



Economic Profile

Mid-Year 2014

*Markham is strategically
located in the heart of
the Greater Toronto Area
(GTA) in Canada's
economic heartland*

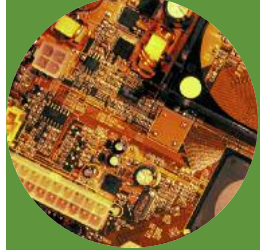


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Economic Overview

High-Tech Capital: Leading the Way with Information Technology & Life Sciences Companies

Markham, strategically located in the heart of the Greater Toronto Area, is one of the fastest growing municipalities in Ontario with more than 336,000 people. More than 400 corporate head offices and over 1,000 high technology and life sciences companies are located in Markham. These two sectors generate a total employment of about 39,000, or about a quarter of the total employment of 150,000. High quality facilities, a highly educated and diverse workforce and a pro-business environment signify the many attributes that continue to attract world-renowned corporations to Markham, including IBM Canada, AMD, Honda Canada, Honeywell, Oracle, Johnson & Johnson, Huawei and many others.

More recently, Markham has intensified its efforts to maintain economic momentum with the release of its economic strategy for the next decade – Markham 2020. As part of its economic competitiveness strategy, Markham will continue to attract highly-educated and skilled immigrants; build on its leadership position in the high tech and life sciences sectors; and reach out to global markets, both to bring investments into Markham as well as to provide Markham-based businesses with global opportunities.

Markham's Top 20 Employers

Company
IBM CANADA LTD.
TD WATERHOUSE INC.
AMERICAN EXPRESS (AMEX CANADA INC.)
MARKHAM STOUFFVILLE HOSPITAL
THE MILLER GROUP
CGI INFORMATION SYSTEMS
AMD TECHNOLOGIES INC.
CITY OF MARKHAM
JOHNSON AND JOHNSON INC.
THE LIBERAL
BROOKFIELD JOHNSON CONTROLS
FIRST STUDENT CANADA
CANADIAN AUTOMOBILE ASSOCIATION TORONTO AUTO CLUB
ALLSTATE INSURANCE
MMM GROUP
GE GRID IQ INNOVATION CENTRE
HOMELIFE BAYVIEW REALTY INC.
GIESECKE & DEVRIENT SECURITY CARD SYSTEMS INC.
BROOKFIELD RESIDENTIAL SERVICE LTD.
THE NIELSEN COMPANY

Data source: 2013 York Region Employment Survey

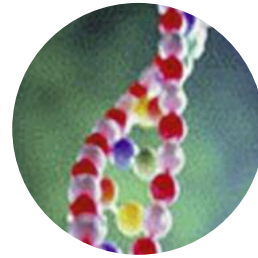


High-Tech and Life Sciences Clusters

High-Technology Cluster

Industrial Category	Number of Companies
Computer Systems Design and Related Services	236
Engineering Services	96
Computer, Computer Peripheral and Pre-Packaged Software Wholesaler-Distributors	76
Graphic Design Services	46
Electronic and Precision Equipment Repair and Maintenance	46
Management Consulting Services	40
Wireless Telecommunications Carriers (except Satellite)	34
Electronic Components, Navigational and Communications Equipment and Supplies Wholesaler-Distributors	33
Data Processing, Hosting, and Related Services	21
Semiconductor and Other Electronic Component Manufacturing	17
Other Telecommunications	17
Navigational, Measuring, Medical and Control Instruments Manufacturing	16
Wired Telecommunications Carriers	16
Research and Development in the Physical, Engineering and Life Sciences	16
Software Publishers	14
Computer and Peripheral Equipment Manufacturing	13
Other Scientific and Technical Consulting Services	13
Management of Companies and Enterprises	11
Electrical Equipment Manufacturing	9
Environmental Consulting Services	9
All Other Professional, Scientific and Technical Services	8
All Other Electrical Equipment and Component Manufacturing	7
Communication and Energy Wire and Cable Manufacturing	6
Surveying and Mapping (except Geophysical) Services	6
Electric Power Generation	5
Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	4
Other Communications Equipment Manufacturing	4
Geophysical Surveying and Mapping Services	4
Industrial Design Services	3
Telephone Apparatus Manufacturing	2
Wiring Device Manufacturing	2
Internet Publishing and Broadcasting, and Web Search Portals	2
Audio and Video Equipment Manufacturing	1
Manufacturing and Reproducing Magnetic and Optical Media	1
Research and Development in the Social Sciences and Humanities	1
Total	835

Note: Data was obtained from the 2013 York Region Business and Employment Survey, and while every effort has been made to ensure the accuracy of this information, the Regional Municipality of York and the City of Markham can accept no responsibility for any inaccuracies, errors or omissions. Some industry categories can be found under the high-tech and life sciences clusters because the functions of the companies belonging to such categories support both sectors.



Life Sciences Cluster

Industry Category

Number of Companies

Professional Machinery, Equipment and Supplies Wholesaler-Distributors	37
Medical Equipment and Supplies Manufacturing	24
Medical and Diagnostic Laboratories	20
Pharmaceuticals and Pharmacy Supplies Wholesaler-Distributors	16
Computer Systems Design and Related Services	14
Research and Development in the Physical, Engineering and Life Sciences	11
Office Administrative Services	11
Management of Companies and Enterprises	8
Navigational, Measuring, Medical and Control Instruments Manufacturing	7
Testing Laboratories	6
Home Health Care Services	6
Pharmaceutical and Medicine Manufacturing	3
Toilet Preparation Manufacturing	3
Management Consulting Services	2
Other Scientific and Technical Consulting Services	2
Computer, Computer Peripheral and Pre-Packaged Software Wholesaler-Distributors	1
Research and Development in the Social Sciences and Humanities	1
Total	172

Markham Convergence Centre



The doors of the Markham Convergence Centre officially opened on November 1, 2010. This new one-stop solution for business development and innovation serves Markham, York Region and the Greater Golden Horseshoe.

As a single place of business in Markham, the 30,000 sqft facility at 7271 Warden Avenue consolidates the the services of ventureLAB, Innovation York, Markham Small Business Centre, Markham Board of Trade, TechConnex and Central Counties Tourism.

The MCC is a key focus of the City of Markham's 10-year economic strategy, Markham 2020, with emphasis on commercializing technologies in the medical devices sector. MCC's vision is to co-locate several organizations in one facility to create a business eco-system that provides services such as:

- commercialization support to take SMEs (small and medium size enterprises) to the next level of growth
- strategic partnership development
- access to research and development opportunities, contracts, and services in the industrial and academic sectors.

Come visit. Bring your ideas. Share your dreams. Create new business ventures with the capacity to go global.
www.markhamconvergencecentre.com

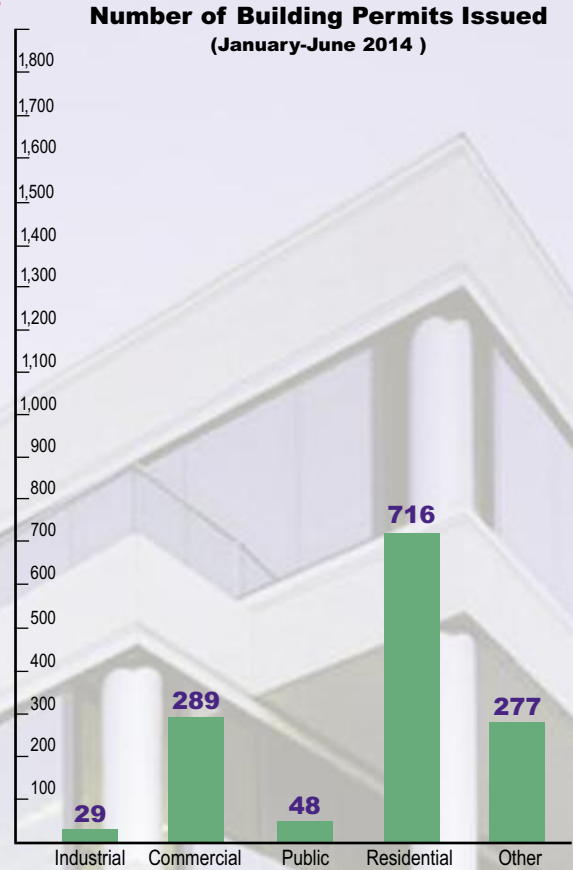
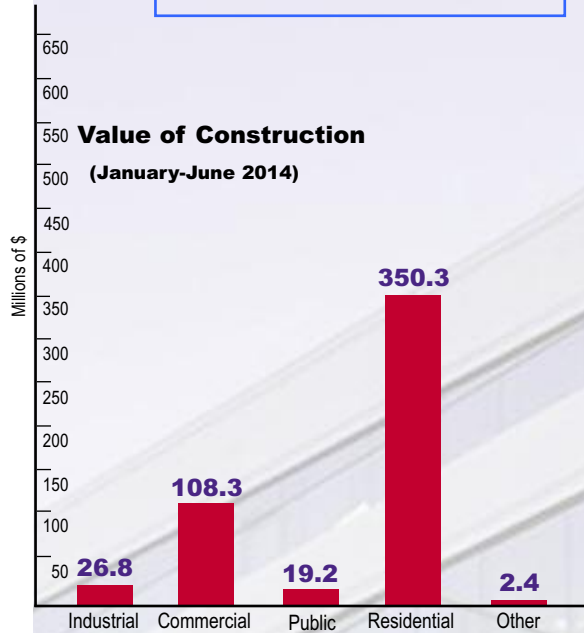


Industrial/Commercial Activity

Mid-Year 2014

Development Activity

2014 Tax Rates (%)		
	Commercial	Industrial
Markham	1.76	2.04
Vaughan	1.79	2.09
Mississauga	2.10	2.47
Toronto	2.90	2.94



Industrial Commercial Development

Industrial & Business Parks, 2014

Industrial available land – serviced and market ready 600.77 acres
 Industrial available land – unserviced 492.07 acres
 Average price per acre \$574,750 - \$726,000

Commercial available land – serviced and market ready 299.04 acres
 Commercial available land – unserviced 106.54 acres
 Average price per acre \$1,089,000 - \$1,331,000

Industrial Inventory, 2014 (Q2)

Total inventory (sq.ft.) 32,068,172
 Vacancy rate – class A 2.8%
 Average net rent (sq.ft.) \$6.33

Commercial Office Inventory, 2014 (Q2)

Total inventory (sq.ft.) 703,948
 Vacancy rate – class A 9.7%
 Average net rent (sq.ft.) \$16.73

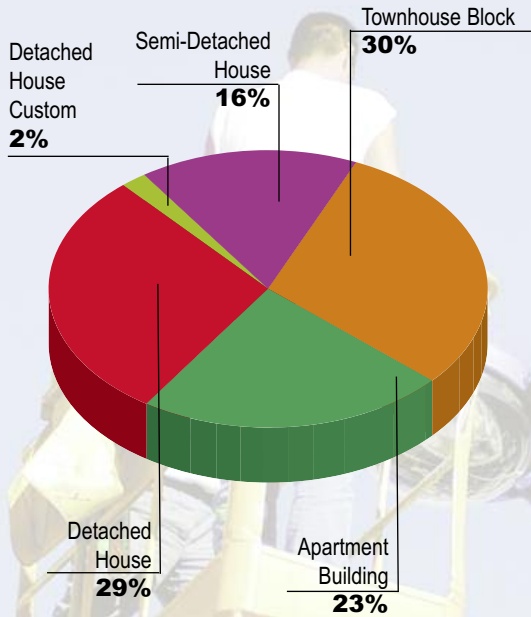
All values are in Canadian Dollars

Source: Colliers International

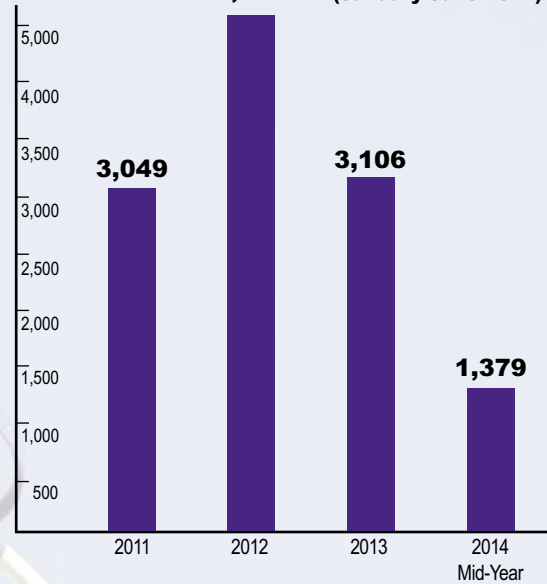


Residential Development

New Residential Units Profile
(January-June 2014)



Number of New Residential Units per Year
5,082 (January-June 2014)



Average House Prices (Royal LePage Q2, 2014)

Detached Bungalow	\$660,000
Executive Detached Two-Storey	795,000
Standard Two-Storey	690,000
Standard Townhouse	525,000
Senior Executive	889,000
Standard Condominium Apartment	355,000
Luxury Condominium Apartment	485,000

Municipal Utilities

Water & Sewer Infrastructure, 2014 Rate

Water & wastewater rate per cubic metre	\$3.0649/m ³
Sewer mains	893.82 km
Water mains	1,051.33 km

Electricity Costs and Charges, Business Rates

50kW or Less		Greater than 50kW Demand	
Distribution rate	\$0.0134/kWh	Distribution rate	\$2.6226/kWh
Monthly fixed charge	\$27.12 per month	Monthly fixed charge	\$152.86 per month

Residential Activity & Utilities
Mid-Year 2014



Quality of Life

The award-winning City of Markham is the largest of nine communities in York Region with a population of over 336,000, and a land area of 212 square kilometres. The City is a blend of four communities – Markham Village, Unionville, Milliken and Thornhill, located on the northern boundary of the City of Toronto. Markham is a growing community with prestigious housing developments and businesses, quality schools, art gallery, museum and theatre, numerous parks and recreational areas.

Markham is the home of Seneca College, Markham's premier post-secondary educational research and training facility. For more details on the programs offered at the Markham Campus, <http://www.senecac.on.ca/campuses/markhamlocation.html> **Seneca**

Recreation and Culture

Total Area	212
Number of Parks	209
Trails/pathway system (km)	132.1
Public Libraries	7
Community centres & facilities	29
Golf Courses	9
Ice Arenas	10 pads
Flato Markham Theatre, Markham Museum, Varley Art Gallery	
Heritage areas – Thornhill Village, Unionville Village, Markham Village, Buttonville Village	

Public Health and Education (public & catholic)

Markham Stouffville Hospital	240 beds
Shouldice Hernia Centre	89 beds
Elementary schools	72
High schools	14
Community Colleges (within 1 hr drive)	8
Universities (within 1 hr drive)	7

Transportation Infrastructure & Service Providers

Roads	1,256.1 km
Highways (404 and 407)	32 km
Side walks	992 km
York Region Transit (YRT)/Viva	www.yorkregiontransit.com
Toronto Transit Commission (TTC)	www.toronto.ca/ttc
GO Transit	www.gotransit.com
CN Rail	www.cn.ca
407 ETR	www.407etr.com
Toronto Buttonville Municipal Airport	www.torontoairways.com



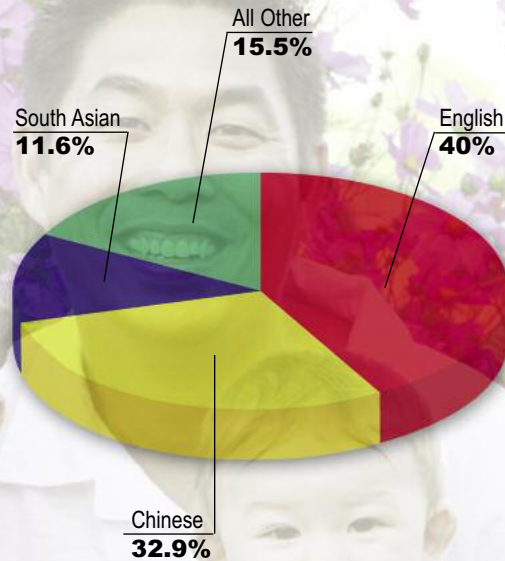
Demographic Profile

Demographic Profile Mid-Year 2014

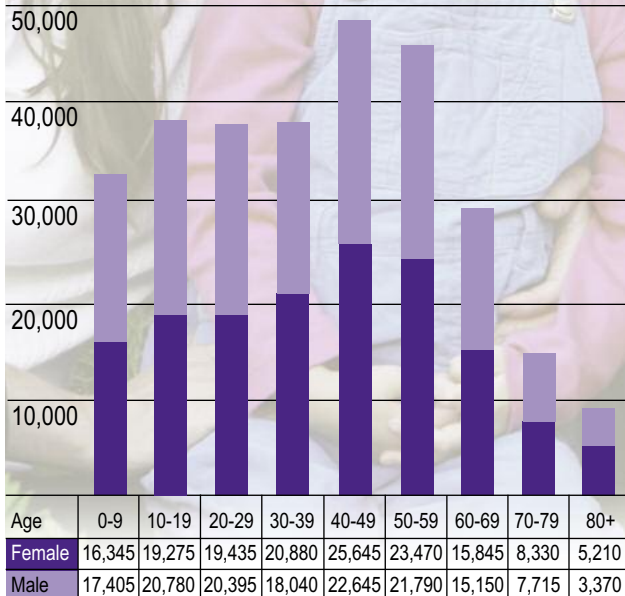
Population Projections
(York Region Forecast 2010)

Year	Projection
2006	273,000
2014	336,000
2016	337,800
2021	370,300
2026	398,300
2031	421,600

Mother Tongue Breakdown
(2011 Census)



Population Age Characteristics
(2011 Census)



Educational Attainment
(2011 National Household Survey)

University Degree/ Diploma/Certificate	40%
Trade, College or Non- University Diploma/Certificate	19%
High School Certificate	25%
Less than High School	16%



Labour Force Profile

Income Levels of Persons Reporting Income (2011 National Household Survey)

Markham Average	\$42,610
Ontario Average	\$42,264
Canadian Average	\$40,650

Basic Indicators (2011 National Household Survey)

Number of Persons Employed	160,225
Unemployment Rate	8.1%
Labour Force Participation Rate	64.7%

Labour Force By Industry (2011 National Household Survey)

	%
Finance, Insurance, and Real Estate	12.6
Professional, Scientific and Technical	11.6
Retail Trade	10.3
Manufacturing	9.6
Health Care and Social Assistance	8.0
Wholesale Trade	7.5
Educational Services	6.5
Accommodation and Food Services	6.3
Information, Cultural, Arts, Entertainment and Recreation	5.0
Public Administration	3.8
Construction	3.5
Other	15.3

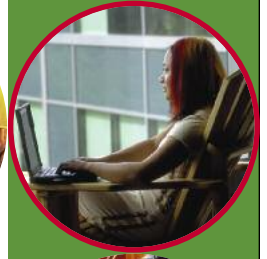
Average Earnings, by Selected Occupation, in the Greater Toronto Area (2011, Statistics Canada)

Minimum Wage Rate	
Under 18 years of age	\$ 9.60
Over 18 years of age	\$10.25
Selected Occupation	
Sales and service	\$28,600
Art, culture, recreation and sport	\$35,500
Processing, manufacturing and utilities	\$40,100
Trades, transport and equipment operators and related	\$45,300
Health	\$47,400
Business, finance and administrative	\$48,000
Social Science, education, government service and religion	\$60,700
Natural and applied sciences and related	\$62,200
Management	\$90,100

Note: For other Census and National Household Survey topics, please visit www.statscan.gc.ca

Data for Average Earnings by Selected Occupation, is based on the Toronto census metropolitan area (CMA), from Statistics Canada.

Table 202-0106 – Earnings of individuals, by selected characteristics and National Occupational Classification (NOC-S), 2011 constant dollars, annual, CANSIM (database). (accessed: 2013-11-20)



Additional Vital Resources Help Grow Your Business!



ventureLAB

ventureLAB is the place where talented entrepreneurs get help bringing their innovation to market.

Located in York Region, ventureLAB is a non-profit innovation centre, which cultivates, supports and celebrates entrepreneurs. A member of the Ontario Network of Entrepreneurs (ONE), ventureLAB works across York Region, Simcoe County and Muskoka District to apply its unique combination of mentoring, partnering, and connecting to help entrepreneurs turn their great ideas into globally competitive products and services. ventureLAB specializes in the fields of advanced health tech, digital media, ICT, green energy, clean tech, advanced materials and manufacturing.

Established in 2011, ventureLAB has supported over 3,000 entrepreneurs and 960 clients, which in turn have created over 3,000 jobs and over \$180 million in revenue.

ventureLAB is located at the Markham Convergence Centre at 7271 Warden Avenue in Markham Ontario.

www.venturelab.ca

Markham Small Business Centre

“helping small business grow”

Markham Small Business Centre (MSBC) is an innovative public and private sector alliance providing a complete source of services and programs for Markham entrepreneurs and small businesses. Funded by the City of Markham and the Ontario Ministry of Economic Development, Trade and Employment, MSBC provides Markham’s aspiring entrepreneurs and existing small businesses with high quality one-on-one management consulting, educational training, and the business resources needed to sustain their growth in today’s competitive marketplace. MSBC also works to encourage entrepreneurship as a career option for Markham’s youth.

The Markham Small Business Centre is located at the Markham Convergence Centre at 7271 Warden Ave. www.msbc.markham.ca

Additional Resources
Mid-Year 2014



Contacts

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Business Associations

Association of Chinese Canadian Entrepreneurs (ACCE)	www.acce.ca	(905) 479-2802
Canada-Pakistan Business Council (CPBC)	www.cpbconline.org	(905) 763 8281
Canadian Tamil Business Council (CTCC)	www.ctcc.ca	(416) 335-9791
Federation of Chinese Canadians in Markham (FCCM)	www.fccm.ca	(905) 946-1137
Indian Institute of Technology Alumni Canada (IITAC)	www.iitalumnicanada.org	(905) 669-4848
Indo Canada Chamber of Commerce (ICCC)	www.iccc.org	(416) 224-0090
Markham Board of Trade (MBT)	www.markhamboard.com	(905) 474-0730
Philippine Chamber of Commerce Toronto (PCCT)	www.torontopcct.com	(416) 299-6160
Richmond Hill & Markham Chinese Business Association (RHMCCA)	www.rhmcba.ca	(905) 731-8806
TechConnex (previously York Technology Alliance)	www.yorktech.ca	(905) 415-4558
Trinidad-Tobago Canada Business Council (TTCBC)	www.ttbcc.com	