

Introduction – Value Add Chart

City-Building and Financial Value Created from 19 Projects Sold

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 value from the underutilized assets transferred from the City. We view value not only in dollars and cents but also in such various forms as new public realm, affordable housing, new residential space to support our growing City and new commercial space to accommodate employment. 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, which will continue to bring in revenue and help grow Toronto, are presented on the accompanying chart, demonstrating Build Toronto's value add by focusing on the 19 projects sold to date.

The following describes the components of the accompanying Value Add Chart:

The financial value contributed to the City to date through Build Toronto's development work for the 19 projects

How far along the development cycle we took the 19 projects before selling to the private sector

The City-Building value that has been facilitated through the development work of each of these 19 projects before a sale is completed

The forecasted financial value that will be realized for these 19 projects upon completion by the private sector

Build Toronto Value Add Chart
City-Building and Financial Value Created from 19 Projects Sold
(As of December 31, 2016)

To Date		PROJECTS SOLD		Development Achieved Before Sale		Forecast	
FINANCIAL VALUE		FINANCIAL VALUE		FINANCIAL VALUE		FINANCIAL VALUE	
Build Toronto Total Revenue	\$254.0M	Address	Property Size (acres)	Proposed Use	Build Toronto Agreed to Sell Property	Provisional Sale Agreement	Application Submitted
Build Toronto Fee Market Value upon Acquisition from City	\$110.4M	1. 40 Atlantic Avenue	0.9	12	Heritage Designated Industrial Building	Mixed-use with Office and Retail Component	Application Approved
Build Toronto Investment in Projects Sold	\$80.0M	2. 64-70 Dundas Avenue (adjacent to TTC)	0.3	5	TTC Commercial Parking Lot	Residential	Environmental Approval
Financial Value Created	\$111.6M	3. 400 Davenport Road	0.4	19	Vacant, Former Office and Corporate Facility	Mixed-use with Primarily Residential and Office Component	
Total Value Realized by the City and Build Toronto	\$221.9M	4. 4750 Eglinton Avenue West	0.6	4	Vacant	Residential	
Revenues to the City from Development Charges and Fees	\$207.7M	5. 4761-4801 Eglinton Avenue West	7.3	4	Vacant	Residential	
Revenues to the City from Property Taxes Paid	\$14.7M	6. 4820 Finch Avenue East	0.3	41	Vacant/Former Police College	Institutional	
Revenues 37 Fees Generated	\$89.7M	7. 104 Ford Street East	0.8	28	Greenhouse Gas Terminal	Residential	
		8. 120 Gungahway Avenue	4.8	28	Vacant	Residential	
		9. 4334-4340 Lawrence Avenue East	1.7	44	Vacant	Residential	
		10. 36 Dundas Street (adjacent to TTC)	1.8	19	Industrial Building	Mixed-use with Residential and Retail	
		11. 3600 St. Clair Avenue East	2.2	36	Vacant	Residential	
		12. 45 Orchard Avenue, 11 & 15 Dundas Street (adjacent to TTC)	0.75	19	Municipal Building & Senior Market-rate Housing	Mixed-use with Residential and Retail	
		13. 100 Dymally Road	0.5	11	Former Incinerator and Waste Transfer Station	Industrial	
		14. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		15. 10 York Street	0.6	20	Former Title Lot and Impound Lot	Residential with Retail Component	
		16. 3600 Yonge Street	0.9	10	TTC Commercial Parking Lot	Residential	
		17. 3600 Yonge Street	0.9	10	TTC Commercial Parking Lot	Residential	
		18. 3600 Yonge Street	0.9	10	TTC Commercial Parking Lot	Residential	
		19. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		20. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		21. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		22. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		23. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		24. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		25. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		26. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		27. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		28. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		29. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		30. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		31. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		32. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		33. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		34. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		35. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		36. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		37. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		38. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		39. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		40. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		41. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		42. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		43. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		44. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		45. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		46. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		47. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		48. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		49. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		50. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		51. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		52. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		53. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		54. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		55. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		56. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		57. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		58. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		59. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		60. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		61. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		62. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		63. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		64. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		65. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		66. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		67. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		68. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		69. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		70. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		71. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		72. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		73. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		74. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		75. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		76. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		77. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		78. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		79. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		80. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		81. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		82. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		83. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		84. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		85. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		86. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		87. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		88. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		89. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		90. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		91. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		92. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		93. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		94. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		95. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		96. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		97. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		98. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		99. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	
		100. 4000 Yonge Street	3.2	18	TTC Commercial Parking Lot	Office with Hotel and Retail	



PROJECTS SOLD

To maximize created value, Build Toronto will transact on projects at different stages of the development cycle. As the “Projects Sold” column demonstrates, Build Toronto has moved the 19 projects through varying stages of the development cycle, depending on which stage we have determined maximizes the financial value. On certain projects, we may engage with the Councillor and the community, conceptualize the project and then execute on a transaction; on others, such as 10 York Street, we go through the application process and environmental approvals and remain a partner in the construction of the project up to its completion and sale. On the Ordnance project, Build Toronto partnered with the adjacent land owner and completed a transaction after achieving zoning approvals, while also being involved in the development and delivery of the future park and the Fort York Pedestrian and Cycle Bridge. For each project sold, we have listed its size, ward, past use, proposed use and the development phase achieved prior to transacting.

FINANCIAL VALUE

Build Toronto reports on “Value Creation”, which is the increase in value of a property after deducting all of our costs for development, investment and marketing, and after deducting the fair value of the property received from the City. When Build Toronto records a transferred property on our accounting records, it is done based on a third-party appraised value, even though it is actually received at nominal cost. Our Audited Financial Statements report annually on this amount on the Consolidated Statement of Income, which is the net sales revenue, after deducting cost of sales. This includes the costs noted above, including the fair value of the land received by the City. This value creation is due, in large part, to moving the property through our development cycle, as noted above, to maximize its value at each phase of the cycle.

Both the “To Date” and “Forecast” of value creation reveal the financial value that is accruing to the City from Build Toronto’s transaction on these 19 projects. In addition to the \$95 million in dividends to the City, the financial contribution to the City also includes \$22.7 million in development charges and other fees, the generation of \$15.7 million in Section 37 fees, and \$14.7 million to date in property taxes. When these 19 projects are completed, we forecast an estimated \$24.3 million in annual property taxes from these sites per year, and a total of over \$147 million in development charges and other fees.

CITY-BUILDING VALUE

As noted above, Build Toronto adds value not only financially but also through City-Building results. As demonstrated in the “City-Building Value” column, Build Toronto performs extensive community consultation throughout the projects, employs environmental risk management measures, encourages adaptive reuse and incentivizes developers to provide space for employment. Please see the accompanying Build Toronto Value Add Chart for more details.

City-Building and Financial Value Created from 19 Projects Sold

(As of December 31, 2016)

To Date	
FINANCIAL VALUE	
Build Toronto Total Revenue	\$254.5M
Build Toronto Fair Market Value upon Acquisition from City	\$110.4M
Build Toronto Investment in Projects Sold	\$32.5M
Financial Value Created	\$111.5M
Total Value Realized by the City and Build Toronto	\$221.9M
Revenue to the City from Development Charges and Fees	\$22.7M
Revenue to the City from Property Taxes Paid	\$14.7M
Section 37 Fees Generated	\$15.7M
CITY-BUILDING VALUE	
Community meetings held	30
Community members engaged with in person	1,280
New mixed-use development	27.9 acres
New parks and open space planned	3.6 acres
Affordable housing secured	284 units
Adaptive reuse	4 projects
Heritage-designated properties preserved	3
Investigation and risk management measures undertaken	22 acres 9 sites
Total investment in investigations and risk management measures	\$1.5M
Total years of vacant land unlocked	316 years
Commercial space	1.17M sq. ft.
Employees to be accommodated	3,400
Development around higher-order transit	16.7 acres

PROJECTS SOLD					Development Achieved Before Sale					
Address	Property Size (acres)	Ward #	Past Use	Proposed Use	Build Toronto Agrees to Take Property	Preliminary Staff Support	Preliminary Councillor Support	Application Submission	Application Approval	Environmental Approvals
1. 60 Atlantic Avenue	0.9	14	Heritage-Designated Industrial Building	Mixed-Use with Office and Retail Component	●					
2. 2 Bicknell Avenue	1.2	12	Vacant	Residential	●	●	●	●	●	●
3. 64-70 Cordova Avenue (Islington Terrace)	3.3	5	TTC Commuter Parking Lot	Residential	●	●	●	●	●	
4. 455 Dovercourt Road	0.4	19	Vacant, Former Office and Daycare Facility	Mixed-Use with Primarily Residential and Office Component	●		●			
5. 4750 Eglinton Avenue West	3.6	4	Vacant	Residential	●	●	●	●		
6. 4780-4800 Eglinton Avenue West	7.5	4	Vacant	Residential	●		●			
7. 4620 Finch Avenue East	2.3	41	Vacant/Former Police College	Institutional	●					●
8. 154 Front Street East	0.8	28	Greyhound Bus Terminal	Residential	●					
9. 120 Grangeway Avenue	4.6	38	Vacant	Residential	●					
10. 4334-4340 Lawrence Avenue East	1.7	44	Vacant	Residential	●		●			
11. 30 Ordnance Street (Ordnance Phase 1)	1.8	19	Industrial Building	Mixed-Use with Residential and Retail	●	●	●	●	●	●
12. 11 & 25 Ordnance Street, 45 Strachan Avenue (Ordnance Phase 2)	2.75	19	Municipal Building & Below-Market rate tenants	Mixed Use with Residential and Retail	●	●	●	●	●	
13. 505 Richmond Street West	1.3	20	Vacant Waterworks Building and Former City Office	Mixed-Use with Residential and Retail	●	●	●	●		
14. 3650 St. Clair Avenue East	2.2	36	Vacant	Residential	●					
15. 150 Symes Road	5.5	11	Former Incinerator and Waste Transfer Station	Industrial	●	●	●			
16. 30 Tippet Road	2.35	10	TTC Commuter Parking Lot	Residential	●	●	●			
17. 36 Tippet Road	2.3	10	TTC Commuter Parking Lot	Residential	●	●	●			
18. 4050 Yonge Street	3.2	16	TTC Commuter Parking Lot	Office with Hotel and Retail	●	●	●	●	●	
19. 10 York Street	0.6	20	Former TPA Lot and Impound Lot	Residential with Retail Component	●					
	48.3									

Forecast	
FINANCIAL VALUE UPON COMPLETION	
Future Development Fees & Charges to the City	\$147.8M
Future Annual Property Taxes to the City	\$24.3M

