and capitalize on opportunities in the economy. The Region's economy is supported by core attributes of strong population and employment growth, a skilled labour force, a high quality of life that attracts talent, established and diversified industry clusters, major infrastructure and transportation investments, and locational and accessibility factors, amongst others.

York Region's first new subway and major infrastructure investments are a catalyst for economic growth

The Region's commitment to infrastructure investments and transportation expansion is enabling business growth. Transportation infrastructure such as the Viva bus rapid transit and Spadina Subway extension into Vaughan support tremendous office and residential construction and business attraction. Regional Council continues to place a priority on future infrastructure improvements such as the Yonge North Subway Extension that will support new business opportunities.

Economic Development – 2017 Year in Review

As the Region's urban structure continues to evolve and the Regional Centres and Corridors mature, these core attributes combined with the Region's office real estate, digital broadband infrastructure and innovation, help maintain and promote York Region's continued competitiveness as a top business location in the Greater Toronto Area.

Many factors impact businesses' ability to grow and prosper

York Region is not an isolated economy, and local business and employment growth are closely tied with external economic conditions, trends, and government policies. Examples of external and macro-level factors that have a direct impact on York Region's economic growth prospects include exchange and interest rates, costs of doing business (e.g. hydro rates, corporate taxes, labour force costs, etc.), business regulations, the labour force pool (e.g. educational institutions, immigration etc.), business incentives, U.S. and global trade agreements, and capital markets. York Region's continued shift toward a knowledge-and-services-based economy is an example of the significant impact such external factors have on the local economy.

Regional programs support growth of local businesses and jobs

York Region's Economic Development Action Plan addresses key economic challenges and opportunities facing York Region, and translates them into economic action areas for programs.

In collaboration with local municipalities and a network of business partners, York Region's Economic Strategy division provides services in the areas of business advisory, economic research, innovation, and investment attraction marketing and sales. Innovation and business expansion/attraction are supported region-wide via the Region's Investment and Marketing (York Link) and the Strategic Economic Initiatives programs. Entrepreneurship services are delivered in York Region's northern six municipalities by the York Small Business Enterprise Centre (YSBEC).

Since 2010, Regional business advisory programs facilitated the creation of over 3,000 new and expansion jobs across York Region

Job growth is a key priority of Council as identified in the 2016 to 2019 Strategic Plan. Since 2010, business advisory services and associated initiatives delivered by York Region's Economic Strategy team facilitated the creation of about 3,300 new and expansion jobs across York Region by private sector employers. In collaboration with local municipalities Regional staff also facilitated the retention of thousands of local jobs over that period as companies continue to assess location options related to operational and talent attraction needs.

In 2017 York Region's Economic Strategy team engaged over 800 businesses and entrepreneurs within and outside York Region to facilitate Business Retention,

Economic Development – 2017 Year in Review

Expansion and Attraction (BRE&A) in collaboration with local municipalities. The attached '2017 - Year in Review' features some of the Region's businesses and key initiatives undertaken across program areas. Highlights include:

- Over 800 businesses engaged by Regional staff, of which 45% resulted in BRE&A in York Region
- Collaborating with the Town of Newmarket to facilitate the attraction of Canadian electronics manufacturing giant Celestica, creating 500 jobs in Northern York Region
- Collaborating with local municipalities to facilitate expansion of key employers in York Region including GM Canadian Technical Centre in the City of Markham (from 300 initial jobs to 700) and automotive components manufacturer Martinrea International in the City of Vaughan
- Providing investment after care support to key new businesses in York Region such as GM Canada, KPMG Canada and Citrix Systems Canada
- Winning the 2017 International Economic Development Council (IEDC) 'Silver' Award in the Business Retention and Expansion program category
- Providing operational and marketing support to Toronto Global in its efforts to attract Foreign Direct Investment (FDI) to the Greater Toronto Area (GTA)
- Supporting office developers in the Region's growth centres and rapid transit corridors
- Facilitating involvement of York Region's local municipalities in the Ontario Auto Mayors roundtable to promote awareness, advocacy and government policy initiatives related to the local automotive and auto parts manufacturing sector
- Developing an extensive network of business advisory services partners and multipliers in the private and public sector, in York Region and beyond
- Launching a new adult business entrepreneurship program named Starter Company Plus through the YSBEC and supporting 16 new young entrepreneurs through the Summer Company program

Marketing through 'York Link' continues to facilitate expansion and attraction of office employers in York Region

Launched in 2016, York Region's York Link economic development marketing strategy promotes the Region as the place "Where Talent and Opportunity Intersect." It complements and reinforces direct-to-business sales and advisory services with dedicated digital media platforms and awareness initiatives.

'York Link' is focused on building awareness of York Region as a destination of choice for knowledge-based office employers, particularly in its urban growth centres and transit corridors. It showcases the Region as a place where businesses

Economic Development – 2017 Year in Review

thrive in a fast-growing and urbanizing region by having access to the right resources.

The strategy targets office employers, business decision makers and professionals in key knowledge based growth sectors such as Information & Communications Technology (ICT), Financial Services, Business and Professional Services, Corporate Head Offices, Healthcare Technology and Engineering.

Within a short period of time York Link has delivered meaningful, on the ground results and has become a recognized brand within the business community. Marketing highlights in 2017 include:

- Digital and Social Media
 - 40,000 annual visits to the York Link website in 2017, representing an 85% increase from year end 2015
 - 18,600 followers across York Link social media channels (Twitter, Facebook, LinkedIn) representing a 200% increase from year end 2015
 - 1.7 million content Impressions (views) in 2017 and 15,180 user content engagements (clicks, likes, shares, comments, replies, mentions)
 - Several successful social media cross-promotional campaigns in partnership with numerous office and technology employers in York Region
 - Message amplification via other economic development agencies to their social media followers including the Provincial and Federal governments
 - Launching a micro site to promote York Region and its proposed sites as part of Toronto Global's Greater Toronto Area bid for Amazon's 2nd headquarters
 - New video content with several local employers such as KPMG, Citrix, Everlink and Laipac to enhance audience experience and promote York Region's office and technology sectors
- Awareness initiatives on York Region's technology sector and urban growth:
 - Facilitated media content in the Financial Post, IT Business Canada, Toronto Star and The Globe & Mail
 - Showcased York Region at key industry events such as the Toronto Real Estate Board (TREB) Realtor Quest expo, Computer Dealer News Top IT service providers awards, International Economic Development Council 2017 Toronto conference and Mobile World Congress Americas
- Marketing and Economic Development awards:
 - 2017 International Economic Development Council (IEDC) 'Silver' Award for the 'York Link' strategy
 - 2017 Economic Development Association of Canada's (EDAC) Award for 'York Link' social media (Twitter)
 - 2016-17 'York Link' brand awards: GDUSA American Graphic Design Award, and The Chicago Athenaeum Museum of Architecture and Design 'Good Design' award

Economic Development – 2017 Year in Review

Research and innovation continues to be an important aspect of supporting business and job growth

The Economic Strategy program continues to include research and innovation initiatives that support the development of a strong economy. These include:

- Collaborating with the local municipalities to provide research materials to support their business attraction initiatives
- Delivering the 3rd Annual Broadband and Innovation Summit which attracted over 184 attendees from 106 companies. The Summit facilitated connections between various levels of government and the private sector to discuss the conditions that influence innovation in communities
- Securing the Region's designation as a Smart 21 Community through the Intelligent Community Forum. York Region was selected from a pool of nearly 380 applicants worldwide
- Delivering the business case for the development of the Region owned fibre asset into a wholly owned corporation and spearheading the incorporation of YTN Telecom Network Inc. This organization will improve connectivity by working with the private sector and continue to support economic development across the Region
- Supporting the integration of York University into the community as they open the YSpace Innovation and Entrepreneurship Hub and connect with businesses
- Delivery of the first Agriculture and Agri-Food Strategy for York Region and celebrating the farming families that have been active in York Region for 150 years since confederation
- Through collaboration with the Province, York Region continues to fund ventureLAB, the Regional Innovation Centre that serves the entrepreneurial community. In 2017, ventureLAB opened up its new facility at the IBM Innovation Space in the Markham head office. Throughout the year, a total of 130 York Region companies took advantage of ventureLAB services including; events, workshops, clinics and mentoring. In addition, 9 York Region companies were able to raise \$4.3M in public and private funding.

These initiatives assist in understanding and addressing the business challenges highlighted earlier in this report.

5. Financial Considerations

All costs associated with the Economic Strategy program and the Economic Development – 2017 Year in Review publication are included in the approved Planning and Economic Development Branch budget.

Economic Development – 2017 Year in Review

6. Local Municipal Impact

Local municipalities are key delivery partners of the Region's Economic Strategy program. The goals and actions developed in the Economic Development Action Plan 2016 to 2019 are designed to complement local strategies, initiatives and messaging.

Regional staff work directly with local economic development offices on program development, delivery of events and joint client servicing when appropriate. The Region and local economic development offices meet three to four times a year along with other key program delivery partners to coordinate activities and share best practice.

7. Conclusion

York Region continues to be an attractive place for residents and businesses to locate and invest. The Region, in partnership with local municipalities and other economic delivery partners, has made an impact on this success through its business supportive programs. The attached Economic Development – 2017 Year in Review document highlights economic activity in the Region and the impact of York Region programs on business and job growth.

For more information on this report, please contact Doug Lindeblom, Director, Economic Strategy at 1-877-464-9675 ext.71503.

The Senior Management Group has reviewed this report.

March 2, 2017

Attachment (1)

#8248516

Accessible formats or communication supports are available upon request.

A photograph of a modern subway station. A large blue escalator leads up from the platform. People are walking on the platform, and a train is visible in the background. The station has a curved, modern design with large windows and bright lighting.

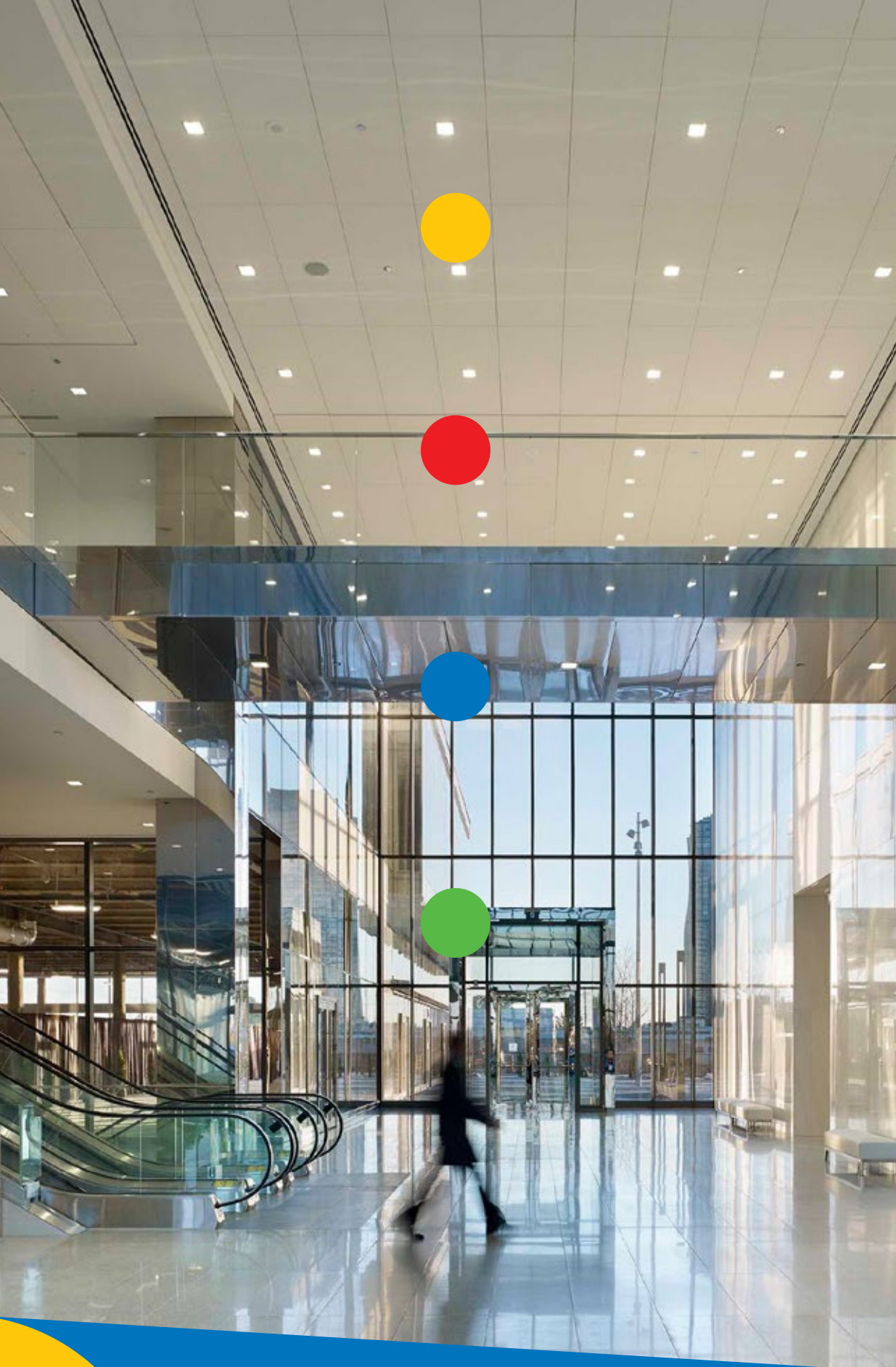
YORK REGION'S FIRST SUBWAY IS NOW OPEN

REDEFINING THE URBAN EXPERIENCE

Dynamic communities in the Region are destinations full of diversity, talent, entertainment, and jobs.

TECH COMPANY CELESTICA CHOOSES YORK REGION

Hundreds of jobs expected.

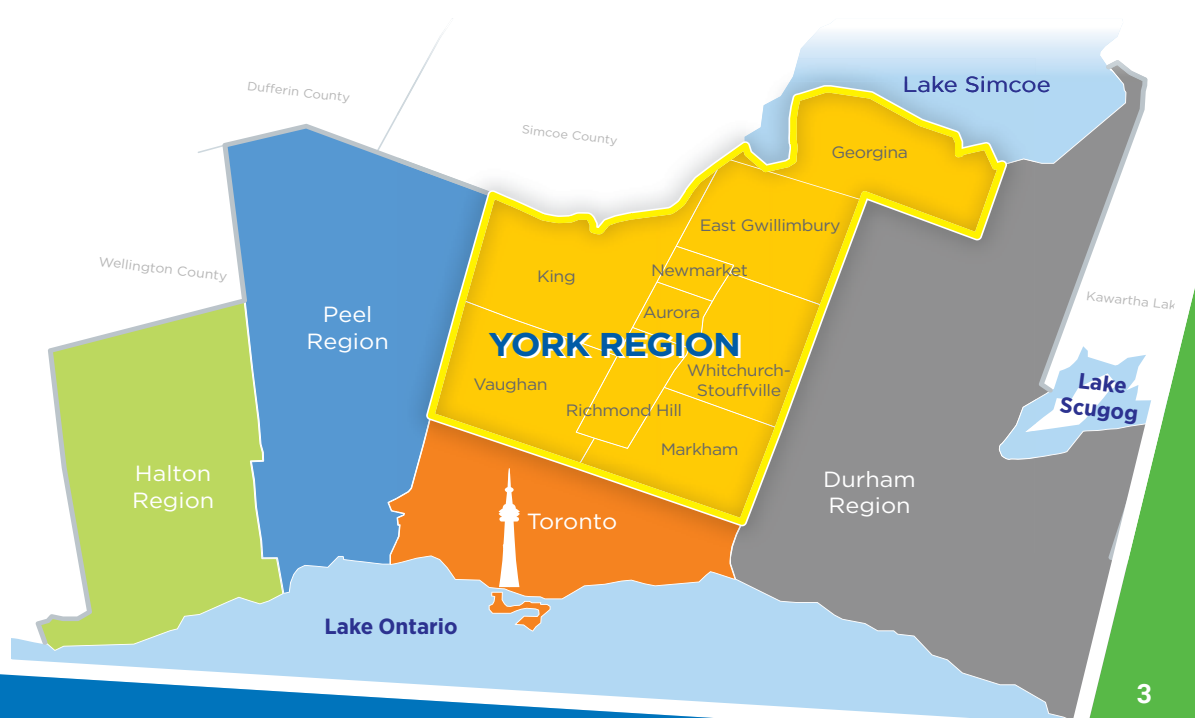


KPMG TOWER, VAUGHAN - PHOTO: TOM ARBAN ▲

YORK REGION

Economic Development 2017 Year in Review

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DOWNTOWN MARKHAM ▲

YORK REGION GROWTH CENTRES

ECONOMIC POWERHOUSE

As Ontario's fastest growing large municipality and third largest business hub, York Region is a top destination in the Toronto area and Canada for business, talent, and investment.

Urban Growth Centres



NIGHT SKYLINE OF THORNHILL CITY CENTRE IN VAUGHAN ▲

WHY MORE PEOPLE ARE CHOOSING TO LIVE AND WORK IN YORK REGION

“Our employment growth continues to outpace national and provincial averages, proving York Region is where talent and opportunity intersect.” - Wayne Emmerson, York Region Chairman and CEO

As Ontario’s fastest growing large municipality and third largest business centre, York Region is a top destination in the Toronto area and Canada for business, talent, and investment opportunities. The Region is poised for an influx of new residents and employers expected to move in once the confluence of high density residential and commercial development projects are completed in its four provincially-designated growth centres of Markham Centre, Vaughan Metropolitan Centre (VMC), Richmond Hill/Langstaff and Newmarket Centre. They are leading

urban transformation in Canada with master-planned, mixed-use hybrid communities offering residents and businesses the best of both worlds: urban amenities and suburban quality of life. These four master-planned communities collectively represent 1,700 acres of high density zoned lands and by 2031 it is estimated they will be home to 135,000 new residents and 100,000 new jobs. It is forecasted in the next 25 years that York Region will grow to 1.8 million residents and 900,000 jobs.

York Region is recognized as

“The highest growth rate of any large municipal jurisdiction in Ontario”

one of the best regions to live in the Greater Toronto Area (GTA) and Canada. As ranked by MoneySense Magazine, the Region is home to 22 of Toronto area’s top 25 neighborhoods as well as six of the GTA’s top ten secondary schools (according to Fraser Institute).

Currently, there are approximately 1.2 million residents in York Region, 51,000 businesses and 600,000 jobs. The economy continues to expand by more than 12,000 new jobs annually on average and has the highest growth rate of any large municipal jurisdiction (1M+ people) in Ontario – attracting up to 25,000 new residents annually.

Key office-employers such as Aviva Canada, Under Armour, Telecon, Harley-Davidson Canada, KPMG, Miller Thomson, FM Global and PwC – are all leveraging new office locations at or around York Region’s urban growth centres, benefiting from the surrounding growth, deep talent pool and transit/infrastructure investments.

Enabling the success of the Region’s growth centres is the development of interconnected transit which helps ease the flow of people in and out of the surrounding

employment zones. This new mass transit system is connected by a 36 km bus rapid transit, all-day-two way GO commuter rail/bus lines and the newly opened TTC Spadina subway extension line (TTC Line 1 Extension).

As the economy continues to transform and expand, York Region is focused on developing well-rounded communities that attract and retain top global talent. By offering exciting places to live and work, integrated with multi-modal transportation system and with a wealth of amenities to come, York Region is where talent and opportunity intersect.





GOVERNMENT OFFICIALS TOURED THE COMPLETED TORONTO-YORK SPADINA SUBWAY EXTENSION ▲

YORK REGION'S FIRST SUBWAY OPENS

On December 15, 2017 York Region Chairman, Emmerson was joined by Prime Minister, Justin Trudeau, Premier of Ontario, Kathleen Wynne, Mayor of Toronto, John Tory, and Chair of the Toronto Transit Commission (TTC), Josh Colle, plus members of York Regional Council and various other dignitaries and staff to celebrate the completion of the Toronto-York Spadina Subway Extension.

Also known as the TTC Line 1 Extension, the new extension connects Sheppard West Station in the City of Toronto to the Vaughan Metropolitan Centre (VMC) Station in the City of Vaughan.

This opening marks the largest subway expansion project in Ontario in nearly 40 years. A trip from the VMC Station to Union Station is approximately 40 minutes. The new extension also links to other transit connections being built across the Greater Toronto Area including the Barrie GO Transit rail line and the YRT/Viva bus networks.

The completion of this project signifies an important milestone for York Region and reinforces the commitment of Regional Council to continue making transportation and transportation-related initiatives a priority.



CONCEPTUAL RENDERING OF RICHMOND HILL CENTRE ▲

PRELIMINARY WORK IS UNDERWAY FOR YONGE SUBWAY EXTENSION PROJECT

Source: Infrastructure Canada

Federal and provincial officials, and Wayne Emmerson, York Region Chairman and Chief Executive Officer, announced more than \$36 million in federal funding to support the planning and preliminary engineering of the proposed 7.4 km extension of the existing Yonge Subway line into York Region.

The Province of Ontario, through the Moving Ontario Forward plan, has committed approximately \$55

million for Metrolinx to work with the Toronto Transit Commission (TTC), the Regional Municipality of York and York Region Rapid Transit Corporation to continue planning and design work on the Yonge North Subway Extension.

The end point of the subway line, Richmond Hill/Langstaff Gateway, is a high density Provincial Urban Growth Centre that is planned to accommodate 48,000 people and 31,000 jobs by 2031.



RENDERING OF TRANSIT CITY BY SMARTREIT AND CENTRECOURT DEVELOPMENTS ▲

MEGA MIXED-USE PROJECT AT TTC AND YORK REGION MULTI-MODAL TRANSIT HUB

Source: Globe and Mail

With the completion of the Toronto Transit Commission's Spadina subway extension, the city's northern neighbouring municipalities have taken to building up instead of spreading out.

This is no ordinary development. The space the developers are working with is equivalent to Toronto's downtown core between Wellington Street and Adelaide Street and from Jarvis Street to University Avenue.

A 55-storey condo is one part of the 100-acre SmartCentres Place project, a 17-million square foot residential and office space tagged

the SmartCentres Place, which aims to build 40 million square feet of density around (and above) the new TTC extension at Highway 7 and Jane Street in Vaughan.

"This transformation isn't happening overnight and isn't a happy circumstance of good luck; it has been a commitment and a journey towards reshaping and linking together the new downtown cores of Markham, Vaughan, Richmond Hill and Newmarket linked by transportation infrastructure backbones," said Mary-Frances Turner, York Region Rapid Transit Corporation's (YRRTC) president.



AVIVA CANADA MOVES INTO DOWNTOWN MARKHAM

Aviva Canada, a subsidiary of Aviva Group – a multinational insurance company headquartered in London, United Kingdom – completed the relocation of its Canadian head office from Toronto to a new office tower in Downtown Markham.

"The new head office in Markham is designed with our customers and colleagues in mind. It encourages spontaneous conversations, expression of ideas and collaboration. It will challenge us to take on a more innovative way of thinking, which will help us continue to disrupt in the insurance industry," said Greg Somerville, President and Chief Executive Officer, Aviva Canada.

Aviva will occupy the majority of the new 350,000 square foot, 12-storey high building, which will house more than 1,500 Aviva employees.

Source: Aviva Canada



RENDERING OF STRATUS CENTRE ▲

OSKAR GROUP ANNOUNCES NEW OFFICE PROJECT IN NEWMARKET

Oskar's Stratus Centre is preparing to launch its latest sustainable workplaces in the heart of Newmarket at 514 Davis Drive. The Stratus Centre will house a four-storey office building (80,000 square foot) and ground floor retail (14,000 square foot), plus a multi-level parkade with connecting doors to the office building.

Green energy building features include geothermal heating and cooling system, solar panels, multiple electric vehicle charging stations, and car share programs.

Source: Oskar Group



CLASS A KPMG TOWER, VAUGHAN. PHOTO: TOM ARBAN ▲

BUSINESS COMMUNITY

HIGHLIGHTS

Read more business community stories on YorkLink.ca

Top office employers are moving to York Region

NEWMARKET
**CANADIAN MULTINATIONAL ELECTRONICS
 MANUFACTURER CELESTICA RELOCATES TO YORK
 REGION**



The Town of Newmarket officially welcomed Celestica, a leader in design, manufacturing and supply chain solutions for the world's most innovative companies to the community. Celestica will relocate its Toronto Manufacturing Operations to 213 Harry Walker Parkway South, over the next few months, creating an estimated 500 local jobs.

"We are looking forward to transitioning our Toronto Operation to Newmarket, as we join a growing community of innovative advanced manufacturing and technology companies," said John Cundari, Vice President and General Manager, Canadian Operations and Extended Networks, Celestica.

"We are proud to welcome Celestica to our community and look forward to working collaboratively on a successful relocation," says Newmarket Mayor, Tony Van Bynen. "Attracting high-calibre businesses like Celestica is a key part of our economic development strategy and will help to set the stage for the exciting future of Newmarket."

"We are pleased to welcome Celestica to our Harry Walker Business Park and would like to thank the Town of Newmarket at all levels, Council and staff, as well as York Region for their continual support and assistance which has been integral in enabling us to meet Celestica's timelines and objectives," says David Woods, Vice President, Tricap Properties.

Source: Town of Newmarket

MARKHAM
**GM OPENS CANADA'S LARGEST AUTOMOTIVE SOFTWARE
 INNOVATION CENTRE IN YORK REGION**



January 2018, General Motors (GM) executives and government officials celebrated the official grand opening ceremony of GM's new Canadian Technical Centre (CTC) in Markham. Opened for operations in 2017, the centre currently has 300 employees and is aiming for 700 by 2019.

The new CTC campus in Markham, York Region will focus on software development and innovation in the areas of next-generation active safety, in-car infotainment systems, and software and controls related to GM's

development of self-driving vehicles. It will be Canada's largest automotive and mobility software centre with more than 700 staff, leveraging an extensive network of university and company partnerships.

"CTC Markham represents a new kind of GM workplace, centred on collaboration, open design, and creativity," said Brian Tossan, Director of GM's Canadian Technical Centre. "GM Canada is at the forefront of reinventing mobility right here in Markham."



Source: General Motors Canada

VAUGHAN
**NATIONAL LAW FIRM
MILLER THOMSON
OPENS NEW OFFICE
AT THE VAUGHAN
METROPOLITAN CENTRE**



Miller Thomson opened its 12th office in Vaughan, York Region in 2017. Part of the firm's strategic investment in the Greater Toronto Area, and in line with their focus of doing business in the communities they serve, the Vaughan office provides a full range of legal services to Vaughan and its surrounding business communities.

"We are committed to the Canadian market and we were drawn to Vaughan because of the strength of its business community. As champions of independent business across the country, we provide counsel that is central to our clients' business and financial success. By definition these are close relationships and proximity matters." - Kent Davidson, Chair of Miller Thomson.

Source: Miller Thomson

RICHMOND HILL
**20 YORK REGION-BASED
COMPANIES MAKE
COMPUTER DEALER NEWS
(CDN) TOP 100 SOLUTION
PROVIDERS**



Each year, CDN, the voice of Canada's IT channel community, connects with IT solution providers across the country to collect data for an industry benchmark report which, once compiled, presents an overview of this market segment as well as trends. The data is also used to determine its annual ranking of the Top 100 solution providers as measured by revenue ranges.

This year, 20 companies with headquarters or major operations in York Region made the list, including Richmond Hill based Compugen - ranked #3 amongst the Top 100 Solution Providers.

Source: Computer Dealer News

MARKHAM
**LYTX CANADA MOVES TO
YORK REGION'S TECH HUB
WITH NEW R&D LAB**



Lytix, a global company in video telematics, headquartered in San Diego, moved its Lytx Canada operations to Markham – including its local hardware and software development teams -- to a new 13,000 square foot facility equipped with a research and development lab space to facilitate innovation and collaboration.

Lytix is the founder of the video telematics category and its DriveCam® video safety program currently protects nearly 650,000 drivers worldwide.

The new Lytx Canada office is located in Markham's Commerce Valley Drive West, in the heart of the region's technology hub. The space will also host regional sales and client operations, and will hold up to 40 Lytx employees.

"Markham is a magnet for technology talent, giving us a rich recruiting pool for expansion of our hardware and software development team." - Lytx Senior Vice President Human Capital, Tonya Cross.

Source: Lytx

AURORA
**GROUND-BREAKING
HELD FOR GTA'S FIRST
MICROTEL BY WYNDHAM
HOTEL**



This will be the first Microtel hotel in the Greater Toronto Area as the recognized American brand spreads across Canada.

Companies will be able to invite clients and business associates to Aurora because they will have somewhere to stay, trade shows can be held in the program space, large meetings and training sessions can be accommodated in the meeting rooms, and sporting events will keep visiting players in town to stay, eat, shop and play.

Source: YorkRegion.com

MARKHAM
**EXACT IMAGING
RAISES \$21.5 MILLION
TO COMMERCIALIZE
ITS ULTRASOUND
TECHNOLOGY**

“We are very pleased to have been able to achieve an investment of this magnitude from such a high-quality investment syndicate,” said Randy AuCoin, Exact Imaging’s President, CEO, and Co-founder. “This financing will allow us to scale our commercial organization, aggressively implement our product roadmap, and help us to realize the significant opportunity in the prostate biopsy and imaging marketplace.”

Source: BetaKit

MARKHAM
**ONX CANADA TO
PROTECT AND SECURE
DATA FOR NOVA SCOTIA
GOVERNMENT**

OnX Canada, a global technology services company headquartered in Markham has been awarded a contract to secure and backup Nova Scotia provincial government data in a new centre to be built in the province.

The data centre will be built in the strictest security standards to protect government data against cyberattack.

Source: OnX Enterprise Solutions

VAUGHAN
**FEDDEV ONTARIO
INVESTS IN AEROSPACE
MANUFACTURER**

Aerospace components manufacturer Dishon Ltd. will receive an investment of up to \$3 million to expand production at its Vaughan facility from the Federal Economic Development Agency for Southern Ontario (FedDev Ontario).

The investment will also create up to 60 new full-time jobs, nearly doubling the company’s workforce.

Source: Canadian Manufacturing

RICHMOND HILL
**NEW DATA CENTRE
CAMPUS OPENS IN YORK
REGION**



Fonds immobilier de solidarité FTQ and Urbacon Data Centre Solutions Inc. opened a 500,000 square foot, 80MW capacity facility – Canadian data centre campus in Richmond Hill. In phase one, the DC1 boasts 10 MW of critical power, and is the first to open in a five-building digital campus.

Source: Newswire

RICHMOND HILL
**N-DIMENSION
LEVERAGED TO MAINTAIN
CYBERSECURITY
VIGILANCE**

N-Dimension Solutions, a Managed Security Service Provider (MSSP) with innovative solutions that protect smart energy networks from cyber threats, announced Minnesota Valley Electric Cooperative (MVEC) has deployed its N-Sentinel Monitoring to help safeguard all of the utility’s IT and operations networks and data.

Source: Business Wire

VAUGHAN
**DIGITAL REALTY (DFT) -
OPENS ANOTHER DATA
CENTRE IN YORK REGION**



This Vaughan wholesale data centre spans more than 711,000 square feet with a critical power capacity of up to 46 megawatts. It features 23 computer rooms ranging from 8,600 to 13,000 square feet and can accommodate power capacities between 1.0 and 3.0 megawatts. Resiliencies range from N to 2N with a power density range of 100 to 300 watts per square foot.

Source: City of Vaughan

MARKHAM
**MAESTRO PMS EXPANDS
IN SUPPORT OF
UNPRECEDENTED CLIENT
GROWTH**



Maestro PMS, a cloud and on-premise PMS hotel management software solution for independent hotels, resorts, conference centers, and multi-property groups, completed its expansion to larger offices. Maestro’s relocation in Markham was driven by its burgeoning client base and the need to house its increasing staff.

In the past two years Maestro’s team has grown by 20 per cent to meet the increased industry demand for its software systems and services.

Source: PRWeb

AURORA RAP RIDERZ INNOVATION CENTRE BRINGS ROBOTS, 3D PRINTING, AND VIRTUAL REALITY TO YORK REGION

Rap Riderz Innovation Centre officially opens for business in Aurora. This think-tank is focused on engaging children and adults for the purpose of tapping into their creativity, showcasing artistry and innovating to produce new products and solutions for the future.

At Rap Riderz Innovation Centre, people will experience new technologies like 3D Printing, Virtual Reality, and life-sized Service Robots.

Source: Cision

VAUGHAN CONSTRUCTION STARTS ON PWC TOWER



Canada's largest urban development project has broken ground on a central feature of the emerging downtown precinct in the City of Vaughan.

The 236,000 square foot mixed-use tower will be home to professional services firm PwC Canada, a 100,000 square foot YMCA, a 20,000 square foot public library, 10,000 square foot community space and 3,000 square feet of retail.

The eight-storey building will rise adjacent to the SmartCentres Place Bus Terminal, to be operated by York Region Rapid Transit Corporation, and will be to the end of the TTC's extension of the Spadina subway line.

Source: Canadian Architect

MARKHAM ACCION LABS IS EXPANDING TO CANADA WITH A NEW OFFICE IN YORK REGION

Pittsburgh-based Accion announced plans for a new Canadian outpost, dubbed Accion Labs Canada. The company has locations around the world, including India, Australia, Malaysia and the U.K.

Accion declared Markham as a "perfect fit for the growing technology industry," according to a release. The company even described Markham as Canada's very own Silicon Valley, due to the number of prominent tech companies with offices in the City of Markham, including IBM, Honeywell and AMD Technologies.

Source: Techvibes

RICHMOND HILL MOBILELIVE RANKED 37TH ON DELOITTE'S TECHNOLOGY FAST 50™ IN CANADA

MobileLIVE announced their ranking as 37th on Deloitte's Technology Fast 50 program award due to its rapid growth, bold innovation and entrepreneurial spirit. On further breakdown of the Fast 50™ companies, mobileLIVE ranked 11th among technology companies from GTA, 18th among technology companies from Ontario, and 23rd amongst software companies.

Source: NB Herald

MARKHAM HUAWEI CANADA AND SENECA SIGN AGREEMENT ON LEARNING PROGRAM

Huawei Canada, one of Canada's leading information and communications technology (ICT) companies, and Seneca College announced the signing of a long-term agreement for Seneca to deliver training programs for Huawei's Canadian business operations. The Huawei Authorized Learning Partner (HALP) program at Seneca is a first in Canada, and will deliver industry-leading training in Huawei Enterprise products and solutions.

Source: IT World Canada

NEWMARKET MARS FACILITY FIRST IN NORTH AMERICA TO PRODUCE MALTESERS

Mars Canada celebrated the official opening of its expanded Newmarket facility, which is now manufacturing and packaging the MALTESERS® brand of chocolate. The \$70 million, 60,000 square foot expansion will create up to 30 full-time, highly-skilled jobs, significantly increasing its manufacturing capacity in Ontario.

Source: YorkRegion.com

MARKHAM TECH FIRM, REAL MATTERS, GOES PUBLIC ON THE TORONTO STOCK EXCHANGE

Markham-based mortgage-services technology firm, Real Matters Inc. closed its initial public offering of \$156.7 million, the largest technology IPO on the Toronto Stock Exchange in a decade, according to its chief executive.

Over 90 per cent of the company's revenue comes from the United States and that includes the US \$3 billion annual appraisal business.

Source: Financial Post



MEEDGE, RICHMOND HILL ▲

ECONOMIC DEVELOPMENT

HIGHLIGHTS

Since 2010, York Region's Economic Strategy office facilitated more than 3,300 new jobs.

YORK REGION BUSINESS ADVISORY SERVICES FACILITATE LOCAL JOB CREATION AND ECONOMIC GROWTH

In collaboration with local municipalities and a network of business partners, York Region's Economic Strategy division delivers services in the areas of business advisory, economic research, innovation, business attraction marketing & sales. Business expansion and attraction services are delivered region-wide via York Link -- the Region's Investment & Marketing program -- whereas small business and entrepreneurship services are delivered in York Region's northern six municipalities

by the York Small Business Enterprise Centre. In 2017, York Region's Economic Strategy team engaged over 800 businesses and entrepreneurs within and outside York Region. This publication features some of the Region's key business clients and their success stories in 2017.

Since 2010, business advisory services delivered by York Region's Economic Strategy team has facilitated the creation of more than 3,300 new jobs in the Region by private sector employers.



YORK REGION BROADBAND AND INNOVATION SUMMIT ▲

FOSTERING BUSINESS EXPANSION AND INVESTMENT

Source: YorkRegion.com



Following a comprehensive site selection process, Canadian electronics manufacturing company Celestica International selected Newmarket, York Region as the new location of its Toronto area manufacturing facility, bringing with it 500 jobs in electronics manufacturing, engineering and operations.

"We are the brand behind the brand and are the best-kept secret in Canada, a \$6 billion a year operation with 30 sites, 26,000 employees and we are headquartered in Canada," said Celestica operations Vice-president, John Cundari. "We are looking forward to transitioning our Toronto operation to Newmarket, as we join a growing community of innovative advanced manufacturing and technology companies."

In 2016, the Town of Newmarket expressed interest in a proposal issued by Celestica for the

potential relocation of its Toronto manufacturing operations. Over the course of a year the Town worked to demonstrate why Newmarket is the ideal community for the relocation. In preparing its bid and making the case, the Newmarket Economic Development Office partnered with Tricap Properties (the property owner) and local business stakeholders as well as reached out to York Region Economic Strategy staff for support and assistance to enhance the Town's value proposition with regional-level information, data and sectoral insight.

After a thorough evaluation of numerous communities, Newmarket was selected as the future home of Celestica's manufacturing operations.

BUILDING ON OUR MOMENTUM AS A PREFERRED BUSINESS DESTINATION

Launched in 2016, York Region's 'York Link' economic development marketing strategy promotes the Region as the place "Where Talent and Opportunity Intersect." It complements and reinforces direct-to-business sales and advisory services supported by digital media platforms and awareness building initiatives.

'York Link' is focused on building awareness of York Region as a destination of choice for knowledge-based office employers, particularly in its urban growth centres and

transit corridors.

It showcases the Region as a place where businesses thrive in a fast-growing and urbanizing region by having access to the right resources and ecosystem, cost-effectively within the GTA.

In 2017, York Link has delivered meaningful, on-the-ground results and has become a recognized brand within the business community. Marketing highlights include 40,000 annual visits to the York Link website and 18,600 followers across its social media channels.

18,600+



TOTAL FOLLOWERS ON YORK LINK SOCIAL MEDIA CHANNELS

40,000+

VISITS TO YORKLINK.CA

THE "YORK LINK" MARKETING CAMPAIGN RECEIVES INTERNATIONAL ECONOMIC DEVELOPMENT AWARD FROM THE IEDC

Source: The International Economic Development Council (IEDC)



On Sept. 19, 2017 The Regional Municipality of York won a Silver Excellence in Economic Development Award for its York Link campaign in the award category of Business Retention and Expansion (BRE) Program. The honour was presented at an awards ceremony during the Annual International Economic Development Council (IEDC) Conference held in Toronto.

"On behalf of the IEDC Board of Directors, Excellence in Economic Development Awards Advisory Committee, congratulations to the Regional Municipality of York. Not only did they work to provide a necessary service to their community; but also, their participation in the awards program sheds light on their stellar projects

which other communities can now use as a benchmark," said Michael Langley, CEO of GREATER MSP, Minneapolis–St. Paul, MN, and 2017 IEDC Board Chair.

York Link is part of York Region's multi-year Business Retention, Expansion & Attraction strategy and campaign targeting knowledge-based industry sectors. The campaign is managed and executed by York Region's Economic Development Strategy team, in collaboration with local municipalities and external partners.

York Link plays a key role in facilitating local business expansion and attraction in knowledge-based sectors.

YORK REGION RECEIVES MARKETING AWARD FROM THE ECONOMIC DEVELOPERS ASSOCIATION OF CANADA (EDAC) FOR “YORK LINK” SOCIAL MEDIA

Source: EDAC

At the Economic Developers Association of Canada’s (EDAC) 49th Annual Conference in Niagara Falls, the Regional Municipality of York received a Marketing Canada Award for its York Link Twitter – Online Community Outreach marketing initiatives.

EDAC is Canada’s national association of economic development professionals, representing every province and territory across Canada with nearly 1,000 members.

The Association recognizes

that marketing a community is an integral part of the economic development profession, therefore provides the Marketing Canada Awards competition as an opportunity to exchange and review promotional and marketing material produced by municipalities across the country. This awards program is open to those organizations that undertake to promote and market Canadian provinces, territories, regions, cities, towns and areas with a view to improving the economic well-being of Canadians.



Economic Development Highlights



ANNUAL YORK REGION BROADBAND SUMMIT ▲

2017 YORK REGION BROADBAND AND INNOVATION SUMMIT

Source: York Region

October 27, 2017 – The Regional Municipality of York hosted the third annual York Region Broadband & Innovation Summit at the Sheraton Parkway Toronto North Hotel and Suites in the Town of Richmond Hill.

Registration exceeded more than 250 people from 106 public and private sector organizations who came together to discuss technology industry trends. Government representatives from the Federal, Provincial and Municipal sectors also attended to join in the discussion about expanding

broadband and supporting innovation within York Region.

Marc Saltzman, Master of Ceremonies, welcomed summit guests and cited York Region as an innovation hub, and a place where talent and opportunity intersect. Attendees learned what makes York Region the premier destination to live and work by showcasing the York Link marketing campaign.

The #InnovativeYR Twitter hashtag generated a reach of more than 318,000 and 1 million plus impressions.

#INNOVATIVEYR SOCIAL MEDIA METRICS FOR 2017 YORK REGION BROADBAND AND INNOVATION SUMMIT

241 POSTS	92 USERS	318,127 REACH	1M+ IMPRESSIONS
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TWITTER **TOP 5** TRENDING SOCIAL MEDIA IN TORONTO

REALTOR® QUEST 2017



In May, York Region's Economic Strategy team participated in REALTOR® QUEST 2017, Canada's largest annual Realtor Trade Show and Conference. The Toronto Real Estate Board hosted the conference in the Toronto Congress Centre, which drew more than 8,000 commercial and residential real estate professionals. York Region Community Planning Branch was a

guest speaker for the Conference's Development Forum session. The York Link booth was a hub of activity, reflecting the industry's interest in York Region's urban growth centres and corridors initiatives; the Region's designated growth areas at large, and particularly the implications of the TTC subway extension to the Vaughan Metropolitan Centre.

YTN - PUBLIC SECTOR FIBRE NETWORK IS GROWING TO MEET FUTURE NEEDS

Source: York Region

October 19, 2017 – York Regional Council announced the appointment of the Board of Directors and General Manager for YTN Telecom Network Inc. – the corporation that will manage York Region's dark fibre optic network.

As part of the mandate to improve broadband access and quality

across York Region, in March 2017. Council approved the incorporation of a York Region owned entity to operate the network. The new entity was incorporated in August and will increase connectivity by working with public and private sector partners.

"Improved broadband is a key priority for York Regional Council. It is essential to attracting and maintaining our competitive business edge and can help enhance the live/work/play needs of our communities." – Wayne Emmerson, York Region Chairman and CEO

Economic Development Highlights



MOBILE WORLD CONGRESS AMERICAS 2017

Source: York Link

York Region's Economic Strategy office partnered with an Ontario business delegation to promote York Region's technology business community at the first-ever Mobile World Congress America's telecommunications trade show

in San Francisco. Among others, representatives from six York Region tech companies conducted live interviews via the 'York Link' social media channels, generating over 46,000 views online.

YORK REGION NAMED SMART21 INTELLIGENT COMMUNITY

Source: York Region

The Regional Municipality of York was named a Smart21 Intelligent Community of the Year by The Intelligent Community Forum (ICF). The Region was awarded this designation due to its commitment to broadband initiatives and open data programs. These programs humanize data through increasing transparency and empowering citizens to use data in new and creative ways.

The recognition is a testament to the collaboration with the innovation within York Region's nine local cities and towns. The ICF submission was a joint effort, drafted in partnership with local municipalities to highlight a number of unique Region-wide initiatives. This award qualifies York Region to be considered for the Top 7 Intelligent Community of the Year Award for 2018.

Regional Municipality of **YORK**
SMART21
COMMUNITY 2018

YORK UNIVERSITY OPENS YSPACE, A NEW INNOVATION HUB IN MARKHAM, YORK REGION

Source: York University



York University announced the official opening of YSpace, its new innovation and entrepreneurship centre in Markham, aimed at helping budding entrepreneurs turn bright ideas into action. A number of York University's key entrepreneurs showcased their technologies and products in the YSpace "maker space" and "co-working space."

York University's new co-working and maker space offers students and community entrepreneurs and

innovators a place to build and scale their ventures and connect with industry and not-for-profit partners. It provides them with access to programs designed to build their entrepreneurial skills.

With York's Markham Centre campus scheduled to open in 2021, the University is actively taking steps to cultivate new connections that foster a strong and growing culture of teaching, learning, research and innovation.

"Innovation York, York University's innovation office, offers entrepreneurs and innovators an opportunity to become a part of community at YSpace Markham. A community that is supportive, that offers training programs to develop skill-sets, co-working space, and facilities to build prototypes and even products, is essential if we are going to support entrepreneurs and give them the best opportunity for success."- Vice-President, Research & Innovation, Robert Haché

FEDDEV ONTARIO INVESTS OVER \$2 MILLION IN LOCAL ACCELERATOR

Source: FedDev Ontario

"45 Entrepreneurs in York Region to Benefit from Skills Development Program"

With this non-repayable contribution through FedDev Ontario's Investing in Business Innovation initiative, the York Entrepreneurship Development Institute (YEDI) is delivering Incubator Track in three intensive 16-week skills development

and mentorship programs to 45 entrepreneurs in York Region and the City of Toronto. It is also providing much needed seed funding to support these entrepreneurs to further commercialize their ideas and launch high-potential, early-stage businesses.

IBM AND VENTURELAB TEAM WITH ONTARIO GOVERNMENT AND ONTARIO CENTRES OF EXCELLENCE

Source: IBM Canada Ltd.



May 8, 2017 – A new innovation space opened at IBM Canada's Markham head office to support business development, entrepreneurs, developers and start-ups. This hub is part of the IBM Innovation Incubator Project, a \$54 million initiative of the Province of Ontario, IBM, and Ontario Centres of Excellence (OCE) to help propel 'made in Ontario'

innovation by rapidly accelerating commercialization.

The IBM Innovation Space – Markham Convergence Centre, enables ventures at all stages of their business lifecycle to excel and grow through technology innovation by providing easy access to the latest IBM technologies, including leading cloud and cognitive solutions.



YORK UNIVERSITY MARKHAM CENTRE CAMPUS SCHEDULED TO OPEN IN 2021 ▲

YORK UNIVERSITY MARKHAM CENTRE CAMPUS WILL FEATURE LIGHT-FILLED FLEXIBLE SPACE FOR STUDENTS

Source: York University

November 29, 2017 – York University’s Board of Governors has approved the preliminary design and budget for the York University Markham Centre Campus project, an important milestone along the way to opening the new campus in September, 2021.

Approval of the design and budget for the approximately \$253 million project means the design development phase will now begin, including production of construction documents in preparation for tendering. The university intends to start construction by the end of 2018.

The York University Markham Centre Campus, located west of the Markham Pan Am Centre, will offer 4,200 students in a high-growth part of the province access to more than 20 degree programs, including a variety of professional programs, as well as innovative joint programs with York’s academic partner on the project, Seneca College. York will partner with local businesses and industry to provide unique experiential learning opportunities for students and contribute to the region’s major economic clusters.

AURORA ARMOURY TO HOUSE NIAGARA COLLEGE MICROBREWERY INCUBATOR

Source: YorkRegion.com

Niagara College’s Canadian Food and Wine (CFWI) institute will be calling the Aurora Armoury home in the near future. The partnership with the town will see the college offer short-term and part-time training in a newly-restored historical building located in Town Park. The college will use the location to launch its Expert Edge Corporate Training facility, offering instruction to industry professionals, enthusiasts and team-building exercises in an intimate and unmatched learning environment.

The town predicts the renovated space will become a vibrant community gathering space and home to a world-class training facility specializing in culinary skill building, commercial brewing and viticulture. The space will also include an incubator, a culinary demonstration theatre, as well as a wine and beverage sensory lab. The plans also include a classroom, teaching kitchen, multipurpose and event space and a shaded patio overlooking Town Park.

AGRI-FOOD REMAINS A PRIORITY FOR YORK REGION

Source: York Region

October 19, 2017 – York Regional Council approved five strategic goals to further support agri-food community.

The economic impact of The Regional Municipality of York’s agri-food chain is valued at over six billion dollars. This finding is part of the York Region Agriculture and Agri-food Update and Strategy report, in which Regional Council adopted.

York Regional staff collaborated with the York Region Agricultural

Advisory Liaison Group and a third-party consultant, Synthesis Agri-food Network, to survey industry stakeholders. A total of 140 food producers, restaurant industry members and residents provided feedback.



DIGNITARIES, TOP EXECUTIVES, COMMUNITY LEADERS AND CEOS COME TOGETHER FOR GATEWAY 2017

Source: Markham Review

October 30, 2017 – York Region hosted its annual Gateway Conference at Hilton Toronto/Markham Suites Conference Centre, connecting new Canadians with potential employers in the area. Mayor, Frank Scarpitti delivered opening remarks at the event, as did Wayne Emmerson, Chairman and CEO of York Region and MC, Sangita Patel, a Canadian TV personality.

Attendees consisted of internationally educated professionals and entrepreneurs looking to connect with employers,

professional associations and government officials. They were taught about local work culture, credentials and accreditation needed to gain suitable employment and steered toward support, networking and mentoring opportunities.

York Region is one of the most diverse communities in Ontario, attracting highly educated talent from all over the world. Between 10,000 and 12,000 highly skilled and educated immigrants arrive in York Region each year.



TWO YORK REGION CITIES PART OF A GTA BID FOR AMAZON'S SECOND HEADQUARTERS IN NORTH AMERICA

Source: York Region

September 7, 2017 – A public bid invitation was issued by Amazon for its second headquarters location in North America. In their Request for Proposal (RFP), they encouraged states, provinces and metro areas to coordinate with relevant jurisdictions to submit one RFP for its Metropolitan Statistical Area (MSA).

The bid response deadline was October 19, 2017. There were a total of 238 bid submissions. On January 18, 2018 – it was shortlisted to 20 Amazon HQ2 candidate locations that will continue in the RFP process. Toronto region was the only Canadian location selected.

Of the 10 Greater Toronto Area (GTA) sites proposed in the final bid document, produced by Toronto

Global, two are within York Region: the new downtown cores of both Vaughan Metropolitan Centre and Markham Centre. They both meet the RFP criteria as summarized in the Project's ideal site.

"This is an excellent opportunity to reinforce why York Region is the best place for investors to do business – in all of our nine municipalities," said Wayne Emerson, York Region Chairman and CEO. "The work on the Amazon bid book heightens investor knowledge of the vast areas of employment land readily available including one of Canada's largest concentration of tech companies and talent pool."

It is expected that Amazon will make a final site selection decision before the end of 2018.



YORK SMALL BUSINESS ENTERPRISE CENTRE

HIGHLIGHTS

The York Small Business Enterprise (YSBEC), through partnership with the Ontario Government, hosted or partnered on over 55 seminars and six events – together outreach attendees amounted to 1,800 people. These events covered business topics including marketing, sales, financing, market research and business plan development.

CONNECTING BUSINESSES WITH LEARNING AND NETWORKING OPPORTUNITIES IN THE REGION

STARTER COMPANY PLUS

In spring of 2017, the YSBEC launched a new program called Starter Company Plus: an entrepreneurship program geared to help adults 18 plus to start or grow their business. The program provides awards of up to \$5,000 along with training, advice and mentoring. For the inaugural year, the YSBEC Starter Company Plus initiative had nine participants receive grants of \$5,000 each to help them with their business ventures.

STARTER COMPANY PLUS YSBEC SUCCESS STORY: STEM MINDS



After a 20-year banking career, Anu Bidani had a decision to make: to continue in the corporate world or channel her passion for technology and innovation into her own business. “I’ve always been an entrepreneur at heart,” she says, so she chose to create STEM Minds, which provides STEM – science, technology, engineering, math – and now arts – programs for children.

“I met with a consultant at YSBEC who invited me to a group session on starting a small business,” says Bidani. “She was a wonderful source and my journey really started with that connection. She introduced me to a lot of strategic partners.”

STARTER COMPANY PLUS YSBEC SUCCESS STORY: FALCON LAM FINANCIAL



Certified financial planners Marlene Falcon and Thuy Lam are in the habit of providing advice and information. But as small business partners, they’re just as open to receiving guidance as they are at offering it.

“We met with the YSBEC consultant and were really impressed with the information she shared with us in less than an hour,” says Falcon. The consultant told them about a number of government programs that support small business expansion.

SUMMER COMPANY LAUNCHES 16 NEW ENTREPRENEURS IN YORK REGION

Over the summer, young entrepreneurs between the ages of 15 and 29 were eligible to receive business training and mentoring from York Region business leaders through the Ontario Government program Summer Company, facilitated by YSBEC program consultant. Each business approved through the program is qualified for a startup

grant of up to \$3,000. The program assists young entrepreneurs on how to get a business off the ground – from writing a business plan and building a marketing strategy, to goal setting. Sixteen students successfully completed the Summer Company program, receiving grants totaling \$48,000 and earning \$104,370 in revenue.

Meet our 2017 Summer Camp Participants on YorkSmallBusiness.ca



YSBEC SUMMER COMPANY ENTREPRENEURS ▲



ARE YOU LOOKING TO START OR GROW YOUR SMALL BUSINESS?

Call and book a one-on-one consultation with YSBEC at 1-877-464-9675 ext. 71572, or visit us online at www.yorksmallbusiness.ca

If you are starting a new business, or are an existing small business with less than 10 employees, contact us! We can help.

The York Small Business Enterprise Centre (YSBEC) serves small businesses in the northern six York Region municipalities: Aurora, East Gwillimbury, Georgina, King, Newmarket and Whitchurch-Stouffville. The municipalities of Markham, Richmond Hill, and Vaughan also have Small Business Enterprise Centres to serve their respective communities.

YSBEC is managed by the Regional Municipality of York's Economic Strategy Branch, is a partnership with the Ministry of Economic Development and Growth, and the Ministry of Research, Innovation and Science. Each of the Region's Small Business Enterprise Centres focuses on providing support to both new startups and existing small businesses in their communities through business consultations, workshops, seminars and networking events.



MARKHAM ▲

MARKET INDICATORS

ECONOMIC OVERVIEW

York Region remains competitive and ranks among the top 10 large municipalities for growth and development in Canada and Ontario in a number of key economic areas, including jobs, population and housing market.

Third highest among Canada's large municipal jurisdictions for the best-educated local workforce – fifty per cent have a university degree





51,000
BUSINESSES
(EMPLOYERS)



600,000
LOCAL JOBS



1,300
NEW BUSINESSES
ANNUALLY (AVG)



\$86B
REVENUE TOP
40 COMPANIES

6

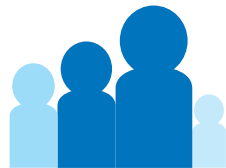
OF TORONTO
AREA'S TOP 10 ICT
CORPORATE R&D
INVESTORS

\$4.7B

REGIONAL 10-YEAR
INFRASTRUCTURE
INVESTMENTS

YORK REGION: ECONOMIC POWERHOUSE

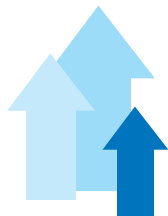
1.2M
RESIDENTS



6th
LARGEST
MUNICIPALITY
IN CANADA



12,500
NEW JOBS/YEAR
ON AVERAGE



500
FOREIGN
SUBSIDIARIES



2,400
EXPORTERS



\$56B
LOCAL GDP



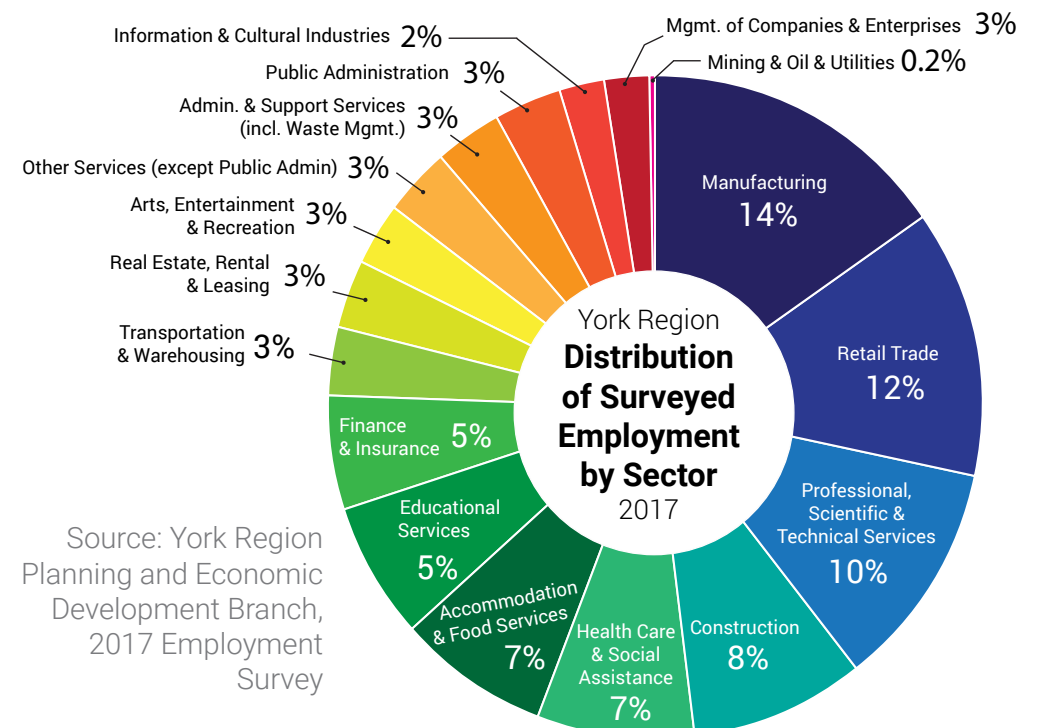
Market Indicators and Economic Overview

TOTAL BUSINESSES BY SECTOR

NAICS	INDUSTRY SECTOR	BUSINESSES	
54	Professional, scientific and technical services	8,967	17.5%
23	Construction	5,783	11.3%
44-45	Retail trade	4,646	9.1%
62	Health care and social assistance	3,890	7.6%
81	Other services (except public administration)	3,562	7.0%
41	Wholesale trade	3,544	6.9%
72	Accommodation and food services	2,648	5.2%
31-33	Manufacturing	2,576	5.0%
53	Real estate, rental and leasing	2,325	4.5%
56	Administrative and support, waste management and remediation services	2,257	4.4%
48-49	Transportation and warehousing	1,872	3.7%
52	Finance and insurance	1,824	3.6%
61	Educational services	677	1.3%
51	Information and cultural industries	540	1.1%
	Other *	6,130	12.0%
TOTAL		51,241	

* Arts, entertainment, and recreation; management of companies; agriculture, forestry, fishing and hunting; utilities; mining, oil and gas; public administration; unclassified

Source: Statistics Canada, CBC, June 2017



Source: York Region Planning and Economic Development Branch, 2017 Employment Survey

YORK REGION COMMERCIAL AND INDUSTRIAL VACANCY RATE AND RENT

“ Tenants are showing a preference for transit friendly new builds amid the suburban leasing markets gradual recovery.”

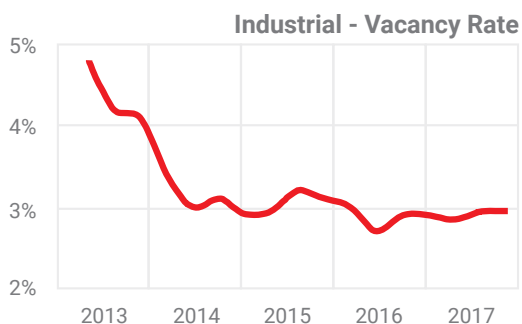
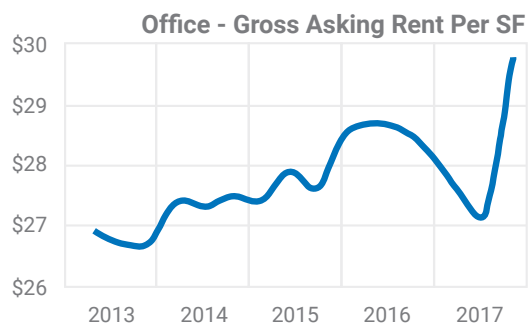
Suburban Toronto Office Insight, Q3 2017, Jones Lang LaSalle IP

OFFICE SPACE

Gross Rent Per SF, Survey: **\$29.60**
 Gross Rent Per SF, 5-Year Avg: **\$27.62**
 Vacancy Rate, Survey: **5.2%**
 Vacancy Rate, 5-Year Avg: **6.8%**

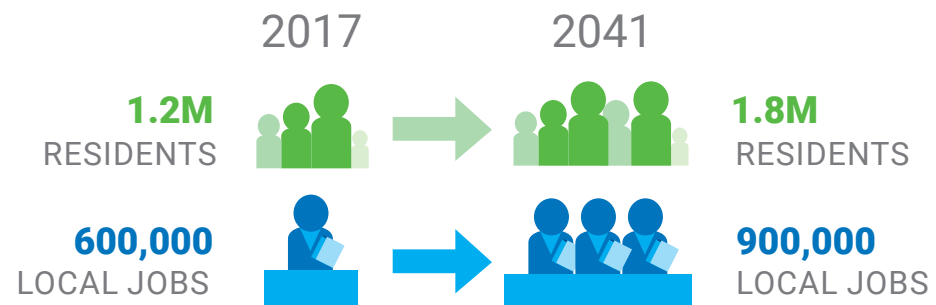
Gross Rent Per SF, Survey: **\$6.84**
 Gross Rent Per SF, 5-Year Avg: **\$6.08**
 Vacancy Rate, Survey: **3%**
 Vacancy Rate, 5-Year Avg: **3.3%**

INDUSTRIAL SPACE



Source: CoStar, December 2017

YORK REGION POPULATION AND EMPLOYMENT PROJECTION

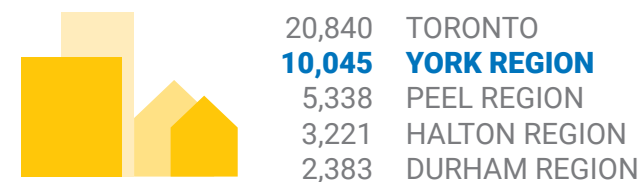


ESTIMATED NUMBER OF OCCUPIED HOUSEHOLDS BY TYPE



Source: Planning and Economic Development, York Region 2017

GTA NEW HOME SALES 2017



Source: Altus Group, Jan-Dec 2017, monthly data aggregation

TOP IN GTA FOR REAL ESTATE

22 of Top 25 GTA Neighbourhoods are from York Region. Looking at the GTA, York Region had an impressive showing with 8 of the top 10 neighbourhood spots and 22 of the top 25, according to MoneySense Magazine - 2017 Top GTA Neighbourhoods.

AMONG THE TOP 25 PLACES TO LIVE

The 2017 Best Places to Live in Canada by MoneySense is about finding the best of the best - what makes a city a great place to live. There are three York Region municipalities among the top six in the Greater Toronto Area.

2016 CENSUS FAST FACTS – YORK REGION

70%

of York Region residents (aged 25 to 64) have post-secondary education - second highest in the Greater Toronto and Hamilton Area.

4th

York Region ranks fourth in Canada for the share of residents (aged 25 to 64) with a university degree.

51%

of immigrants have a university degree or higher.

86%

of York Region homes are owned - the highest in the Greater Toronto and Hamilton Area (GTHA).

6.4%

York Region's unemployment rate of 6.4 per cent was the second lowest in the Greater Toronto and Hamilton Area (GTHA) after Halton Region.

2nd

York Region has the second highest median household income in the Greater Toronto and Hamilton Area (GTHA).

604,200

York Region residents aged 15 years and over in the total labour force.

47%

(515,225) of York Region residents were born outside of Canada - third highest in Ontario behind Peel and Toronto.

78%

York Region's City of Markham is Canada's most ethnically diverse community with 78 per cent of the population identifying as a visible minority.

Top 5

The top five industries in York Region's Employed Labour Force are: Retail Trade; Professional, Scientific, and Technical Services; Manufacturing; Health Care and Social Assistance; Finance and Insurance.

YORK REGION AMONG TOP 10 CANADIAN MUNICIPALITIES IN GROWTH

Source: York Region

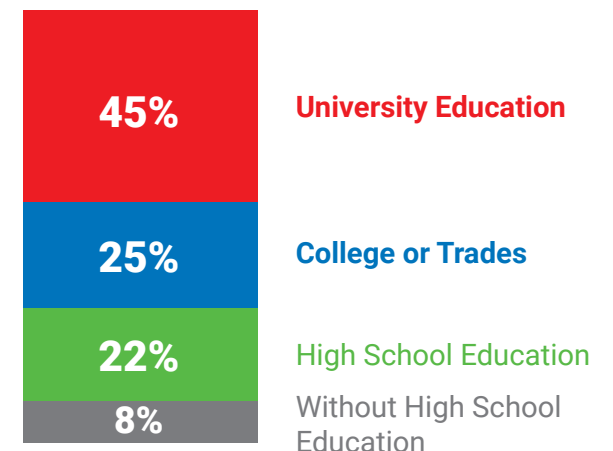
York Region remains competitive and ranks within the top 10 municipalities in Canada and Ontario in a number of key economic areas, including construction values and the housing market.

Over the last five years (2011-2016) York Region experienced the highest population growth of Ontario's five largest Municipal Census Divisions and the third largest among Canada's 10 largest (behind Calgary and Edmonton). York Region's population grew by 1.5

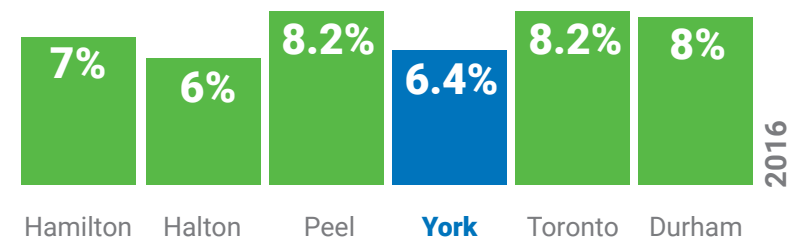
per cent average annually, or more than 77,000 people, according to the Census.

To arrive at an estimate for 2017 population, Canada Mortgage and Housing Corporation (CMHC) housing data is added to the Census households estimates. Based on CMHC data, an estimated 10,000 additional households have been added to the Region since the 2016 Census. As a result, York Region's population estimate was nearly 1.2 million in 2017.

LEVEL OF EDUCATION OF THE WORKING AGE POPULATION (AGED 25-64) IN YORK REGION



UNEMPLOYMENT RATES ACROSS THE GTHA



Source: Statistics Canada, 2016 Census



York Region Chairman and CEO and Members of Regional Council



Chairman & CEO
Wayne Emmerson

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