

YORK REGION ECONOMIC DEVELOPMENT

# YEAR IN REVIEW

# 2019

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## 2019 was an exciting year for York Region's vibrant business community!

The 2019 York Region Economic Development Year in Review highlights the Region's business community advances, includes significant stories shared by third-party business sources, and insight into the activities and achievements of the York Region Economic Strategy team and key partners.

Economic indicators for York Region are captured in our annual overview of local market statistics and reveal how the Region continues to be a leading destination for talent and business investment in the Greater Toronto Area.

We encourage you to follow the York Link social media channels and website throughout the year for real-time news, developments, and other opportunities in York Region.

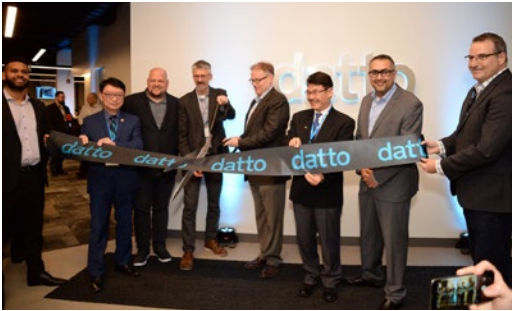
# WHERE TALENT AND OPPORTUNITY INTERSECT





## BUSINESS COMMUNITY AND ECOSYSTEM HIGHLIGHTS





**DATTO CELEBRATES GROWTH WITH NEW OFFICE IN MARKHAM**  
Financial Post | [Markham](#)

Datto, a leading provider of IT solutions delivered through Managed Service Providers (MSPs), unveiled its new Markham office in January.

Tim Weller, Chief Executive Officer of Datto and Ontario MPP Billy Pang oversaw the official ribbon cutting ceremony, along with Rob Rae, VP, business development at Datto, and local Councillor Alan Ho.

“Our new space in Markham enables us to support more than 1,100 Canadian partners we serve and help them grow their businesses,” said Weller.

**TESLA ACQUIRES RICHMOND HILL-BASED BATTERY SPECIALIST HIBAR SYSTEMS**  
Electric Autonomy | [Richmond Hill](#)

Tesla expanded into Canada with the purchase of a Richmond Hill company specializing in battery manufacturing, Hibar Systems Ltd. The acquisition happened at a pivotal time for Tesla; the Palo Alto, Calif.-based electric carmaker is known to be ramping up its own battery manufacturing efforts.

**INTEL BUYS SMART EDGE PLATFORM, A SUBSIDIARY OF MARKHAM-BASED PIVOT TECHNOLOGY SOLUTIONS**  
Financial Post | [Markham](#)

Intel Corp. agreed to purchase Smart Edge, an indirect subsidiary of Pivot, for US\$27 million. Smart Edge is a virtualized mobile smart edge (MEC) computing platform.

The technology enables personalized ads, digital signage, VR and AR, and product information. It can be linked with various IoT devices to provide data analytics.

By scooping up Pivot’s Smart Edge, Intel expects to expand into the 5G market, where IoT and edge computing is expected to boom. Intel expects the 5G silicon addressable market to reach \$65 billion by 2023.



**15 YORK REGION-BASED COMPANIES ON 2019 TOP CORPORATE R&D SPENDERS LIST**  
Re\$earch Infosource | [York Region](#)

The annual list of Canada’s Top 100 Corporate R&D Spenders was released by Research Infosource and fifteen companies with headquarters or major operations in York Region were included. Here are those companies ranked by R&D spending:

- Magna International | Aurora
- Constellation Software | Markham
- IBM Canada | Markham
- OpenText | Richmond Hill
- AMD Canada | Markham
- CGI Group | Markham
- Huawei Canada | Markham
- Mitel Networks | Vaughan
- Stars Group | Richmond Hill
- Enghouse Systems | Markham
- Martinrea International | Vaughan
- Celestica | Newmarket
- Baylin Technologies | Markham
- Buhler Industries | Markham
- TECSYS | Markham

**VOLARIS GROUP WELCOMES PORTFOLIO+ TO BANKING AND CREDIT UNION VERTICAL**  
Volaris Group | [Whitchurch-Stouffville](#)

Volaris Group Inc. announced the acquisition of longtime Whitchurch-Stouffville technology company Strategic Information Technology (SIT). As part of the acquisition, SIT has been officially renamed to Portfolio+ Inc. to better align with its customers, market and solutions.

**22 YORK REGION COMPANIES LAND ON “CANADA’S TOP GROWING COMPANIES” LIST**  
The Globe and Mail | [York Region](#)

The inaugural report on business ranking of Canada’s Top Growing Companies listed 400 businesses operating in growing sectors such as fintech and e-commerce, along with long-established industries like manufacturing and transportation. A total of 22 York Region companies made this list, which can be found on [yorklink.ca](#).



**LANDSCAPE MANAGEMENT SOFTWARE FIRM LMN CELEBRATES NEW HEADQUARTERS WITH CITY OF MARKHAM COMMUNITY LEADERS AND FRIENDS**  
LMN Software | [Markham](#)

LMN Inc., North America’s leading provider of B2B landscape business management software, hosted a Grand Opening event in September. Markham Mayor Frank Scarpitti was joined by Deputy Mayor Don Hamilton as well as representatives from the City of Markham, York Region and the Markham Board of Trade, to name a few, in officially welcoming LMN to the City of Markham and celebrating its 10 year anniversary.

“I want to congratulate you on your decision to come to Markham and I want to welcome you to the IT hub,” said Markham Mayor Frank Scarpitti in a speech to over 100 LMN staff, customers, partners and friends. “I really am excited about a company like yours because landscaping is an important element in building wonderful communities. I was really pleased to hear that a lot of your business is happening in the United States— to have a homegrown Canadian company compete and be successful in the US market is something that we’re very proud of.

“LMN has developed software that really helps contractors take their lives back and grow their businesses and our employees really believe that and really live that each day,” said LMN CEO Mark Bradley. “We chose Markham because of its deep roots in the technology industry. With its close proximity to the amenities and all of the talent that resides here, we thought it would be a great place to run our business. We look forward to recruiting some amazing local talent here in Markham.



**DRONE DELIVERY CANADA TO CREATE THE FIRST “AIRPORT DRONE DELIVERY HUB”**  
Global News | [Vaughan](#)

Drone Delivery Canada plans to create the first “airport drone delivery hub” at Edmonton International Airport, using the Edmonton airspace to build out flight routes for its team of drones. The company worked with Air Canada as its sales agent as part of the agreement.



**OPUS ONE SOLUTIONS NAMED TO GLOBAL CLEANTECH LIST; SECOND YEAR IN A ROW**  
Invest in Ontario | [Richmond Hill](#)

Named to the GCT100 for the second year in a row, Opus One Solutions continues to create optimization solutions for electric energy resources. Based out of Richmond Hill, this software engineering and solutions company is modernizing the demands of the electricity grid via its GridOS® platform.



## PWC OPENS NEW OFFICE IN THE PWC-YMCA TOWER AT THE VAUGHAN METROPOLITAN CENTRE

SmartCentres | Vaughan

SmartCentres Real Estate Investment Trust and Mitchell Goldhar announced the opening of the PricewaterhouseCoopers (PwC) offices in the PwC-YMCA Tower at SmartVMC at the Vaughan Metropolitan Centre (VMC).

The PwC offices span four full floors with 77,000-square-feet of office space for 230 plus employees, training facilities and client meeting rooms. In addition to PwC, the Tower will be home to a state of the art 100,000-square-foot YMCA with child care, fitness and aquatic facilities and a 20,000 square foot City of Vaughan Library and studio space. Other tenants will include Scotiabank with a full floor of 23,000-square-feet of office space plus a retail branch in the lobby of the Tower.

Balzac's Coffee Roasters, expected to open in early 2020, will be a complementary amenity for the community. "The PwC-YMCA Tower represents the best mix of uses; office, community facilities and retail, all within steps

of the VMC University Line subway station and York Region bus terminal, yet surrounded by generous open spaces," said Mitchell Goldhar, Executive Chairman of SmartCentres.

"SmartVMC is designed to be a pedestrian-first, new urban centre with downtown amenities including a 9-acre central park and convenient, safe walkways and paths for both pedestrians and cyclists," added Mr. Goldhar.

"We are thrilled to be opening our new office in the PwC-YMCA Tower at SmartVMC. The office was built so PwC can collaborate with clients across the GTA to help solve their most important problems. Our most technologically advanced office, complete with a cyber lab, will inspire our employees to be more agile, working in engaging collaborative spaces, near many amenities and extensive transit options," said Frank Magliocco, Partner, National Real Estate Leader of PwC Canada.

● "Our most technologically advanced office, complete with a cyber lab, will inspire our employees to be more agile, work in engaging collaborative spaces, near many amenities and extensive transit options."

- Frank Magliocco, Partner  
National Real Estate Leader of PwC Canada





**GOOD VIBRATIONS ENGINEERING AND TELEDYNE OPTEC RECEIVE R&D FUNDING FROM CANADIAN SPACE AGENCY**  
SpaceQ | [King / Vaughan](#)

The Canadian Space Agency (CSA) awarded over \$15 million in funding to 25 companies for its Space Technology Development Program (STDP). Two York Region-based companies received STDP contracts: Good Vibrations Engineering in King for its robotic equipment used on the Lunar Gateway to work with heavy payloads and operate in harsh conditions; and, Teledyne Optec Inc. in Vaughan for its study on how combining smaller, lighter components in a new way develops a more powerful, compact 3D imaging system for use in future space exploration missions.

**ISIGN MEDIA TECHNOLOGY AND HARDWARE: POWERING THE GROWING OMNI VEIL DIGITAL PLATFORM IN NEVADA**  
Globe Newswire | [Richmond Hill](#)

iSIGN Media Solutions, a leading provider of interactive mobile proximity marketing and public security alert solutions, announced the details of its partner, Hi-Tek Media's, launch of the Omni Veil Digital Platform, designed to create a new and unique method for communication. Omni Veil is powered entirely by iSIGN technology and exclusively utilizes iSIGN's hardware units, provides commercial and security alert messaging to mobile devices throughout Nevada on a 24/7 basis.



**SKYX PARTNERS WITH TEXAS COMPANY TO MONITOR PIPELINES IN AFRICA**  
PR Newswire | [Vaughan](#)

SkyX, an aerial monitoring solutions provider, partnered with Texas-based Aerial Project Analytics (APA). Through the partnership, SkyX and APA will implement a comprehensive solution that solves complex challenges for assets in remote areas and harsh environments. The first contract under this partnership, a multimillion-dollar agreement, will inspect and monitor hundreds of miles of pipelines for a major energy corporation in Africa.



**TURF TECH IN GEORGINA**  
Town of Georgina | [Georgina](#)

Brouwer Kesmac, located in Georgina, is one of the largest turf equipment companies specializing in equipment for turf farms globally. The company was started more than 50 years ago when Gerry Brouwer revolutionized the way sod was harvested. His vision changed the industry from cutting sod with a Ryan sod cutter and stacking it onto pallets or trucks by hand, to a Brouwer sod harvester that cut sod, transferred it onto a conveyor, rolled it and put the rolls on a pallet — all in one operation.

Producers were able to reduce labor (by six to eight workers) when they switched from the Ryan sod cutter to the Brouwer sod harvester. In some operations, Brouwer harvesters have replaced as many as 25 workers. The improved models were a response to the growing trend toward automation and a cost effective, labour-saving unit.

Over the years, the acceptance of their machines globally and the recognition of the Brouwer name for quality and simplicity allowed for development of more advanced sod harvesters and other turf-related equipment, including truck-mounted forklifts, mowers, vacuums, rollers and installers.

Brouwer Kesmac's continued investment in innovation and utilization of GPS, remote diagnostics and telematic platforms provide additional managerial and service capabilities and firmly position the company as a technology leader in its field.

**EDSBY TO COVER ALL OF NEW ZEALAND'S SCHOOLS AFTER LANDMARK DEAL**  
Yorkregion.com | [Richmond Hill](#)

Richmond Hill-based Edsby, developer of a cloud-based education social networking service and app, officially announced a landmark deal with New Zealand's Ministry of Education to cover all of the country's K-12 students, about 800,000 children.



**MAYOR FRANK SCARPITTI CELEBRATES OPENING OF AWARD-WINNING WELLNESS TECH COMPANY BOOK4TIME**  
Markham Innovates | [Markham](#)

Markham Mayor, Frank Scarpitti was on hand to cut the ribbon at the grand opening of Book4Time's new 20,000 square foot office space. Book4Time experienced phenomenal growth in 2018 and has doubled the size of its workspace in 2019 to accommodate an ever-expanding team. The company has also celebrated the opening of a new office in Manila, Philippines.

**BYD OPENS FIRST CANADIAN ELECTRIC BUS ASSEMBLY PLANT IN NEWMARKET**  
BYD | [Newmarket](#)

BYD (Build Your Dreams) expanded its North American operations with the opening of its first bus assembly plant in Canada. "We are dedicated to partnering with municipalities across Canada, and we are passionate about our mission to create a cleaner environment here in North America and across the globe," said BYD Canada President, Stella Li.

While the Newmarket facility is BYD's first Canadian assembly plant, the company is already active in the Canadian market with buses in Toronto, Victoria, Longueuil, St. Albert, and Grand Prairie. The new plant will first focus on assembling buses for the Toronto Transit Commission, the country's largest transit operator. "We're proud to establish a home in Canada; it re-affirms our commitment as a company to be rooted in this country and in this province," said Ted Dowling, Vice President, BYD Canada. "We look forward to creating new partnerships across the nation."

**WANT MORE YORK REGION BUSINESS COMMUNITY NEWS?**

Head to [yorklink.ca/news](http://yorklink.ca/news) where you can see news and highlights from York Region's thriving business community or follow York Link on our social media channels.

**CISCO PARTNER COMPLETELY MANAGED LAUNCHED IIoT NETWORK DISCOVERY AND ASSESSMENT PLATFORM**  
IT World Canada | [Newmarket](#)

There are dozens of tools for inventorying and monitoring corporate networks, but industrial networks aren't as well served. The Newmarket, York Region-based company Completely Managed took a big step to remedy that situation when it unveiled its Industrial Internet of Things (IIoT) network discovery and assessment platform, LANAware, bridging the gap between IT (information technology) and OT (operational technology).

Partners Cisco Canada, Gerrie Electric, JMP Solutions, and Tech Data Canada joined in the celebration and the ceremonial ribbon-cutting by Newmarket mayor John Taylor at Completely Managed's offices.

Completely Managed founder, president and CEO Rod Scotland said, "Security is part and parcel and should be considered through the lens of every acquisition, purchase decision and network deployment. This is where LANAware focuses – it is a platform to assess and recommend. LANAware helps GERRIE Electric, Completely Managed, and partners to understand, assess, and then produce the documentation that helps the recommendation to be understood. The interface has been written not for IT, it is very focused on industrial applications. Our opportunity to help is in industrial; we do focus on and solve IT problems as well on an everyday basis.





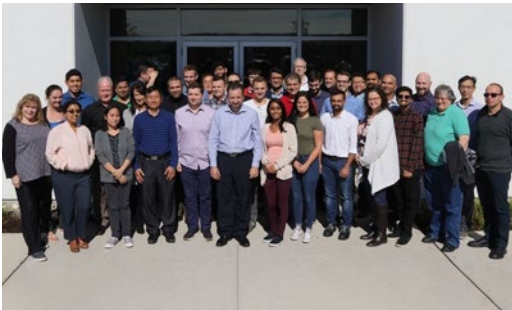


**SCOTIABANK ANNOUNCED AS NEW TENANT IN PWC-YMCA TOWER AT THE VAUGHAN METROPOLITAN CENTRE**  
Globe Newswire | Vaughan

SmartCentres Real Estate Investment Trust announced a 10-year lease transaction with Scotiabank in the PwC-YMCA Tower at SmartCentres Place at the Vaughan Metropolitan Centre (VMC).

The PwC-YMCA Tower will be a 220,000-square-foot mixed-use office tower in the heart of the VMC, adjacent to the VMC subway station and bus terminal. It will house a 77,000-square-foot PwC office, a 100,000-square-foot flagship YMCA with child care, fitness facilities and a 20,000-square-foot public library and studio space.

Scotiabank will occupy 26,500-square-foot, with 23,000-square-foot of office space on the eighth floor of the Tower, with the balance for a retail branch in the lobby. "With the addition of Scotiabank to our tenant roster, 100% of the office space we have constructed in SmartCentres Place is now fully leased," said Mitchell Goldhar, Executive Chairman of SmartCentres. "With proximity to the new TTC subway and bus terminal, expansive open spaces and civic facilities, SmartCentres Place is designed as a people first, pedestrian friendly, urban city centre."



**WOLF ADVANCED TECHNOLOGY LISTED AS ONE OF CANADA'S FASTEST GROWING COMPANIES BY GROWTH 500**  
YorkeRegion.com | Whitchurch-Stouffville

Canadian Business and Maclean's ranked Wolf Advanced Technology (WOLF) No.181 on the annual Growth 500, the definitive ranking of Canada's Fastest-Growing Companies. WOLF made the 2019 Growth 500 list with five-year revenue growth of 506%. WOLF designs, develops and manufactures military-grade rugged modules for video capture, process, encode and display.



**IN THE RACE FOR 5G, TERAGO AHEAD OF BIG PLAYERS**  
The Globe & Mail | Markham

TeraGo, which has traditionally catered to the business market by selling connectivity and data-centre services, announced its intention to enter the residential segment with a plan to deliver high-speed broadband to a handful of urban high-rises this year.

The company is conducting trials of next-generation technology using a trove of licenses it has for frequency bands of spectrum (radio waves that carry communications signals) that are emerging as key for 5G services.



**NEWMARKET OPENS DOOR TO PARTNERSHIP OPPORTUNITIES WITH UKRAINIAN ICT**  
Newmarkettoday.ca | Newmarket

In November 2019, the Town of Newmarket hosted a delegation from Ukraine to discuss potential opportunities for partnership on projects and initiatives in the Information, Communications and Technology (ICT) sector.

The Ukrainian business delegation visit, which took place at the Medical Arts Building at Southlake Regional Health Centre, consisted of an information sharing session and a networking and learning opportunity for 16 Ukrainian ICT companies interested in conducting business in Canada.

"On behalf of Newmarket council and staff, we are very happy to welcome our Ukrainian friends to our community," said Newmarket Mayor John Taylor. "Partnering with other nations around the world and expanding our markets beyond our borders is a key part of Newmarket's Economic Development Strategy that focuses on innovation, collaboration and urbanization."

The information sharing session included representatives from the Town of Newmarket, York Region, Southlake Regional Health Centre and local and regional ICT companies, with the goal of establishing direct business contacts and finding potential partners with leading Ukrainian technology companies. The meeting allowed all participants to strengthen business relationships for long-term cooperation and share information on Newmarket and York Region's flourishing ICT sector.

Sean Stephens, president and CEO of a Newmarket-based Treefrog Interactive, addressed the audience and spoke about Newmarket's unique business culture.

"Newmarket companies work together in a remarkable way — the spirit of collaboration within the business community truly differentiates Newmarket from other communities," Stephens said. "Ukrainian tech companies would be well-served to seek partnerships with local businesses or establish a foothold in Newmarket to ease the transition into this market."



**NIAGARA UNIVERSITY OPENS SATELLITE CAMPUS LOCATION IN VAUGHAN**  
CityNews | Vaughan

The City of Vaughan has opened its doors to its very first university. Mayor Maurizio Bevilacqua officially announced that Niagara University has expanded to the Vaughan Metropolitan Centre.

"It has been my dream to bring a university to Vaughan. With focus, discipline and excellent partners, this dream has come true," Bevilacqua said in a release. The 12,000-square-foot space will have seven classrooms and welcome over 300 students.

The school will focus on education programs, with students enrolling in either the Bachelor of Professional Studies in Education or the Master of Science in Education. Additional MBA programs were introduced in early 2020.

**FLEXITY AND GEORGE BROWN COLLEGE ANNOUNCE HEALTHCARE TECHNOLOGY PARTNERSHIP**  
Newswire | Richmond Hill

FlexITy is evolving its FlexHealth, Powered by FlexITy technology, taking it from the hospital to the classroom. Through a new partnership, FlexITy will enhance learning opportunities at George Brown's Sally Horsfall Eaton School of Nursing by infusing new technology into the college's nursing simulation centre — the only one in Canada that is accredited by the Society for Simulation in Healthcare.

**UPSTREAM WORKS RECEIVES 2019 CUSTOMER MAGAZINE PRODUCT OF THE YEAR AWARD**  
Customer Magazine | Vaughan

Software company Upstream Works received the 2019 CUSTOMER Magazine Product of the Year Award. "[We're] pleased to be recognized once again for our customer experience innovation," said Rob McDougall, President of Upstream Works, "we are committed to delivering innovative solutions that help brands achieve all their digital transformation goals."



# THE TECH SECTOR IN THE GREATER TORONTO AREA: A MULTI-MARKET SUCCESS STORY

Avison Young | [York Region](#)

The Greater Toronto Area (GTA) is a tech-industry success story. But there is more to that story than the popular conception of fast-growing downtown startups.

The GTA is not a single option, but rather offers a wide variety of submarkets, giving information and communications technology (ICT) firms the range of real estate options and concentrations of skilled workers those firms require to position themselves for future growth and success.

These are some of the key trends noted in Avison Young's topical report: "The Technology Sector in the Greater Toronto Area: A Multi-Market Success Story", released May 15, 2019.

According to the report, ICT firms are distributed across the entire GTA – both the 416 (Toronto) and 905 (suburban) regions. In fact, as per Statistics Canada 62% of ICT businesses in the GTA are located in those 905 regions.

"For some companies and their employees, access to the downtown core and proximity to academic institutions and other amenities are extremely important," noted Bill Argeropoulos, Principal and Practice Leader, Research (Canada) for Avison Young. "For others, a campus-style environment or an urban growth centre in a suburban setting can become a hotbed for talent and stimulate innovation. The GTA offers opportunities for both types of firms.

In fact, it is worth noting that the proposal submitted to Amazon for its HQ2 was a regional collaboration – and nine of the ten site options put forward were outside downtown Toronto, in the suburban 905 regions of Halton, Peel, York and Durham."

The report went on to say that, after the City of Toronto, York Region ranks as the Toronto area's – and Canada's – second-largest tech hub, as is home to more than 4,300 ICT companies. These include global and Canadian tech industry leaders, scaleups and smaller technology companies across a range of sectors, mainly enterprise software, IT vendors/services, cloud computing, networking and microelectronics.

**"The recent subway expansion to Vaughan Metropolitan Centre and the proposed extension to Richmond Hill will play an important role in the movement of skilled tech labour among the GTA's regions, allowing workers to flow freely between wherever they choose to live and work."**

*- Bill Argeropoulos  
Principal and Practice Leader, Research  
Avison Young*

"York Region's office markets contain a mix of urban- and suburban-style product, as well as a considerable amount of flex space – a wide range of assets that can accommodate companies at all stages of growth," said Argeropoulos. "In addition, while Markham and Vaughan offer better-than-average transit connections for suburban markets, both still have vacant land available for future office development, giving larger tenants the opportunity to customize their office solutions."

He added, "The recent subway expansion to Vaughan Metropolitan Centre and the proposed extension to Richmond Hill will play an important role in the movement of skilled tech labour among the GTA's regions, allowing workers to flow freely between wherever they choose to live and work."

The report also identified some of the different types of ICT firms operating in the GTA and the factors that influenced those companies' choices of where to locate among the various office submarkets that make up the Region.

Those factors could include what stage of growth a company has reached and the availability of suitably skilled employees to meet its needs. In addition, the report provided insights into current office market conditions across the GTA and, particularly, in York Region – along with future development plans for two of its important urban growth centres: Vaughan Metropolitan Centre and Markham Centre.

Argeropoulos concluded: "The GTA's ICT sector is often considered with a narrow focus on startup activity. Currently, there is a tendency to view the GTA's downtown and suburban regions as being in competition with each other.

There is also a tendency to regard certain firms as being on the periphery of the GTA. However, the GTA and its ICT sector should be considered more holistically if the region's tech sector is to retain its talent, support its enterprises and serve the public good."

**READ AVISON YOUNG'S FULL REPORT:**  
[YORKLINK.CA/AY-REPORT](https://yorklink.ca/ay-report)





## YORK UNIVERSITY LAUNCHES CLASSES IN MARKHAM VIA IBM PARTNERSHIP

Yorkregion.com | Markham

York University recently expanded its academic footprint by offering programming for the first time at IBM Canada's headquarters in Markham.

"York and IBM have a long history of supporting innovation, research and development and we are excited to have the opportunity to expand experiential learning for our students through this new initiative," said York University President and Vice-Chancellor Rhonda L. Lenton at the official launch of the partnership on September 25, 2019.

IBM employees will also guest lecture in relevant classes, and discussions are also underway to expand internship opportunities for students.

IBM Canada's Vice President, Enterprise and Commercial, Beth Bell, said partnerships such as these are demonstrative of how cities, education institutions and technology companies can come together to shape the learning experience for students and build the skills of tomorrow.

Markham is home to Innovation York, located at IBM, and YSpace, which opened in downtown Markham in 2018.

Technology incubator ventureLAB, which supports tech start-ups, is also located in IBM's headquarters, along with IBM Innovation Space, a hub of over 40 tech companies.

Markham Mayor Frank Scarpitti and York Region officials confirmed that plans are still underway to establish a York University/Seneca College campus in Markham Centre.

## TOP DEVELOPERS AND RESEARCHERS COME TOGETHER IN YORK REGION FOR 2019 CASCONxEVOKE CONFERENCE

IBM | Markham

A global leader in technology development, IBM partnered with Havas Canada to convene some of the world's top developers, engineers and academic researchers for the CASCON x EVOKE Conference: a three-day, deep-dive discussion on the impact of technology on society, now and in the future.

The conference was held in November at the Hilton Toronto / Markham Suites Conference Center in Markham, York Region.

The event featured over 1,500 attendees, 500+ global university and industry experts, 71 development talks, 39 academic talks, 30 workshops, keynotes and more.



## INFINITE JIB A LEADER IN COMMERCIAL UNMANNED AERIAL VEHICLES

King Weekly Sentinel | King

A little more than a decade ago, Infinite Jib was one of only four drone manufacturers in North America and set the standard for today's major players.

Jeff Jackson and his wife Deborah St. Clair are at the controls of Infinite Jib, where they design and manufacture cutting-edge, multi-purpose flying robots. Infinite Jib gives cameras wings, sensors and thermal imaging capacity and the company serves many industrial, commercial, agricultural and mining applications.

## WILLOW SPRINGS WINERY PARTNERS WITH LOCAL TECH COMPANIES TO EXPLORE 'SMART' AGRICULTURE

Town of WS | Whitchurch-Stouffville

In 2019, Willow Springs Winery signed an MOU with Huawei Canada and a number of other tech partners to help explore groundbreaking 'Smart Agriculture' wireless technology applications; examining ways in which 5G-enabled tools can transform the agricultural sector and strengthen economic performance.



## IKEA CANADA EXPANDS DISTRIBUTION WITH GRAND OPENING OF VAUGHAN CUSTOMER DISTRIBUTION CENTRE

Ikea Canada | Vaughan

IKEA announced the grand opening of its 550,000 square foot Customer Distribution Centre in Kleinburg. In partnership with DHL, the new location further enables IKEA to have its products in the right place, closer to its customers, while also providing increased capacity for future growth.

"Today's opening in Kleinburg [Vaughan] is an important step as IKEA Canada continues its transformation journey to become the leading multichannel home furnishings retailer," said Liz Wilson, Country Customer Fulfilment Manager, IKEA Canada.

The Kleinburg Customer Distribution Centre focuses on last mile delivery directly to customers' homes and complements the retailer's four stores and Mississauga Customer Distribution Centre in the GTA. Customers served by the new centre may expect to see shorter delivery lead times which will support the retailer's expanded service offering, including new lower pricing for parcel and truck delivery.

The site created approximately 120 indirect jobs and is operated by DHL Supply Chain, the Americas leader in contract logistics.

## OTT PAY AND CANADA'S WONDERLAND PARTNER TO OFFER GUESTS NEW MOBILE PAYMENT OPTIONS

Newsire | Markham

OTT Pay announced a partnership with Canada's Wonderland to seamlessly connect the amusement park to Chinese consumers. Those guests will be able to use WeChat Pay or Alipay when buying tickets and season passes at the front gate and enables the park to deliver relevant and timely news and event information directly to users.

"This partnership helps us accommodate the diversity of our guests and their preferred payment methods," said Norm Pirtovshek, Canada's Wonderland General Manager.

## STATE-OF-THE-ART LIUNA TRAINING CENTRE OPENS WITH 'INCREASED, ENHANCED' CONSTRUCTION PROGRAMS

Yorkregion.com | Richmond Hill

A new and improved training facility opened in Richmond Hill to bolster the numbers of skilled construction workers to meet the growing demand in the GTA and beyond.

Expanded on an existing facility, the modern brick and glass building of the Labourers' International Union of North America (LIUNA) Local 506 on Major Mackenzie near Highway 404 is expected to increase its apprenticeship programs and enhance skills training in construction fields.

## ASTELLAS PHARMA CANADA NAMED A GREAT PLACE TO WORK® FOR THE FOURTH CONSECUTIVE YEAR

Markets Insider | Markham

Astellas Pharma Canada was once again named as one of the Best Workplaces™ in Canada by the Great Place to Work® Institute. The Institute honours employers across the country that creates and fosters exemplary workplaces. Astellas' overall ranking is second amongst biotech/pharmaceutical companies.



## VAUGHAN PARTNERS WITH VENTURELAB, YORK UNIVERSITY, AND MACKENZIE HEALTH TO PLAN A MODERN HEALTH PRECINCT

IT World Canada | Vaughan

As the City of Vaughan works towards the opening of the brand-new Mackenzie Vaughan Hospital in late 2020, it announced a partnership with ventureLAB, York University, and Mackenzie Health to conduct a feasibility study and envision the plans for the Vaughan Healthcare Centre Precinct.

The feasibility study, funded solely by the City of Vaughan, will look into the possibility of creating a new innovation space with ventureLAB on the property, as well as opportunities for York University to have its students collaborate and learn from the staff at the hospital.







#### YORK ENTREPRENEURSHIP DEVELOPMENT INSTITUTE RANKED AMONG 'WORLD TOP BUSINESS ACCELERATORS' BY UBI GLOBAL YEDI | [Vaughan](#)

York Entrepreneurship Development Institute has once again been ranked among the World Top Business Accelerators by UBI Global. This means that, as assessed by UBI Global, YEDI has demonstrated exceptional achievements in value creation for client start-ups, value for the local ecosystem, and overall attractiveness as an accelerator.

"The secret of our success is a great team, amazing partners and ambitious goals," said YEDI President, Dr. Marat Ressin, who accepted the award on YEDI's behalf at the World Incubation Summit.

#### CODE NINJAS EXPAND INTO AURORA Franchise Info | [Aurora](#)

Educational franchise system Code Ninjas has opened its Aurora, Ont., location in September. "STEM (Science, Technology, Engineering, and Mathematics) education can help children in the long run by developing their problem-solving skills," said Roger Feng. "Code Ninjas allows children to learn in a progressive way and helps kids work together towards a common goal. We look forward to bringing Code Ninjas to Aurora and helping children learn valuable skills."

#### MARKHAM FIRM TO UNLEASH 'WORLD'S SMALLEST WEARABLE FDA-APPROVED 12-LEAD ECG

Yorkregion.com | [Markham](#)

After almost three years of laborious work, a tech company from Markham is en route to producing "the world's smallest FDA approved medical-grade 12-lead ECG," said Akshay Kalle, chief technology officer of Elastic Care.

"The company's LifePath-C wearable is distinguished by its small size — slightly bigger than a toonie — and the types of sensors it has," Kalle said.

#### EAST GWILLIMBURY LAYS FIRST BRICK FOR NEW \$16.7 MILLION OPERATIONS CENTRE

Yorkregion.com | [East Gwillimbury](#)

The first brick has been laid for East Gwillimbury's \$16.7 million Operations Centre on Woodbine Avenue.

"This project has been in the works for many years, and we are looking forward to having the current works yard relocated to this new facility which will provide the proper resources for our staff who maintain our infrastructure," Mayor Virginia Hackson said. "In addition, the relocation of our works yard will allow important lands behind the sports complex to be used for recreational purposes which will better serve our community."

This facility will support the town's operational and front line service departments, and will include a salt dome, greenhouse and covered roads storage. It will also house the town's new Emergency Operations Centre. Construction is estimated to be completed in late 2020.

#### NORTHERN TRANSFORMER COMPANY RECEIVED \$3 MILLION TO REVAMP FACILITY WITH NEW TECHNOLOGY

Yorkregion.com | [Vaughan](#)

To help revamp its facility and allow Northern Transformer Corporation innovate the way its power transformers are manufactured, FedDev Ontario contributed \$3 million to the Vaughan-based company to do upgrades at their manufacturing facility.



#### CANADIAN FOOD AND WINE INSTITUTE CELEBRATES GRAND OPENING AT THE AURORA ARMOURY

Town of Aurora | [Aurora](#)

An innovative partnership between the Town of Aurora and the award-winning Niagara College Canadian Food and Wine Institute (CFWI), will see the CFWI Armoury location offer short-term and part-time culinary, wine and beer classes, as well as catering and a community event space, in the heart of downtown Aurora. The new facility features a culinary theatre, classroom and community event space.



#### GTA'S BIGGEST BATTERY ENERGY STORAGE FACILITY NOW LIVE IN NEWMARKET

Newmarkettoday.ca | [Newmarket](#)

The largest battery energy storage system of its kind in the GTA is now live in Newmarket. "We are standing in the future; it's arrived," Mayor John Taylor told NewmarketToday after attending the grand opening and ribbon-cutting at the Twinney Drive battery energy storage facility in September.

U.S.-based energy efficiency and renewable energy company Ameresco celebrated the launch of a project four years in the making, that saw it design, build, own, and operate 2 megawatt (MW), four-hour "battery solid" energy storage systems. The project was concluded on behalf of Ontario's Independent Electricity System Operator, the Crown corporation that operates the province's electricity market.

For now, the Newmarket battery energy storage facility will connect to the local grid, but Taylor said the future could find neighbourhoods and local hospitals, for example, tapping in. "It's environmentally progressive, and it means you don't need to start up a massive (peaking power) plant because you need 2 MW, you can just pull it from this facility instead," he said. "It's also an enabler for economic development because it adds resiliency to the local grid."

#### PIRAMAL PHARMA SOLUTIONS SELECTED AS WINNER OF 2019 CMO LEADERSHIP AWARD

CMO Leadership Awards | [Aurora](#)

Piramal Pharma Solutions received the 2019 Life Science Leader's CMO Leadership Awards in 'Service' category (Overall, Big Pharma). Presented by Life Science Leader and based on research conducted by ISR, the annual award recognizes top outsourcing partners, determined by feedback from sponsor companies who outsource manufacturing.



#### TURBONOMIC EXPANDS R&D OPERATIONS

Turbonomic | [Markham](#)

Turbonomic held a celebration event for the expansion of their R&D operations into a larger office space. The Markham-based team's R&D contributions are integral to the Turbonomic platform innovation, which helps customers achieve their IT modernization goals.

The expanded Markham office space can accommodate 60 employees — enough space to triple the location's current headcount. The company plans to hire for positions in the region spanning research and development, customer support, technical account management and sales.

#### GF DIVISIONS EXPAND IN CANADA WITH NEW CANADIAN HEADQUARTERS

Canadian Manufacturing | [Vaughan](#)

GF Machining Solutions and GF Piping Systems are expanding their presence in Canada with a new joint headquarters housing direct sales and service support. The companies have broken ground for a 67,000-square-foot facility located in Vaughan. The new Canadian headquarters will feature a 4,800-square-foot demonstration and distribution centre that the companies say will streamline the sales and acquisition process for customers as well as help shorten delivery times.





### REGION'S CHAMBERS JOIN FORCES TO ADVOCATE WITH ONE VOICE

Newmarkettoday.ca | [York Region](#)

York Region's chambers of commerce and boards of trade have joined forces to be a stronger voice of advocacy for their members.

The York Region Business Coalition is comprised of all nine business organizations, representing 5,000 businesses across the region in key sectors of innovation, manufacturing, retail, construction and agriculture. Newmarket Chamber of Commerce CEO Tracy Walter announced at a joint chamber panel event featuring York Region MPPs and provincial ministers in November at RedCrest Golf in King Township.

"To be clear, this is not an amalgamation but rather a more focused and collaborative approach on our policy efforts, to allow us to be a stronger voice and a more effective partner for our representatives at all levels of government," Walter said. "This is the beginning of something that will ensure York Region has a strong and focused presence at the table."

### SPEERS CREATIVE CREATES VIRTUAL 'ROAD MAPS' FOR CLIENTS

King Weekly Sentinel | [King](#)

From websites and social media marketing, to branding, even catalogues, Speers provides customers with the tools they need to succeed and get their message out. Some large corporate clients have helped the company raise the ante and expand quickly. The company is considering hiring in-house employees to complement the team of remote-work staff currently working for Speers Creative.

### WANT MORE YORK REGION BUSINESS COMMUNITY NEWS?

Head to [yorklink.ca/news](http://yorklink.ca/news) where you can see news and highlights from York Region's thriving business community or follow York Link on our social media channels.

### AXIOM GROUP INVESTING \$20-MILLION IN FIRST US INJECTION MOLDING PLANT

Plastic News | [Aurora](#)

Injection molder Axiom Group Inc. is expected to spend \$20 million to expand internationally into Toledo, Ohio; an expansion that will create jobs. The Aurora-based company plans to locate its first U.S. manufacturing facility in the Overland Industrial Park, on redeveloped land that was once home to a Jeep plant.



### GREENPACK BIO NOW SERVES 40 CUSTOMERS NATIONWIDE

Globe Newswire | [Richmond Hill](#)

Greenpack Bio, the Richmond Hill-based company behind Vince's much-respected biodegradable bag, is adding a big chain in British Columbia to its roster of customers. In addition to Greenpack's products from grocery bags to cutlery, it currently caters to customers in 11 countries around the world.

### GAME CHANGER ECO GUARDIAN SOLD NEARLY 100-MILLION COMPOSTABLE ITEMS

Yorkregion.com | [Newmarket](#)

Newmarket's Eco Guardian formed in 2004 as a manufacturer of only one product: reusable shopping bags. The company had an initial business model of mainly knocking on doors of small businesses and grocery stores and work from the ground up. Eco Guardian now sells more than 100 compostable products, from a plastic-looking cup (made from corn), disposable party kits, thermal bags and boxes, eccentric novelty bags, or even elegant dinner plates.

### THREE YORK REGION COMPANIES MAKE AUTOMOTIVE NEWS' TOP 100 SUPPLIERS LIST

Automotive News Canada | [York Region](#)

Three York Region auto parts makers - Magna International, Martinrea International and Multimatic - were included in the Automotive News Top 100 Global Suppliers List in 2019.

Aurora-headquartered Magna International maintained its third-place ranking for the fourth

consecutive year and is the only Canadian company in the top five and did \$40.82 billion (USD) in total global OEM automotive parts sales in 2018, up more than \$4.2 billion from 2017. Magna was also the top supplier to North America, with \$20.4 billion in sales.

### CELESTICA WINS THE NEWMARKET CHAMBER OF COMMERCE BUSINESS EXCELLENCE AWARD

Newmarket CoC | [Newmarket](#)

Celestica received the Manufacturer of the Year Award at the 2019 Newmarket Chamber of Commerce Business Excellence Awards. The award program recognizes Newmarket businesses whose business achievements or community involvement have made significant contributions to the economic and social well-being of the Town of Newmarket.

### LA ROCCA CREATIVE CAKES RECEIVES NEARLY \$3 MILLION IN FUNDING TO ACHIEVE GROWTH PLAN

Food In Canada | [Richmond Hill](#)

La Rocca Creative Cakes Inc. has received a FedDev Ontario contribution of nearly \$3 million to help the company execute a strategic growth plan to meet growing market demand. Through this project, La Rocca Creative Cakes expects to add 64 new full-time jobs, including 60 manufacturing jobs and four management jobs in Richmond Hill, while also positioning the company to diversify its export markets.



### CANADA'S WONDERLAND NAMED ONE OF TIME'S 100 "GREATEST PLACES" IN 2019

Daily Hive | [Vaughan](#)

Canada's Wonderland has been named one of the "World's Greatest Places" in 2019. The second annual list compiled by TIME Magazine looks at nominations across categories that include museums, parks, restaurants and hotels. Following the nominations, TIME said it then evaluates each one "based on key factors, including quality, originality, sustainability, innovation, and influence."





# REGIONAL ECONOMIC DEVELOPMENT HIGHLIGHTS



# ECONOMIC DEVELOPMENT ACTION PLAN FOCUSES ON BUSINESS, INNOVATION, AND TALENT

Regional Municipality of York | [York Region](#)

York Regional Council approved the Economic Development Action Plan, 2020 to 2023 which entrenches the Region's attractiveness as a place to invest, live, grow and thrive.

"Regional Council remains committed to supporting business and job growth across our nine cities and towns," said York Region Chairman and CEO Wayne Emmerson. "Fostering an environment that attracts business, grows employment opportunities and draws talent is fundamental to the economic prosperity and quality of life in York Region."

With the original action plan first approved in 2012, the 2020 to 2023 plan builds on past economic development successes, including post-secondary attraction, the expansion of broadband connectivity and the positioning of York Region as the place where talent and opportunity intersect. With the support of an expanded marketing and awareness campaign, the updated plan focuses on three action areas:

1. Supporting Business through a range of services, including direct-to-business consultations, promotion of targeted office development and foreign direct investment, implementation of the Agriculture and Agri-Food strategy and expansion of the York Link marketing campaign
2. Attracting Talent to York Region's knowledge-based economy by strengthening the business-entrepreneur-institutional network, exploring new post-secondary investment opportunities and helping local businesses access highly-skilled international talent
3. Supporting Innovation as a key driver of economic prosperity by investing in innovation, establishing a Regional Smart City Working Group and expanding economic and innovation capacity in all parts of the Region through increased broadband connectivity

Regional Council also endorsed the principles for allocating funding into the Innovation Investment Fund, which supports major Regional innovation infrastructure investments.

"York Region is a prosperous place to work and raise a family," said City of Markham Regional Councillor Jim Jones, Chair of Planning and Economic Development. "Continued investment in economic development helps to attract the types of businesses and high-value jobs that give residents the opportunity to work and thrive in their communities."

● "Fostering an environment that attracts business, grows employment opportunities and draws talent is fundamental to the economic prosperity and quality of life in York Region."

- Wayne Emmerson, Chairman and CEO  
Regional Municipality of York







Photo Credit: Bernard Brault, Golf Canada

**YORK REGION HOSTS THE LPGA'S 2019 CP WOMEN'S OPEN GOLF TOURNAMENT**  
Regional Municipality of York | [York Region](#)

For the first time in over 18 years, the CP Women's Open golf tournament took place in York Region from August 19 to 25, 2019, at the renowned Magna Golf Club in Aurora.

This tournament is part of the broader Ladies Professional Golf Association (LPGA) tour and is the only tour stop in Canada. York Region's Economic Strategy team collaborated with Golf Canada to form a working group to support the event. "We knew this was an opportunity to showcase the best York Region has to offer to the rest of the world, and we wanted to help in any way we could," said Paul Freeman, Chief Planner at York Region.

Over the course of the week-long tournament, more than 45,000 fans walked through the gates of Magna Golf Club to watch the best players in the world compete for the trophy.

There were 15 Canadians competing for the first-place prize of over \$330,000, but it was Jin Young Ko from South Korea who took home the trophy this year, with 2018 champion Canadian Brooke Henderson taking third place.

With a projected economic impact of \$15 million to \$18 million on the local economy and the chance to showcase York Region to viewers around the world, York Region was proud to support the 2019 CP Women's Open.

**TORONTO REAL ESTATE BOARD'S COMMERCIAL DEVELOPMENT FORUM IN YORK REGION**

Toronto Real Estate Board | [York Region](#)

The Toronto Real Estate Board's Commercial Development Forum for 2019 took place in York Region on March 27, at the Le Parc Conference and Banquet Centre in Markham.

This forum attracted business attendees from across the GTA with featured speakers such as: Garry Bhaura, TREB President; Richmond Hill MP, Majid Jowhari; Bruce Macgregor, CAO of York Region; Leslie Woo, Chief Planning & Development Officer of Metrolinx.



**YORK REGION: A MAGNET FOR TALENT**  
MaRS Discovery District | [York Region](#)

The Greater Toronto region is ready to break out as a leading global tech hub, outpacing established regions like Seattle and San Francisco's Bay Area in job creation, talent and workforce diversity.

The secret of its success may be greater than Toronto itself. "When we talk about the startup community, people think of downtown," says Sarah Howe of York University. "But you need to get out of downtown to get the full story."

Howe would know. She is director of Innovation York, the university's innovation unit, and last year presided over the launch of YSpace, a tech accelerator that serves the Regional Municipality of York, which runs 70 kilometres north to Lake Simcoe and has a population of more than 1.2 million.

Within six months of opening, Howe says, YSpace had to double its floor space. "The demand from startups that were raising seed or series A rounds, hiring people, looking for co-op students and interns was just unbelievable." And in just one year, YSpace's 22 startups have raised \$1.3 million in funding and generated \$2.4 million in revenue.

**INTELLIGENT COMMUNITY FORUM NAMES THE SMART21 COMMUNITIES OF 2020**  
ICF | [Markham / Newmarket](#)

The Intelligent Community Forum (ICF) is a international organization focused on helping communities use technology to create prosperity, tackle social challenges and enrich their quality of life.

In Rochester, New York, the ICF named the world's Smart21 Communities of 2020. Two York Region municipalities – Markham and Newmarket – made the list; in early 2020 Markham was selected to the Top 7 by ICF.

This selection triggers the ICF's eight-month process which concludes when it names the 2020 Intelligent Community of the Year in June 2020. York Region and its local municipalities continue make progress and rank as a top intelligent communities.



**YORK REGION ECONOMIC DEVELOPMENT FACILITATES REGION-WIDE GROWTH IN BUSINESS, INNOVATION, AND TALENT**  
Regional Municipality of York | [York Region](#)

Regional Business Retention, Expansion and Attraction (BRE&A) services targeting established companies are delivered region-wide and focus primarily on knowledge based industry clusters. These services leverage regional economies of scale, robust marketing and an extensive network of partners to augment and extend the scope of local-municipal corporate call programs. Small business support services are delivered in the Region's northern six municipalities by the York Small Business Enterprise Centre (YSBEC).

Since 2010, York Region business advisory services directly facilitated the creation of over 4,000 new and expanded jobs – as well as – the retention of tens of thousands of local jobs, as companies continuously assess their business location options. In addition, approximately 4,000 new jobs were also facilitated through economic development service delivery partners, either directly funded or supported by the Region, which resulted in a total job creation impact of more than 8,000 new jobs.



**SMARTCENTRES PLACE BUS TERMINAL IN VAUGHAN OPENS TO THE PUBLIC**  
York Region Rapid Transit | [Vaughan](#)

SmartCentres Place Bus Terminal opened for service operations on November 3, 2019. This nine-bay YRT terminal will be in the centre of Vaughan, with easy connections to the subway and bus rapid transit.

The VMC subway station and VIVA bus rapid transit station at Highway 7 is only a two-minute walk through an aboveground park or an underground path, making this terminal the best way to connect travelers.

The terminal features modern architecture and is accessible from every direction to pedestrians, cyclists and transit customers.



**YORK REGION AND PARTNERS LAUNCH NEW YR INNOVATION PORTAL**  
Regional Municipality of York | [York Region](#)

Launched in November, 2019, the new portal is a resource for innovation and startups that includes news, events, workshops, and job postings. It hosts an innovation asset map that highlights regional accelerators, incubators, co-working spaces, and the four small business enterprise centres found within the Region.

The portal supports efforts to increase the profile of innovation in the Region, creating greater awareness and understanding of the diverse and thriving innovation network that exists here.

Learn more: [yrinnovation.ca](#)



# YORK REGION'S TECH ECOSYSTEM SHOWCASED AT THE 2019 COLLISION CONFERENCE IN TORONTO

Regional Municipality of York | [York Region](#)

York Region was front and centre at Collision Conference 2019 – North America’s fastest growing tech conference – during its first edition on Canadian soil.

From May 20 to 23, 2019 – over 26,000 attendees, representing tech startups, investors, the ‘who’s who’ in the tech corporate world, media, and international delegations converged on the Enercare Centre in Toronto for a giant series of 15 conferences under one roof – and a range of side events, including night festivals and professional networking social events.

York Region – Canada’s second-largest tech hub – debuted at Collision with a 1,100-square-foot space; branded the #YRTech Experience Pavilion. The Region’s Economic Strategy branch partnered with local tech scale-ups, startups, innovation support organizations and the cities of Markham, Richmond Hill and Vaughan, to create a special demonstration space for attendees to “play” and “interact”. This space featured cutting-edge technology in the areas of artificial intelligence (AI), auto-tech, intelligent building solutions, gaming, virtual reality (VR), smart watches, robotic vision solutions, mobile app development, and more.

The #YRTech Experience Pavilion was a hive of activity, overflowing with visitors, politicians, business people and media. They found the latest in Canadian technology that was truly disrupting their industries.

The general excitement, enthusiasm and feedback were all reflected on social media via #YRtech and #CollisionConf – with content using both hashtags generating over 5,000,000 impressions and nearly 6,000 engagements.

The #YRTech Experience Pavilion was a huge success, which showcased the strength of York Region’s tech ecosystem on a global stage and why the Region is a great place for tech companies to land, launch and scale.



**Company Partners:**

- Bluewrist
- Book4time
- CleNET
- Clearbridge Mobile
- Daisy Intelligence
- Laipac Technologies
- Mircom Group of Companies
- UNIS Technology Canada

**Innovation Partners:**

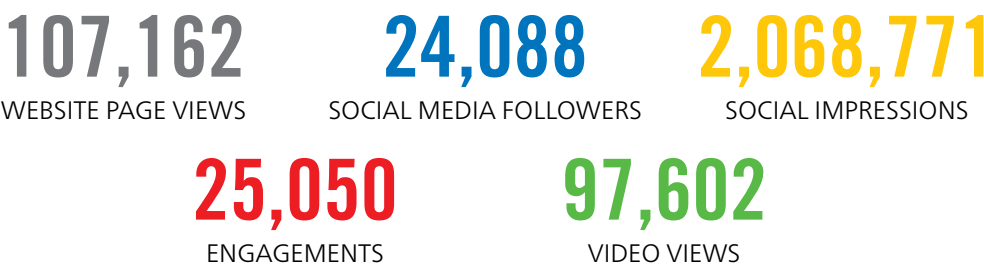
- Seneca College
- ventureLAB
- York Entrepreneurship Development Institute
- York University

**Municipal Partners:**

- City of Markham
- City of Richmond Hill
- City of Vaughan



## YORK LINK WEB AND SOCIAL MEDIA STATISTICS



Combined statistics from York Link’s social media accounts in 2019



\$2.7

BILLION IN ANNUAL GDP

57,000

AGRI-FOOD JOBS  
IN YORK REGION

270+

FOOD AND BEVERAGE  
MANUFACTURERS AND PROCESSORS

700+

FARM-BASED BUSINESSES

#1

GROSS FARM REVENUE PER ACRE  
IN THE GREATER TORONTO AREA

140,000

ACRES OF FARMLAND

\$1,000

HIGHER GROSS FARM REVENUE PER  
ACRE THAN PROVINCIAL AVERAGE

4<sup>TH</sup>

LARGEST FOOD AND BEVERAGE  
PROCESSING HUB IN CANADA



**YORK REGION CONTINUES TO SUPPORT THE AGRICULTURE AND AGRI-FOOD SECTOR**  
Regional Municipality of York | [York Region](#)

York Region has a thriving agriculture and agri-food sector with over 700 farm-based businesses and 270 food and beverage manufacturers and distributors.

There are about 57,000 jobs in the region’s agri-food sector, with an economic impact of over \$6 billion, according to Statistics Canada, 2016 Census of Agriculture.

In 2019, York Region continued to deliver on its Agriculture and Agri-Food Sector Strategy – its roadmap for success. With five strategic goal areas accompanied by 45 recommended actions, the strategy is an ambitious framework designed to achieve results and demonstrates York Region’s commitment to the sector.

Some key highlights of 2019 include:

- Collaborated with York University Community Innovation Hub (YSpace) on a pilot to design the components of a Food Accelerator Program to help food start-up companies in bringing access to markets and scaling up
- Established a new Agriculture and Agri-Food Advisory Committee with a diverse membership and representation across the value chain, from producer to retailer
- Supported the development of the agriculture and agri-food asset map with local industry partners in the Region
- Continued to support the York Farm Fresh Guide Map for 2019 and a directional signage program, raising awareness of local food
- Supported the development of an economic impact study of the Holland Marsh
- Continued to celebrate and promote agriculture and agri-food in the region by sharing innovations, stories and information over social media
- In 2019, these posts generated over 125,000 impressions and almost 3,000 engagements

[LEARN MORE: YORK.CA/AGRIFOOD](#)



**VENTURELAB RECEIVES \$5 MILLION FOR LAUNCHING HARDWARE LAB AND INCUBATOR**  
Startup Here Toronto & ventureLAB | [York Region](#)

Markham-based innovation centre ventureLAB received a FedDev Ontario investment of \$5 million to establish the Hardware Catalyst Initiative (HCI), Canada’s first lab and incubator that will help hardware technology companies scale up. This project aims to support companies that produce the foundational technology for artificial intelligence, machine learning, and quantum computing.

Over the next five years, the HCI will support up to 40 companies, create over 200 jobs, and commercialize 15 new products and technologies. Based in York Region, Canada’s second-largest tech cluster, the HCI will help technology-focused small and medium-sized businesses accelerate their time to market in a sector that normally incurs lengthy entry and scale times. This will enable Canadian hardware and silicon companies to grow and scale locally, and compete globally.

At a launch event to celebrate ventureLAB’s new HCI program, the president and CEO Melissa Chee addressed the event participants, “The HCI will enable tech companies to create transformational technologies that form the core of AI, quantum computing, virtual reality, and beyond, powering the future of advanced medical devices, connected transportation and next-generation communications in Canada and around the world. With this support through FedDev Ontario, we will be able to leverage York Region’s existing rich history in silicon and hardware to strengthen southern Ontario’s technical and leadership talent, and help tech companies scale-up locally and compete globally.”

The HCI features a state-of-the-art 1,500 square foot lab with specialized equipment and Electronic Design Automation (EDA) toolsets, critical for manufacturing semiconductor, silicon, or advanced hardware-based solutions. The hardware equipment can cost millions of dollars per product, causing a major barrier to entry and making it difficult for startups to commercialize products. The HCI was born out of the need to take this burden off of companies and provide them with access to tools, lab space, investment, and industry expertise.

This program will strengthen York Region’s existing tech expertise and support hardware and silicon-based companies to accelerate commercialization, growth and globalization to create more build-to-scale companies – right here in Canada.



## NEW FINANCIAL INCENTIVES TO SUPPORT COMPLETE COMMUNITIES

Regional Municipality of York | [York Region](#)

To help facilitate the growth of complete communities, York Region Council approved new development charge deferrals for affordable, purpose-built rental housing and large office buildings. These incentives support the growth of affordable housing and jobs for York Region's changing population and workforce, aligning with York Region's city building initiatives and vision of creating complete communities.

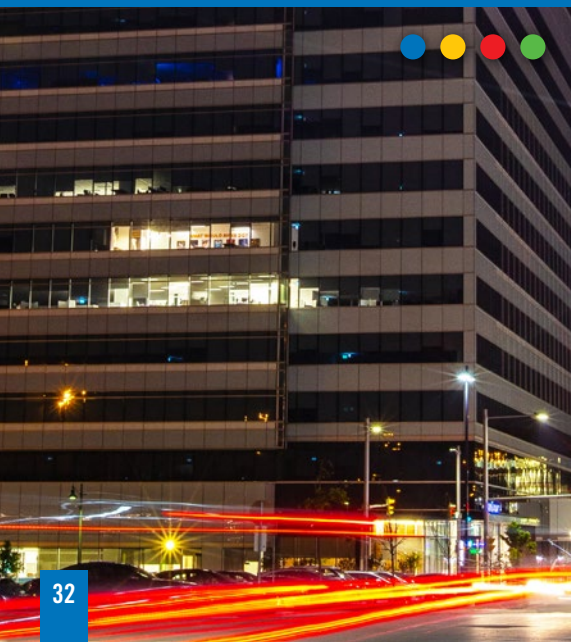
### WHAT ARE COMPLETE COMMUNITIES?

Complete communities support people of all ages and abilities to live, work and play in their communities. Complete communities offer a range of housing types and affordable options, while also promoting job growth and a diverse workforce for existing and new businesses. A key component of building complete communities is ensuring there is a match between where workers live and where they can find employment options within their community.

### WHAT DO THESE PROGRAMS OFFER?

Both the affordable rental and office incentives are graduated programs, where developments will receive a longer development charge deferral depending on size and location. Under both programs, the full development charges payable could be deferred, interest-free, for between 5 and 20 years and neither program would require a letter of credit.

FULL PROGRAM DETAILS:  
[YORK.CA/FINANCIALINCENTIVES](http://YORK.CA/FINANCIALINCENTIVES)



## YORKNET AND BROADBAND INITIATIVES IN YORK REGION PICK UP STEAM

Regional Municipality of York | [York Region](#)

Broadband initiatives in York Region made some exciting progress in 2019. The Intelligent Community Forum listed York Region in three of its Top 30 rankings, including: Broadband (#9), Knowledge Workforce (#27), and Innovation (#29).

Additionally, the Region formed the 'York Region Smart City Working Group' comprised of staff from all departments, Housing York Inc., YorkNet, York Region Rapid Transit Corporation and York Regional Police to guide Intelligent Community efforts, including engaging potential public and private sector partners and evaluating funding opportunities.

YorkNet received \$2 million in federal funding through the Connect to Innovate program, which will be used to deploy optical fibre in rural communities located in East Gwillimbury, Georgina and in the Chippewas of Georgina Island First Nation.

## SENECA COLLEGE HELIX SUMMER INSTITUTE DEVELOPS SOLUTIONS FOR THE HEALTHCARE SECTOR IN THE REGION

YR Innovation Portal | [York Region](#)

Five groups of aspiring entrepreneurs from the third annual Seneca HELIX Summer Institute presented their ideas inside the corporate headquarters of Saint Elizabeth Health on August 23, 2019.

The Summer Institute is a 10 day intensive "design jam" to collaborate and build solutions to pressing social and operational challenges. Participants develop critical-thinking, communications and entrepreneurship skills that prepare them to be flexible and adapt to the ever-changing world of work.

This year, the focus was on improving access to community resources for clients of the HOPE Initiative – a model of holistic community care created in partnership by Markham Stouffville Hospital and Saint Elizabeth Health.

This year's winning pitch went to the group Beyond 4, whose mobile app prototype allows information to flow seamlessly between a patient's smartphone and a healthcare provider's database.

Since 2017, the Summer Institute has engaged 102 participants supported by 58 mentors and presenters. Partners in the Seneca HELIX Summer Institute include: MSH, SE Health, ventureLAB, York Region, and the City of Markham.



## YORK REGION'S TECH TALENT POOL GOES GLOBAL WITH GLOBAL SKILLS PROGRAM

Regional Municipality of York | [York Region](#)

One of the challenges that recruiters, HR managers and CEOs in Canada's various technology centres continue to highlight is access to specialized talent. This is not a surprise: for technology companies, their human resource component is far more than a cost item on their P&Ls. In fact, a tech company's staff is one of its primary sources of innovation and business growth.

This is no different in York Region, the GTA's - and Canada's - second-largest tech hub. Over 4,300 tech companies make their home here, primarily in the critical enterprise solutions space. Chief among the reasons is access to talent, and indeed, York Region is already home to the highest concentration of technology workers in the Toronto-Waterloo Corridor and to a deep pool of management professionals.

In 2019, York Region's Economic Strategy branch was approved as a Designated Referral Partner for the federal government's Global Skills Strategy program, which includes the Global Talent Stream and other initiatives that enable employers to attract top global talent to their companies. The Global Skills Strategy provides Canadian-based businesses a quicker way (as little as two weeks processing time) to bring in the talent they require to scale-up.

The Global Talent Stream is, in particular, an avenue for fast-growing, innovative technology companies that need unique and specialized temporary foreign talent to address positions where there is no substantial Canadian talent pool from which to draw.

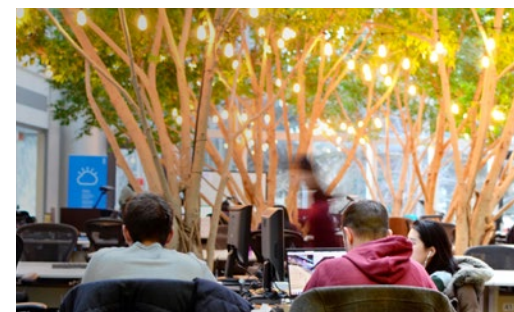
As a Referral Partner of Employment & Social Development Canada (ESDC) and Immigration, Refugees and Citizenship Canada (IRCC), York Region has brokered approvals for several companies in specialized sub-sectors ranging from enterprise software, to AI and data analytics, to 3D printing engineering and autonomous vehicles R&D.

This has been a huge advantage for those firms. Through York Region's referral they were able to reduce the processing time for approval of

the work permits for highly qualified, pre-identified executives (Category A referrals) as well as streamlined approvals to hire multiple tech and engineering professionals (Category B). These referrals result in new job creation and act as a catalyst for cluster development.

Innovative companies across York Region that meet the Global Skills program referral criteria now have a key additional HR tool that they may use to quickly address their growth needs. And – especially in high-density clusters – speed remains the name of the game in tech.

Companies in York Region that are interested in learning more about the Global Skills Strategy program contact Richard Franklin or Gordon Scheel at the Region's Economic Strategy unit.



## ENTREPRENEURSHIP AND INNOVATION FUND TO SUPPORT DEVELOPMENT OF LOCAL INNOVATION NETWORK

Regional Municipality of York | [York Region](#)

To continue supporting innovation, York Region launched the Entrepreneurship and Innovation Fund. With an annual commitment of \$100,000 from York Region over the next five years, the fund will support the development of the innovation network in York Region. It will drive innovation and entrepreneurship throughout the region by supporting early-stage startups, accelerators, incubators, and other partners.

## INNOVATION INVESTMENT FUND

Regional Municipality of York | [York Region](#)

The Innovation Investment Fund is an annual contribution York Regional Council will make to a reserve fund to support future significant innovation infrastructure investments in the region. The initial contribution in 2019 was \$1,000,000.

This fund will build over time to allow York Regional Council to support regionally significant projects, such as other new post-secondary training and research facilities, research institutes, or transformative infrastructure projects directly related to innovation and utilization of new technologies.



## POWERED BY YORK REGION TECH: DRIVING PRICING DECISIONS WITH ANALYTICS AND ARTIFICIAL INTELLIGENCE SOFTWARE FROM CORNERSTONE CAPABILITIES

Regional Municipality of York | [Vaughan](#)

As part of York Link's 'Powered by York Region Tech' series, we are going around to different technology companies in the Region to highlight what they're working on, the impact they have, and what they look for when it comes to tech talent.

In this feature blog, the York Link team went to visit pricing analytics software company – Cornerstone Capabilities – located near the intersection Highway 7 and Highway 27 in Vaughan, York Region.

Cornerstone Capabilities is focused on helping packaged goods companies across Canada and internationally to improve their pricing strategies, and they have recently introduced artificial intelligence into the platform to increase efficiency and generate outcomes that provide value to the customer.

We took some time to explore their office and speak with CEO & Founder, David Zur, about how AI has changed their software, what was a game-changer for the growth of the company, and why he saw York Region as a right fit for their business.

**Nathan Allen (NA):** I'm Nathan Allen with York Link, part of York Region's Economic Strategy team. I'm here with David Zur, Founder of Cornerstone Capabilities. The company is in software tech related to pricing analytics. For someone who comes across your business and isn't familiar with what that is, explain what the technology is and how it helps.

**David Zur (DZ):** Cornerstone Capabilities is a pricing analytics and software company. We tend to work with large consumer packaged goods companies that are seeking to make smarter pricing decisions that lead to more profitable growth.

**NA:** Now I know you have a quite a varied history. You came from PepsiCo before this? What led you into developing this pricing analytics company?

**DZ:** It's a great question. Back twenty years ago companies tended to do more one-time pricing studies and they were very limited. They would look at one product at a time in one region and those studies tended to be very expensive. By the time companies got around to executing the recommendations from those studies, six months had passed and everything within the industry had tended to change.

We wanted to build capabilities in the language of the packaged goods industry – not really as much a market research tool – and we wanted it to be more of a core competency within an organization as opposed to a one-time event. Also, the years of experience in the packaged goods industry that experience and expertise is now embedded in our software. It makes for very intuitive, user-friendly tools for our clients.

**NA:** I had a chance to go around meeting and chatting with some of your team. How many staff are you up to now?

**DZ:** We're a team of fourteen and it's a pretty diverse team – functionally. We have Data Scientists on the team, Web Developers, and pricing strategy individuals that get out and work collaboratively with our clients. We're not just a software company. We're very much a combination of software and consulting.

**NA:** What's a big draw for tech talent out there that might be looking for a role within your company? What sort of skills are going to set them apart and what's an attractive feature that you offer to incentivize talent?

**"It's a really vibrant area [Vaughan]. Short of being in downtown Toronto there are lots of great places to go eat, lots of growing businesses in the area, so it feels like there's an ecosystem developing."**

*- David Zur  
CEO & Founder, Cornerstone Capabilities*

**DZ:** We're really looking for great technical skills, computer skills, mathematical skills, and analytic skills. We're also looking for people that can work really well as part of a team; in addition to being individual contributors. In terms of what we have to offer: we're unique. We're definitely looking for those technical skills. We're located outside of Toronto – here in Vaughan, York Region – and we see that as a great selling feature to many of the candidates we're looking for.

**NA:** You're on Highway 27, just north of Highway 7 in Vaughan. York Region is the second largest tech cluster in Canada next to the City of Toronto, was there any driving force behind setting up here in Vaughan?

**DZ:** It's a really vibrant area. Short of being in downtown Toronto there are lots of great places to go eat, lots of growing businesses in the area, so it feels like there's an ecosystem developing here.

Also selfishly, I live in Richmond Hill so it's a nice easy commute for me and one of the other founders also lives in Aurora. We see this area as growing and providing an alternative to being in the tech industry, but not necessarily being in the downtown core.

**NA:** Customer base wise, are you selling locally, nationally, globally? What's the goal there?

**DZ:** Yes, yes, and yes. We have our closest customer that's about a five minute walk from here, which is Saputo Dairy, just south of Highway 7. Many of our customers are here within the Toronto area, but we're making a big push right now to expand our footprint in the US and Globally.

**NA:** I know you're using lots of tech and I think you started recently introducing some artificial intelligence. What's the end goal with integrating new technologies into the software platform?

**DZ:** There's a lot of buzz about AI and right now in the last couple years everyone wants to get into the artificial intelligence game. For us bringing in Data Scientists into our organization has been game-changing for us. It's the most game-changing thing we've done since we started the company.

AI really takes our capabilities from more of a guess and check approach – so a user saying I want to try this, I want to try that – and let's see what the results are to putting in some simple constraints and let the machine churn through tens of thousands of scenarios and very prescriptively putting forth the optimal result. It's time saving and drives a huge amount of creativity versus what the end-user might come up with.

We've also been told by many of our clients that are looking to apply AI to their business that we're about a year ahead of anyone else in the space. It's a tremendous development for us and as we've rolled it out over the last few months the recommendations that it's producing are very executable because we've done a good job building those constraints into the new capability.

**WATCH THE VIDEO:  
[YORKLINK.CA/CORNERSTONE](https://yorklink.ca/cornerstone)**





# YORK SMALL BUSINESS ENTERPRISE CENTRE





**STARTER COMPANY PLUS**  
YSBEC | [York Region](#)

York Region Starter Company Plus is an entrepreneurship program geared to help adults over 18 to start or grow their business. The program provides grants of up to \$5,000 along with training, advice and mentoring.



**CLIENT SPOTLIGHT: STELLA GRAPHICS**  
YSBEC | [Newmarket](#)

Some people have a love for music and are lucky enough to make a career out of it. Others do the same for art and design. Stella Grinfeld has at one point or another done all three.

"I loved all the work I did, but as a creative person, being limited to a 9 to 5 schedule was not what I wanted," she said. So when she wanted to make a change, she went all in and launched her design and digital media business, Stella Graphix.

Stella heard about the YSBEC and decided to come in for a free consultation and eventually enrolled in two programs: Starter Company Plus and Artrepreneur.

"Through these programs, I was able to perfect my business plan, find new clients and had opportunities to market myself through networking events," she said. "This experience has taught me so much and helped me become a better entrepreneur while exponentially growing my business."



**CLIENT SPOTLIGHT: MUTTZ WITH MANNERZ**  
YSBEC | [Whitchurch-Stouffville](#)

It's not where you've been, it's where you end up. After a 13-year career in finance, Corey McCusker was ready for a change. She knew she wanted to start a pet daycare, grooming and training business – but she also knew she would need help.

"When I decided to expand my hobby to an actual business, I was unsure of where to start," she said. Corey came to the YSBEC and worked through her vision, transforming her ideas into a viable business plan.

Today, Muttz with Mannerz is thriving and has already hired three new employees and is expanding into a larger 3,000-square-foot location.

"Without the York Small Business Enterprise Centre, I wouldn't have been able to do it," she said. "With their help I put together a solid business plan that helped me secure financing and a retail space."

**SUMMER COMPANY IN YORK REGION**  
YSBEC | [York Region](#)

In support of youth entrepreneurship, the YSBEC once again delivered the Government of Ontario's Summer Company program in the summer of 2019. The provincially-funded program helps students between the ages of 15 and 29 to start and operate a successful summer business.

Along with a start-up grant of up to \$3,000, the program provides young entrepreneurs mentoring from community business leaders and hands-on training such as writing a business plan, building a marketing strategy, and managing a budget.

In 2019, nine students successfully completed the Summer Company program, receiving grants totaling \$27,000 and earning over \$34,300 in total revenue for their unique summer businesses.



**DIGITAL MAIN STREET**  
YSBEC | [York Region](#)

The Digital Main Street grant program was launched in 2019 to help small businesses improve their online capabilities and better compete in the digital world. The program was funded by the Ontario Ministry of Agriculture, Food and Rural Affairs, in partnership with the Ontario Business Improvement Area Association, and Digital Main Street.

Digital Main Street is a collaboration aimed at improving how small businesses use digital tools and techniques to become more successful. Working with the Markham, Vaughan, and Richmond Hill Small Business Enterprise Centres, the YSBEC received a \$100,000 grant to establish a local Digital Service Squad to visit main street businesses across the region at no cost.

This team consisted of digital marketing experts that helped businesses to set up a Google Business Profile, conducted digital-readiness assessments, and helped them apply for a \$2,500 Digital Transformation Grant to grow their business.

The YSBEC had a visit from the Hon. Christine Elliott, Deputy Premier, Minister of Health and MPP Newmarket-Aurora on August 12, 2019. The Minister was interested in learning more about the services of the YSBEC, and specifically, its effective implementation of the Digital Main Street program.

To learn more about Digital Main Street, visit: [yorksmallbusiness.ca/digitalmainstreet](http://yorksmallbusiness.ca/digitalmainstreet)

**CONNECTING BUSINESS WITH LEARNING AND NETWORKING OPPORTUNITIES**  
YSBEC | [York Region](#)

The York Small Business Enterprise Centre (YSBEC), through partnership with the Ontario Government hosted and/or partnered on more than 27 seminars and seven business events, reaching over 1,025 business attendees.

These events covered business topics including marketing, sales, financing, market research and business plan development for entrepreneurs and small business owners.

**ARE YOU LOOKING TO START OR GROW YOUR BUSINESS?**  
YSBEC | [York Region](#)

Whether you have an idea for a business or are looking to grow your existing venture, the York Small Business Enterprise Centre (YSBEC) is here to help. The YSBEC serves small businesses in the northern six York Region municipalities: Aurora, East Gwillimbury, Georgina, King, Newmarket and Whitchurch-Stouffville.

The municipalities of Markham, Richmond Hill, and Vaughan also have Small Business Enterprise Centres to serve their respective business communities.

The YSBEC is managed by York Region's Economic Strategy branch, in partnership with the Ministry of Economic Development, Job Creation and Trade. Each of York Region's Small Business Enterprise Centres focus on providing support to both new startups and existing small businesses in their communities through business consultations, training, workshops, seminars and networking events.

To schedule a one-on-one business consultation with YSBEC:

[yorksmallbusiness.ca](http://yorksmallbusiness.ca)  
or call: 1-877-464-9675 ext. 71572







## MARKET AND ECONOMIC INDICATORS



**1.2** MILLION  
RESIDENTS

**654,000**  
LOCAL JOBS

**2** <sup>ND</sup> LARGEST  
ICT SECTOR IN CANADA  
WITH 4,300+ COMPANIES  
AND HIGHEST DENSITY OVERALL

**27** FORTUNE 500  
COMPANIES  
HAVE OPERATIONS IN TORONTO AREA'S YORK REGION

**6** <sup>OF GREATER TORONTO AREA'S</sup>  
**TOP 10** ICT  
CORPORATE R&D SPENDERS

**3** <sup>RD</sup> HIGHEST  
POPULATION WITH  
POST-SECONDARY EDUCATION  
AMONGST CANADA'S LARGEST MUNICIPALITIES  
(70%)

**\$12**  
BILLION IN ANNUAL EXPORTS  
2,700 EXPORTERS [est. 2018]

**6** <sup>TH</sup> LARGEST  
MUNICIPALITY IN  
CANADA

**3** <sup>RD</sup> LARGEST  
POPULATION IN ONTARIO  
FOR RESIDENTS BORN OUTSIDE OF CANADA  
(47%)

**18** <sup>PUBLIC</sup> COLLEGES AND  
UNIVERSITIES  
WITHIN COMMUTING DISTANCE

**1,500**  
NEW BUSINESSES  
ANNUAL AVERAGE (10 YEARS)

**3** <sup>RD</sup> LARGEST  
BUSINESS HUB IN  
ONTARIO  
54,000+ EMPLOYER ESTABLISHMENTS

**20%**  
<sup>OF GREATER TORONTO'S STEM AND BUSINESS</sup>  
GRADUATES LIVE IN YORK REGION

**2** <sup>ND</sup> LARGEST  
FINANCIAL AND INSURANCE  
SERVICES SECTOR IN  
ONTARIO WITH 3,100 FIRMS

**230** DISTINCT ETHNIC  
ORIGINS AND OVER  
**120** LANGUAGES SPOKEN

**\$3.3** BILLION  
CONSTRUCTION VALUE (2018)

**\$3.1B**  
10-YEAR INFRASTRUCTURE INVESTMENT  
(2020 - 2029)

YORK REGION REAL GDP (2019)  
**\$64.5**  
BILLION (\$ 2012)

YORK REGION'S TOP 28 COMPANIES  
**\$106**  
BILLION IN ANNUAL REVENUE

**14,700**  
NEW JOB GROWTH  
ANNUAL AVERAGE | 2001 - 2018

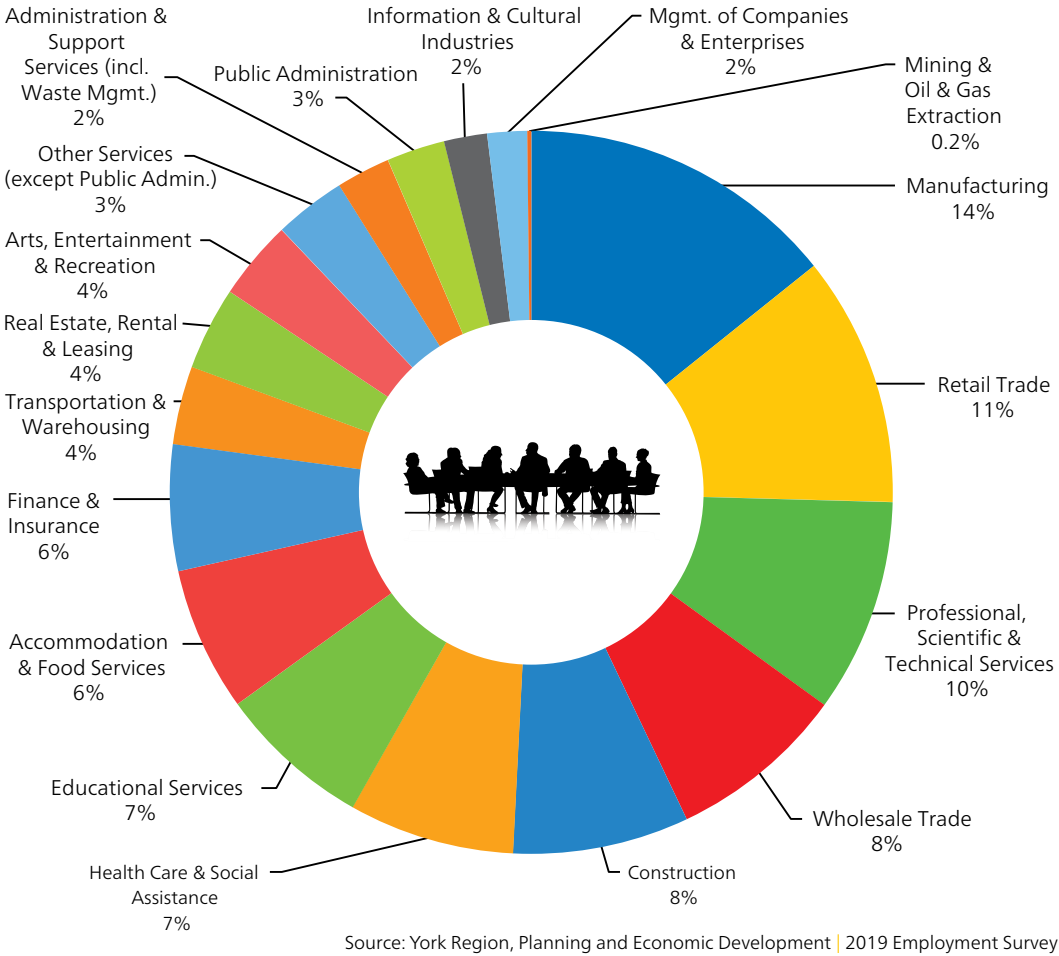
**YORK REGION IS AN**

**ECONOMIC POWERHOUSE**



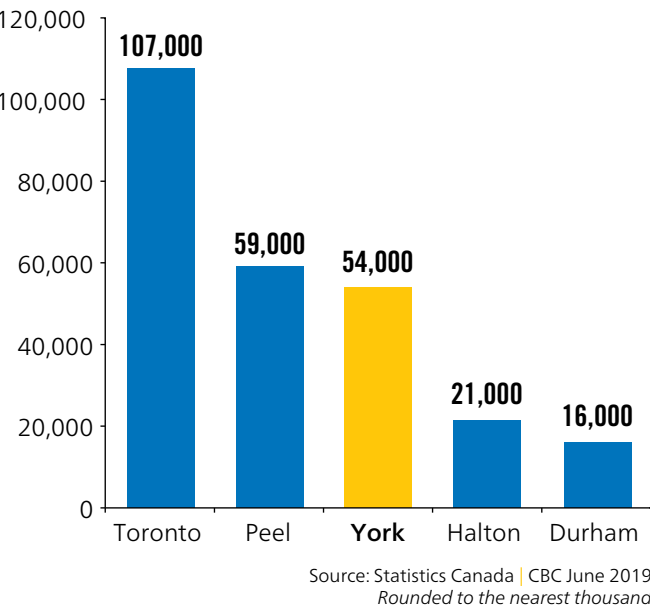
YORK REGION EMPLOYER BUSINESS COUNT BY SECTOR			
INDUSTRY SECTOR (NAICS)		BUSINESS COUNT	
54   Professional, Scientific and Technical Services		9,300	
23   Construction		6,200	
44 - 45   Retail Trade		4,900	
62   Healthcare and Social Assistance		4,300	
81   Other Services (Except Public Administration)		3,800	
41   Wholesale Trade		3,500	
72   Accommodation and Food Services		3,000	
Other*		5,800	
*Agriculture, Forestry, Fishing and Hunting; Mining, Quarrying, and Oil and Gas Extraction; Utilities; Management of Companies and Enterprises; Arts, Entertainment and Recreation; Public Administration; Unclassified			
		TOTAL: 54,000	
		Source: Statistics Canada   CBC June 2019 Rounded to the nearest hundred	

YORK REGION DISTRIBUTION OF SURVEYED EMPLOYMENT BY SECTOR



FOR MORE INFORMATION PLEASE VISIT: [YORKLINK.CA](http://YORKLINK.CA)

TOTAL EMPLOYER BUSINESSES BY GTA REGION

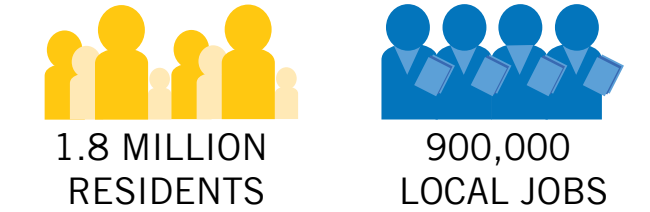


CANADA'S TOP TECHNOLOGY HUBS

MUNICIPALITY	# of ICT EMPLOYERS
City of Toronto	6,810
YORK REGION	4,388
Peel Region	3,974
Greater Vancouver	3,927
Montreal	3,801
Ottawa	3,125
Calgary	2,813
Halton Region	1,633
Edmonton	1,470
Durham Region	850
Waterloo	780

Source: Avison Young, Topical Report 2019; Statistics Canada, CBC December 2018, Census Division data by NAICS

BY 2041, YORK REGION IS PROJECTED TO GROW TO:





## GREATER TORONTO AREA NEW HOME SALES IN 2019

REGION	TOTAL	SINGLE FAMILY HOMES*	CONDOMINIUM APARTMENTS
Toronto	14,925	378	14,547
<b>YORK REGION</b>	<b>8,437</b>	<b>2,859</b>	<b>5,578</b>
Peel Region	6,728	2,554	4,174
Durham Region	2,393	1,856	537
Halton Region	3,738	1,945	1,793
<b>GTA COMBINED</b>	<b>36,221</b>	<b>9,592</b>	<b>26,629</b>

\*Single family homes, including detached, linked, and semi-detached houses and townhouses (excluding stacked townhouses).

Source: Altus Group | Totals based on month-by-month data aggregation per municipal geography and may differ from adjusted data for year-end GTA total released at a later date. January 2020

## OCCUPIED HOUSEHOLDS BY TYPE IN YORK REGION

TYPE	ESTIMATED HOUSEHOLDS
Single	238,116
Semi-Detached	22,730
Row / Townhouse	49,828
Duplex	15,160
Apartment	56,737
<b>ESTIMATED TOTAL</b>	<b>382,571</b>

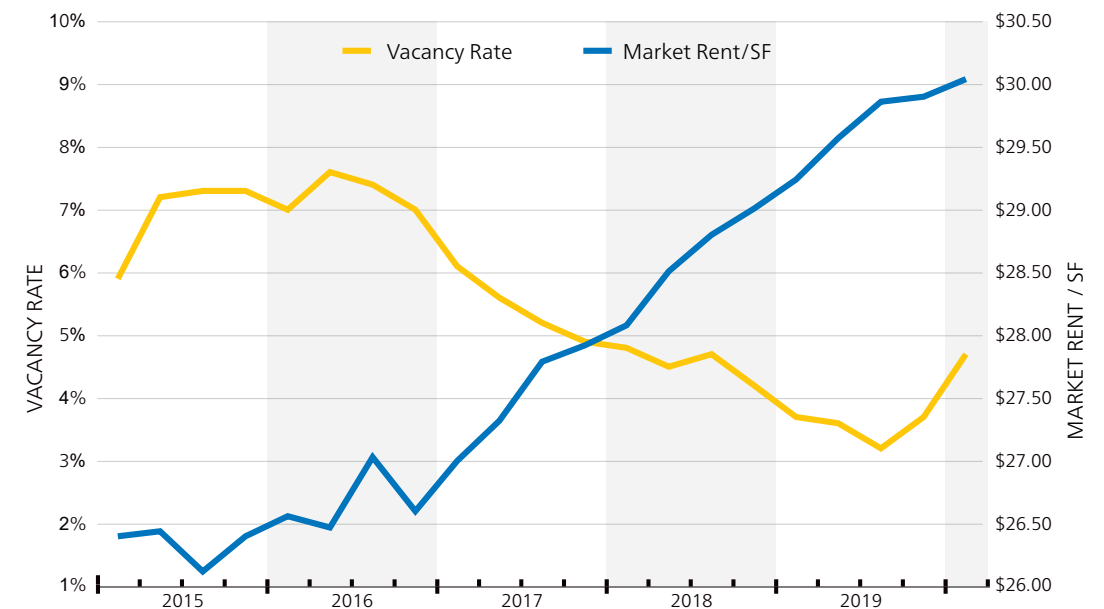
Source: York Region, Planning and Economic Development | 2019

## BUSINESS PROPERTY TAX RATES IN THE GTA

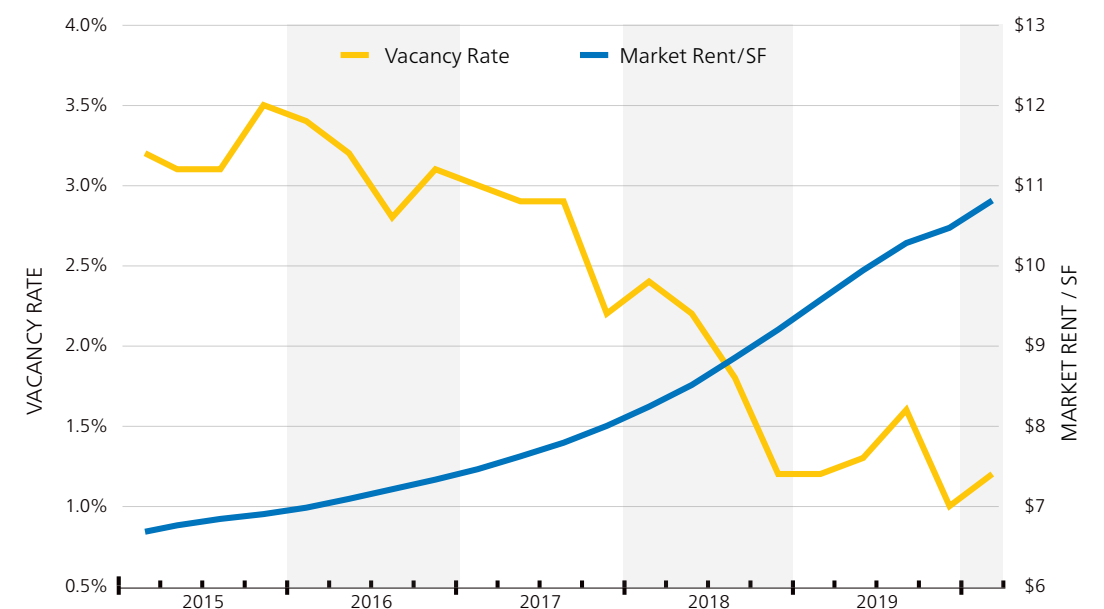
MUNICIPALITY	COMMERCIAL	INDUSTRIAL
<b>Markham (York Region)</b>	<b>1.57%</b>	<b>1.81%</b>
<b>Richmond Hill (York Region)</b>	<b>1.61%</b>	<b>1.86%</b>
<b>Vaughan (York Region)</b>	<b>1.62%</b>	<b>1.87%</b>
Oakville	1.64%	2.52%
Burlington	1.71%	2.64%
<b>Aurora (York Region)</b>	<b>1.73%</b>	<b>2.01%</b>
<b>Newmarket (York Region)</b>	<b>1.78%</b>	<b>2.07%</b>
Mississauga	1.94%	2.16%
Brampton	2.06%	2.34%
Toronto	2.28%	2.33%
Pickering	2.40%	3.27%
Oshawa	2.75%	3.78%

Per Cent of Taxable Assessment | Ordered by Commercial Tax Rate  
All numbers rounded to two decimal points | Source: NRU | August 2019

## YORK REGION OFFICE VACANCY RATE (%) AND MARKET RENT | 2015 - 2019



## YORK REGION INDUSTRIAL VACANCY RATE (%) AND MARKET RENT | 2015 - 2019



## YORK REGION COMMERCIAL / INDUSTRIAL VACANCY RATE AND MARKET RENT

## OFFICE SPACE

Market Rent per SF, 2019 Average: **\$29.69**  
Market Rent per SF, 5-year Average: **\$27.85**  
Vacancy Rate, 2019 Average: **3.6%**  
Vacancy Rate, 5-Year Average: **5.5%**

## INDUSTRIAL SPACE

Market Rent per SF, 2019 Average: **\$10.16**  
Market Rent per SF, 5-year Average: **\$8.20**  
Vacancy Rate, 2019 Average: **1.3%**  
Vacancy Rate, 5-Year Average: **2.4%**

Source (all data on this page): CoStar | February 2020





● Congratulations to Doug Lindeblom, former Director of Economic Strategy (*front center*), on his retirement in November 2019. The entire team wishes him all the best in retirement.  
● - York Region Economic Strategy Team



# YORK REGION ECONOMIC STRATEGY TEAM

## DIRECTOR OF ECONOMIC STRATEGY

**Jonathan Wheatle**  
Director, Economic Strategy  
jonathan.wheatle@york.ca

**Diane Chase**  
Administrative Assistant  
diane.chase@york.ca

## INVESTMENT & MARKETING (YORK LINK)

**Robert Unterman**  
Manager, Investment & Marketing  
robert.unterman@york.ca

**Nadia Sacco**  
Marketing Assistant  
nadia.sacco@york.ca

**Nathan Allen**  
Web & Social Media Communications Specialist  
nathan.allen@york.ca

**Gordon Scheel**  
Senior Business Development Advisor  
gordon.scheel@york.ca

**Richard Franklin**  
Senior Business Development Advisor  
richard.franklin@york.ca

**Sally Chau**  
Economic Business Analyst  
sally.chau@york.ca

## STRATEGIC ECONOMIC INITIATIVES

**Charles Banfield**  
Policy & Project Development Specialist  
charles.banfield@york.ca

**Jenifer Benakis**  
Policy & Project Development Specialist  
jenifer.benakis@york.ca

**Meena Hassanali**  
Rural & Agri-Food Business Development Specialist  
meena.hassanali@york.ca

**Tony Corkovic**  
Marketing & Communications Specialist  
tony.corkovic@york.ca

## YORK SMALL BUSINESS ENTERPRISE CENTRE

**Daniela Mazzaferro**  
Small Business Consultant  
daniela.mazzaferro@york.ca

**Vivian Ho-Tam**  
Small Business Consultant  
vivian.ho-tam@york.ca

**Pauline Nagelmakers**  
Small Business Assistant  
pauline.nagelmakers@york.ca

**Doug Lindeblom** (*Retired: November 2019*)  
Former Director, Economic Strategy





## IS YOUR BUSINESS CONSIDERING RELOCATION OR EXPANSION?

In partnership with York Region's nine local cities and towns, York Region's Economic Strategy team provides advisory and support services to companies looking to establish operations in York Region – part of the Greater Toronto Area – as well as supports established York Region businesses seeking to expand.

We provide a range of complimentary services to help retain, grow, and attract businesses and talent in York Region, including:

- Industry sector data analytics and advisory
- Location selection assistance
- Soft landing
- Strategic B2B/B2G introductions
- Talent acquisition
- Marketing and promotion support
- Facilitate access to government incentives
- Entrepreneurship and small business support programs

We're here to help. To speak with a member of the team, email: [edo@york.ca](mailto:edo@york.ca)





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**WHERE TALENT AND  
OPPORTUNITY INTERSECT**

**AURORA**

**EAST GWILLIMBURY**

**GEORGINA**

**KING**

**MARKHAM**

**NEWMARKET**

**RICHMOND HILL**

**VAUGHAN**

**WHITCHURCH-STOUFFVILLE**



**VAUGHAN METROPOLITAN CENTRE**

