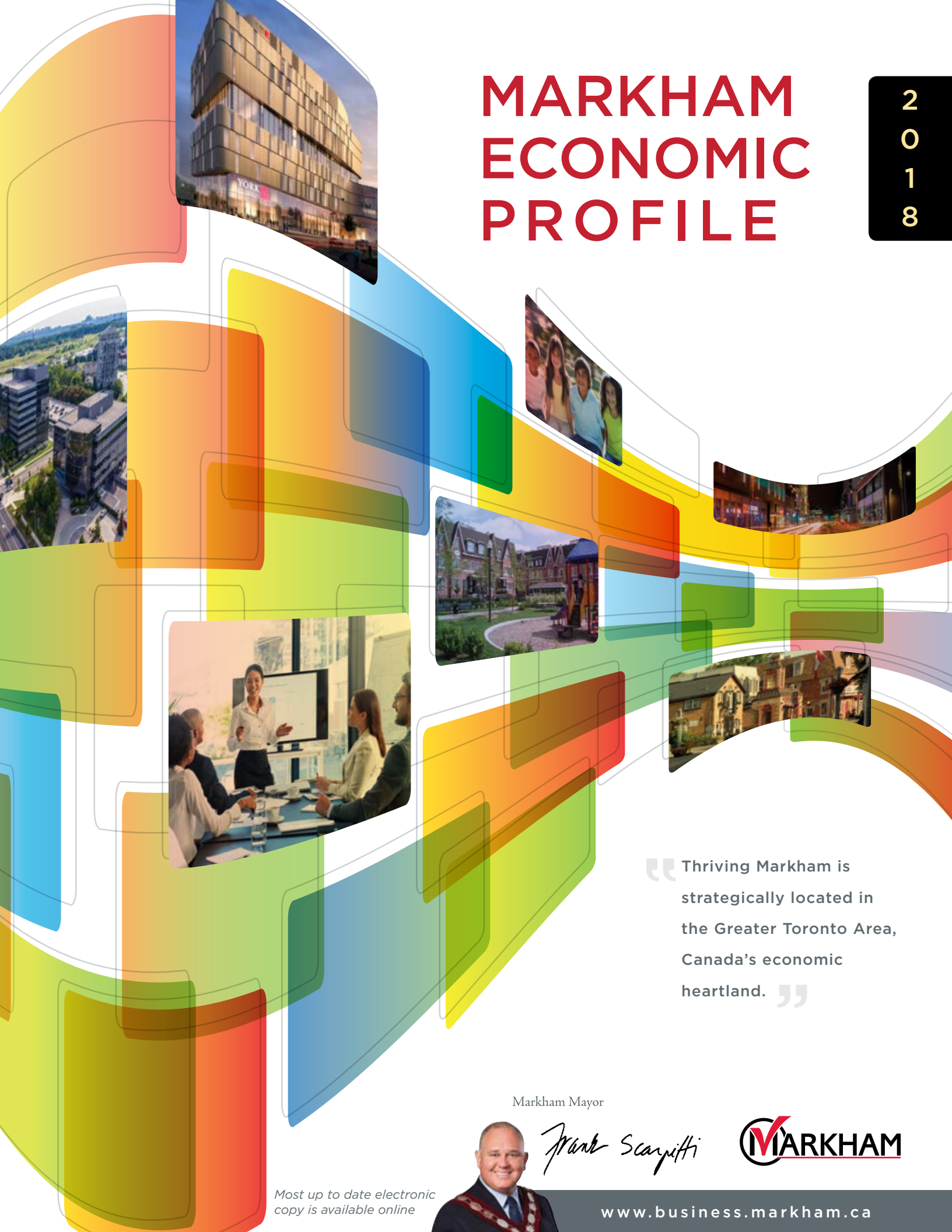


# MARKHAM ECONOMIC PROFILE

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8



“ Thriving Markham is strategically located in the Greater Toronto Area, Canada’s economic heartland. ”

Markham Mayor



*Frank Scarpitti*



*Most up to date electronic copy is available online*

[www.business.markham.ca](http://www.business.markham.ca)

# ECONOMIC OVERVIEW

## Markham and the North American Market



### LEGEND

3 Economic Overview

4 Technology Cluster

5 Life Sciences Cluster

6 Development Activity

7 Residential Activity & Utilities

8 Quality of Life

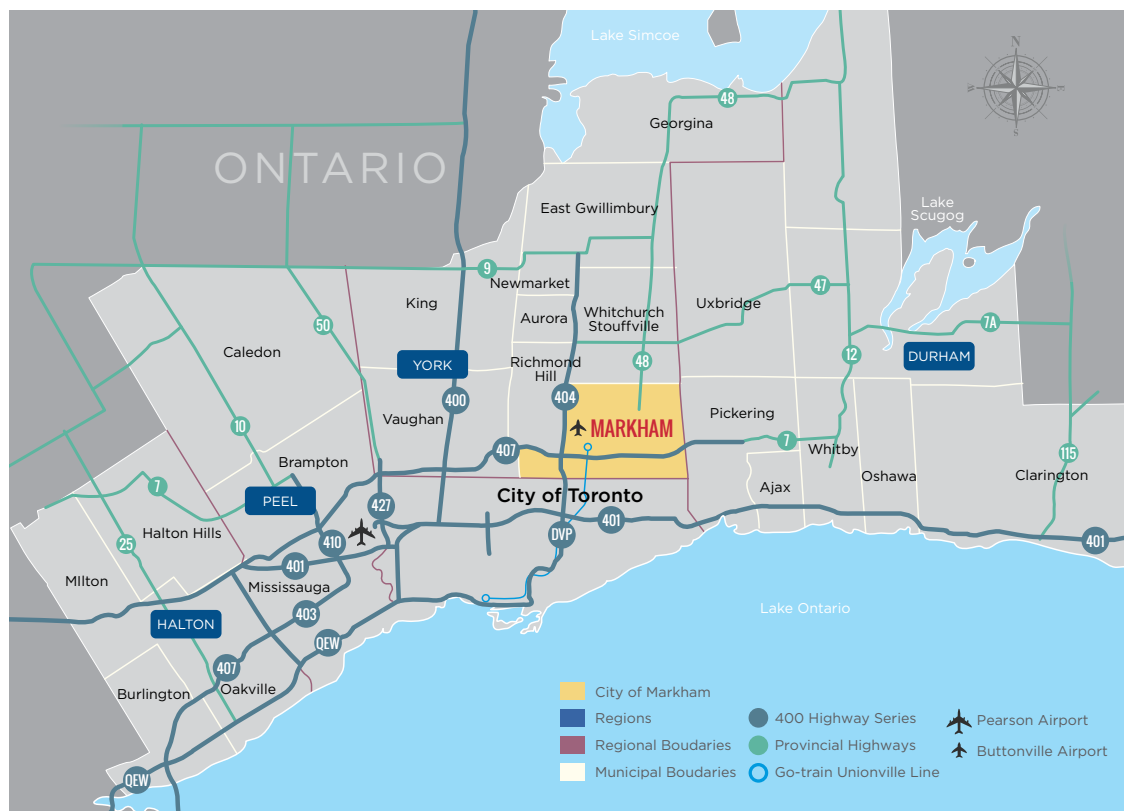
9 Demographic Profile

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## Markham and the Greater Toronto Area



Produced by the City of Markham, Economic Growth, Culture & Entrepreneurship Department  
 Tel: 905-475-4878  
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[www.business.markham.ca](http://www.business.markham.ca)

Expanding business base. Motivated, highly educated workforce. Affluent, diverse population. By every measure, Canada's high-tech capital – and 16th largest municipality – is thriving.

The award-winning City of Markham is the largest of nine communities in York Region, with a population of over **355,000** and a land area of **212 square kilometres**.



10,680



Markham is a leader in attracting foreign direct investment. Of the **10,680 companies in Markham**, there are more than 210 foreign companies located here, employing more than **28,000 people**.



210+

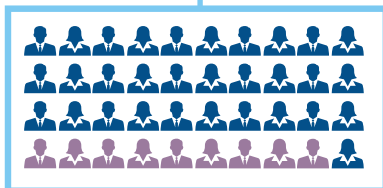
Leading innovators in Markham include: IBM, Aviva Insurance, AMD, GM Canada Technical Centre, Bank of China, GE Digital Energy, Honeywell, Huawei Technologies, Lenovo, Johnson & Johnson, Toshiba, Honda and Hyundai.

1,000+



172,400

Markham has the highest concentration of ICT employers per capita in Canada. Over **1,000 technology and life sciences companies** are based in Markham. These two sectors alone **employ 38,000** people – over one-fifth of the total workforce of **172,400**.



38,000

## Strategies for Growth

Markham is maintaining its economic momentum by following its 10-year economic strategy, Markham 2020. In targeting specific growth sectors, the City continues to attract companies specializing in ICT, life sciences, financial services, design and engineering, professional scientific services, and information and cultural industries. Here, businesses find skilled workers from around the world who are drawn to Markham for its exceptional quality of life (see page 8).

Internationally, the City's profile has benefited from several economic alliances and a frequent exchange of business missions to and from Asia, the USA and Europe – reaching out to global markets to bring investment into Markham as well as opening doors for Markham-based businesses to expand.

## Markham's TOP 20 EMPLOYERS

- IBM CANADA LTD.
- TD FINANCIAL GROUP
- CITY OF MARKHAM
- MARKHAM STOUFFVILLE HOSPITAL
- THE MILLER GROUP
- AMD TECHNOLOGIES INC.
- CGI INFORMATION SYSTEMS
- HOMELIFE LANDMARK REALTY INC
- TD INSURANCE
- AVIVA CANADA
- ALLSTATE INSURANCE
- JOHNSON AND JOHNSON INC.
- CAA SOUTH CENTRAL ONTARIO
- ENERCARE HOME SERVICES
- WSP CANADA GROUP LTD.
- AUTOLIV ELECTRONICS CANADA INC.
- HONDA CANADA
- FIRST STUDENT CANADA
- COSTCO WHOLESALE CANADA LTD.
- GM CANADA TECHNICAL CENTRE

Data source: 2017 York Region Employment Survey

# TECHNOLOGY CLUSTER

4

INDUSTRIAL CATEGORY	NUMBER OF COMPANIES
Computer Systems Design and Related Services	301
Engineering Services	116
Computer, Computer Peripheral and Pre-Packaged Software Wholesaler-Distributors	72
Electronic and Precision Equipment Repair and Maintenance	57
Graphic Design Services	34
Electronic Components, Navigational and Communications Equipment and Supplies Wholesaler-Distributors	33
Management Consulting Services	32
Wireless Telecommunications Carriers (except Satellite)	27
Software Publishers	26
Research and Development in the Physical, Engineering and Life Sciences	24
Data Processing, Hosting, and Related Services	22
Navigational, Measuring, Medical and Control Instruments Manufacturing	19
Semiconductor and Other Electronic Component Manufacturing	18
Other Scientific and Technical Consulting Services	16
Wired Telecommunications Carriers	14
Other Telecommunications	14
Environmental Consulting Services	12
Computer and Peripheral Equipment Manufacturing	11
Management of Companies and Enterprises	8
Internet Publishing and Broadcasting, and Web Search Portals	5
Industrial Design Services	5
Electrical Equipment Manufacturing	4
All Other Electrical Equipment and Component Manufacturing	4
All Other Professional, Scientific and Technical Services	4
Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing	3
Other Communications Equipment Manufacturing	3
Geophysical Surveying and Mapping Services	3
Surveying and Mapping (except Geophysical) Services	3
Telephone Apparatus Manufacturing	2
Audio and Video Equipment Manufacturing	2
Communication and Energy Wire and Cable Manufacturing	2
Electric Power Generation	1
Manufacturing and Reproducing Magnetic and Optical Media	1
Research and Development in the Social Sciences and Humanities	1
<b>TOTAL NO. OF TECHNOLOGY COMPANIES</b>	<b>899</b>

**Note:** Data was obtained from the 2017 York Region Business and Employment Survey. 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 both the high-tech and life sciences clusters because the functions of the companies support both sectors.

INDUSTRIAL CATEGORY	NUMBER OF COMPANIES
Professional Machinery, Equipment and Supplies Wholesaler-Distributors	57
Medical Equipment and Supplies Manufacturing	37
Medical and Diagnostic Laboratories	19
Research and Development in the Physical, Engineering and Life Sciences	18
Computer Systems Design and Related Services	17
Pharmaceuticals and Pharmacy Supplies Wholesaler-Distributors	16
Management of Companies and Enterprises	10
Home Health Care Services	8
Navigational, Measuring, Medical and Control Instruments Manufacturing	7
Testing Laboratories	6
Other Scientific and Technical Consulting Services	3
Pharmaceutical and Medicine Manufacturing	3
Office Administrative Services	3
Toiletries Preparation Manufacturing	2
Management Consulting Services	2
Computer, Computer Peripheral and Pre-Packaged Software Wholesaler-Distributors	1
Research and Development in the Social Sciences and Humanities	1
<b>TOTAL NO. OF LIFE SCIENCES COMPANIES</b>	<b>210</b>

## IBM Innovation Space - Markham Convergence Centre

The IBM Innovation Space - Markham Convergence Centre serves as a one-stop innovation hub for entrepreneurs and businesses looking to commercialize their technologies or business ideas. This dynamic space and its many tenants work together to create a business eco-system dedicated to propelling ideas from concept to market.

The facility gives emerging innovators access to advisory organizations offering a range of services:

- Commercialization support to take small and medium enterprises to the next level of growth, especially in health technologies
- Strategic partnership development and funding options
- Access to research and development opportunities, contracts and assistance in the industrial and academic sectors

### RESIDENT ORGANIZATIONS

ventureLAB, York University, Markham Small Business Centre, Markham Board of Trade, National Research Council's Industrial Research Assistance Program, Ontario Centres of Excellence, York Angel Investors, TechConnex, numerous exciting start-ups and SMEs.

**Bring your ideas. Share your dreams. Create new ventures with the capacity to go global.**

Come visit the new Markham Convergence Centre at 3600 Steeles Avenue East.



**MARKHAM SMALL BUSINESS CENTRE**  
HELPING SMALL BUSINESS GROW



# DEVELOPMENT ACTIVITY

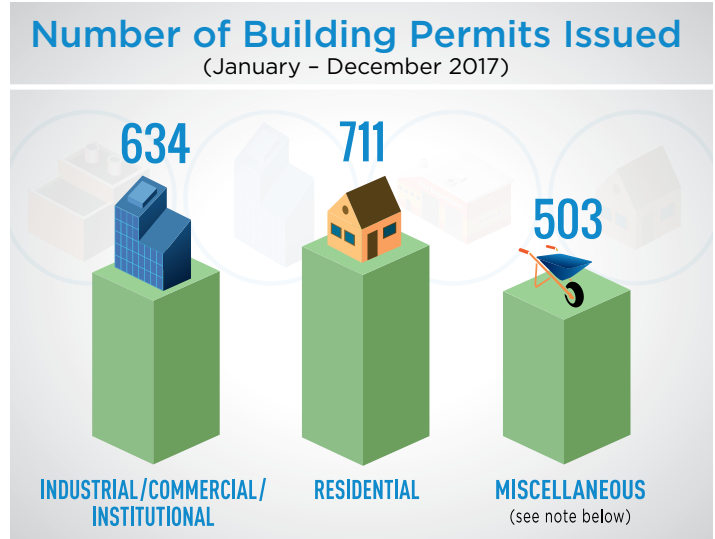
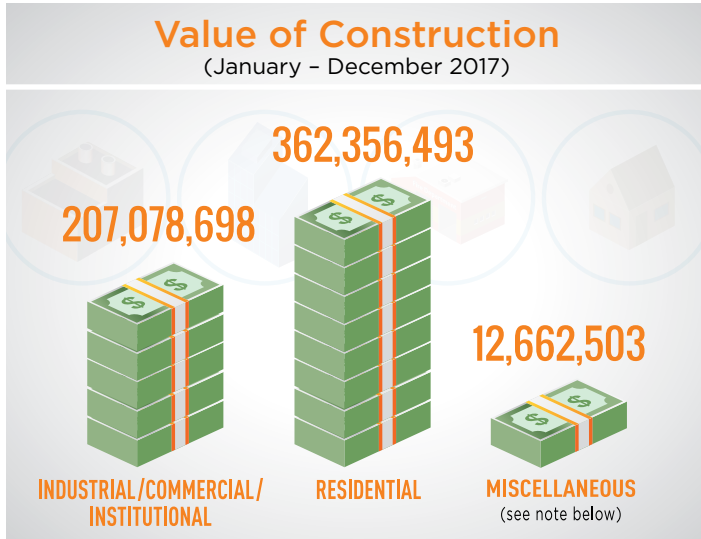
## Development Activity

6

From premium corporate, commercial and industrial developments to outstanding mixed-used communities, Markham is creating the infrastructure needed to sustain a vibrant environment for all. This includes working to maintain the lowest tax rates in the GTA.

### 2017 Tax Rates (%)

	COMMERCIAL	INDUSTRIAL
Toronto	2.52%	2.59%
Mississauga	2.02%	2.30%
Vaughan	1.68%	1.98%
<b>Markham</b>	<b>1.65%</b>	<b>1.93%</b>



**Miscellaneous** includes Agricultural, Swimming Pools, Demolitions, Septic, Signs, Tents, Decks, Designated Structures, Heating & Plumbing Only and Partial Permits.

## Industrial Commercial Development

### Vacant Employment Land Inventory 2017

Land Use Designation Categories	Serviced and Market Ready (acres)	Unserviced (acres)
Commercial Office	95.78	14.13
Commercial Retail	34.80	39.99
Commercial Mixed	51.72	53.00
<b>Total Commercial</b>	<b>182.29</b>	<b>107.12</b>
<b>Total Industrial</b>	<b>432.56</b>	<b>1161.98</b>

Average Price Per Acre (Industrial) \$1,100,000-1,300,000

Average Price Per Acre (Commercial) \$1,600,000 - \$1,800,000

### Industrial Inventory, 2017 (Q3)

Total inventory (sq.ft.)	34,391,126
Vacancy rate - class A	0.8%
Average net rent (sq.ft.)	\$7.67

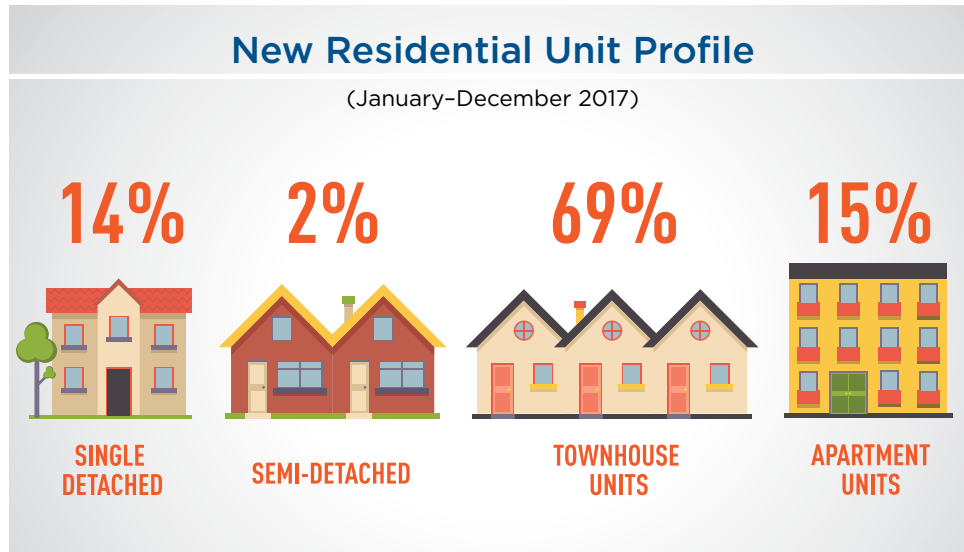
### Commercial Office Inventory, 2017 (Q3)

Total inventory (sq.ft.)	8,524,471
Vacancy rate - class A	6.67%
Average net rent (sq.ft.)	\$17.56

All values are in Canadian Dollars. Source: Colliers International

# RESIDENTIAL ACTIVITY & UTILITIES

## Residential Development



### Number of New Residential Units Per Year



### Average Home Prices

(Toronto Real Estate Board, Market Watch, December 2017)



\*Link houses are commonly two or more buildings or dwellings joined underground or by garage (Ontario Real Estate Association).

## Municipal Utilities

### Water & Sewer Infrastructure, 2017 Rate

Water & wastewater rate per cubic metre	\$3.8555/m <sup>3</sup>
Sanitary sewers	918.7 km
Water mains	1078.1 km

### Electricity Costs and Charges, Business Rates

#### 50KW OR LESS

Distribution rate	\$0.0189/kWh
Monthly fixed charge	\$28.95/month

#### GREATER THAN 50KW DEMAND

Distribution rate	\$4.8510/kWh
Monthly fixed charge	\$140.97/month

A key part of Markham’s competitiveness strategy is to build and maintain a community that appeals to educated, culturally diverse knowledge workers.

Throughout Markham, residents, students and workers have the opportunity to enjoy an emerging downtown with urban amenities and cultural attractions such as award-winning community centres and libraries, top-performing schools, prestigious neighbourhoods, festive celebration events, and charming heritage villages. The City supports a Group of Seven-inspired art gallery, a museum, a 500-seat theatre and extensive parklands.

Markham’s Greenprint strategy drives many initiatives to create a healthier, more sustainable community for all. Among many successes, the City boasts the highest waste diversion rate in the Greater Toronto Area.

Markham is home to high-quality healthcare services through the expanded Markham Stouffville Hospital and other facilities, and to Seneca College, a premier post-secondary educational research and training facility. For details on available programs, visit [www.senecacollege.ca/markhamlocation](http://www.senecacollege.ca/markhamlocation).

## Seneca

### Recreation & Culture

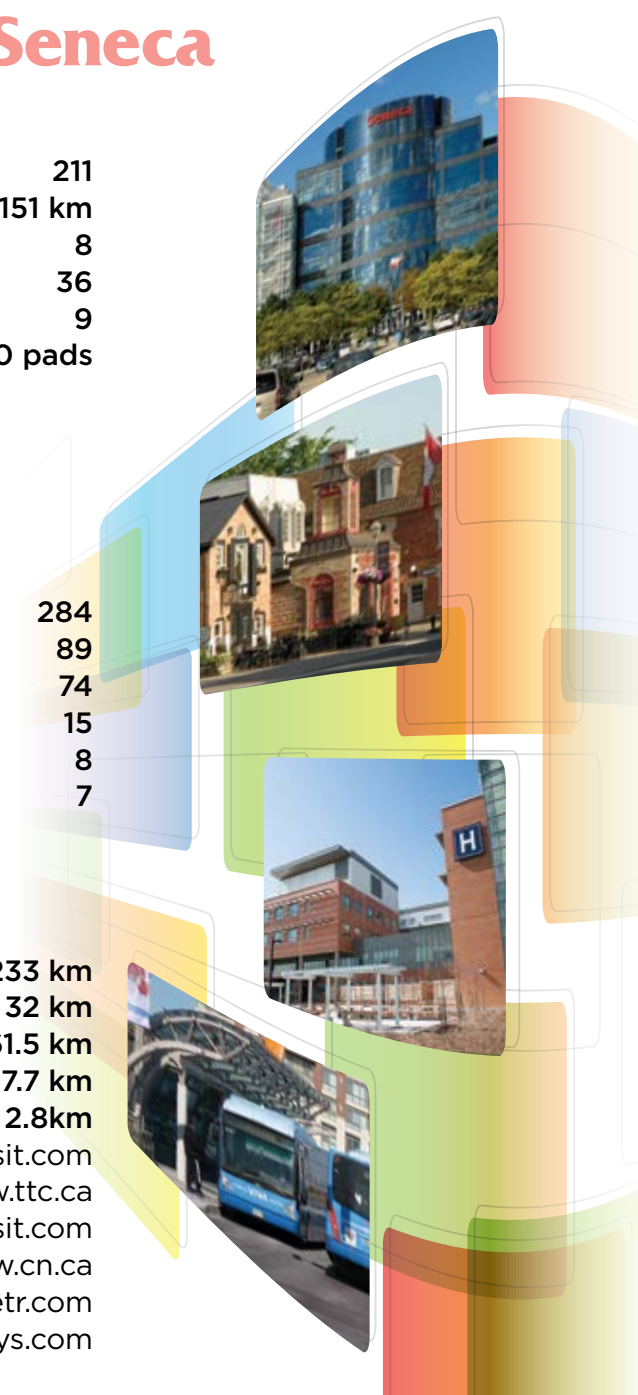
Number of Parks	211
Trails/Pathway System	151 km
Public Libraries	8
Community and Cultural Centres & Facilities	36
Golf Courses	9
Ice Arenas	10 pads
Flato Markham Theatre, Markham Museum, Varley Art Gallery, McKay Art Centre	
Heritage Areas - Thornhill Village, Unionville Village, Markham Village, Buttonville Village	

### Public Health & Education

Markham Stouffville Hospital (beds)	284
Shouldice Hernia Centre (beds)	89
Elementary Schools	74
High Schools	15
Community Colleges (within 1 hr drive)	8
Universities (within 1 hr drive)	7

### Transportation Infrastructure & Service Providers

Roads (excludes private roads)	1233 km
Highways (404 and 407)	32 km
Sidewalks	1061.5 km
Multi Use Path	27.7 km
Cycle Track	2.8km
York Region Transit (YRT)/Viva	<a href="http://www.yorkregiontransit.com">www.yorkregiontransit.com</a>
Toronto Transit Commission (TTC)	<a href="http://www.ttc.ca">www.ttc.ca</a>
GO Transit	<a href="http://www.gotransit.com">www.gotransit.com</a>
CN Rail	<a href="http://www.cn.ca">www.cn.ca</a>
407 ETR	<a href="http://www.407etr.com">www.407etr.com</a>
Toronto Buttonville Municipal Airport	<a href="http://www.torontoairways.com">www.torontoairways.com</a>

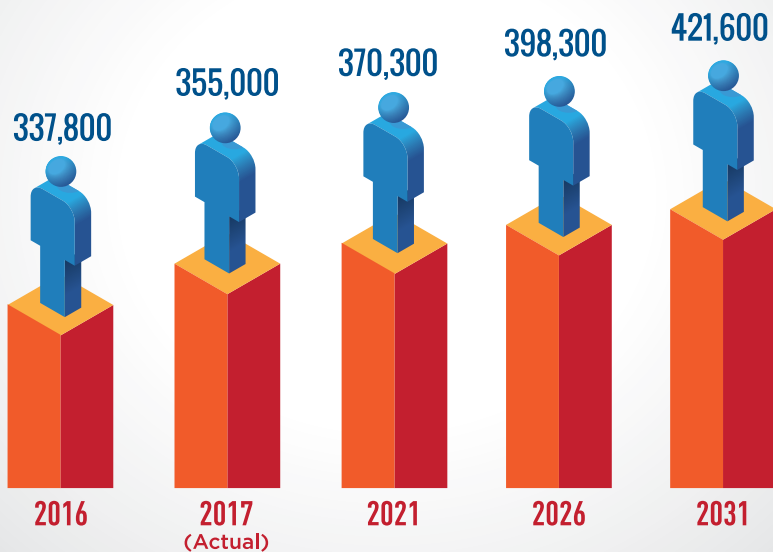




# DEMOGRAPHIC PROFILE

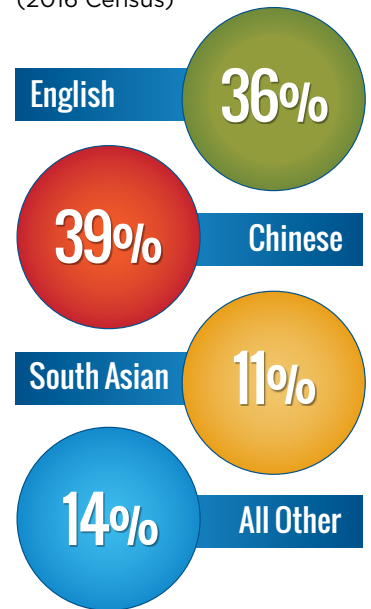
## Population Projections

(York Region Official Plan Office Consolidation April 2016)



## Mother Tongue Breakdown

(2016 Census)



## Educational Attainment

(2016 Census)



36%

University Degree/Diploma/  
Certificate

21%

Trade, College or Non-University  
Diploma/Certificate

26%

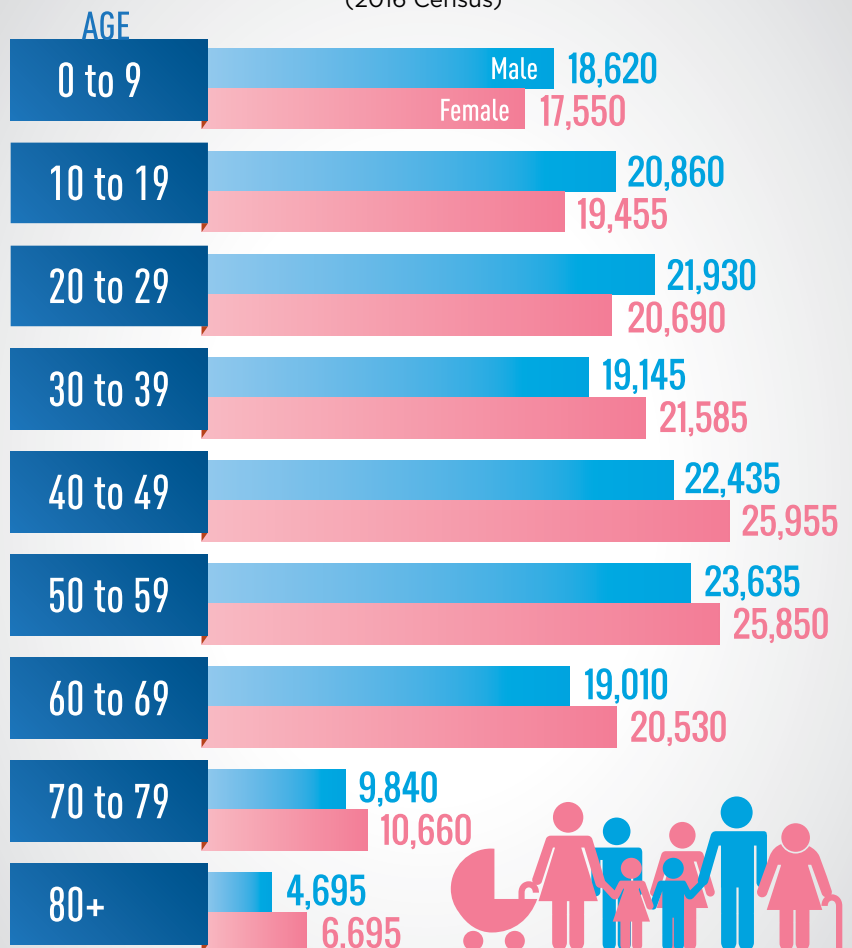
High School Certificate

17%

Less than High School

## Population Age Characteristics

(2016 Census)



# LABOUR FORCE PROFILE

## Basic Indicators

(2016 Census)

Number of Persons Employed	159,640
Unemployment Rate	7.3%
Labour Force Participation Rate	63.3%

## Labour Force by Industry

(2016 Census)

Finance, Insurance, and Real Estate	13.8
Professional, Scientific and Technical	12.3
Retail Trade	11.3
Manufacturing	9.1
Health Care and Social Assistance	8.4
Accommodation and Food Services	7.2
Educational Services	7.0
Wholesale Trade	5.8
Information, Cultural, Arts, Entertainment and Recreation	4.8
Construction	4.3
Public Administration	3.4
Other	12.6

## Wage Rates

(Ministry of Labour)

Minimum Wage Rate	Rates from Jan 1, 2018 to Dec 31, 2018	Rates from Jan 1, 2019 to Oct 1, 2019
General Minimum Wage	\$14.00 per hour	\$15.00 per hour
Student Minimum Wage	\$13.15 per hour	\$14.10 per hour

## Average Earnings, by Selected Occupation, in Markham

(Statistics Canada 2016 Census)

Management	\$ 83,438
Natural and applied sciences and related Health	\$ 75,796
Business, finance and administrative	\$ 62,873
Education, law and social, community and government services	\$ 52,358
Trades, transport and equipment operators and related	\$ 49,434
Manufacturing and utilities	\$ 37,588
Sales and service	\$ 34,381
Art, culture, recreation and sport	\$ 29,493
Natural resources, agriculture and related production occupations	\$ 24,602
	\$ 22,505

## Average Total Income

(2016 Census, for the population aged 15 years and over in private households)



Ontario Average  
**\$47,915**



Canadian Average  
**\$47,487**



Markham Average  
**\$45,184**

# ADDITIONAL VITAL RESOURCES HELP GROW YOUR BUSINESS!



## ventureLAB

ventureLAB is where talented entrepreneurs can access proven tools, expert mentors and business support to grow their innovative, scalable and growth-oriented businesses. We are a member of ONE (the Ontario Network of Entrepreneurs), a collaborative network of organizations across Ontario, designed to help entrepreneurs commercialize, scale and grow their businesses.

ventureLAB is located at the IBM Innovation Space - Markham Convergence Centre at 3600 Steeles Avenue East in Markham Ontario.

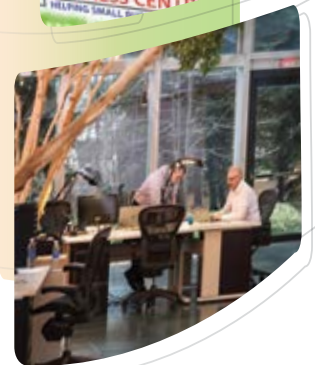
[www.venturelab.ca](http://www.venturelab.ca)  
[info@venturelab.ca](mailto:info@venturelab.ca)  
905-248-2727

## Markham Small Business Centre

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 and Growth, Ministry of Research, Innovation and Science, 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 IBM Innovation Space - Markham Convergence Centre at 3600 Steeles Avenue East in Markham Ontario.

[www.msbc.markham.ca](http://www.msbc.markham.ca)  
[msbc@markham.ca](mailto:msbc@markham.ca)  
905-477-7000 x6722



# CONTACTS

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nolaoghaire@markham.ca 905-477-7000 x 3273

## Business Associations

**Association of Chinese Canadian Entrepreneurs (ACCE)** www.acce.ca 905-479-2802

**Canada-Pakistan Business Council (CPBC)** www.cpbconline.org 905-752-4480

**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.com 905-637-3428

**Indo Canada Chamber of Commerce (ICCC)** www.iccconline.org 416-224-0090

**Markham Board of Trade** www.markhamboard.com 905-474-0730

**Philippine Chamber of Commerce Toronto** www.torontopcct.com 416-850-4966

**Markham, Richmond Hill & Vaughan Chinese Business Association (MRVCBA)** www.mrvcba.ca 905-731-8806

**TechConnex** www.techconnex.ca 905-415-4558

*The most up to date electronic copy is available online.*

