

ECONOMIC DEVELOPMENT COMMITTEE

Chair's Remarks
2011-2018 Review



Driving change

2011 and 2015 Committee Goal:

- To improve Toronto's business and cultural climate, and accelerate sustainable jobs and investment growth

Strategically-based economic development:

- *Toronto Prosperity Initiative*
- *Collaborating for Competitiveness*
- *From Concept to Commercialization: Start-up Ecosystem Strategy*



Main tactics

- Help Toronto businesses grow
- Lower costs and faster approvals
- Assist start-ups
- Attract investments
- Increase exports
- Promote Toronto as a world class city
- Target key sectors (film, TV and new media, tourism, music, finance, biotech, aerospace, green/clean tech, education, fashion/design, food and beverage, ICT, Smart City)



International Strategy

- Assist local firms to grow export sales
- Conduct outbound trade missions
- Enhanced attraction of foreign direct investment by supporting Toronto Global
- Maximize leveraging inbound international delegations
- Enhance the City's International Alliance Program
- Undertake thorough intelligence gathering & market research



Discussing City of Toronto-Mexico City MOU

International Missions – ROI

- GreenLand Group (China): investing \$1.2 billion creating 3,000 jobs
- Tech Mahindra (India): to invest \$100 million - AI centre of excellence
- UNIQLO (Japan): opened two locations/created more than 250 jobs
- Collision Tech Conference: 2019-2021; economic impact \$147 million



City of Toronto Hosting Greenland Group Jan. 2018

International Missions – ROI

- Eataly: opening 1st Canadian location in Yorkville creating approximately 600 jobs
- Cassels Brock: realizing new business from India Mission
- Gowlings: generated two business opportunities from 2017 India Mission
- Rat Race Media: hired by Indian film company to shoot two films in Canada starting



Export ready

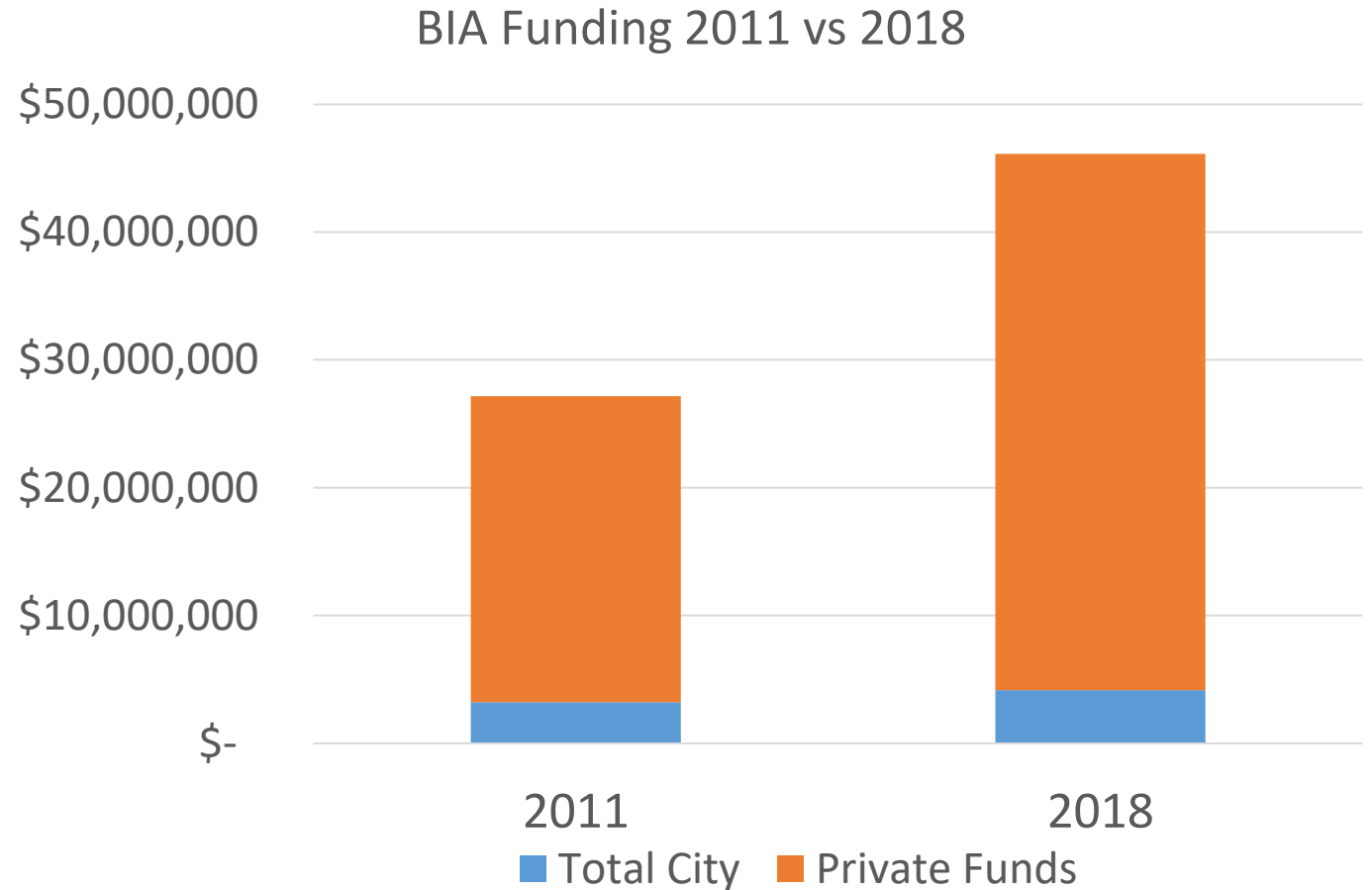
- Partnership with World Trade Centre-Toronto working well over the past year
- Over 1500 companies/individuals engaged through international trade training programs
- GTA SMEs increased export sales by \$138 million and created more than 1,000 jobs
- Over 400 foreign companies engaged
- Example: *Viryl Technologies* expanded sales 325%; expanded into Europe, Australia and Taiwan



**Sanofi Pasteur – B-100 Expansion
\$500 M Investment**

Small business – drives local employment

- Over 15% growth in BIAs 2011-2018
- Businesses in BIAs employ over 540,000 people
- Digital Main Street – supported 5,000+ main street businesses with digital adoption over 2 years



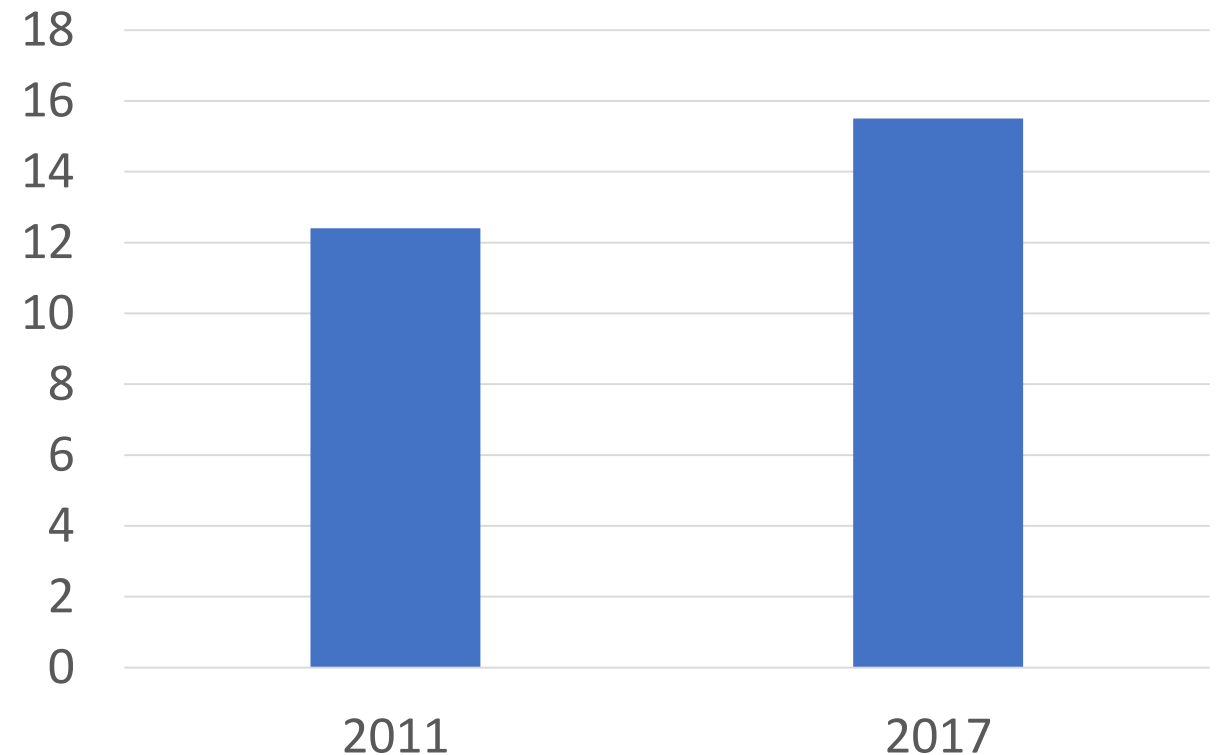
Source: City of Toronto, Economic Development & Culture

Global brand drives tourism “Canada’s Downtown”

- 15.5 million overnight visitors in 2017 spent \$8.8B
- International visitors surpassed 5 million for the first time in 2017
- Toronto ranked as one of the best places to travel by Travel + Leisure, Architectural Digest and Forbes in 2017



Overnight Visitors (millions)

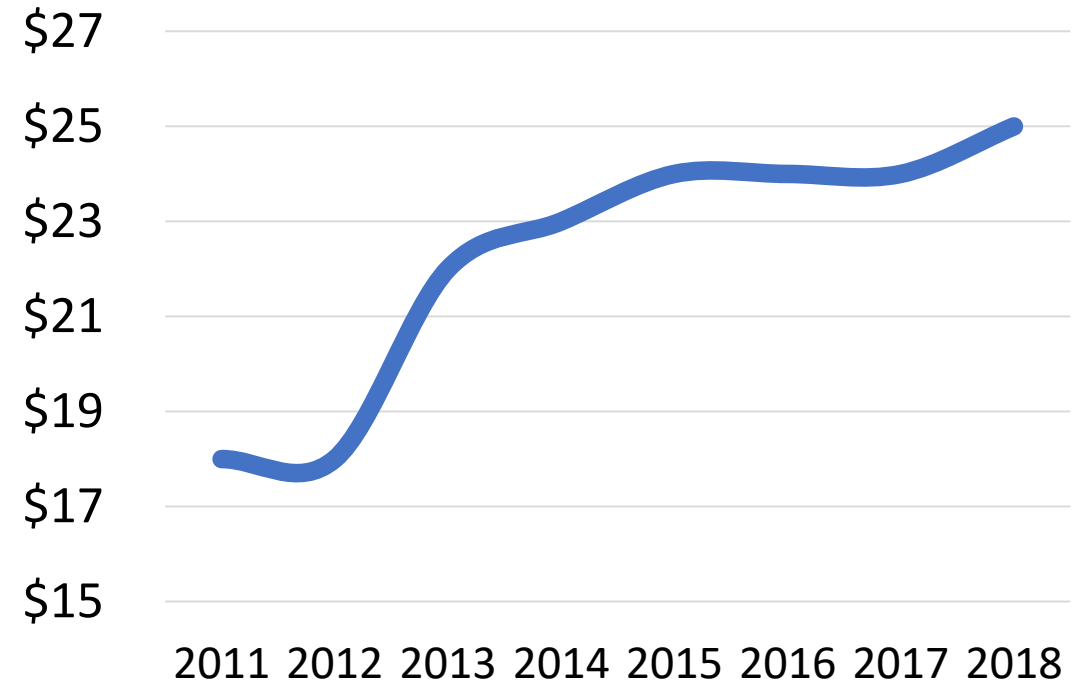


Source: Tourism Toronto

Arts and culture key investments

- City's per capita spending on culture grew from \$18 in 2011 to \$25 in 2018
- 13th year of Nuit Blanche - North America's largest free contemporary art festival with about 1 million visitors each year
- Fort York Visitor Centre won Canadian Architect Magazine Award of Excellence in 2017

Per Capita Investment in Culture in Toronto



Source: City of Toronto Economic Development & Culture Division

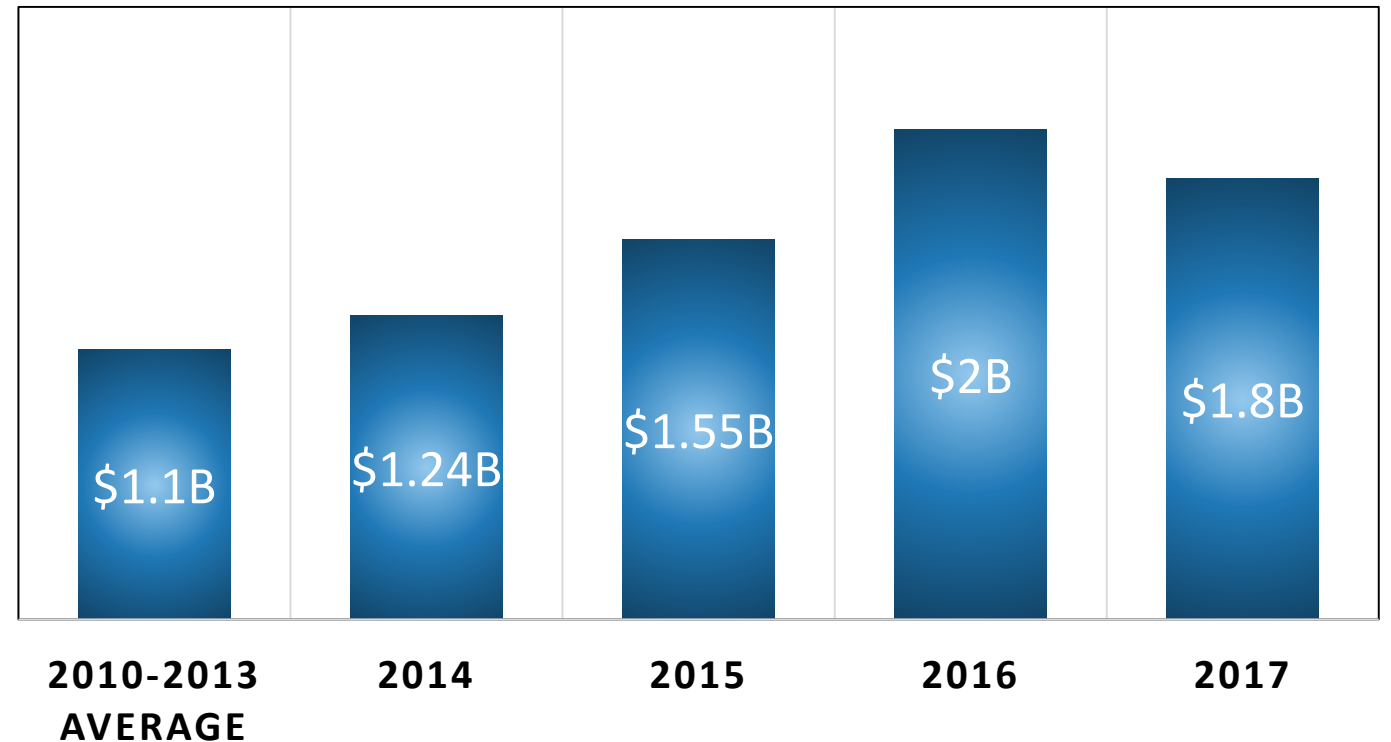
Toronto attracts creativity

Toronto's on-screen industry has grown steadily from \$1.1B in 2011 to \$1.8B in 2017



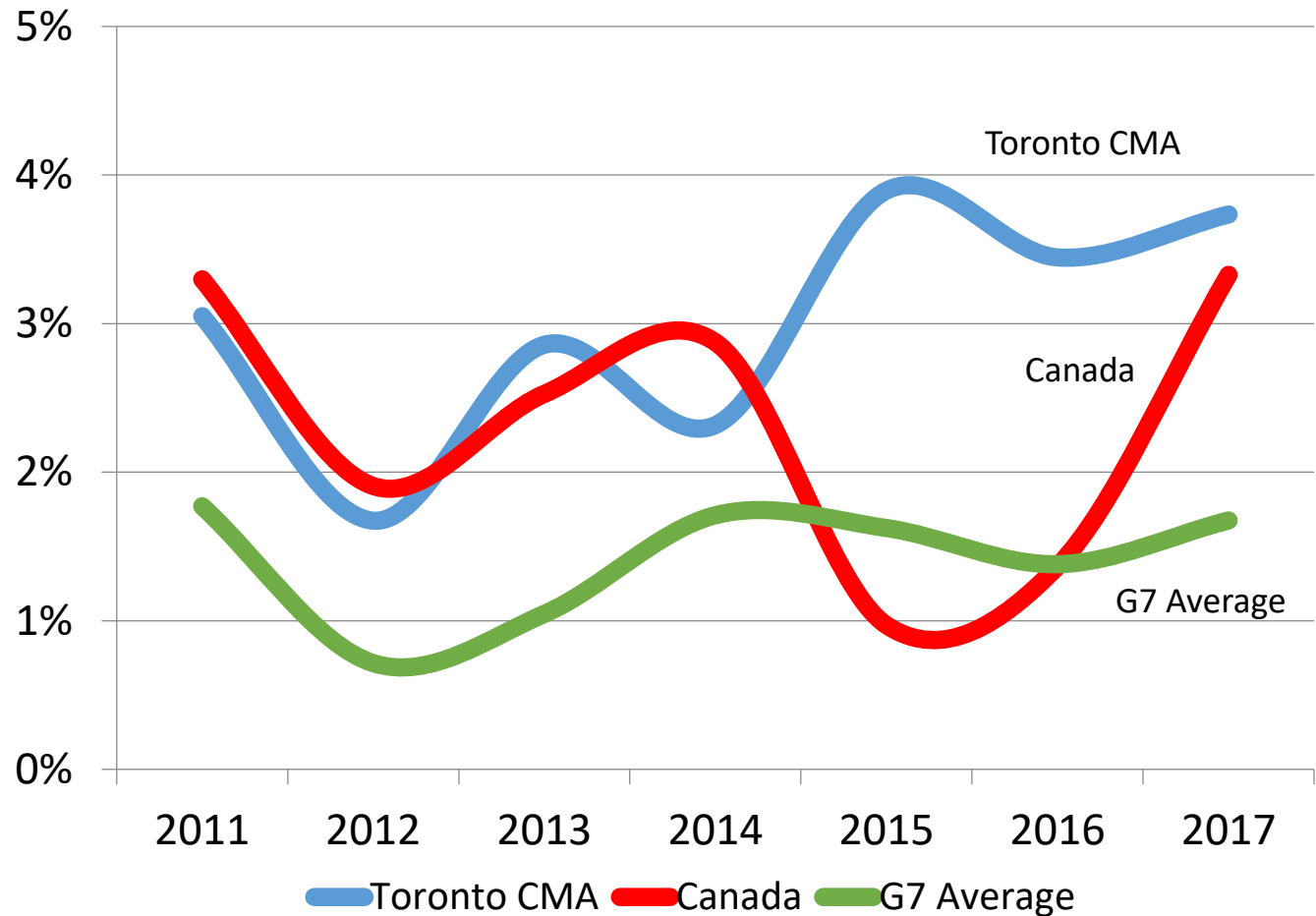
- Blockbuster movies and award-winning tv shows are shot in Toronto
- Foreign production spend up \$34M since 2011
- Shoot days up 1,400 since 2011

■ Total Investment in \$B



Strong GDP growth

Toronto GDP growth
outpacing Canada and the
G7



Source: Conference Board of Canada, Moody's Analytics, Oxford Economics, countryeconomy.com

Key office developments completed

Over 8.4 million square feet in new office development since 2011. Construction value: \$2.8B



RBC Waterpark Place

Name	Address	Size (SF)	Year Completed
PwC Tower	York St	650,000	2011
Bremner Tower	Bremner Blvd	570,000	2013
RBC Waterpark Place	Queens Quay W	904,000	2014
MaRS Phase 2	University Ave	790,000	2014
Bay-Adelaide Centre East	Bay St	980,000	2016
Globe and Mail Centre	King St E	500,000	2016
Sun Life	York St	800,000	2016
Bay Adelaide Centre East	Adelaide St W	980,000	2016
Ernst and Young Tower	Adelaide St W	910,000	2017

Major Office developments under construction

Over 7.4 million square feet in new office development currently under construction. Construction value: \$2.9BB



CIBC Square

Name	Address	Size (SF)	Year Completed
CIBC Square	Bay St	2,700,000	2023
1 Yonge	Yonge St	1,658,000	2019
Southcore	York St	879,000	2020
100 Queens Quay E	Queens Quay E	763,000	2021

Office developments pre-construction

Over 15 million square feet in new pre-construction office development.

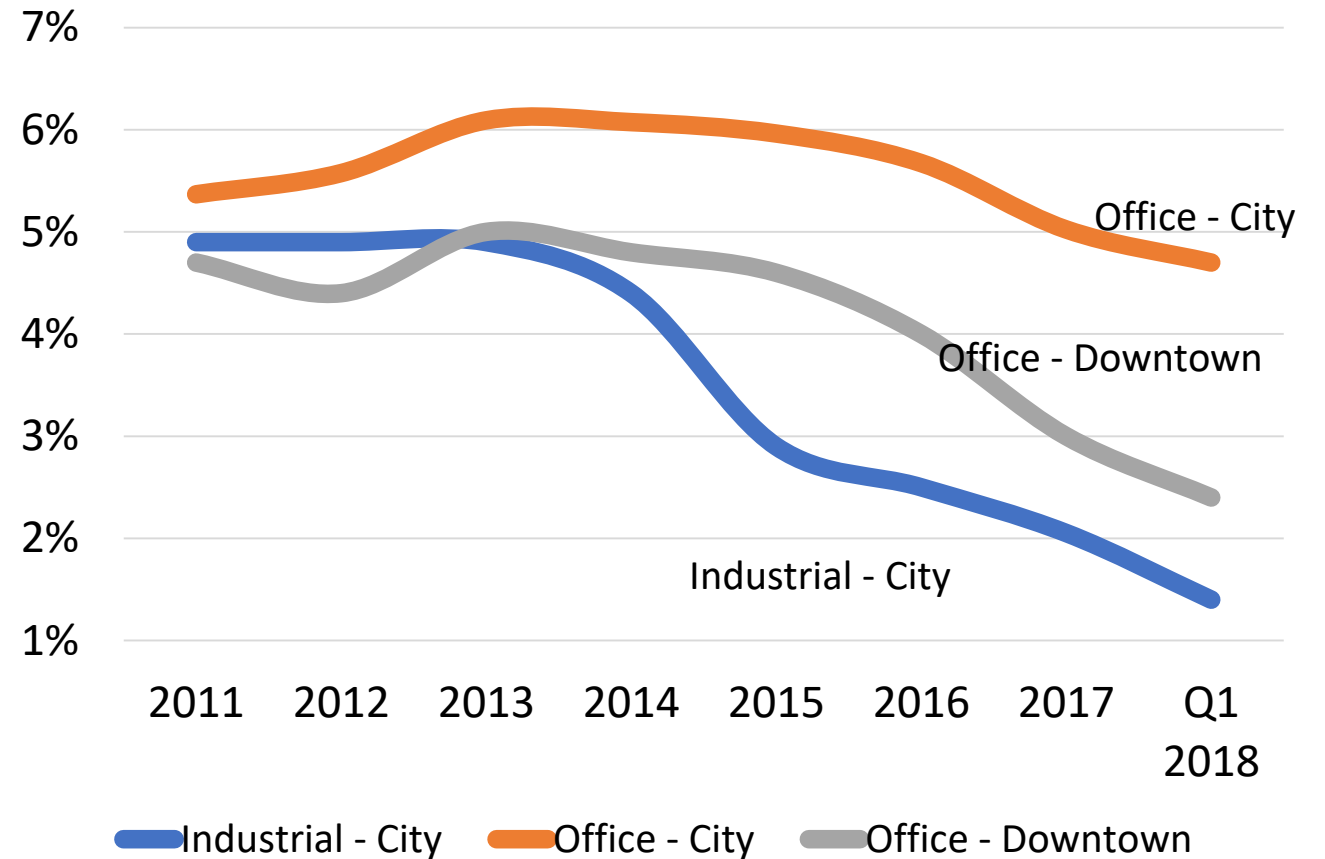


The Well

Name	Address	Size (SF)
Commerce Court Complex	King St W	1,940,000
160 Front Street West	Front St W	1,120,000
Union Centre	Front St W	1,000,000
The Well	Front St W	1,000,000
30 Bay Street	Bay St	944,000
Bay Adelaide North Tower	Richmond St W	900,000
388 King St	King St W	820,000
SteelesTech Campus Master	Steeles Ave E	800,000

Vacancy rates office and industrial down

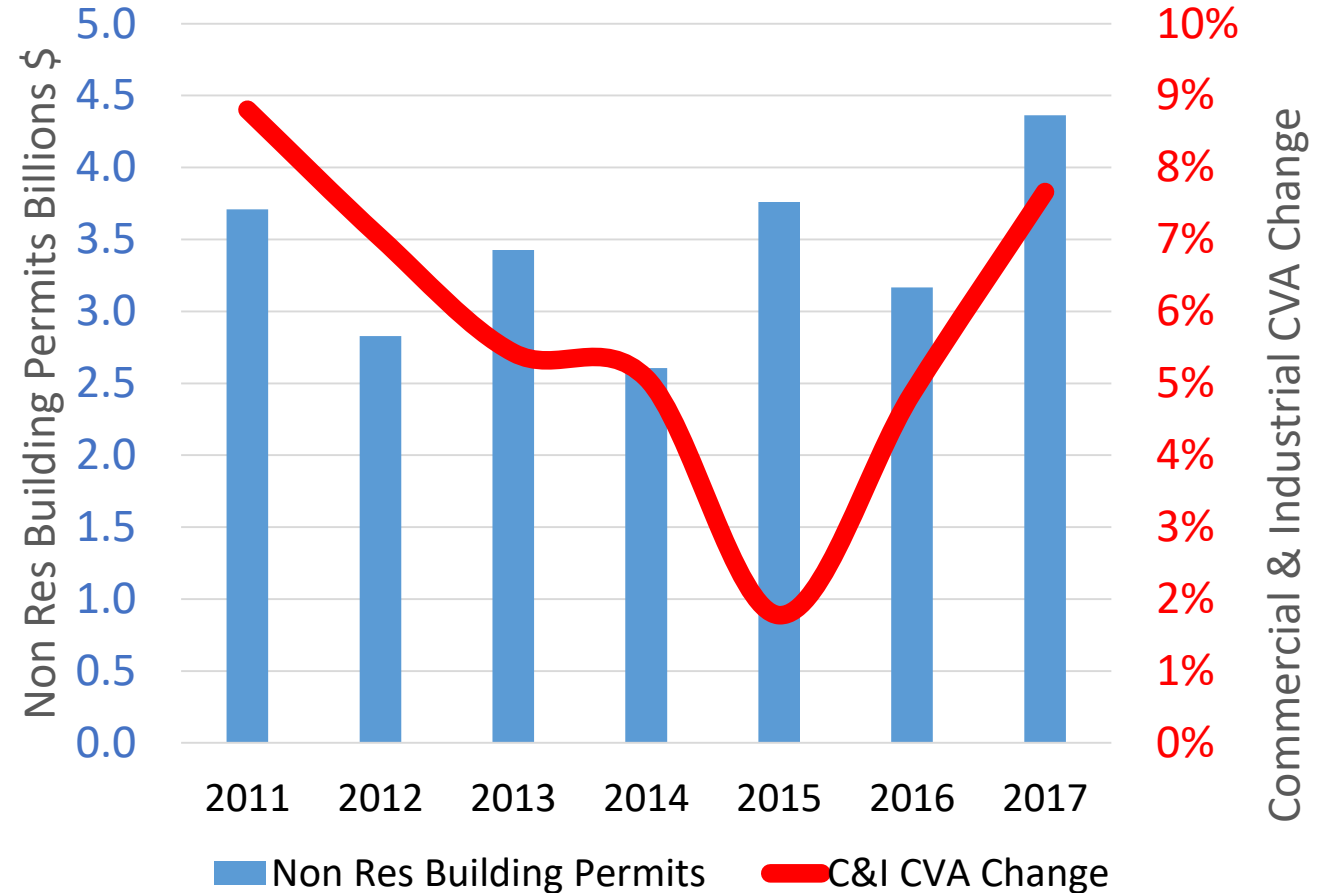
- Record lows in vacancy
- Downtown office vacancy 2.4% despite dramatic additions



Non-residential building permits and assessment growing

Coca Cola Canada HQ –King St E

Investment directly increased annual municipal tax revenue for the site by \$313,000 and sparked new office node



Source: Statistics Canada, Municipal Property Assessment Corporation (MPAC)

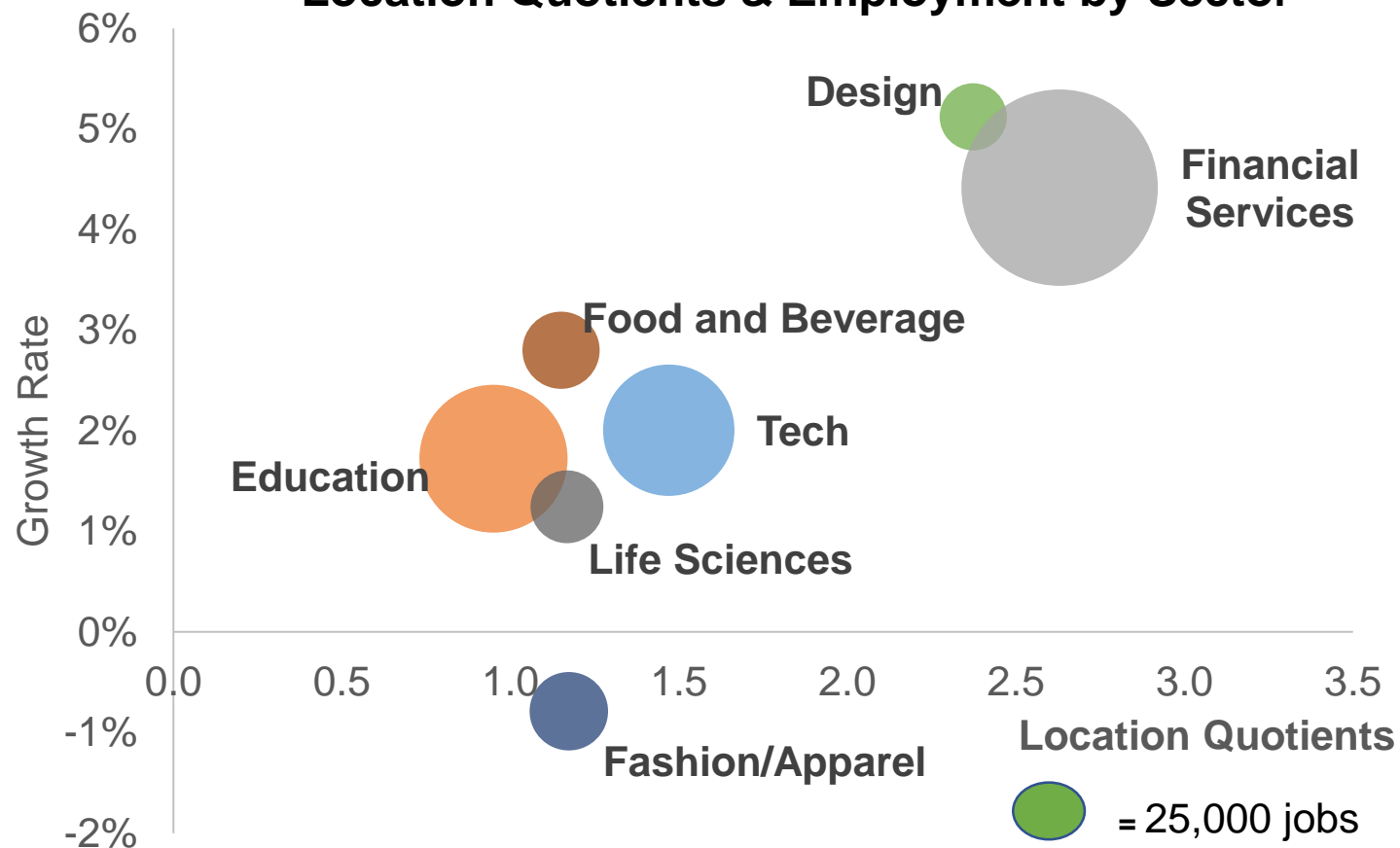
Strong diversity in sector growth

Strong diversity in sector growth reinforces city's economic resiliency

Higher = faster

Further right = relative strength in Toronto

Average Annual Growth (2010-2016)
Location Quotients & Employment by Sector



Source: Place of Work Estimates by EDC Staff

Achieving results

Net New Jobs for Torontonians

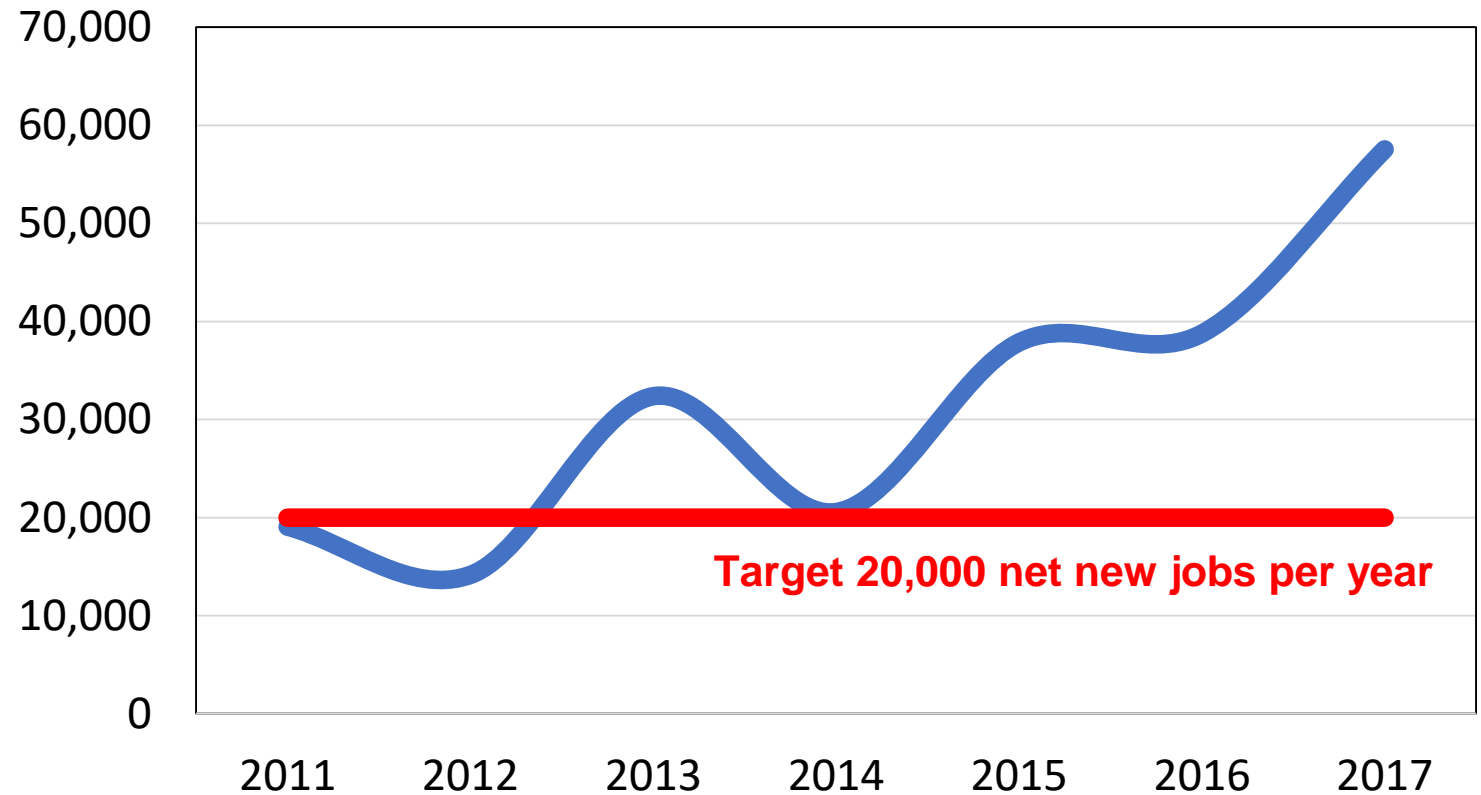
Examples:

Ripley's Aquarium, Bremner Blvd

- 300 new jobs
- \$130M investment

YaYA Foods, Kipling Avenue

- 260 jobs
- \$43M investment



Total employment growing

Examples:

Ubisoft Toronto, Wallace Ave

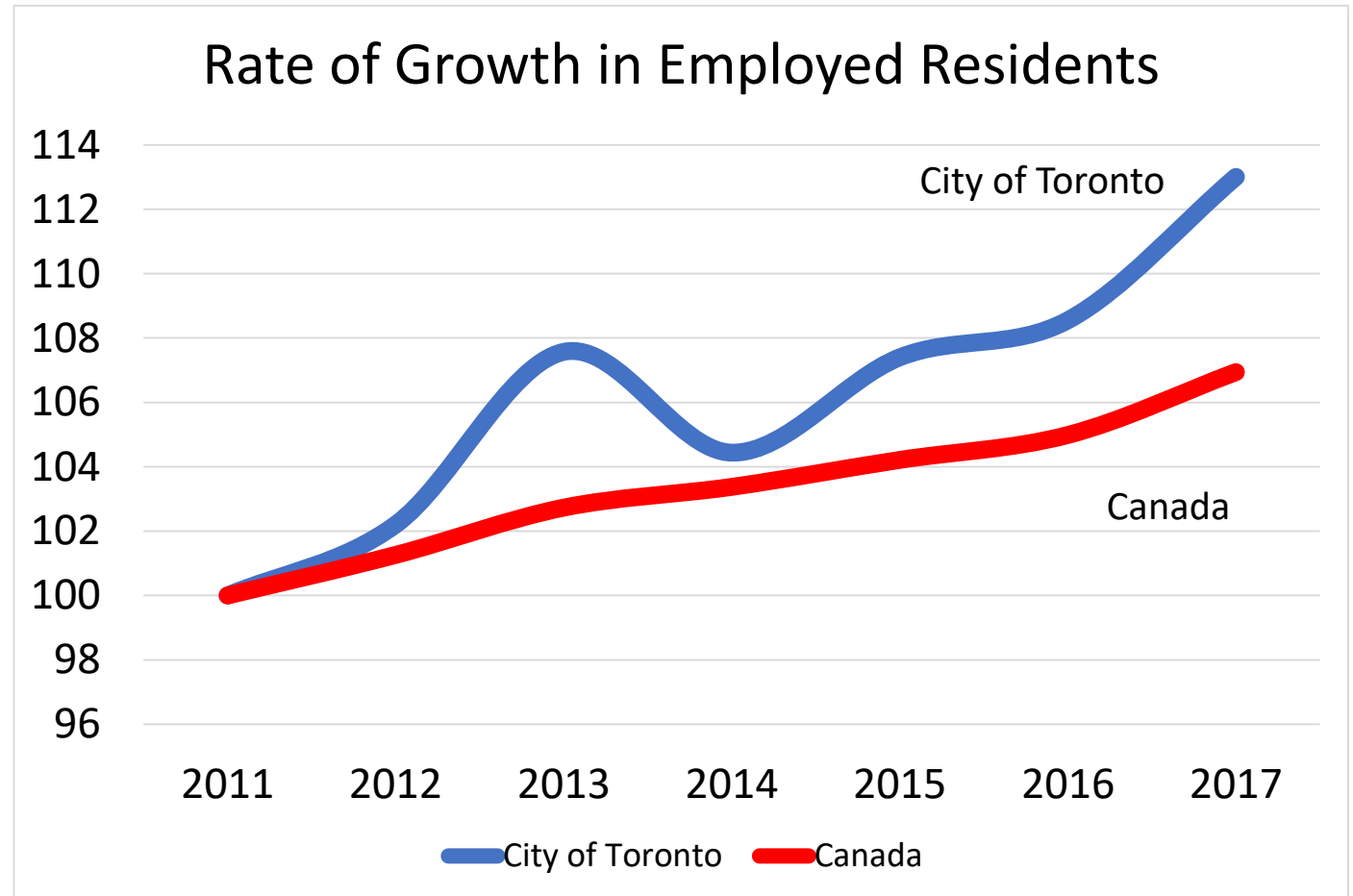
- 800 employees

Tradition Fine Foods, Warden Ave

- 34,000 sq. ft. expansion kept 200 jobs in Scarborough

Artscape Youngplace, Shaw St

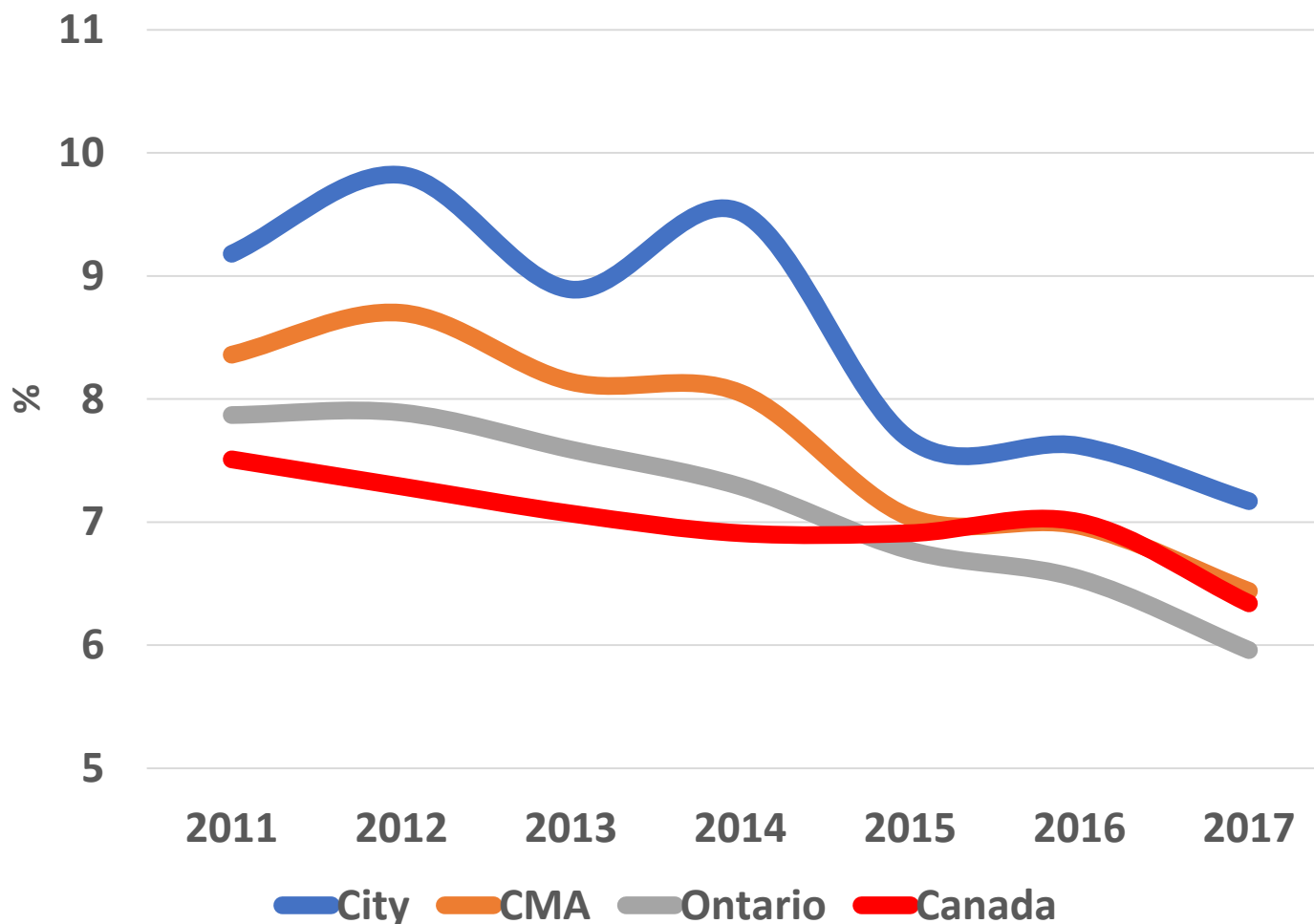
- 39 studios
- 500 people creating each day



Source: Statistics Canada Labour Force Survey

Unemployment rate declining

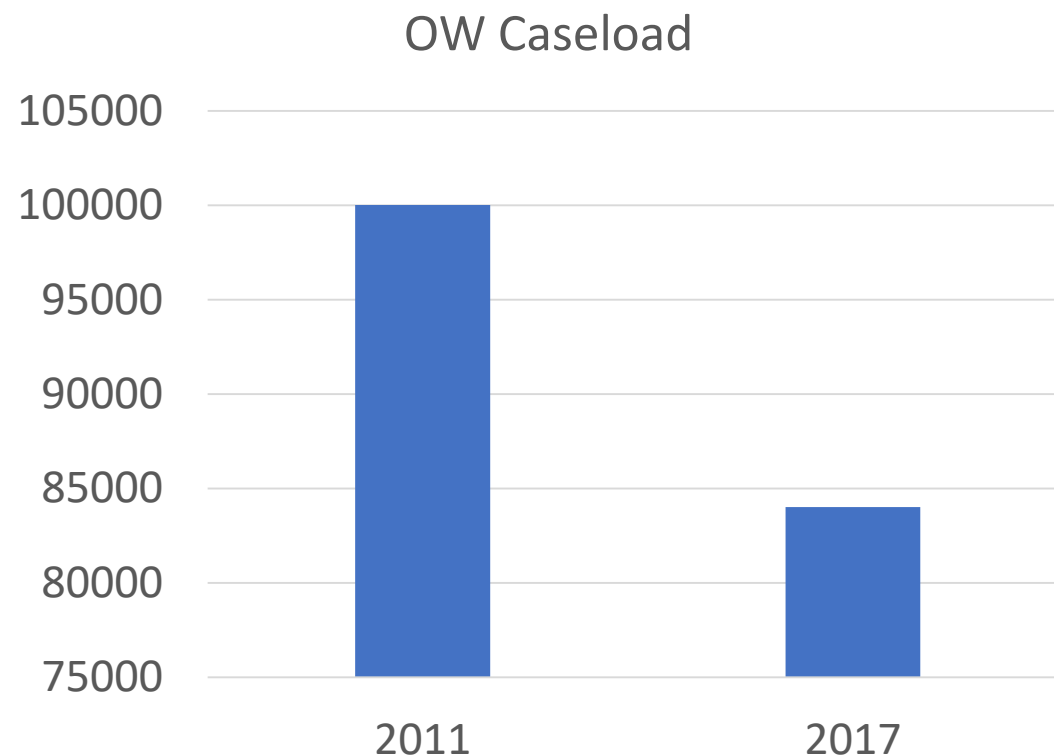
- Unemployment in the city down from 9.18% in 2011 to 7.17% in 2017
- Still high unemployment in certain areas of Toronto and in equity-seeking groups



Source: Statistics Canada Labour Force Survey

Helping Torontonians find work

- 2017 - 29,000 Ontario Works (OW) clients placed in jobs
- 21% of OW clients reported earnings/self-employed
- PAYE 2017 - 1,016 secured jobs, 270 in work based learning; 2,300 participants
- 2017 - 3,872 clients accepted into employment programs



Source: Toronto Employment and Social Services

Toronto ranks on top

Toronto ranks highly as great place to work, live and invest

- 2017 FDI Magazine ranks Toronto 4th North American Cities of the future, up 3 spots from 2011
- In 2017 Toronto ranks 7th among Global Financial Centres according to Z/Yen Group, up 3 spots from 2011

Expenses – International Missions

Expenses – Economic Development and Culture Division 2015-2018* (est. to June 2018)

Expenses paid on International Missions	\$1,027,000
Expenses paid on International missions for the Chair of EDC	\$120,000
Return on investments from international missions	\$1.4 billion

Next steps

- Continuous improvement
 - Review
 - Prioritize
 - Set direction



Promoting Toronto Exports
In Chengdu, China May 2018