



Markham's Award-Winning Economic Development Department

Welcome to Markham!



Real Estate Investment Network Members

Markham is Canada's High Tech Capital

Markham and the Toronto Area

Markham's Population

Year	Projection
2007 (mid year)	285,061
2011	306,709
2021	386,202
2031	444,058



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Development Activity

Industrial Inventory, 2007 (Q3)

Total inventory (sq. ft.)	33,817,339
Vacancy rate	3.5%
Average net rent (sq. ft.)	\$6.36

GTA North Office Inventory, 2007 (Q1)

Total inventory (sq. ft.)	9,015,849
Vacancy rate – class A	10.3%
Average net rent (sq. ft.)	\$11.31

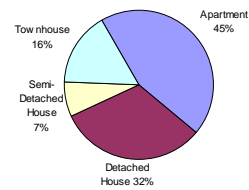
Average Detached Housing Prices (MPAC 2006)

Mississauga	\$400,185
Markham	\$448,059
Vaughan	\$459,847
Toronto	\$461,015

2007 Commercial & Industrial Tax Rates (%)

	Commercial	Industrial
Markham	2.37	2.65
Vaughan	2.40	2.69
Mississauga	2.59	2.94
Toronto	4.09	4.37

New Residential Units Profile
Jan - June 2007



Strategic Guildines

Markham's 20-year Vision:

Markham...the leading Canadian municipality embracing technological innovation, celebrating diversity, characterized by vibrant and healthy communities – preserving the past, building for the future

Town's Economic Development Goal:

To establish, promote and support Markham as the best location for diverse high-tech and other leading businesses

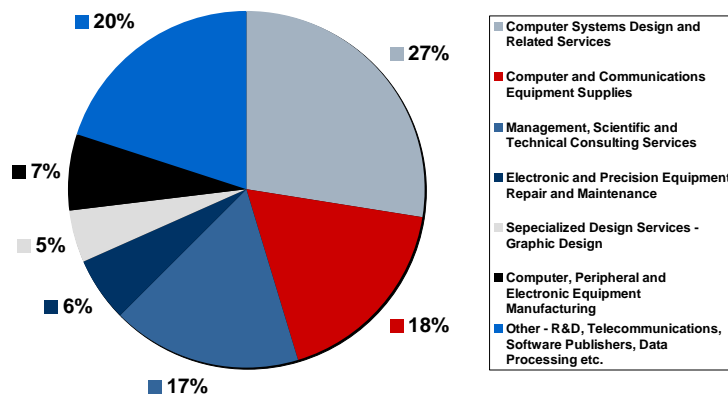
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Key Strategic Functions

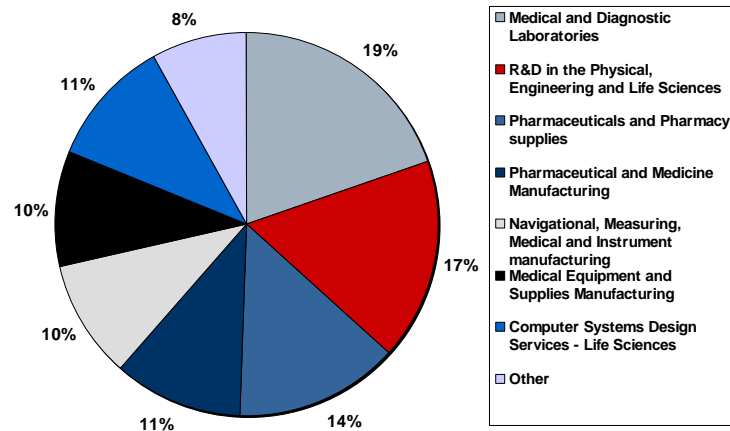
- ☑ Economic Competitiveness Strategy
- ☑ External marketing
- ☑ Branding of Markham for business development
- ☑ Partnerships (G2B, G2I, G2G)

Markham is Canada's High Tech Capital

High-Tech Cluster (800+ companies)



Life Sciences Cluster (110+ companies)



Partnerships and Cluster/Sector Initiatives

- **Markham Centre**



- **YORKbiotech** – RIN for development of biotechnology and related industries. Community development corp. Markham one of 4 founding members
- **CONCERT** – joined NRC, Motorola, Apple and others to create world leading economic cluster around new media, creative entertainment and R&D in Toronto Region
- **TRRA** – funding member to brand Toronto Region as world leading centre for research and research-intensive companies. Priorities are in Biotech/Life Sciences, ICT and Advanced manufacturing
- **Business Associations** – MBT, YTA and Chinese business associations

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Major Projects

Markham Space Race



MSBEC DVD



Vacant Land Inventory



New DVD



Economic Profile



Canadian Open



Nobody Does it Better!



- A provincial hub for growing SME's
- Leader in commercialization
- Third year of operation
- Invaluable partnerships
 - NRC
 - York University & Seneca College
 - Public & private sectors
- Rated one of Ontario's best
- Entrepreneurial success stories
- Multicultural
- Invaluable partnerships
 - Seneca College
 - Markham Public Libraries
 - Banks & service firms

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Incoming and Outward Bound

China



Laval, QC



India and Pakistan

Cary, NC



Competitiveness Strategy 2007 Markham Welcomes the nation – spans the globe

1. Phase I: Recommendations

- Focus attraction efforts on the convergence of ICT and Life Sciences, Entertainment & Culture, Professional, Scientific & Technical; Finance and Insurance
- Continue to invest in strategic partnerships – YORKbiotech, TRRA, GTMA, ISCM, York U, MBT, YTA
- Retain employment lands and invest in land for strategic opportunities. Markham Centre, NCMDD, CSIO
- Identify Target markets, US, India and Asia

2. Phase II:

- Workshop, March 2007
- Report on Feedback and Next Steps, June 2007

3. Phase III:

- Draft Economic Competitiveness Strategy for DSC, September 2007

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