

Clause 2 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 23, 2017.

2

Economic Development – 2016 Year in Review

Committee of the Whole recommends:

1. Receipt of the presentation by Doug Lindeblom, Director, Economic Strategy.
2. Adoption of the following recommendation contained in the report dated February 24, 2017 from the Commissioner of Corporate Services and Chief Planner:
  1. The Economic Development – 2016 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, the York Region Arts Council, and Toronto Global.

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Report dated February 24, 2017 from the Commissioner of Corporate Services and Chief Planner now follows:

1. Recommendation

It is recommended that:

1. The Economic Development – 2016 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, the York Region Arts Council, and Toronto Global.

2. Purpose

This report provides a summary of the Economic Development – 2016 Year in Review (Attachment 1) which highlights economic activity in the Region and the impact of York Region programs on business and job growth.

### 3. Background and Previous Council Direction

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 (YROP-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-supportive 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 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

The York Region economy is diverse and growing

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

**Table 1**  
**Comparison of annual employment growth rates, Canada, Ontario, GTA and York Region 2016**

	Canada	Ontario	Greater Toronto Area	York Region
2011-2012	1.1%	0.3%	1.1%	3.8%
2012-2013	1.3%	2.2%	4.9%	4.1%
2013-2014	0.0%	0.6%	-1.6%	2.1%
2014-2015	1.1%	1.2%	4.1%	2.7%
2015-2016	0.4%	0.5%	1.0%	3.1%

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 employment trends at the national, provincial and GTA levels. Direct comparisons should not be drawn when comparing the Statistics Canada's labour force data to York Region's employment survey data. Refer to Attachment 1 on page 4 for a more detailed explanation.

The Employment and Industry report identifies the Region's economy as diverse, made up of numerous significant '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 economy here.

York Region continues to be a desirable place for businesses to invest and grow

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

The Region's significant commitment to infrastructure and transportation expansion and renewal in particular is facilitating business growth. The Region has invested billions of dollars to expand and modernize transportation infrastructure such as the Spadina Subway Extension into Vaughan, which is now seeing tremendous office and residential construction and business attraction as a result. Council continues to place a strong priority on future critical infrastructure improvements such as the Yonge North Subway Extension that will lead to new business and creation.

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 are critical to maintaining York Region's continued competitiveness as a top business location in the GTA.

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 policies at different levels of government. Examples of external and macro-level factors that have a direct impact on York Region's economic growth prospects include exchange and interest rates, the cost 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 to a knowledge-and-services-based economy is an example of the significant impact such external factors have on the local economy.

Regional programs support business and job growth

York Region's Economic Development Action Plan addresses key economic challenges and opportunities facing York Region and translates them into innovative economic areas of program focus. Along with the initiatives identified in the Action Plan, the Region continues to make significant infrastructure investments to support business growth and innovation. The economic development program targets key high growth clusters like information and communications technology.

Working in collaboration with local municipalities and an extensive network of partners, York Region's Economic Strategy division delivers services in the areas of business advisory, economic research, innovation, and investment attraction marketing and sales. Business expansion and attraction advisory services are delivered Region-wide through the Investment & Marketing program (York Link), while small business services are delivered in York Region's northern six municipalities by the York Small Business Enterprise Centre.

Since 2010 Regional programs have facilitated the creation of 2,300 jobs through business start-ups, relocations and expansions

Job growth is a key priority of Council as identified in the 2016 to 2019 Strategic Plan. In 2016, York Region Economic Strategy staff held 850 business retention, expansion and attraction engagements and consultations both within and outside York Region. In 2016 the division facilitated the creation of about 640 new jobs and the retention of thousands of quality local jobs across York Region.

Highlights of the results of these business supportive engagements in 2016 include:



- Facilitating, in partnership with the City of Markham, General Motor's new software development centre resulting in the announcement of hundreds of software engineering jobs
- Facilitating, in partnership with Invest Ontario, an international media showcase of two robotics and automation technology companies in York Region (Bluewrist in Markham and HiBar in Richmond Hill)
- Working in collaboration with the Province facilitated \$820,000 in Federal funding for Markham-based technology company Bluewrist under the Automotive Supplier Innovation Program
- Facilitating a strategic partnership between AMD and Sulon on augmented reality headset technology development

In total, since 2010, the York Region's Economic Strategy division has facilitated the creation of an estimated 2,300 new and expansion jobs across the Region.

The award winning York Link office attraction campaign launched in 2016 is gaining momentum and generating results

The York Link marketing campaign, under the tagline "Where Talent and Opportunity Intersect" was launched in 2016. The aim of the campaign is to focus Regional marketing efforts on attracting and retaining knowledge-based companies and workers, particularly in Centres and Corridors.

Key achievements to date include:

- Receiving 3<sup>rd</sup> party endorsement of the York Link message at the NAIOP Commercial Real Estate Association Suburban Office Investment Forum, Global Property Market and Real Estate Forum, and through testimonials from major new office tenants in the Region including TD Insurance, GM, and CieNET Technologies. These testimonials reflect the important influence of the message on location decisions
- Increasing website traffic under the new York Link identifier by 56% over 2015 to 33,000 unique visitors
- Increasing social media followers under the new York Link identifier by 170% over 2015, increasing to 16,000 followers combined for Twitter, Facebook and LinkedIn. Content impressions, or the number of times York Link's content was displayed, rose to 5 million in 2016, a 130% increase over 2015

The York Link design also won two prestigious awards; the Graphic Design USA Magazine 2016 Identity Design Award and a 2016 Good Design Award from the Chicago Athenaeum: Museum of Architecture and Design. The submissions for these awards were made by Shikitani Lacroix, the design firm retained by York Region to develop the York Link campaign.

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:

- Securing, in partnership with the Town of Newmarket, over \$300,000 in Provincial funding to support the NewMakelt makerspace pilot project
- Delivering the 2nd Annual Broadband and Innovation Summit, attracting over 140 participants and launching the Regions' Intelligent Community Forum initiative
- Delivering the first FinTech Summit to over 150 participants from the financial services/technology industry, raising awareness of this emerging Regional cluster
- In partnership with a 3rd party commercial real estate firm, completing an office tenant perceptions interview study to inform York Region's office attraction marketing strategy and business attraction messaging
- Completing a comprehensive analysis and recommendations on York Region's Live/Work ratio as it relates to the local labour force and jobs market

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 – 2016 Year in Review publication are included in the approved Planning and Economic Development Branch budget.

## 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 and 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

The 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 – 2016 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.

February 24, 2017

Attachments (1)

#7355417

Accessible formats or communication supports are available upon request.



YORK REGION ECONOMIC DEVELOPMENT

2016  
**YEAR IN REVIEW**



# GM CANADA

INVESTS IN YORK REGION:  
**HUNDREDS OF NEW JOBS**  
IN ENGINEERING & SOFTWARE

## ALSO INSIDE...

New KPMG Office Tower Opens  
in the Vaughan Metropolitan Centre

Huawei Expands 5G Research and  
Development Centre in Markham

Talent, Opportunity Intersect  
in York Region





# WHERE TALENT AND OPPORTUNITY INTERSECT



YORK REGION ECONOMIC DEVELOPMENT  
2016  
**YEAR IN REVIEW**

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## YORK REGION LOCAL CITIES AND TOWNS

Markham | Vaughan | Richmond Hill | Newmarket | Aurora  
Georgina | Whitchurch-Stouffville | East Gwillimbury | King







# BUSINESS COMMUNITY HIGHLIGHTS



Find all of this and more at:

[WWW.YORKLINK.CA/NEWS](http://WWW.YORKLINK.CA/NEWS)







## General Motors Drives Investment and Jobs to Markham

Source: The Regional Municipality of York

June 2016 - Regional Municipality of York Chairman and CEO Wayne Emmerson and Markham Mayor Frank Scarpitti congratulated General Motors Canada (GM) on the announcement to establish a facility in the City of Markham to develop new software and connectivity technologies for its vehicles.

“The General Motors announcement is very welcome, and not surprising – more and more high-tech firms are selecting York Region for their operations,” said Chairman Emmerson. “Our extensive investments in modern infrastructure, rapid transit, complete communities and economic development make us an extremely attractive location for leading-edge technology firms.”

GM’s selection reflects the top talent available in York Region’s communities and follows business investments in the Region by other major office employers, including Aviva Canada’s new Canadian head office, KPMG Canada’s new regional office, and TD Insurance. These investments mean thousands of new jobs for the Region, in addition to the investment by GM.

York Region’s economic development staff has worked in close partnership with the City of Markham and industry stakeholders to facilitate the attraction of GM Canada’s new Markham facility.

General Motors is hiring for hundreds of positions at the new Technical Centre - Markham Campus including software developers and engineers.

For career opportunities at GM Canada visit: [www.gminnovates.ca](http://www.gminnovates.ca)

**“Straightforward choice given the density of ICT, one of the highest per capita in North America...”**

- Steve Carlisle, President & Managing Director  
General Motors Canada

Photo Source: General Motors Canada



## KPMG Tower Opens in the Vaughan Metropolitan Centre with Direct Subway Access

Source: The Regional Municipality of York - York Link

On November 17, 2016, KPMG Canada officially opened the doors to its new Vaughan GTA North location. "Located in the heart of the GTA's 905 area, Vaughan was a clear choice for us to set up a new office," said Sebastian Distefano, GTA Regional Managing Partner at KPMG. "Building here allows us to best service our many clients situated in the area, today and tomorrow."

"KPMG's Vaughan GTA North location was built with an open concept to facilitate collaboration, modern furniture, internal staircases to encourage people to remain mobile and with the latest technologies", said Distefano. "All of our workstations have dual monitors to help reduce reliance on paper, there are smart boards to capture and share ideas in meeting rooms, and Skype for

business instead of landlines. Actually, our office has more bells and whistles than what we have downtown [in Toronto]."

Distefano cites strong infrastructure as one of the drivers for KPMG's planting of its feet in the Region. "The new [Spadina] subway line extension coming this year was also a big factor, to easily move people to and from the office, which will help with the already smooth commute even more. Plus, there's accessibility to highways like 407, and rapid transit along Highway 7 that also improves accessibility through the area."

The subway extension is supported by infrastructure investments from York Region, the Province of Ontario, and the Government of Canada.







# Talent, Opportunity

Marc Saltzman | Special to Financial Post

As you might expect, making video games for a living was a dream job for

Spencer Elliott – but the nearly 90 minute commute to and from work proved to be more of a nightmare. And so the 27-year-old programmer at Game Hive – a popular developer of mobile games, including the ‘Beat the Boss’ series, ‘Tap Titans’, and ‘Battle Run’ – moved to a condo in downtown Markham, a stone’s throw from the studio. “It was a no-brainer to move to the region,” says Elliott. “In fact, I wish I had done it sooner.”

Roy Apoong, an associate producer at Game Hive, mirrors his colleague’s sentiments: “Work is so close to my condo I can go home for lunch.” Apoong says the young age and similar hobbies among Game Hive’s employees makes for a great work culture. Walk into Game Hive and you’ll see beanbag chairs, gaming competitions, and a beer fridge.

“Because we all get along, after hours we’ll often go to the movies, rock climbing, escape rooms, go-karting, or paintball – and it’s all close by,” adds Apoong.

## Attracting, Retaining Talent

Elliott and Apoong are discovering what many others have before them: York Region’s top quality of life attracts and retains top talent from around the world.

With nearly 25,000 new residents moving to the region each year, it’s one of Canada’s fastest growing communities with almost 1.2 million residents now calling it home. Money Sense’s 2015 rankings had half of the GTA Top 100 neighborhoods located in York Region and the Fraser Institute identified five out of the Top 10-rated secondary schools in the GTA are in York Region.

York Region’s fast developing urban centres in Markham, Richmond Hill, Vaughan and Newmarket offer a wide variety of housing options including significant condo development opportunities for young professionals like Elliott and Apoong. In fact, York Region had the highest increase in high rise condo sales across the GTA between mid-year 2015 and mid-year 2016, and issued almost as many building permits for new condos and apartments as the City of Toronto in the first half of 2016, according to data from Statistics Canada and BILD GTA.



# Intersect in York Region

“It’s no surprise York Region has experienced tremendous growth of the past couple of years,” says Michael Uster, Senior VP Liberty Development Corporation, a leading residential and commercial builder in the Region’s urban growth centres.



“Combine more affordable living spaces with many employment opportunities, and you can see why this is an attractive place to live, work and play,” adds Uster. “Consider it a ‘best of both worlds’ scenario.”

Along with smaller companies like Game Hive – which may not remain small for long, given their games have been downloaded more than 100

million times, to date – global tech giants have also chosen to open offices in York Region including the likes of IBM, AMD, Lenovo, Toshiba, SAP, GE and Huawei. A whopping 10 per cent of its workforce has Information Technology (IT) occupations and the cluster is Canada’s largest on a per capita basis.

The region also boasts “big city” amenities, says Uster. That includes highly-rated restaurants, shopping, and entertainment options that are easy to get to thanks to reliable public transit; which includes a new rapid transit system, along with public and toll highways, and the subway extension into Vaughan in 2017.

“The subway is very, very exciting for the region, as you’ll soon be able to get to and from downtown Toronto quickly and efficiently,” adds Uster. “This leaves you more time to work or spend time with your family or friends, which is what we all want.”





### PwC to Anchor New Office Tower at Vaughan Metropolitan Centre

Source: Bisnow

SmartREIT and Mitchell Goldhar unveiled plans for a new 220,000 sq.ft. class-A office tower at the Vaughan Metropolitan Centre (VMC); with PwC Canada as its anchor. The VMC, a new downtown for Vaughan at Highway 400 and Highway 7, will include 40 million sq.ft. of development centred around new mass transit.

### SmartREIT and Mitchell Goldhar Announced Harley-Davidson Canada and GFL Environmental as New Tenants in the KPMG Office Tower at Vaughan Metropolitan Centre

Source: MarketWired

SmartREIT and Mitchell Goldhar announced they completed a lease transaction with Harley-Davidson at the KPMG Tower at SmartCentres Place in Vaughan. They also announced they have completed a 65,000 sq.ft., eleven year plus two five year extensions, lease transaction with GFL Environmental in the KPMG Tower. This will be the Canadian headquarters for both companies.



### American Multinational Software Company Citrix Systems Relocates its Canadian Head Office to Markham

Source: IT Canada Online

Citrix Systems, a leading provider of desktop virtualization and collaboration solutions moved into a new "hoteling" office in Markham. Citrix considered 21 different potential locations across the GTA. Markham [York Region] was chosen "for its accessibility, the area's infrastructure and amenities, and the local talent pool."

### Newmarket Headquartered Wyse Meter Solutions Opens Vancouver Office to Accelerate Growth in Western Canada

Source: Business Wire

Wyse Meter Solutions Inc. (Wyse), a growing submetering and utility management company, announced it has opened a new office in Vancouver. It is the third office for Wyse, after Newmarket and Mississauga in Ontario.



### Japanese Company Mimaki Open Tech Centre in Vaughan

Source: PrintCAN

Japan headquartered Mimaki held a grand opening for its new Technology Centre in Vaughan. The 11,000 sq.ft. facility will be home to Mimaki-trained sales and tech support staff dedicated to support its Canadian business.



Photo Credit: Government of Ontario

### Markham Headquartered Huawei Canada to Invest Over \$300 Million in 5G Research and Development in Ontario, Including a New Markham Research Lab

Source: Government of Ontario

The announcement supports 250 new jobs and retains an additional 250 R&D jobs. Huawei intends to invest up to \$303 million in 5G and related research initiatives in Ontario over the next five years, \$212 million of which is supported by the Province's Jobs and Prosperity Fund investment.



### Newegg Opens First Hybrid Centre in Richmond Hill

Source: Business Wire

Newegg, a leading tech-focused e-retailer in North America, opened its Hybrid Centre in Richmond Hill; the first of its kind in Canada. The Newegg Hybrid Centre serves a dual purpose: customers may pick up their orders and also explore the latest tech products and educational seminars.

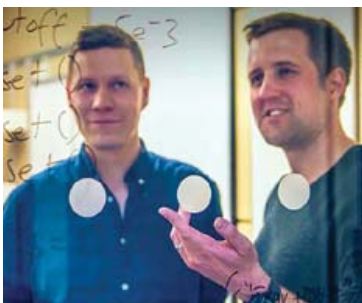
### I.C.E Data Centers Opens Markham Facility

Source: DataCentreDynamics

Montreal headquartered enterprise and cloud colocation provider I.C.E Data Centers opened a new facility in Markham, the second one in the Canadian city. The new data center in Markham has access to 8MW of power from two independent substations, and is chilled by proprietary 'I.C.E Box' cooling tech. Waste heat is recaptured for community use, with the facility connected to the Markham District Energy cogeneration plant.







### Fluidigm Opens New Customer Inspiration Center in Markham for Mass Cytometry

Source: Globe Newswire

Fluidigm Corporation announced the opening of a new customer inspiration center in Markham. Providing researchers with firsthand experience on the Helios™ system, the latest mass cytometry instrument. The customer inspiration center will be open to investigators around the world seeking to incorporate mass cytometry in their own research laboratories.



### Denmark Headquartered LEO Pharma Launches First North American Innovation Lab in Markham

Source: MarketWired

LEO Pharma, Denmark's oldest healthcare company, announced the launch of its first innovation lab in North America. Backed by \$100 million in funding, LEO Innovation Lab will develop new, non-pharmaceutical solutions for people living with psoriasis and partner with the startup community to foster innovation in apps, web platforms, wearables, virtual reality, tele-medicine, artificial intelligence, and other advanced tech. LEO Innovation Lab is LEO Pharma's first innovation venture outside of Europe.



### Markham Headquartered Toshiba Canada Affirms Commitment to Mobile Computing, Creates Toshiba Client Solutions Canada

Source: Business Wire

Toshiba America Information Systems announced the creation of a Canadian subsidiary, Toshiba Client Solutions Canada. The company will maintain its offices in Markham. This new subsidiary will focus on delivering business-to-business mobile computing solutions to enterprise, government, education and small-medium business markets.

### DuPont Fabros Buys Former Printing Plant in Vaughan for its First Data Center in Canada

Source: Data Center Knowledge

Data center company, DuPont Fabros Technology, acquired the building and land outside of Toronto. The Vaughan site will become the Washington, D.C.-based company's first location in the Toronto-area data center market. This is also DuPont Fabro's first foray into a market outside of the United States.



Photo Source: EP&T

### Murata Power Solutions Expands Footprint in Markham

Source: Electronic Products and Technology (EP&T)

U.S. Company Murata Power Solutions Inc. has doubled its footprint on Canadian soil, expanding its engineering team and production capabilities to better serve its expanding and diverse customer base. The Mansfield MA-based manufacturer of DC-DC Converters and AC-DC power supplies marked the grand opening of its office expansion in Markham, with a special event in July.



### Markham Headquartered Everlink Payment Solutions Expands into New Office; Wins Business Excellence Award for Innovation

Source: Regional Municipality of York

Everlink Payment Solutions moved into their new office in November 2016 and took the opportunity to highlight some major accomplishments for the year. Everlink was the recipient of Markham Board of Trade's Business Excellence Award for Innovation, the first in Canada to certify the mobile payments interface to Interac's Token Service Provider solution, and the first to enable mobile debit payments for credit unions.

#### RELATED:

Everlink and Thinking Capital Collaborate to Deliver a Small Business Lending Solution Tailored to Canadian Credit Unions and Banks

Source: Canada Newswire



### Crown Realty Partners and Crestpoint Real Estate Investments Complete Major Commercial Real Estate Acquisition of Allstate Corporate Centre in Markham

Source: MarketWired

Crown Realty Partners and Crestpoint Real Estate Investments Ltd. announced the portfolio acquisition of 11, 15, 19, and 27 Allstate Parkway, and 80 Frontenac Drive. Crown will oversee the property management of the portfolio and will be responsible for leasing and day-to-day operations.



### Canderel and Fiera Properties Acquire 550,000 sq.ft. Office Building in Markham

Source: MarketWired

Canderel and Fiera Properties announced that the companies completed the acquisition of 3500 Steeles Avenue East in Markham. This location is a 550,000 sq.ft. office building home to TD Bank, Geodis Canada, and others.

### Slate Office REIT Announces \$57 Million Acquisition of Gateway Centre in Markham

Source: MarketWired

Slate Office REIT, a leading owner of office properties in Canada, announced its agreement to acquire Gateway Centre, a major office complex in Markham for \$57.5 million.

### Newmarket-Based PerfectlySoft Closes \$1.5 Million Investment Seed Round

Source: Canada Newswire

Newmarket-based PerfectlySoft Inc., announced it closed its seed funding round of \$1.5 million with help from York Angel Investors, an investment group based in York Region. The group supports entrepreneurs and startup businesses throughout the GTA.



### TELUS Health Acquires Markham-Based Nightingale's Canadian Electronic Medical Record Software Solution Operations

Source: MarketWired

TELUS Health announced it entered into an agreement to acquire the Markham-based business of Nightingale Informatix Corp, including its proprietary electronic medical record software solutions and other assets.

### PwC Canada Acquires Richmond Hill-Based Salesforce Consulting Partner Cinovate

Source: Business Wire

PwC Canada has acquired Richmond Hill-based Cinovate Cloud Innovation Inc., a Salesforce Platinum Consulting Partner with extensive experience implementing solutions across the Salesforce Customer Platform. "This acquisition will help cement PwC as a leading Salesforce Platinum Consulting Partner...supported by our strategy and business transformation capabilities," said PwC Salesforce Consulting Leader Justin Wortley.

### Vaughan-Based Drone Delivery Canada Wants to Deliver Supplies to Remote Rural Parts of the Country

Source: Globe Newswire

Drone Delivery Canada has been completing test flights in Waterloo, and says it wants to use drone technology to get much-needed supplies to rural and remote parts of Canada. They are working with the federal government to gain operator status.



#### RELATED:

Drone Delivery Canada Receives Special Flight Operations Certificate from Transport Canada

Source: Drone Delivery Canada

Drone Delivery Canada and Staples Team Up For Drone Delivery Development, Implementation, and Commercialization

Source: Drone Delivery Canada

Drone Delivery Canada Signs Agreement To Expand Drone Logistics Platform with NAPA Auto Parts in Canada

Source: Drone Delivery Canada





Photo Source: BetaKit

### Tech-Sector Synergy in York Region as Markham Companies AMD Canada and Sulon Technologies Partner on Virtual Reality (VR) Headset

Source: MarketWired

At the Game Developer Conference, AMD said the Sulon Q will be an all-in-one VR headset that won't have to be tethered to a system. AMD is working with Sulon on the Sulon Q. It's a headset that serves up augmented reality and VR, complete with Windows 10, spatial recognition, and a "console-level" graphics processing chip.

### Markham-Based VIQ Solutions Announced New Secure Digital Modernization Wins in Nigeria and Mauritius

Source: MarketWired

VIQ Solutions Inc. in conjunction with partners Digital Voice Processing of South Africa, has been awarded two new secure digital capture and management contracts in Nigeria and Mauritius. The Nigerian contract calls for the installation of VIQ's digital court recording solution in multiple courtrooms, with remote stations for playback and transcription of court proceedings. The Mauritius win relates to an ongoing environmental appeals tribunal.

#### RELATED:

VIQ Solutions Announces Major Multi-Year, Multi-Million Dollar Contract for Spark & Cannon with New South Wales Police

Source: MarketWired

VIQ Solutions Unveils New Secure Cloud Based SaaS Workflow, Wins Contract with UK Nursing and Midwifery Council Using Amazon S3 Platform

Source: MarketWired

VIQ Dataworxs Wins Secure Nuance Speech Recognition Integration Project With Australian Law Firm

Source: MarketWired



### Markham Headquartered Redline Communications Awarded Contract for Wireless Network in Jordan

Source: Canada Newswire

Redline Communications Group Inc., a provider of wide area wireless networks for the most challenging applications and locations, announced it was selected by the turnkey system integrator Waseela to supply the networking equipment for a highspeed wireless network that will provide connectivity between the Ministry of Education local offices and approximately 3,000 schools in Jordan.



Photo Source: Canadian Business

### Canada's Next High-Tech Unicorn is a Platform for Appraising Mortgages - Real Matters is Headquartered in Markham

Source: Canadian Business

From its Markham home office, Real Matters has quietly grown into a technology giant that's now involved in 10 per cent of all U.S. mortgages. The company developed a platform that, for a fee, connects lenders to a network of appraisers and professionals, ranked on user ratings.



### Newmarket-Based XE Recognized as One of Canada's Top Small and Medium Employers for 2016

Source: Business Wire

XE.com, known globally for its web-based and mobile currency converters, has grown to 42 full-time employees. XE.com sums up its company philosophy as R.S.S. Respect (for colleagues and customers), solve (customer/business problems), and simplify (the user experience).

### Twenty-Two York Region-Based Companies Make Computer Dealer News Latest Top 100 IT Solutions Providers List

Source: Computer Dealer News

Twenty-two York Region based companies made the Top 100. From those companies, two were within the Top 5. The list was released in April 2016.

### Eight York Region Entrepreneurs Make PROFIT'S 2016 W100: Canada's Top Female Entrepreneurs List

Source: PROFIT

Eight York Region-based female entrepreneurs were acknowledged for their efforts by PROFIT Magazine.



### Vaughan-Based Elias Custom Metal Unveils First Ever Made-In-Ontario E-House and Advanced Manufacturing Investment

Source: PrintCAN

Elias Custom Metal announced the first-ever Electrical House manufactured in Ontario and a \$2 million investment that will help grow the economy, add 10 new jobs and strengthen manufacturing.

### Kenyan Ministry of Education Selects Software From Markham Based Net Support to Aid National Literacy Program

Source: Canada Newswire

NetSupport's classroom management software, NetSupport School, has been selected as the solution of choice to be pre-installed on over 695,000 education devices as part of the Digital Literacy Programme in Kenya by Portuguese tech design company, JP - Inspiring Knowledge (JP-IK). They will install the software in over 13,500 classrooms, train approximately 33,000 teachers and impact over 695,000 students by March 2017.

### Vaughan Headquartered Upstream Works Software Expands with New Office in Europe and Receives Multiple Accolades in 2016

Source: MarketWired / Upstream Works

Upstream Works Software, Ltd., opened its new European office in the United Kingdom. Upstream was also named to CIO Reviews 20 Most Promising Cisco Solutions Provider list. They also won the 2016 Company Award for Canada from Contact Center Global and TMC Labs UC Innovation Award.



### Richmond Hill Headquartered N-Dimension Helps U.S. Utility Benton REA Improve Its Cybersecurity Defenses

Source: Business Wire

N-Dimension Solutions, a Managed Security Service Provider with innovative solutions that protect smart energy networks from cyber threats, announced that Washington-based Benton Rural Electric Association has adopted use of N-Sentinel Monitoring on its corporate network.

#### RELATED:

U.S.-Based Lockheed Martin Energy Partners With N-Dimension Solutions

Source: N-Dimension

N-Dimension Selected by U.S.-Based Fayetteville PWC to Help Meet NERC CIP Compliance

Source: Yahoo! Finance



Photo Source: Ontario Ministry of Economic Development and Growth

### First New Ford GT Super Car Rolls Off The Line in Markham

Source: Yorkregion.com

The first of the brand-new Ford GT super cars rolled off the line at Multimatic's assembly facility in Markham December 16. The carbon-fiber, \$400,000 super car sports a twin-turbocharged, 600-horsepower engine under the hood. "When we kicked off 2016, we had two primary objectives for our Ford GT super car - to excel at Le Mans, and to start deliveries before year-end," said Raj Nair, Ford executive VP of global product development. "We've achieved both."

### Ford to Extend Production Run on Markham-Built GT Supercar

Source: Yorkregion.com

Ford Motor Co. has extended the production run on the second generation of its GT supercar from two years to four. The decision comes after the automaker accrued a significant wait-list for the lightweight carbon-fiber vehicle that packs more than 600 horsepower into twin-turbocharged 3.5-liter V6 engines. "While we can't build enough Ford GTs for everyone who has applied, we are going to produce additional vehicles in an effort to satisfy more of our most loyal Ford ambassadors," Dave Pericak, Global Director of Ford Performance, said.



### GO Double-Deckers Roll Out of Vaughan Plant

Source: Toronto Star

Toronto area commuters have begun seeing the first version of GO's signature double decker buses. Scottish manufacturer Alexander Dennis' new 45,000 sq.ft. facility near Langstaff Road and Jane Street began production of the buses in 2016. The plant will build chassis and install engines, axles and steering components on a new "super low" double-decker bus. They will build 253 buses over the next five years.





# ECONOMIC DEVELOPMENT NEWS



Find all of this and more at:

[WWW.YORKLINK.CA/NEWS](http://WWW.YORKLINK.CA/NEWS)



# FACILITATING BUSINESS EXPANSION AND GROWTH

## New Marketing Strategy Geared Towards Business Promotes the Benefits of Locating in York Region

Source: Regional Municipality of York

York Region's new marketing strategy, York Link, targets executive decision makers across the Region, the GTA and internationally. The strategy reflects findings of an extensive office market analysis study, which concluded that promoting the Region's advantages as a destination of choice for office users would grow local jobs and attract quality employers – particularly in Regional city centres and along major transit corridors.

"More businesses are choosing to locate in York Region due to our access to talent and our extensive investments in modern infrastructure," said York Region Chairman and CEO Wayne Emmerson. "This new marketing strategy will allow us to better promote all of the benefits of living, working and investing in one of the fastest growing regions in Canada."



## 'York Link' Campaign Icon Receives Two Prestigious International Design Awards in 2016

Source: Shikatani LaCroix

### 2016 GOOD DESIGN™ Award from The Chicago Athenaeum: Museum of Architecture and Design

### 2016 American Graphic Design Award from Graphic Design USA

These prestigious awards honour cutting-edge graphic design from across the world. Shikatani Lacroix, the agency that worked with York Region Economic Strategy on developing the 'York Link' icon and tagline was recognized with these design awards. Our team worked closely with Shikatani Lacroix to clearly define the Region's point-of-difference through extensive consultations with private sector, municipal and regional stakeholders. The York Link icon and message focus on York Region's economic and urban growth, and the tagline, "Where Talent and Opportunity Intersect," resonates with companies as an attractive location to establish their business.



## York Link Launches at Toronto Real Estate Board Commercial Development Forum

Source: Regional Municipality of York

Over 350 real estate, government and private sector professionals including senior York Region staff convened in Markham on September 27, 2016 for the Toronto Real Estate Board Commercial Development Forum. The first time the event was held outside the City of Toronto. It was the public launch of the York Link campaign, and included a presentation by York Region Economic Strategy. Attendees discussed commercial real estate, economic development and infrastructure growth in York Region.





## York Region Business Advisory Services Facilitate Local Job Creation and Economic Growth

Source: The Regional Municipality of York

Working in collaboration with local cities and towns and an extensive network of partners, York Region's Economic Strategy division delivers services in the areas of business advisory, economic research, innovation and investment attraction marketing and sales. Business expansion and attraction advisory services are delivered region-wide via York Link, the Region's investment & marketing program. Small business services are delivered to York Region's northern six towns by the York Small Business Enterprise Centre.

In 2016, York Region's Economic Strategy team engaged over 800 businesses and entrepreneurs both within and outside York Region.

Examples of key local businesses York Region Economic Strategy worked with in 2016 are KPMG Canada, AE Engineering, General Motors Canada, Everlink Payment Services, Crown Property Management, Drone Delivery Canada, ICE Datacenters, Bluewrist and ClearBridge mobile. This publication features some of the Region's business clients and their success stories in 2016.

**Since 2010, services delivered by York Region's Economic Strategy division facilitated the creation of over 2,300 new and expansion jobs across the Region.**





## Greater Toronto Area Financial Technology Leaders Take Part in the York Region FinTech Summit

Source: Regional Municipality of York

The 2016 York Region FinTech Summit took place October 28 in the Town of Richmond Hill and was attended by over 200 executives. The keynote was provided by Ernst & Young, who spoke about the state of FinTech in Canada.

The rest of the Summit included a work group idea session and two panel discussions on the Future of FinTech and the FinTech Revolution as it related to backend systems, mobile, and wearables. The day was capped off with a chat discussing the investors' perspective on fintech.

Companies participating in the York Region FinTech Summit included Ernst & Young, PayPal Canada, BioConnect, MaRS, BDC, RBC, OMERS Ventures, Everlink, Borrowwell, Clearbridge Mobile, Lendful, Strategic Information Technology, and Questrade.

Missed out on the York Region FinTech Summit? See what else took place using #YRfintech on Twitter.

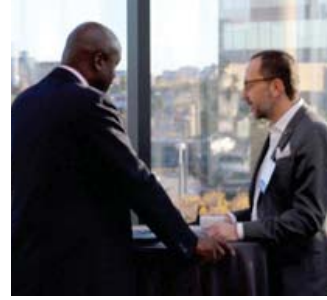


**Dinero Ly** @DineroLy · 1 Nov 2016  
 Wonderful snapshots. Look forward to future collaborations between @MaRSDD and @York\_Link in #FinTech! #YRfintech

**Questrade Careers** @QuestradeCareer · 28 Oct 2016  
 Our CIO, Christine Day, had a great time chatting about all things #fintech at today's #YRfintech Summit. Thanks for organizing, @York\_Link!

**BioConnect** @biocconnect · 28 Oct 2016  
 Thrilled to take part in a fantastic discussion on FinTech today at #YRFinTech today. Thank you @York\_Link for having us!





## Broadband & Innovation Summit Driving Economic Growth

Source: Regional Municipality of York

York Region held its second annual Broadband and Innovation Summit in Richmond Hill on Friday, October 28, 2016, in collaboration with the TAVES Consumer Electronics Show. Over 140 professionals were in attendance and the event provided insight and discussions on York Region's efforts to become recognized as an Intelligent Community by the Intelligent Community Forum.

"Improving Internet connectivity throughout York Region is a priority as it drives economic growth for the region's businesses - we need to encourage our senior funding partners and industry stakeholders to step up their investments in modern broadband infrastructure." said York Region Chairman and CEO Wayne Emmerson.

Missed out on the York Region Broadband and Innovation Summit? See what else took place using **#IntelligentYR** on Twitter.



**Marc Saltzman** @marc\_saltzman · 28 Oct 2016  
Having a blast emceeing the **#IntelligentYR** "Intelligent Communities" event in @York\_Link @YorkRegionGovt this AM!



**ORION** @ORIONNetwork · 28 Oct 2016  
Lots of great conversations happening here with **#broadband** leaders **#intelligentyr**



**M-S Constituency** @MSConstituency · 28 Oct 2016  
Bravo to @YorkRegionGovt for hosting this excellent summit. **#intelligentyr**







### Newmarket's Public Transit Bus Rapidway Cuts Travel Times by a Third

Source: Yorkregion.com

Newmarket's public transit bus rapidway has significantly boosted travel times on Davis Drive, York Region Chairman and CEO Wayne Emmerson said at an event to mark the official completion of the project. "Along this key urban growth centre, we have an efficient transit system that is now moving people about a third faster than before the addition of rapid transit," he told a press conference in the parking lot of Southlake Regional Health Centre with Davis Drive as a backdrop. "We are seeing increased ridership, which is helping to improve the environment. We are supporting all modes of transportation along this stretch of road."

#### RELATED:

Rapid Transit Brings Rapid Growth to Vaughan

Source: Toronto Sun

Ontario Expanding GO Transit Rail Service on Stouffville Corridor in York Region

Source: Ontario Government



### York Region Building \$50 Million Highway 404 Overpass Connecting Markham and Richmond Hill Business Areas

Source: Yorkregion.com

To relieve congestion along Highway 7, the Region is building a bridge over Highway 404, linking business areas in Markham and Richmond Hill. Hundreds of cars use the Highway 404/Highway 7 interchange. Now it's the site of an intense and concentrated three-part, \$50 million project.



### Four York Region Municipalities Among Top 30 Places to Live in Canada

Source: MoneySense

How does it feel living among some of the best communities in Canada? Because you are. Four York Region communities - Aurora (19), Newmarket (24), Richmond Hill (27), and Vaughan (20) - made the Top 30 in the list of the Top 219 places to live in Canada, according to MoneySense magazine. The list looks at a variety of different socio-economic factors to determine its rankings.



## The Regional Municipality of York Economic Development Action Plan 2016 to 2019

### York Region Economic Development Action Plan 2016 to 2019 Strengthens High-Tech Economy, Helps Attract Investments and Jobs

Source: Regional Municipality of York

York Region's Economic Development Action Plan 2016 to 2019, released in January 2016, continues to accelerate innovation, collaboration and partnerships and build on the Region's strengths as Ontario's second-largest business centre and Canada's second largest Information and Communications Technology cluster.

"Economic growth and job creation are a priority for York Region," said York Region Chairman and CEO, Wayne Emmerson. "Our Economic Development Action Plan sets out the next phase of our strategy to attract even more investment and employment opportunities for the benefit of our residents, especially our young people."

A status update on the 2016 to 2019 York Region Economic Development Action Plan will be released in March 2017.

### York Region Reports Highest Total Construction Value in its History

Source: Regional Municipality of York

York Region's 2015 Growth and Development Review, released in May 2016, estimated the total value of construction in 2015 at \$3.89 billion, the highest value in the history of York Region. "The record amount of new construction activity this past year reaffirms the fact that York Region continues to be an attractive place to live, work and invest," said York Region Chairman Wayne Emmerson.







### Signs Are in the Ground for York University's Markham Campus

Source: Yorkregion.com

York University officials, together with Markham delegates, unveiled a 'coming soon' sign at a five-acre site located at Enterprise Boulevard and Rivis Road. Now that the academic side of the equation is almost complete and the building siteplan is in progress. The university campus is expected to open for the 2020-2021 school year with an estimated 4,000-4,500 students, with projected growth to 10,000.

### Seneca College King Campus Expansion Takes Next Step Forward

Source: Canada Newswire

Seneca College and Infrastructure Ontario have awarded a contract to EllisDon Corporation to design, build and finance Seneca College's King Campus Expansion. The 200,000 sq.ft. expansion includes 25 new classrooms, computer labs, specialty labs for training health-care practitioners, a library, learning commons and student study space, plus other student-use areas.



### Canada's Best Places for Business 2016: Top 10 Most Lucrative – Vaughan Tops List, Richmond Hill Sixth

Source: Globe Newswire

Canada's Top 10 Most Lucrative Markets for 2016 ranked Vaughan at number one and Richmond Hill at six. These communities boast the best combination of a large and growing population, high household incomes and high educational attainment—making them highly desirable for retail, financial and service businesses that cater to a localized market.



### Vaughan Rising: Master-Planning a Downtown From Scratch

Source: The Globe & Mail

The sister condo towers sprout out of south-central Vaughan like the first shoots of spring. Surrounded by one- and two-storey industrial, commercial and retail buildings, the glassy high-rises make a big impression. It takes scanning the horizon for distant downtown Toronto to find any buildings that remotely compare to their 37 storeys. This Vaughan Metropolitan Project project – the biggest in the city's history – is a true shift in how that growth is to be managed.

The vision is closely tied to the \$2.6-billion 8.6-kilometre York-Spadina subway extension expected to be opened in late 2017. It's the first time Toronto's subway has reached past the city limits and will service Vaughan with about a 45-minute ride to Union Station.





### Richmond Hill-Based Mackenzie Health Revolutionizes “Smart” Hospital Support Services with Innovative Partnership

Source: PR Newswire

Mackenzie Health is expanding its innovation strategy by advancing how it delivers non-clinical support services. As part of Mackenzie Innovation Institute's first-in-Canada Innovation Unit, the hospital is partnering with its support service provider, Sodexo Canada to expand the interconnectivity of IT systems that manage service fulfillment to improve patient care.

### Federal Economic Development Agency for Southern Ontario Invests \$15 Million in Healthcare Innovation in York Region

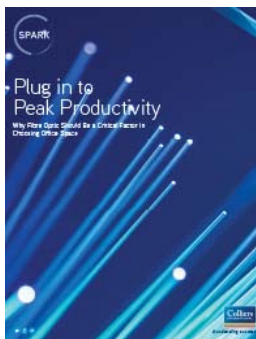
Source: Government of Canada

Residents will soon benefit from improved health care options to support the management of chronic disease as a result of a \$15 million investment from FedDev Ontario to York University and its project partners, Southlake Regional Health Centre and the University Health Network.

### Colliers Identifies Markham as an Advantageous Location for Businesses With Extensive Fibre Optic Networks Throughout its Employment Hubs

Source: Colliers Canada

Fibre optic Internet should be on the must-have list of companies on the market for office space, according to the report by Colliers International. It identifies Markham as an advantageous location, with its numerous fibre optic lines and commitment to continually enhance the telecommunication infrastructure.



### Construction Has Begun on State-of-the-Art Mackenzie Vaughan Hospital

Source: CKNW AM980

Construction has begun on a new hospital - the first in the city of Vaughan - that will provide advanced health care services to more than 500,000 people. Mackenzie Vaughan Hospital will help patients by providing modern surgical services and operating rooms, advanced diagnostic imaging and other specialized services. The hospital will have 342 beds on opening day. Mackenzie Health will use the most advanced smart technology available to enhance the patient experience. With an integrated picture of a patient's medical condition, patients will be connected with support beyond the new hospital's walls.

### Richmond Hill Headquartered Compugen Selected to Implement Mackenzie Health's Smart Hospital Technology in Vaughan

Source: Mackenzie Health

Compugen was selected to provide the Managed Information Communication Automation Technology Services at the new hospital, expected to open in 2020. It will be the first hospital in Canada to feature fully-integrated “smart” technology systems and medical devices.



### Saint Elizabeth and ventureLAB Partner to Develop a Connected Health Innovation Cluster in York Region

Source: Canada Newswire

Regional Innovation Centre ventureLAB and Saint Elizabeth, a national health care provider established a partnership with the goal of developing a vibrant health innovation cluster in York Region.

### Aurora and Markham-Based Auto Parts Manufacturers Get Combined \$5.48 Million Investment from the Government of Canada

Source: Business Wire

Axiom Plastics in Aurora received \$881,000 to produce a new hybrid plastic/fabric vehicle component aimed at reducing noise and emissions. Ottawa provided Markham based Exco Technologies Ltd. with up to \$4.6 million, allowing the company to make lighter-weight high pressure die-cast moulds for power train and other structural parts.



### Markham-Based Robotics Systems Developer Bluewrist Inc. Receives \$820,000 Funding from the Government of Canada

Source: Government of Canada

The Honourable Navdeep Bains, Minister of Innovation, Science and Economic Development announced a \$3 million funding under the Automotive Supplier Innovation Program. Bluewrist Inc., a Markham-based developer of robotics systems will receive up to \$821,445 to develop an innovative scanning inspection system that will be five times faster than existing technologies.

### FedDev Ontario Invests in King Township-Based Audio Technology Systems Manufacturer Audera Acoustics

Source: MarketWired

On behalf of the Honourable Navdeep Bains, Minister of Innovation, Science and Economic Development, Deborah Schulte, Member of Parliament for King Vaughan, announced an investment that will help the King Township-based audio technology company develop new applications of its technology. Audera Acoustics will receive up to \$200,000 to finalize development and commercialization of its product.

### Canada and Ontario Investing in Aurora-Based Food Processor Treasure Mills

Source: Ontario Government

The Aurora area food processor received \$100,000 to support improved efficiency and capacity in its facility by installing automated baking and washing equipment and improving refrigeration and drainage systems.



### Green Innovation Hub Slated for Kortright Centre in Vaughan

Source: Daily Commercial News

Already considered Canada's largest environmental education facility, the Kortright Centre in Kleinburg is now on the cusp of also becoming the country's first-ever Building Research Establishment Innovation Park and an integral part of a global web of similar parks.

### FedDev Ontario Invests in New Site in Vaughan to Create Energy-Efficient Technologies

Source: Government of Canada

Energy conservation will get a surge thanks to a \$4.63 million federal investment in Mohawk College which will help build a new test site at the Kortright Centre for Conservation in Vaughan to develop and commercialize clean energy tech. The technologies developed at the site have potential to make electrical power systems more efficient.



### Government of Canada Supports Markham-Based Interconn Development Through Build in Canada Innovation Program

Source: Government of Canada

Former Minister of Immigration, Refugees and Citizenship and MP for Markham-Thornhill, John McCallum, announced the Government of Canada is investing in an innovative emergency response vehicle made by Markham-based Interconn Development.

### NewMakelt – A High-Tech Hub for Entrepreneurs, Innovators and Artists

Source: Regional Municipality of York

Newmarket's NewMakelt, supported in part by York Region, is a makerspace with digital fabrication equipment (3D printers, CNC mill and routers, laser cutters, etc.), woodworking and metalworking equipment. An electronics lab and co-working spaces are available, as well as a shared meeting room. Rapid prototyping and small batch manufacturing is offered on a contractual basis. Various business and technical workshops are available, for more details visit: [www.newmakeit.ca](http://www.newmakeit.ca)







2016 Summer Company Entrepreneurs

Find all of this and more at:

[WWW.YORKSMALLBUSINESS.CA](http://WWW.YORKSMALLBUSINESS.CA)





### YSBEC Connecting Businesses with Learning and Networking Opportunities in the Region

Source: York Small Business Enterprise Centre

Throughout 2016, the YSBEC hosted or partnered on over fifty seminars and eight events, including the new webinar series and a spring/fall seminar series, with over 1,500 attendees. These events covered business topics including business plan development, bookkeeping, marketing, social media, and financing, while providing networking opportunities.

### YSBEC Success Story: Timeless Harmony Salon and Spa

Source: York Small Business Enterprise Centre

Every entrepreneur knows that the road to success is paved with challenges. Before opening Timeless Harmony Salon and Spa, Katie Gilligan made every effort to ensure her new enterprise would succeed. A consultation with the York Small Business Enterprise Centre saved Katie time and energy in starting her successful business.



### YSBEC Success Story: Incube8 Creative

Source: York Small Business Enterprise Centre

Michael Trapani felt driven to launch his graphic and web design business, Incube8 Creative, from his need for creative freedom and better income. After a few lean years working out of his parents' home and getting advice through Starter Company, Trapani now has projects lined up and a place of his own.



### Summer Company Launches 16 New Entrepreneurs in York Region

Source: York Small Business Enterprise Centre

Last 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. Each business approved through the program qualified for a startup grant of up to \$3,000. The program shows young entrepreneurs how to get a business off the ground - from writing a business plan, building a marketing strategy, to goal setting and more. Sixteen students successfully completed the Summer Company program, receiving grants totalling \$47,645 and earning over \$36,000 in revenue.

### Starter Company – For Small Businesses with Big Dreams

Source: York Small Business Enterprise Centre

The Starter Company Program is an entrepreneurship program geared to help young adults start a small business. The program provides awards of up to \$5,000 along with training, advice and mentoring to help them launch their business. In 2016, the YSBEC Starter Company initiative had 20 participants that received grants of \$5,000 each. Starter Company has ended and has been replaced with a new program in 2017.

### Entrepreneur or Small Business Needing Help?

Source: York Small Business Enterprise Centre

If you are looking for assistance with getting your small business going call the York Small Business Enterprise Centre at 1-877-464-9675 ext 71572 or visit us online at [www.yorksmallbusiness.ca](http://www.yorksmallbusiness.ca)





# YORK REGION ECONOMIC INDICATORS



Find all of this and more at:

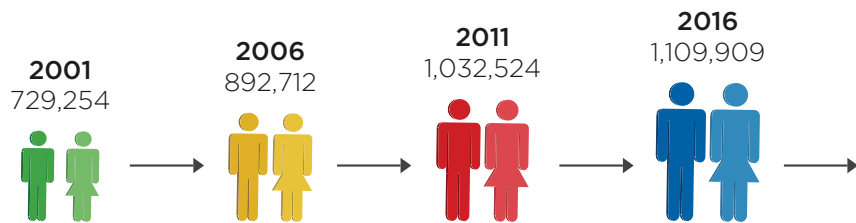
[WWW.YORKLINK.CA](http://WWW.YORKLINK.CA)





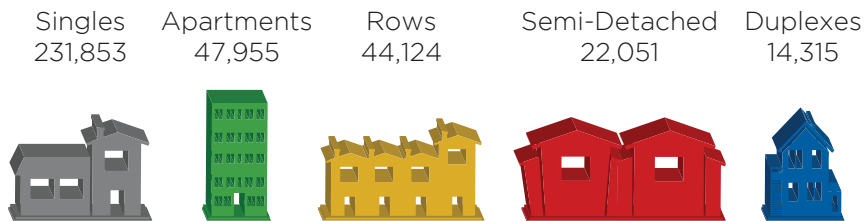
### York Region Population - Official Census

Source: Statistics Canada Census of Population



### Occupied Households by Type

Source: Planning & Economic Development, York Region | 12/2016



### York Region Commercial Rent & Vacancy Rate

Source: CoStar

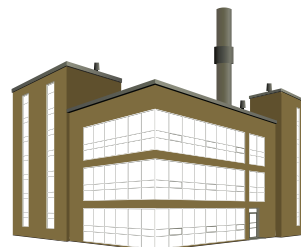
#### OFFICE SPACE

	RENT / SQ. FT	VACANCY RATE
Q4   2016	\$17.19	7.0%
Q2   2016	\$17.26	7.5%
Q4   2015	\$16.67	7.2%
Q2   2015	\$16.50	7.1%



#### INDUSTRIAL SPACE

	RENT / SQ. FT	VACANCY RATE
Q4   2016	\$6.12	3.1%
Q2   2016	\$5.91	3.0%
Q4   2015	\$6.24	3.3%
Q2   2015	\$6.13	2.9%



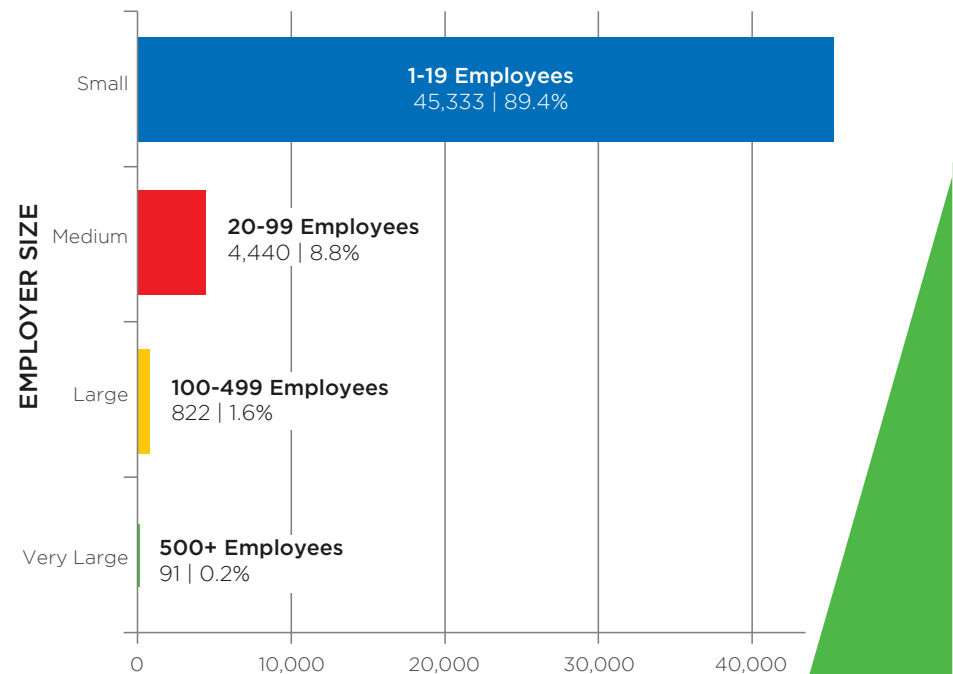
### Total Business Establishments by Sector

Source: Canadian Business Counts | 06/2016

INDUSTRY SECTOR	TOTAL	INDUSTRY SECTOR	TOTAL
Professional, Scientific & Technical Services	8,841   17%	Finance & Insurance	1,781   4%
Construction	5,593   11%	Educational Services	638   1%
Other Services (Except Public Administration)	3,595   7%	Mgmt of Companies & Enterprises	537   1%
Retail Trade	4,566   9%	Information & Cultural Industries	550   1%
Healthcare & Social Assistance	3,746   7%	Arts, Entertainment & Recreation	474   1%
Wholesale Trade	3,509   7%	Agriculture, Forestry, Fishing/Hunting	233   0%
Accommodation & Food Services	2,617   5%	Mining, Quarrying, Oil & Gas Extraction	30   0%
Manufacturing	2,594   5%	Public Administration	25   0%
Admin & Support, Waste Mgmt & Remediation Services	2,256   4%	Utilities	25   0%
Real Estate, Rental & Leasing	2,236   4%	Unclassified	5,008
Transportation & Warehousing	1,832   4%	<b>TOTAL</b>	<b>50,686</b>

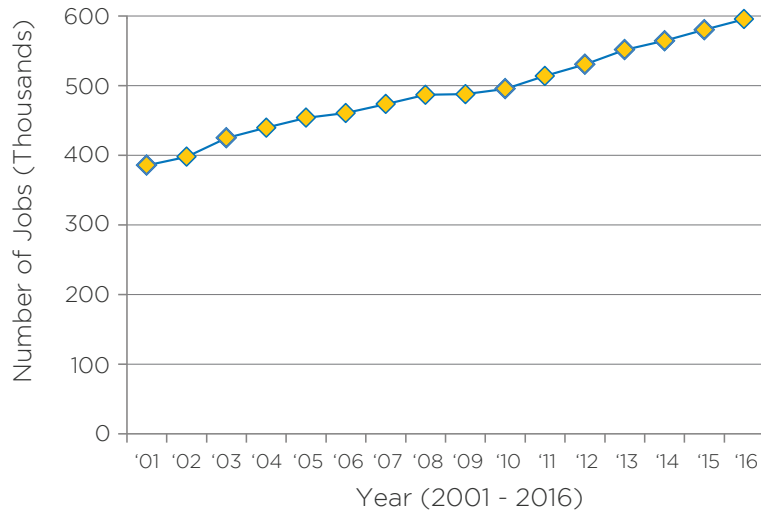
### Employee Range of York Region Employers

Source: Canadian Business Counts | 06/2016



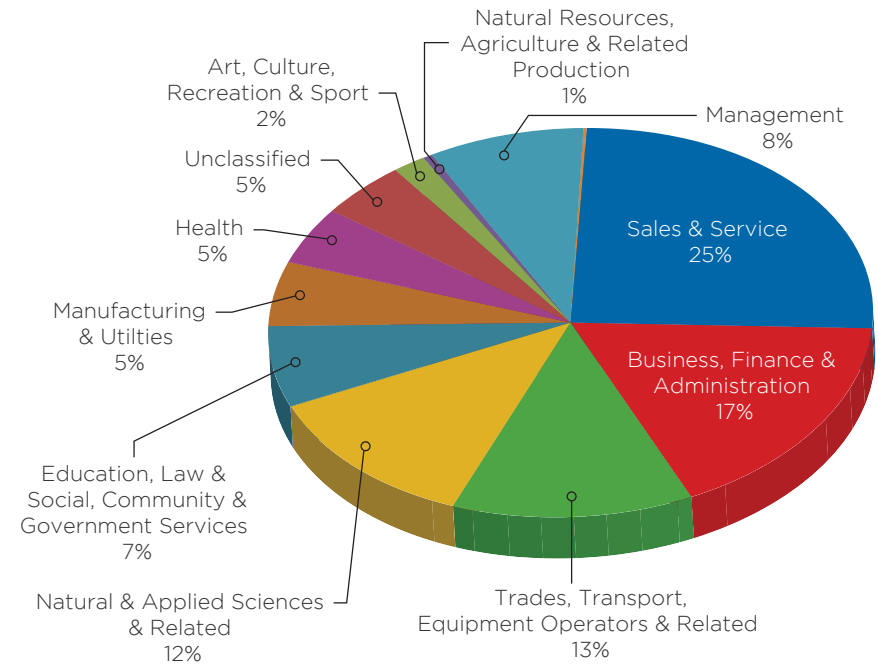
### Jobs in York Region - Surveyed Employment

Source: Planning & Economic Development, York Region



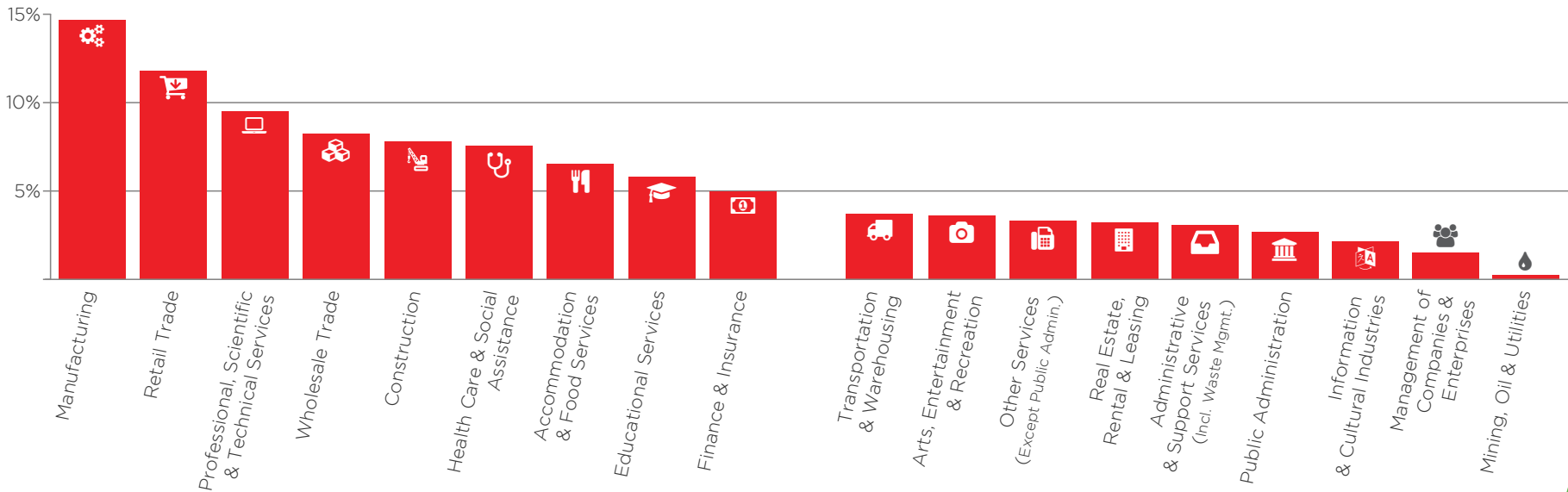
### 2016 Job Postings in York Region by Occupational Category

Source: CEB Talent Neuron | 12/2016



### Distribution of Surveyed Employment by Industry Sector

Source: Planning & Economic Development, York Region | 06/2016



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# WHERE TALENT AND OPPORTUNITY INTERSECT



## The Regional Municipality of York

Economic Strategy | Planning & Economic Development  
17250 Yonge Street | Newmarket, Ont, CA | L3Y 6Z1  
[WWW.YORK.CA](http://WWW.YORK.CA) | 1-877-464-9675

## York Link

15 Allstate Parkway, Suite 600 | Markham, Ont, CA | L3R 5B4  
[WWW.YORKLINK.CA](http://WWW.YORKLINK.CA)

Let's get connected and share the story together...

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 [YORKLINK.CA/FACEBOOK](https://www.facebook.com/YORKLINK.CA/FACEBOOK)

 [YORKLINK.CA/LINKEDIN](https://www.linkedin.com/company/YORKLINK.CA/LINKEDIN)

 [YORKLINK.CA/YOUTUBE](https://www.youtube.com/channel/UCYORKLINK.CA/YOUTUBE)

Markham | Vaughan | Richmond Hill | Newmarket | Aurora  
Georgina | Whitchurch-Stouffville | East Gwillimbury | King





A nighttime photograph of a modern building with a prominent clock tower and a flagpole. The clock tower is illuminated from within, and the building's facade is lit up. The sky is a deep blue, and the overall scene is well-lit.

# ECONOMIC DEVELOPMENT — 2016 YEAR IN REVIEW

Committee of the Whole  
March 9, 2017

Doug Lindeblom

The logo for York Region, featuring a stylized white bird or wing shape above the text "York Region" in a white serif font.

*York Region*

# ECONOMIC DEVELOPMENT ACTION PLAN



The Regional Municipality of York  
Economic Development **Action Plan**  
2016 to 2019



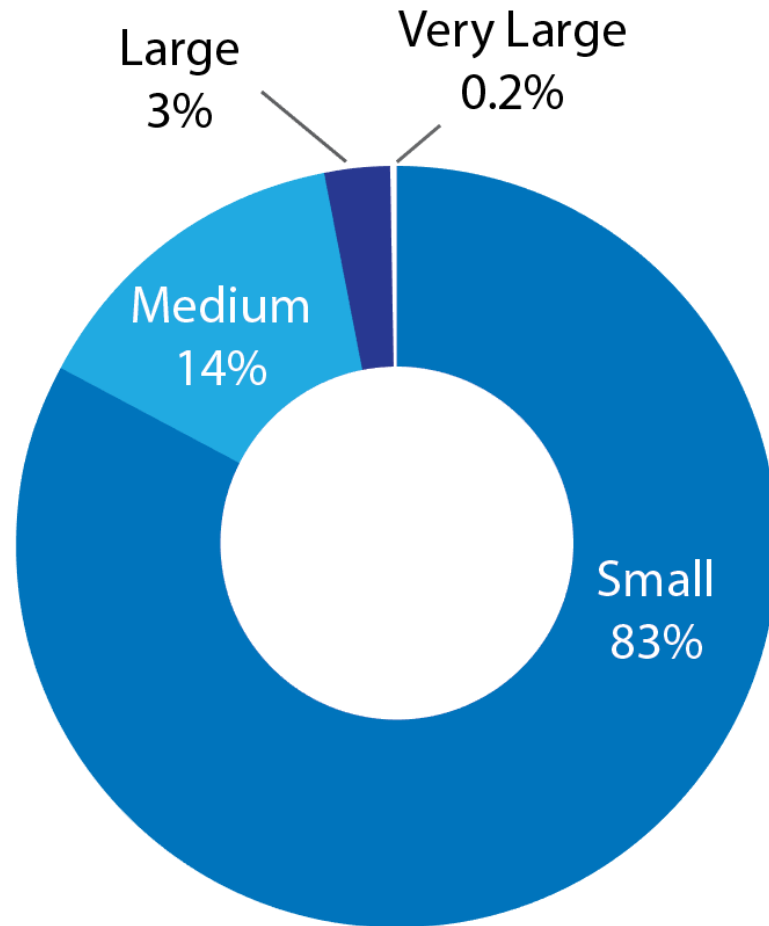




**3<sup>rd</sup> largest business hub in Ontario**

**51,000  
BUSINESSES**

# BUSINESS BY SIZE



Small firms account for 83% of businesses



# INFORMATION & COMMUNICATIONS TECHNOLOGY (ICT)



# LIFE SCIENCE & HEALTHTECH



# ENGINEERING & CONSTRUCTION



**4,500**  
**Technology Companies**  
**60,000 Technology Workers**

# AUTOMOTIVE



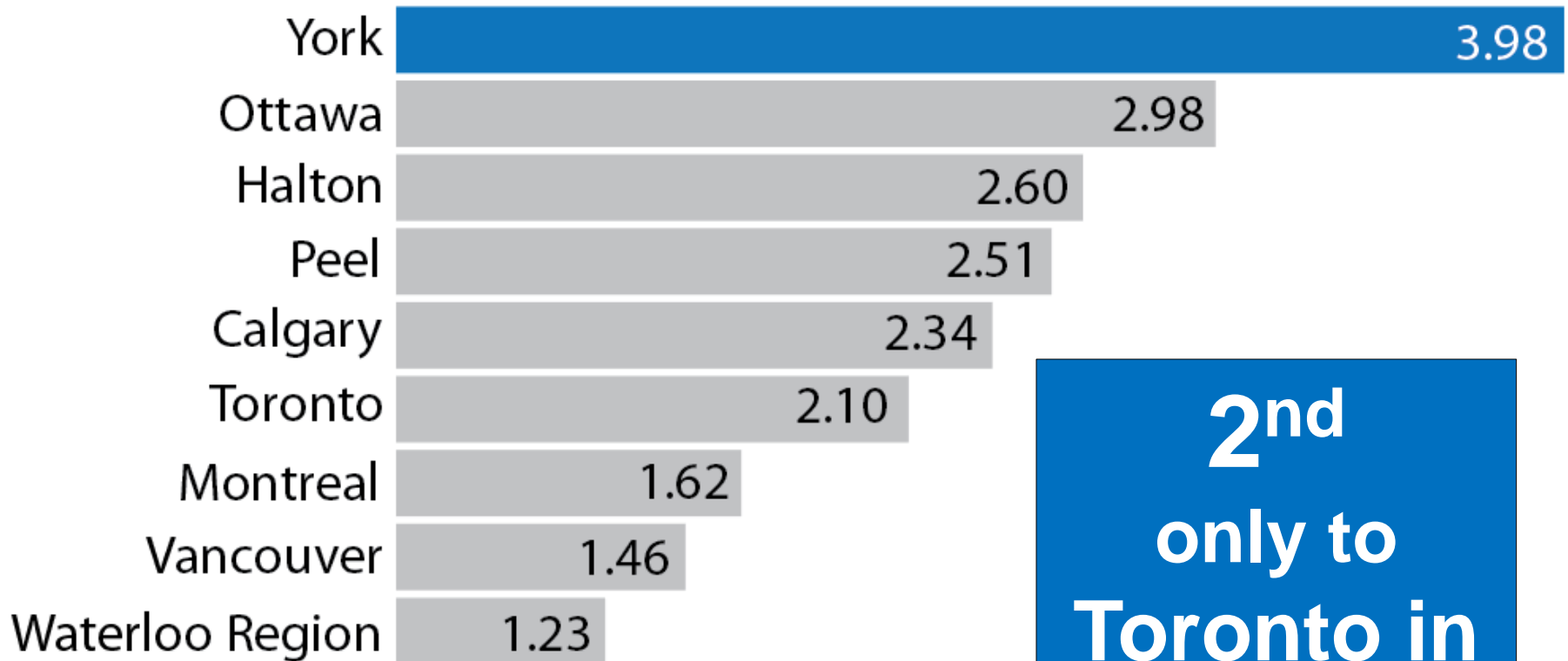
# CONSUMER BRANDS



# CLEAN TECHNOLOGY



# TECH COMPANIES PER 1,000 POPULATION



**2<sup>nd</sup>  
only to  
Toronto in  
total  
numbers**



## FINANCIAL POST

GM Canada to hire 700 engineers in Oshawa, Markham to drive research in self-driving cars

**“Straightforward choice given the density of ICT, one of the highest per capita in North America...”**

Mr. Steve Carlisle, President  
General Motors Canada





# ATTRACTING BUSINESS





# BUSINESS ADVISORY SERVICES



**850**  
**Business Engagements**

**640**  
**Jobs Created**







# Leveraging significant investment in infrastructure





# THE YORK LINK CAMPAIGN



**WHERE TALENT AND OPPORTUNITY INTERSECT**

# CAMPAIGN IMPACT



GM Canada  @GMcanada - Feb 21

We're part of #Markham's #YorkRegion large #tech company hub and you can be too! Learn more & apply [bit.ly/GMcanadaJobs](http://bit.ly/GMcanadaJobs)



# 4,500

**TECHNOLOGY COMPANIES**

Home to 3 of the Greater Toronto Area's top 6 corporate R&D investors.



# CAMPAIGN IMPACT



GM Canada  @GMcanada · Mar 2

Top ranked neighbourhoods ✓ Top ranked highschools ✓ Top ranked municipality ✓ No wonder why our #engineers love living in York Region!



50

Top Ranked  
Neighbourhoods

in the Greater Toronto Area's Top 100 Neighbourhood<sup>1</sup>  
list are in York Region.  
(MoneySense, 2015)



6

Top Ranked Secondary  
Schools

in the Greater Toronto Area's Top 10 Secondary Schools<sup>2</sup>  
list are in York Region.  
(Focus Magazine, 2015)



3

Top Ranked  
Local Municipalities

in the Top 5 Ontario Municipalities for Business<sup>3</sup>  
(Canadian Business)  
(Focus Magazine, 2015)

# CAMPAIGN IMPACT



**KPMG Canada** @KPMG\_Canada · Feb 22

2016 was a great year for **#Vaughan** and **KPMG**. We opened the doors to our new **#KPMGVaughan** office. **#LunchwithMB**



**Global Companies Discover the Benefits of York R...**

York Region isn't just one of Canada's fastest growing large urban municipalities, with close to 1.2 million residents and nearly 25,000 people choosing to move... [business.financialpost.com](http://business.financialpost.com)



**Everlink** @Everlink\_Inc · Feb 28

Everlink is proud to have our headquarters in York Region. Learn more in today's [@financialpost](#) [@York\\_Link](#)





# INNOVATION HUBS






# CLUSTER DEVELOPMENT - FINTECH

**Social Media Reach**  
Direct exposure to  
**180,000** people online  
with expanded reach  
to **1.2 Million**



# MAJOR ACCOMPLISHMENTS SUMMARY

- 
- **Engaging Businesses to support job growth**
  - **Launching the York Link campaign**
  - **Advancing Broadband**



# LOOKING AHEAD TO 2017

- **York Link marketing**
- **Agriculture Strategy**
- **Broadband**



# RECOMMENDATION

**The Economic Development – 2016 Year in Review report and attachment be posted on the York.ca and YorkLink.ca websites and circulated to local municipalities, chambers of commerce and boards of trade, ventureLAB, the York Region Arts Council and Toronto Global**