# BUILD TORONTO

2014 Annual Review





# Letter from the Chair and President & CEO



Christopher Voutsinas



William (Bill) Bryck PRESIDENT & CEO

2014 was a successful year for BUILD TORONTO. With the help of a restructured team and the support and direction of our Board, we pushed hard on many fronts. Focusing on 18 projects with a portfolio of approximately 35, we have been working to both achieve City-Building goals and deliver financial returns to the City.

Over the course of 2014, we brought two significant projects to market. The sale of 4050 Yonge Street and 455 Dovercourt Road - which you will read about in this Annual Review - has provided in excess of \$1 million in development charges, fees and property taxes to the City. Once completed, we estimate these developments will provide a total of approximately \$2.5 million in development charges and fees, \$4.4 million annually in property taxes, along with the accommodation of over 2,000 jobs, improved access to a subway station and enhanced streetscape through urban design.

This past year, we have also committed 25 affordable housing units within the Ordnance Triangle development and have begun project managing the development of the Fort York Pedestrian and Cycle Bridge.

We continued to focus on building a collaborative and open relationship with City of Toronto stakeholders to support real estate development opportunities and strategies. In addition, we implemented steps to better measure and track our defined City-Building Strategic Priorities.

We are pleased to declare a dividend of \$15 million to the City, bringing our total dividend to date to \$45 million. We are also reporting a profit of \$14.8 million from our 2014 operations. In addition, we have been able to deliver many City-Building benefits and have outlined further targets across our portfolio.

The focus on City-Building, especially the commitment to affordable housing, continues to be a priority in 2015. We will also be heavily investing in brownfield remediation, as much of the City's inventory of underutilized properties requires complex environmental strategies to manage cleanup of the contaminated sites.

Looking forward, BUILD TORONTO will continue to bring projects to market to help provide a financial return to the City and contribute to its growth. More than this, we will continue to work toward building engaged communities, livable neighbourhoods, environmentally sustainable sites, employment opportunities, transitoriented developments and affordable housing – for the betterment of everyone who calls our City home.

We would like to thank the Board and staff for their dedication, and also extend our welcome to new Board Directors Deputy Mayor Minnan-Wong and Councillor Shiner, as well as welcome returning Board Director Councillor Michael Thompson. At this time, we would like to also thank past Board Directors Doug Ford, Chris Hardwicke and Peter Milczyn. We look forward to a successful year as we continue to serve the City of Toronto and its residents.

"We view development as a catalyst for positive change, with an important role in building strong, vibrant and connected communities, that also provides financial value for the City."

Christopher Voutsinas, BUILD TORONTO Board Chair



In total revenue

**I**4

Development projects sold to the private sector, 3 of which have been completed and 4 of which have broken ground

\*250

Affordable housing units confirmed to be completed or started on 6 sites by the end of 2017

\*400-600

Additional affordable housing units confirmed to be completed on 5 additional sites

# **BUILD** TORONTO's Project Portfolio

10



### 2 Bicknell Avenue

Proposed Use: Residential Property Size (Acres): 1.2 Ward: 12 - York South-Weston

This proposed 64-unit low-rise development will support a neighbourhood changing from predominantly commercial into a residential community. Plans include a new affordable housing program to assist first-time homebuyers.



### 2 75 Billy Bishop Way

Proposed Use: Retail Property Size (Acres): 4.5 Ward: 9 - York Centre

We envision developing this underutilized site - currently a TTC commuter parking lot – into 55,000 square feet of retail that can thrive within the area's existing retail hub and provide a new addition to the neighbourhood's shopping options.



### 9 Madison Avenue

Proposed Use: Residential Property Size (Acres): 0.3 Ward: 20 - Trinity-Spadina

BUILD TORONTO is working to integrate a surface parking lot in the Annex, one of the City's most popular retail neighbourhoods, into a residential development with a commercial component, contributing to the area's local vibrancy.



### Ordnance Triangle

Proposed Use: Mixed-Use Property Size (Acres): 6.0 Ward: 19 - Trinity-Spadina

In partnership with Diamond Corp., we are master-planning a pedestrianfriendly, mixed-use development next to Liberty Village that will rejuvenate a community for live, work and play and integrate 25 affordable housing units.



### 505 Richmond St. West

Proposed Use: Mixed-Use Property Size (Acres): 1.3 Ward: 19 - Trinity-Spadina

We have a vision to develop a mixed-use project, incorporating 25 affordable housing units and publicly accessible private open space, which will pay homage to this heritage-designated property's rich history.



301 Rockeliffe Boulevard

### 1035 Sheppard Ave. West

### 8 30 Tippett Road

Proposed Use: Industrial Property Size (Acres): 14.5 Ward: 11 - York South-Weston

For this property, located near the foot of the Black Creek parkway in an industrial subdivision, we are looking at industrial and office concepts to create value and best integrate this site in the form of new development.

Proposed Use: Mixed-Use Property Size (Acres): 57 Ward: 10 - York-Centre

We are working with the City on a framework for a new development around the existing subway station - transforming one of the City's largest undeveloped sites into a neighbourhood incorporating office, retail, parks and residential space, including 300 affordable housing units.

Proposed Use: Residential Property Size (Acres): 5.6 Ward: 10 - York-Centre

BUILD TORONTO is envisioning a pedestrian-focused redevelopment of this TTC commuter lot to intensify the transit location. Plans include a residential concept with affordable housing, a new public road and a private road, a new park and enhanced pedestrian access to the subway station.

411 Victoria Park Avenue





Proposed Use: Mixed-Use Property Size (Acres): 19.7 Ward: 36 - Scarborough Southwest

Working with a quarry that dates back to the 1930s, we are investing in a thorough remediation program and planning for a development that will integrate low-rise residential with an affordable housing component, high-quality retail and a community park space, all while collaborating with the local community.

Proposed Use: Mixed-Use Property Size (Acres): 13.8 Ward: 5 - Etobicoke-Lakeshore

While the City undertakes a \$45 million infrastructure project to re-construct a busy road network, BUILD TORONTO is working on a master plan to integrate the Westwood Theatre site and surrounding lands into a mixeduse, well-connected community.

Proposed Use: Residential Property Size (Acres): 0.6 Ward: 20 - Trinity-Spadina

We have partnered with Tridel to construct a 65-storey residential high-rise that will help animate the public realm leading to our waterfront. The development will integrate ground floor retail as well as 12 affordable housing residential units.

Development Project Sold to the Private Sector

#### **455 Dovercourt Road**

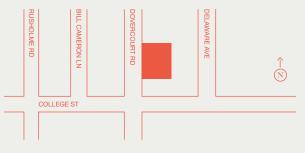
# Enhancing a Neighbourhood's Value

For BUILD TORONTO, the successful delivery of a project to market is about more than simply selling to the highest bidder. It's also about balancing the public interest, and ensuring that our projects contribute to their neighbourhoods. Supporting adaptive re-use is one important way we achieve this goal.

Located in the City's west end, 455 Dovercourt Road is an adaptive re-use project that is turning a 1958 City administrative building into an intimate development of 12 townhomes and two floors of office space. Having set the initial concept for this development, BUILD TORONTO worked closely with the local Councillor and looked for a developer who shared our vision and was committed to re-purposing the building. We also incentivized the developer to incorporate office space alongside the residential concept, recognizing the value of introducing an employment use within the development.

After a competitive process, the parcel of land was sold to Dovercourt 455 Inc. in August 2014 for \$3.7 million. Curated Properties will develop the property into a four-storey, mixed-use building with 12 condominium units along with ground floor and two-storey commercial uses. The sophisticated townhome condominiums consist of family-sized, two- and three-bedroom units, perched atop the existing office building, which will be retained by Curated Properties and undergo renovations. The major issue of onsite parking was creatively addressed by maintaining vehicular access through the existing one-way driveway that loops around the building. Great effort has also been made to protect as many of the existing trees on the property as possible, which offer a significant buffer to the surrounding neighbours.

BUILD TORONTO supported Curated Properties throughout the zoning and planning process, helping to ensure that City staff, the local Councillor and the neighbourhood community were on board with the proposal. Although BUILD TORONTO has a mandate to generate a profit for the City of Toronto, we are also



455 Dovercourt Road

deeply committed to the public interest, and work conscientiously to drive developments that respect, reinforce and make a positive contribution to their neighbourhoods.

455 Dovercourt will enhance the neighbourhood by creating 12 new residences along with commercial space in a sensitive mixed-use development that preserves the physical character of the neighbourhood and existing building while also adding significant value to the community.

\*Estimated Forecast of Fiscal and Economic Benefits upon Development Completion

94

Jobs accommodated

\$292K

Revenue generated for the City from development charges and fees \$204K

Annual revenue generated for the City from property taxes

<sup>\*</sup>Source: BUILD TORONTO estimates based on preliminary development plans and current tax rates.





### Livable Neighbourhoods

"This was a complex process that required outside-the-box thinking. I commend BUILD TORONTO for their support in helping us collaboratively add to the Dufferin Grove community."

Gary Eisen Principal, Curated Properties

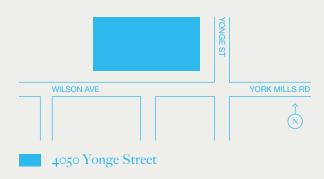
#### 2014 Success Story

Development Project Sold to the Private Sector

### **4050 Yonge Street**

# Driving Transit-Oriented Development

Responding to the challenge of bringing employment back into the City, BUILD TORONTO has worked to develop a transit-oriented, mixed-use office and hotel concept that will reinvigorate an existing commercial employment hub.



Situated above a connection to York Mills subway station and currently used by the TTC as a commuter parking lot, 4050 Yonge Street is a property that wasn't fully realizing its value or supporting the desire for intensification at transit nodes. Located in an area of the City that has not seen new commercial development in over 20 years, the North York property was identified by BUILD TORONTO as an opportunity to maintain employment in the area and to support the City's employment growth plan. Our vision called for a transit-oriented development that would inject employment, bring intensification to this transportation node, and generate value and revenues for the City.

We completed a full environmental audit of the development, which is under BUILD TORONTO's ownership, including a Phase One and Phase Two Environmental Assessment. After extensive engagement with the community, we obtained planning permissions to allow for a commercial building. BUILD TORONTO also worked extensively with the Toronto and Region Conservation Authority (TRCA) to preserve and protect the sensitive valley lands in the surrounding area.

With a commitment to finding a partner who would satisfy our vision for commercial use in this employment node, BUILD TORONTO sold the project in December 2014 to Easton's Group/The Gupta Group for \$24.9 million. This transaction will result in

a new mixed-use development of approximately 480,000 sq. ft., containing luxury office condominiums, a 4-star hotel and ground-level retail space. Easton's Group/The Gupta Group has proposed to develop a 380,000 sq. ft. high-quality office building and a 100,000 sq. ft. hotel, with associated restaurant and retail.

As part of the development, Easton's Group/
The Gupta Group will also be providing 1.16 acres of land at the site to local authorities for conservation purposes, including rebuilding of the bank of the adjacent Don River, along with new landscaping to complement the nearby Don Valley Golf Course. Easton's Group/The Gupta Group have also committed to carrying on the environmental stewardship of BUILD TORONTO's original vision and proposal for the development by targeting LEED Gold certification for the new building.

Between the hotel, office and retail spaces, the \$200 million development project is expected to accommodate about 2,000 jobs. Construction is slated to begin in 2016 with completion scheduled for 2019. When completed, 4050 Yonge Street will contribute to the important revitalization of the Yonge and Wilson intersection by bringing much needed new employment, restaurants and energy to this underutilized transit hub, while also preserving and enhancing the conditions of the surrounding natural environment.





### **Employment**

"This is a prime site in the City's north end, and we are thrilled to support the local office and commercial market in the area. We are committed to this project and will be bringing the right team of partners to carry out BUILD TORONTO's vision for the site."

**Steve Gupta**President & CEO
Easton's Group of Hotels

\*Estimated Forecast of Fiscal and Economic Benefits upon Development Completion

2,000

Jobs accommodated

\$2.2M

Revenue generated for the City from development charges and fees \$4.2M

Annual revenue generated for the City from property taxes

#### 2014 Success Story

Joint Venture Development Project within BUILD TORONTO's Portfolio

### **Ordnance Triangle Lands**

# Creating and Connecting New Communities

With acres of underutilized land next to one of Toronto's most rapidly growing neighbourhoods, BUILD TORONTO has conceptualized a pedestrian-friendly, master planned mixed-use development that will rejuvenate the community as a place to live, work and play.

The Ordnance Triangle is 7.75 acres of land that sits just outside of Toronto's Liberty Village. Despite being located next to a vibrant community that has seen tremendous growth over the last several years, the Ordnance Triangle itself has remained underutilized.

Until recently, the land had consisted of both privately held and City-owned parcels. The owners of the private parcel, Diamond Corp., understood the potential of this area and were moving forward with plans to erect a condominium development on their site. Although their plans were at an advanced stage, proceeding with this private development would have limited the ability to offer the City a larger, comprehensive plan to make more of this significant corridor.

Recognizing the need for a City-Building vision, BUILD TORONTO formed a joint venture with Diamond Corp. to provide a holistic approach for the entire triangle. Together with Diamond Corp., we completed a master plan that called for a completely integrated, pedestrian- and bike-friendly mixed-use development. We have transacted on one of the parcels, sold to Fernbrook Homes in partnership with Cityzen, which is now being marketed as Garrison Point for residential unit sales. In addition to new homes, the development within the Ordnance Triangle will bring new retail, cafes, parks and open space to an area that can benefit from new mixed-use offerings.

In 2014, BUILD TORONTO committed to providing funding for 25 affordable housing units in this development through a partnership with Habitat for Humanity and the City of Toronto. These affordable home ownership units will be made available within the condominiums, a new model for Habitat for

Humanity. In support of our commitment to invest in communities, BUILD TORONTO is now looking at integrating this new affordable housing model within several other developments across the City.

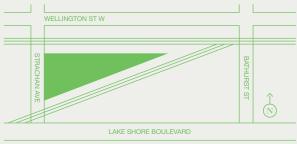
#### Fort York Pedestrian and Cycle Bridge

As we plan for the Ordnance Triangle project, BUILD TORONTO is also in the process of project managing the development of the Fort York Pedestrian and Cycle Bridge for the City of Toronto. This new infrastructure will cross two sets of railway tracks and touch down on the Ordnance public park to create a much needed connection for the growing surrounding communities.

After initial bridge plans were determined too costly, BUILD TORONTO and Diamond Corp. proposed and committed to investing in an innovative solution to redesign the bridge and integrate it within the mixed-use community. In early 2014, the City of Toronto entrusted BUILD TORONTO to oversee and manage the project. Since then, BUILD TORONTO has brought MMM Group on board to provide their large infrastructure project expertise and we have jointly shortlisted three teams to bid on the design/build project. The bridge is slated for completion in spring 2017.

The Ordnance Triangle and Fort York Bridge projects will improve the quality of the public realm in the neighbourhood - creating a vibrant mixed-use community that features active street life, a significant retail hub and integrated affordable housing, along with much needed open space and improved urban mobility within the neighbourhood and beyond.





Ordnance Triangle

#### \*Estimated Forecast of Fiscal and Economic **Benefits upon Development Completion**

on site

Jobs created

\$42.8M

Revenue generated for the City from development charges and fees

\$7.9M

Annual revenue generated for the City from property taxes

### Transit-Oriented Development

"As one the City's exciting new infrastructure projects, the bridge will provide a much needed safe access for pedestrians and cyclists while completing the neighbourhood and connecting it to the historic Fort York."

Stephen McKenna Waterfront Secretariat City of Toronto

<sup>\*</sup>Source: BUILD TORONTO estimates based on current development plans and current tax rates.



# Engagement









City-Building cannot be achieved independently. By its very nature, it takes true collaboration and strong relationships. Early, transparent and inclusive communication with our Councillors, the communities they serve, City staff and all development stakeholders is what allows for this collaboration to take place. We hope to build engaged participation and strong relationships to balance interests and create understanding and trust.

"One of the most important things we can do to ensure the success of a development project is to work collaboratively with the groups and individuals these developments touch."

**Councillor David Shiner BUILD TORONTO Board Director** Chair, Planning and Growth Management Committee City of Toronto

Community meetings held Community members engaged with in person

# Livable Neighbourhoods



Healthy neighbourhoods allow people to live, work and play, while establishing a sense of community. With the right investment, we hope to revitalize neighbourhoods where people can afford to live, where the public space encourages interaction and where sustainable development can support the growing needs of our City. Through strong development, we want to be a catalyst for further development, growth and diversity.

"Affordable housing is a major contributor to people's health and ultimately their social and economic circumstances. By planning communities that include all levels of income, integrating affordable housing, and providing opportunity and access to all, we help to build a Toronto that's self-sustaining - where everyone can contribute to their own and our collective success."

**Lynn Kennedy BUILD TORONTO Board Director** 

Affordable housing units completed or started on 6 sites by end of 2017

Additional affordable housing units on 5 additional sites Acres of new and programmed parks and open spaces

Kilometres of shared bike lanes

Residential units

# Sustainability



We seek to be a catalyst for sustainable development. By committing to LEED strategies and practices, focusing on energy and water efficiency and alternative energy, or investing in historically contaminated sites that would otherwise remain underutilized, we strive to promote development that minimizes environmental impact while supporting Toronto's growing needs.

"If we are to ensure the sustainability of our City, real estate development and environmental stewardship must go hand in hand."

**Moshe Wertheim BUILD TORONTO Board Director** 

Adaptive re-use projects

Sites with a heritage aspect

Brownfield sites

Worth of environmental cleanup

# **Employment**



Attracting key industries and accelerating investment in commercial development helps to boost growth and foster employment. By incorporating office, retail and industrial spaces, creating commercial nodes, we hope to accommodate and create new jobs.

"By planning for and pursuing developments that incorporate commercial and other job-creating uses, we are contributing to the vitality of our neighbourhoods and helping to generate much-needed new employment opportunities for Torontonians."

**Councillor Michael Thompson BUILD TORONTO Board Director** Chair, Economic Development and Culture Committee City of Toronto

In labour income in Toronto

**Employees** accommodated within the City (75% of which are office employees)

Sq. ft. of commercial space

Person years of employment in Toronto

# Transit-Oriented Development





Transit is a vital thread that weaves the fabric of the City together. Maximizing access to transit and encouraging various modes of transportation is part of our principles for responsible planning. By developing sites around transit, we are able to encourage environmentally friendly means of transportation, create new connections and help the City sustain itself in the long term.

"Attracting new residents and new business around transit helps BUILD TORONTO to ensure they are mitigating the social and economic impacts of congestion in our City."

**Deputy Mayor Denzil Minnan-Wong** BUILD TORONTO Board Vice Chair City of Toronto

Sites with direct access to a transit station

Sites on the future Eglinton Crosstown Line Acres planned around higher order transit

# Financial Returns to the City

While every development project we undertake is viewed through the lens of City-Building, we also recognize that these projects must be financially viable. Our foremost responsibility is to create better value from the assets transferred from the City. We view value in various forms such as creating new public realm to enhance the streetscape, new residential space to support our growing City and new commercial space to accommodate employment, but also in the form of revenue. Leveraging underutilized real estate assets enables us to provide financial returns through an annual dividend and by generating additional revenues for the City in the form of development fees and new property taxes.

The exciting part for us is seeing the projects become new developments that are starting to rise across the City. These projects will continue to bring in revenue and help grow Toronto.

### Highlights to Date (As of December 31, 2014)

#### Provided to the City <sup>1</sup>

What has been generated in financial returns to the City from BUILD TORONTO's current projects to date and projects we've sold to the private sector:

In Dividends

\$12.4M

In Development Charges and Fees

In Property Taxes

\$10.3M

In Section 37 Contributions

1 The development fees, section 37 contributions and property taxes generated for the City are comprised of development activities from development projects in progress, Joint Ventures and projects already sold.

### Projects Sold

To date, we have sold 14 projects to the private sector for completion of development. Of these 14 projects, 3 have been completed and 4 have

In order to get properties market-ready, we use our real estate expertise to help prepare the raw land. We may complete environmental work, design and test various development concepts, complete a market analysis and/or take the property through the development application process, all in order to create better value.

### 2 Joint Venture Projects

BUILD TORONTO has entered into partnerships for the development of a 65-storey residential high-rise at 10 York St. as well as a five-tower mixed-use development within the Ordnance Triangle. Within these projects, we work through the various stages of development in partnership with the private developer.

\$182M

In Total Revenue

We have generated \$182 million in total revenue from property transactions to date.

\$28.5M In Capital Spend

We have invested \$28.5 million in capital spend across our development projects to date, including sold projects.

\$84.6M Financial Value Created

The total financial value created of \$84.6 million is the increase in property value we have been able to create by moving the properties through the development cycle and concluding in a transaction, since their transfer from the City.

### Forecast

### Projects in the Marketplace 2

We estimate that when fully developed, the 14 projects that BUILD TORONTO has moved into the private sector will generate for the City approximately:

\$84.3M In Development Charges and Fees

\$19.8M Annually in Property Taxes

\$10.3M In Section 37 Contributions

2 The development charges, fees, property taxes and section 37 contributions for projects sold by BUILD TORONTO and current Joint Ventures are estimated based on publicly available information about the projects and reasonable assumptions of the timing of the project driving applicable rates.

#### Total Anticipated Returns <sup>3</sup>

We forecast that when fully developed, the projects within BUILD TORONTO's five-year financial strategic plan will generate for the City approximately:

\$332M In Development Charges and Fees

\$57.6M Annually in Property Taxes

**\$5.2**B In Value Added

3 The estimate of future fiscal and economic benefits has been calculated based on the complete development of projects within BUILD TORONTO's five-year financial strategic plan. Source: Economic and Fiscal Benefits Analysis Update, Urban Metrics, January 15, 2015.

## Overview

#### Background

As a result of recommendations from various expert advisory committees, panels and reports, the City of Toronto determined it needed a new approach to manage City land assets. To create better value for and make Toronto more prosperous, the City established BUILD TORONTO as an arm's-length real estate corporation to fully leverage its surplus and underutilized real estate.

The company was incorporated in 2009, and in May 2010 was officially launched as the City's independent real estate and development corporation. BUILD TORONTO reports to a Board of Directors, made up of experienced leaders from both the private and public sector. The company has a unique focus on supporting the City of Toronto in identifying, improving and developing City property.

#### Vision

Develop surplus and underused City land to attract commercial development, create desirable jobs and improve the livability of the City.

#### Mission

Be a catalyst for sustainable development, operate in a commercially viable manner and continually support City Council, City departments, the development community and the citizens of the City of Toronto.

### Our Approach to City-Building

BUILD TORONTO defines City-Building by the Strategic Priorities it is committed to for the City of Toronto.

#### BUILD TORONTO is focused on:

- · Collaborating with City Councillors, City staff, community members and development stakeholders to develop projects that address both City-Building and financial goals
- Revitalizing neighbourhoods where people can afford to live, where the public space encourages interaction and where sustainable development can support Toronto's growing needs
- · Improving and investing, through remediation, in historically contaminated sites that would otherwise remain underutilized
- · Attracting key industries and accelerating investment in commercial development that helps boost growth and foster employment
- · Developing sites around transit to encourage environmentally friendly means of transportation, create new connections and help the City sustain itself in the long term

## Board of Directors

BUILD TORONTO places immense value on the principles of transparency and good governance. Our Board of Directors is composed of skilled public and private sector partners who provide experienced real estate oversight and support for our City-Building endeavours.

For Board of Director biographies, please visit www.buildtoronto.ca



Christopher Voutsinas



Deputy Mayor Denzil Minnan-Wong



Michael Bernstein



Frank Bucys



Nancy Cohen DIRECTOR



Wayne Fraser



Lynn Kennedy



Councillor David Shiner



Councillor Michael Thompson



Moshe Wertheim

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