

Durham Region Economic Analysis

Exclusive to Members of REIN Feb 2010



Marketing the Durham Opportunity

Presentation to:
Real Estate Investment Network

February, 2010

DURHAM
region
an economic engine



Presentation Overview

- * **Durham Opportunities** – Durham's key messages that position for growth
- * **Growth Drivers** – What is driving growth and how are we responding
- * **Marketing the Region's Opportunities**

DURHAM
region
an economic engine



Location

- Within one day's drive of 120 million American and Canadian consumers
- Close to the eastern seaboard of the United States with access to international markets

DURHAM
region
an economic engine



Location

- Eastern Gateway to the Greater Toronto Region, a market of 6 million people.
- The GTA Region is the economic engine of Canada, accounting for close to 20% of the country's gross domestic product

DURHAM
region
an economic engine



The Durham Opportunity – 3 Key Messages

- * **Significant investment is happening today in Durham Region**
- * **Infrastructure Investment, Population Growth and Economic transition are creating tremendous opportunities**
- * **Durham is an affordable business location**

DURHAM
region
an economic engine



What is driving growth, investment and activity in Durham Region?

- * **Major investments in infrastructure**
- * **Population Growth**
- * **Economic Transition**

DURHAM
region
an economic engine

Durham Region Economic Analysis

Exclusive to Members of REIN Feb 2010

 **Expand Your Vision**

Major Infrastructure Investments

- Nuclear new build and refurbishment/supply chain
- University of Ontario Institute of Technology – research and development eg. ACE Global
- Durham College – training and applied research
- Significant Transportation improvements
- Broadband Service expansions
- Research Innovation Centre initiative

Significant direct and indirect employment generation

DURHAM region

 **Expand Your Vision**

Durham College

- Students: 5,800 (full-time)
23,000 (part-time)
2,000 (apprentices)
- Nearly 100 programs in the post-secondary, skilled trades and apprenticeship
- Integrated Manufacturing Centre – supports DC and UOIT programs with state-of-the-art equipment
- Customized training programs available for employers

DURHAM region

 **Expand Your Vision**

University of Ontario Institute of Technology

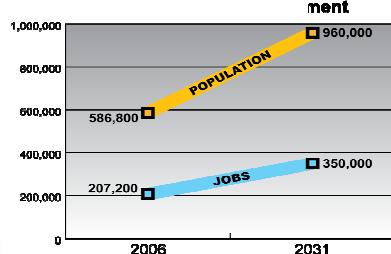
- Over 1 million square feet of new classrooms, laboratory, research, dormitory and administrative space has been built.
- Focus on advanced manufacturing, energy, and internet security.
- Strong **industry-driven** research/commercialization mandate
- Research funding since inception in 2003 is in excess of \$16.3 million

DURHAM region

UOIT CHALLENGE INNOVATE CONNECT

 **Expand Your Vision**

Population and Employment Growth also continue to drive Demand and Opportunities



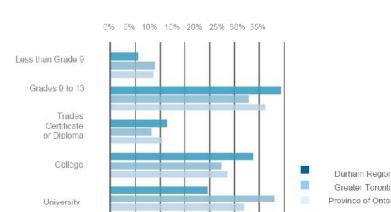
Year	Population	Jobs
2006	586,800	207,200
2031	960,000	350,000

DURHAM region

 **Expand Your Vision**

Educational Attainment

- 60% having a post-secondary certificate, diploma or degree.
- Durham has a higher percentage of population who reported college and trades certificates/diplomas as their highest level of education.



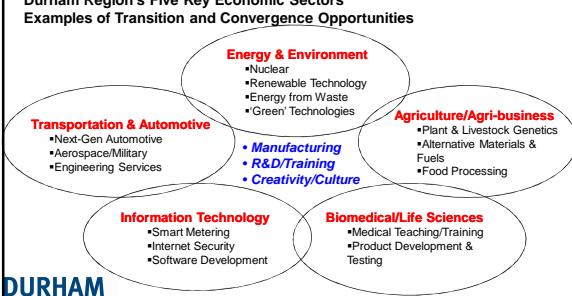
Education Level	Durham Region	Greater Toronto	Province of Ontario
Less than Grade 9	~5%	~10%	~10%
Grades 9 to 12	~25%	~28%	~28%
Trade Certificate or Diploma	~10%	~12%	~12%
College	~20%	~22%	~22%
University	~25%	~28%	~28%

DURHAM region

 **Expand Your Vision**

Durham Region's Five Key Economic Sectors

Examples of Transition and Convergence Opportunities



Energy & Environment

- Nuclear
- Renewable Technology
- Energy from Waste
- 'Green' Technologies

Transportation & Automotive

- Next-Gen Automotive
- Aerospace/Military
- Engineering Services

Agriculture/Agric-business

- Plant & Livestock Genetics
- Alternative Materials & Fuels
- Food Processing

Information Technology

- Smart Metering
- Internet Security
- Software Development

Biomedical/Life Sciences

- Medical Teaching/Training
- Product Development & Testing

DURHAM region

Durham Region Economic Analysis

Exclusive to Members of REIN Feb 2010

 **Expand Your Vision**

Durham is well positioned with growth-supporting policy and infrastructure

DURHAM REGION - ONTARIO'S ENERGY CAPITAL
The Durham Energy Cluster



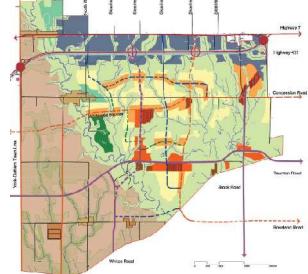
Legend:

- Human/Intellectual Capital
- Provincial Priority Growth Centre
- Transportation Infrastructure
- Major Transit Node
- Major Transmission Line
- Major Gas Line

 **Expand Your Vision**

Development Opportunities, Pickering Seaton Community

- Sustainable urban community on 3,000 hectares (7,400 acres)
- Initial build-out will be home to 70,000 people; 35,000 jobs
- 800 acres of employment land with direct Highway 407 exposure
- AND – more than half of the area will remain in its natural state.



DURHAM region

 **Expand Your Vision**

Durham's Key Sectors

DURHAM
region

 **Expand Your Vision**

Durham Region Major Investments

Automotive Centre of Excellence (ACE)



Nuclear 'new build' – 2 reactor expansion



DURHAM
region

 **Expand Your Vision**

Automotive Centre of Excellence (ACE)

- A key component of General Motors \$2.5 Billion Beacon Project is a new \$58M Automotive Centre of Excellence (ACE) created at UOIT in Oshawa – focus on engineering/vehicle design
- Partnership between the federal and provincial governments, UOIT, and General Motors
- Includes a fully climatic, multi-fuel capable wind tunnel; most advanced in North America
- ACE is under construction




DURHAM
region

 **Expand Your Vision**

Durham Region is experiencing on-going business investments in a broad range of key economic sectors

Select new corporate investments (2008-2009), including:

- Aker Solutions** – new 90,000 s.f. manufacturing facility
- Algoma Orchards** – new distribution facility
- Atlas Logistics** – new 875,000 s.f. food distribution centre
- Messier-Dowty** – major expansion in aerospace landing gear manufacturing
- Northern Mould and Metal Fabricating** – new 10,000 s.f. manufacturing facility
- Optima Communications International** – new 250 seat call centre
- Purdue Pharma** – \$32M expansion in research and development facilities
- SNC Lavalin** – new nuclear engineering office
- Stanmore Equipment** – new 67,000 s.f. head office and manufacturing facility
- Ennis Paint** – relocation of 76,000 s.f. manufacturing/distribution centre

DURHAM
region

Durham Region Economic Analysis

Exclusive to Members of REIN Feb 2010



The Durham Strategic Energy Alliance (DSEA)

- A unique non-profit organization of companies, academic institutions, organizations and governments committed to the development of sustainable energy solutions
- 60 members and growing
- Runs networking events & an annual conference, undertakes energy policy reviews, and promotes local and international business collaborations

www.dsea.ca

DURHAM
region
an attractive place to live, work and play



Agriculture and Agri-business Sector

- Over 1,700 farms
- Over 330,000 farmland acres
- \$1.6 billion farm capital value
- \$234 million in annual gross farm receipts
- 63% of farms owned vs. rented (highest in GTA)
- Major commodities include dairy, flowers/nursery/sod, cattle & calves, horses, field crops, fruit, poultry and eggs
- Applied agricultural technology

DURHAM
region
an attractive place to live, work and play



Lifestyle

DURHAM
region
an attractive place to live, work and play



Great Place to Live and Play



DURHAM
region
an attractive place to live, work and play



Marketing the Region's Opportunities

DURHAM
region
an attractive place to live, work and play



Marketing Programs for the Investment Community

- **Intermediary/Sector outreach** – (events, hosting and communications strategy) eg. Corenet Global, Society of Industrial & Office Realtors, GTA and Durham brokerage community, GTMA, MEDT, DFAIT
- **Property listing promotion** – joint local-regional-private sector investment attraction programs; develop on-line tool
- **Targeted property initiatives** – eg. Energy Park, Science Park, UOIT Tech Park, Seaton
- **Business Support Programs** – business expansion support; service/funding identification and connection

DURHAM
region
an attractive place to live, work and play

Durham Region Economic Analysis

Exclusive to Members of REIN Feb 2010



Services for Location Searches and other Broker support

- 'Request for Information' response packages/support materials
- Land and Building searches (coordinated with local municipal partners)
- Real Estate/Investment Tours** – client hosting
 - Connection to other supporting agencies and groups
 - municipal planners & engineers; utilities
 - College/University
 - Local Training Board & employment network
 - Provincial and Federal agencies and programs
 - business/industry organizations
 - Listing promotion through joint local-regional investment attraction programs



Expand Your Vision

For more information, contact:

Economic Development & Tourism Department

905-668-7711 or 1-800-706-9857

www.durhambusiness.ca

info@durhambusiness.ca



Questions?

Bring Them To Me At The Break

