



Urban Land Institute

Toronto

Advancing the Greater Toronto Region

Annual Report FY17



We
Connect

We
Celebrate

We
Educate

We
Inspire

We
Challenge

About Us

The Urban Land Institute is a non-profit education and research institute supported by its members. ULI Toronto is part of a global network of real estate and land development professionals with a mission to provide leadership and a forum for discussion around city building and responsible use of land and in sustaining and creating thriving communities worldwide. ULI Toronto carries forth that mission by serving the Greater Toronto Region's public and private sectors with pragmatic land use expertise and education. Established in 1936, the Institute has more than 40,000 members representing all aspects of land use and development disciplines. In Canada, the Urban Land Institute is an active and growing organization with over 2,500 members across the country. Canada's first ULI District Council was established in Toronto in 2005 soon followed by District Councils in British Columbia and in Calgary. Presently, ULI Toronto has over 1,650 members.

Toronto Staff



Richard Joy
Executive Director



Alexandra Rybak
Director



Erin Carroll
Associate



Lauren Rodgers
Program & Events
Coordinator



Jen Sapkowski
Marketing &
Communications
Assistant

Message From The Chair

“Toronto is clearly having ‘a moment’ as we solidify our position as a global city – but it is a largely unrecognized story beyond our nation’s boundaries.”

Derek Goring, Chair, ULI Toronto



The release of our FY17 Annual Report lands well into FY18 – so it serves as both a review of the fiscal year past and an interim report of the exciting year we have begun. Incredibly for me, my message arrives in the home stretch of my two-year term as Chair of ULI Toronto, and while such a milestone warrants a look back on highlights, my eye is focused on the future.

On the business side, we continue to post amazing statistics as the global Urban Land Institute’s most dynamic District Council. Membership growth continues apace, now sitting at over 1650 – or 10% up. Our revenue growth, driven largely by event registrations and sponsorship, is up 13% in FY17. We nearly doubled the number of events we hosted year over year – 51 in total (nearly one a week!). Across all of these events, large and small, we attracted over 7000 registrations – the highest of any District Council in the global network.

Through this growth, we have continued to see proportional upticks in key demographics. Women now represent 36% of our membership (60% of our Management Committee), public sector is 12%, and “905” area membership has risen to 30%. We have also deepened our commitment to diversity across our leadership and programming.

My term overlapped some of the most significant shifts in the public policy landscape that our industry has ever witnessed. In addition to the anticipated 10-year reviews of the provincial growth plan and Metrolinx’s regional transportation plan, the province has moved to abolish the Ontario Municipal Board. The first two boldly set forth an intention to achieve more urban intensification, especially along transit infrastructure, while the third has the potential to weaken the ability of municipalities and the province to achieve this.

While the full implications of the development and planning approvals are still uncertain, it almost certainly points to an increased need to foster consensus-building capacity amongst elected officials, the land development industry, and communities across the region. Achieving this represents as great a challenge to

our industry as could be imagined, and underscores the importance of our ‘Electric Cities’ initiative designed to broaden the discussion about progressive city building to a wider, community audience.

In April we hosted our second major symposium, which deepened our investigation into the areas of placemaking, mobility and technology. Established in 2015, these themes have proven to be durable programming lenses but much more work needs to be applied – both to their points of intersection and the balancing of these urban forces – in order to achieve the best outcomes for our region going forward.

Finally, I believe another major thrust for ULI Toronto in the future needs to be the promotion of our city region to the international community. Toronto is clearly having ‘a moment’ as we solidify our position as a global city – but it is a largely unrecognized story beyond our nation’s boundaries. Organizations like ULI Toronto, The Toronto Region Board of Trade, and Toronto Global, along with international firms, need to align efforts to promote our region and strengthen the opportunities associated with the elevation of our region’s brand.

Rising to the challenge of massive public policy changes, the threats and opportunities of transformative urban forces, and harnessing the impact of a more global reach are just a few of the ongoing areas of interest for myself and ULI Toronto as we head into the new year. I am excited about the role that ULI Toronto is taking to shape the direction of such forces toward improving the quality of life for everyone in our region.

Best,

A handwritten signature in dark ink, appearing to read 'Derek Goring'.

Derek Goring

2017 District Council Leadership

Management Committee



Derek Goring
First Gulf Corporation
Chair



Emma West
Bousfields Inc.
Vice-Chair



Trevor Toombs
PwC LLP
Treasurer



Rob Spanier
LiveWorkLearnPlay
Past Chair



Paul Morassutti
CBRE Canada
Sponsorship Chair



Signe Leisk
Cassels Brock
Program Co-Chair



Josie Lee
Colliers Project Leaders
Program Co-Chair



Salima Rawji
Build Toronto
Outreach Co-Chair



Michael Sutherland
HATCH
Outreach Co-Chair



Jason Lester
Dream Unlimited
Outreach Co-Chair



Ara Mamourian
Property.ca Leslieville
ULI Connect Co-Chair



Christine Chea
Graywood
Developments
ULI Connect Co-Chair



Meg Davis
Waterfront Toronto
Women's Leadership
Initiative



Ornella Richichi
SmartREIT
Women's Leadership
Initiative



Riva Finkelstein
kg&a
Communications
Co-Chair



Jeanhy Shim
Housing Lab Toronto
Communications
Co-Chair



Antonio Medeiros
Dream Unlimited
Membership Co-Chair



Yvonne Yeung
City of Markham
Membership Co-Chair

Governance Committee



Anne Morash
GWL Realty Advisors
Inc.



John O'Bryan
CBRE Ltd.



Les Klein
Quadrangle



Mark Kindrachuk
Intermarket
Developments Inc.



Rob Spanier
LiveWorkLearnPlay



Nadia King
PwC LLP

Advisory Board



Andrea Calla
The Calla Group
President



David Caplan
Global Public Affairs
Vice Chairman



Jan De Silva
Toronto Region
Board of Trade
President & CEO



Jeff Davies
Davies Howe LLP
Founder



Stephen Diamond
DiamondCorp
CEO



Michael Emory
ALLIED Properties
REIT
President & CEO



William Fleissig
Waterfront Toronto
President & CEO



David Gerofsky
First Gulf Corporation
President & CEO



Ken Greenberg
Greenberg
Consultants Ltd.
Principal



Angela Iannuzziello
AECOM
VP, Canada National
Transit Market,
Sector Lead



Tim Jones
Artscape
CEO



Jennifer Keesmaat
City of Toronto
Former Chief Planner &
Executive Director



Joanna Kervin
TTC
Director, Third Party,
Planning & Property



Hillary Marshall
GTAA
VP, Stakeholder
Relations &
Communications



Mazyar Mortazavi
TAS Designbuild
President & CEO



Mark Noskiewicz
Partner
Goodmans LLP



Jane Pepino
Aird & Berlis LLP
Partner



Toni Rossi
Infrastructure Ontario
President, Real Estate
Division



Ed Sajecki
City of Mississauga
Commissioner
of Planning &
Building



Tim Simmonds
City of Vaughan
Chief Corporate
Initiatives &
Intergovernmental
Relations



Richard Sommer
University of Toronto
Dean of Architecture



John Van Nostrand
SvN
Principal



Mike Yorke
Carpenters & Allied
Workers/Local 27
President

Global Governing Trustees



Peter Ballon
Vice President
CPPIB



Gary Berman
President & CEO
Tricon Capital Group



Mark Noskiewicz
Partner
Goodmans LLP



Leslie Woo
Chief Planning Officer
Metrolinx

Annual Sponsors

Special Thank You To

Our FY17 Annual Sponsors.

Platinum Sponsors



Gold Sponsors



WLI SPONSOR



Partner Sponsors



Event Sponsors

Special Thank You To

Our FY17 Program Sponsors.

*Companies that provided support to events from July 1st, 2016 – Dec 31st, 2017

ULI Toronto Symposium

Event Sponsors

ARUP
Atrium MIC
BA Group
Davies Howe
EllisDon
Goodmans LLP
Hullmark
Kingdom of the Netherlands
Kilmer Group
Minden Gross LLP
Pinchin Ltd.
Strategy Corp



Meet The Chiefs Gala

Table Sponsors

ARUP
Atrium MIC
Baker Real Estate
BILD GTA
Bousfields
Cadillac Fairview
Carpenter's Union Local 27
Cassels Brock LLP
Castlepoint Numa
CBRE
Choice REIT
Core Architects
CPA
Dentons/ BA Group
DREAM
Gensler / Entuitive
Goodmans LLP
Hullmark
Kingsett
Metrolinx
Metropia/Minto
PwC
SmartReit
Strategy Corp
Tridel
Urban Strategies
Ware Malcom / Graham Construction
Woodbine
WZMH



Annual Trends

Lead Event Sponsors

Quadrangle
RJC

Table Sponsors

Bortolotto
Bousfields
Cadillac Fairview
Capital Development
Carpenter's Union Local 27
Cassels Brock LLP
CBRE
Choice Properties REIT
CPA
Crown Realty Partners
Davies Ward
EllisDon
Empire Communities
First Gulf
Goodmans LLP
GWL Realty
Hemson
Kasian Architecture
Ledcor
Matrix
Milborne Real Estate
Oxford Properties
PCL Constructors Canada
PGL Environmental Consultants
PwC
QuadReal Property Group*
RioCan
SmartCentres
Sorbara Group
Stantec
Stikeman Elliot
Strategy Corp
TD
Tribute Communities
Tridel
Urbanation
Urban Strategies
Woodbine
WZMH

Program Sponsors

Altus Group
Appraisal Institute of Canada Ontario
Architects Alliance
BA Group
Beanfield
BLG LLP
BLG LLP Ottawa
Bousfields
Cadillac Fairview
CallisonRTKL
Cassels Brock LLP
Counterpoint Engineering
Cushman & Wakefield
Davies Ward Phillips & Vineberg
Diamond Schmitt
Dillon
Ellis Don/Ledcor
ERA Architects
Garrison Hill Developments
GBCA
Graywood Developments
Harris Sheaffer
Hatch
Housing Labs TO
Hullmark
Janet Rosenberg & Associates
McCarthy Tétrault
Melloul-Blamey Construction Inc.
Minden Gross
MTE Consultants Inc.
PCL
Pinchin
Quadrangle
Regional Group
RioCan
SGL Planning & Design Inc.
Spring Realty
Stantec
Tate Economic Research
Terraplan
Tolias Landscaping & Plowing
Triangles
Urban Metrics
Urban Strategies
WSP Canada
Wynford Green GP Inc.

Programs

Programs



The collage consists of numerous overlapping flyers from the Urban Land Institute (ULI) Toronto chapter. Key events visible include:

- How Will You Make Your City A Better Place in 2017?**: A #CITYRESOLVE event where participants share their plans for making their city a better place in 2017. Scheduled for Monday, May 8, 2017, from 5:30pm to 7:30pm at Cassels Brook, 40 King St W, Suite 2100.
- PULSE CHECK**: An event titled "How is the market responding to the Wynne housing plan?" scheduled for Monday, June 26, 2017, from 5:30pm to 7:30pm at McMillan LLP, 181 Bay Street, Suite 4400.
- An Evening to Remember: 2016 WLI Championship Team**: A celebration of the 2016 WLI Championship Team, scheduled for Wednesday, June 22, 2016, from 5:30pm to 7:45pm.
- Fireside Chat**: A "Fireside Chat" with the Toronto Region Board of Trade, scheduled for Wednesday, March 8, 2017, from 5:30pm to 7:30pm.
- Members Tour: Behind the Scenes - Air Canada Centre**: A tour of the Air Canada Centre, scheduled for Wednesday, March 22nd, 2017.

Each flyer prominently features the ULI Toronto logo and a "REGISTER HERE" call to action. Some flyers also include photos of speakers or event highlights.



Urban Land Institute Toronto
Advancing the Greater Toronto Region

ULI CONNECT
Where the Under 35 Development Community Professionals Come Together

Urban Leadership Program
Urban Leadership Program Class of 2017

HAMILTON CONSULATE
REINFORCED STEEL
HAMILTON CONSULATE BREAKFAST BROADCAST
HOW HAMILTON AND PITTSBURGH REINVENTED THEMSELVES AS MODELS OF URBANISM

MEET THE CHIEFS GALA
April 24, 2017
ULI Toronto's 3rd Annual Regional Gala Event

ULI Toronto Symposium
April 24-25, 2017

Friday November 4, 2016
7:30am - 10:00am
New Location: The Carlu

ULI / PwC Annual Real Estate Trends Program
PwC and ULI's Emerging Trends in Real Estate is a highly-regarded and widely-read forecast report in North America. The 2017 edition will provide an in-depth review of the key trends and outlook in the Canada and US real estate markets.

Keynote Speaker
Andrew Warren
Director, Real Estate Research
PwC

Emerging Trends in Real Estate
Canada and the United States 2017

Speaker
Blake Hutcheson
President & CEO
Oxford Properties Group

7th Annual Summer Social
THURSDAY JULY 13, 2017 | 6-9PM
REGISTER HERE
It's that time of year again! Join us for ULI Toronto's 7th Annual Summer Social.
This is your chance to rub elbows with Toronto's real estate & development community on Toronto's hottest rooftop patio - Lavelle.
ULI Summer Social is the party you don't want to miss!

Admission
\$30 - ULI Member
\$40 - Non Member
*includes 1 drink & appetizer

Location
Lavelle, 627 King St W, Toronto, ON

Bar Sponsors
CUSHMAN & WAKEFIELD
HARVEY KALLES
CARANA SPONSOR

Waterfront 905: Exploring the GTA's Dynamic Development Frontier
Wednesday October 5, 2016
7:30am - 9:30am
Mississauga City Hall, 12th Floor
REGISTER HERE
With developable land supply becoming increasingly scarce across the GTA, the vibrant waterfront waterfront is poised for significant urban intensification. Join us for an exploration of how these municipalities are seeking to transform their waterfront and understand how they can best use their assets.

Moderator
Mayor Bonnie Crombie
Mayor of Mississauga

PANEL
Frank Giannone
President
Pinnacle Building Group
Chris Phillips
Senior Advisor, West Humber Neighbourhood Project
City of Toronto
Gary Penney
Director, Community Development
City of North York
Emma West
Partner
Bovis Lend Lease

Symposium 2017

ELECTRIC CITIES
Inspiring Better City Building,
Community By Community



ULI Toronto Symposium

Metro Toronto Convention Centre, Toronto, ON
April 24-25, 2017



Information and Registration
toronto.uli.org

2 Days of Symposium Programming

2017 Symposium

600 Attendees + 100 Speakers

City of Toronto Design Symposium

120 Attendees + 8 Speakers

Public Event with Elizabeth Diller

750 Attendees



Global Giants Local Heroes featured our regions leaders, showcasing projects from around the world by local companies, HATCH, Dream, IBI Group, Oxford Properties Group and moderated by the Toronto Region Board of Trade.



Richard Florida and Premier Kathleen Wynne discussed city building in the Toronto region and how the Ontario Government is investing in making cities across the region better for all Ontarians.



Mayor John Tory addressed the crowd on the future of Rail Deck Park and the importance of investment in city infrastructure.



From High-Line to Millennium Park: How Major Parks Transform the Urban Experience featured experts from Chicago, New York, Boston & Amsterdam.



Networking reception presented by the Consulate General of the Netherlands.



Over 1800 industry professionals registered for two days of programming with over 110 speakers including the Premier of Ontario & Mayors of Toronto and Mississauga.

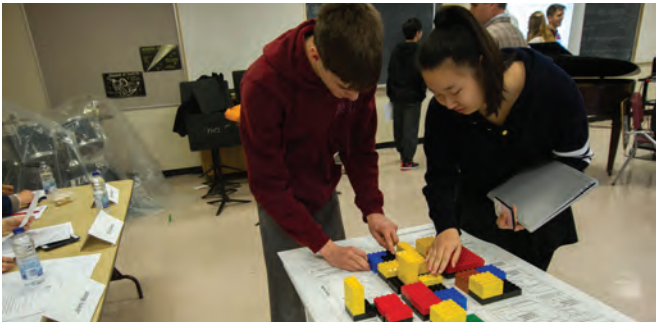
Community Impact



The mission of UrbanPlan is to generate more positive and informed dialogue about land use at the local level through the education of students – our future voters, neighbors, public officials, and land use professionals.



The Urban Leadership Program is an annual curriculum-based program lead by former Chief Planner Paul Bedford designed to immerse mid-career professionals from different disciplines in Toronto city building to create positive change in our city.



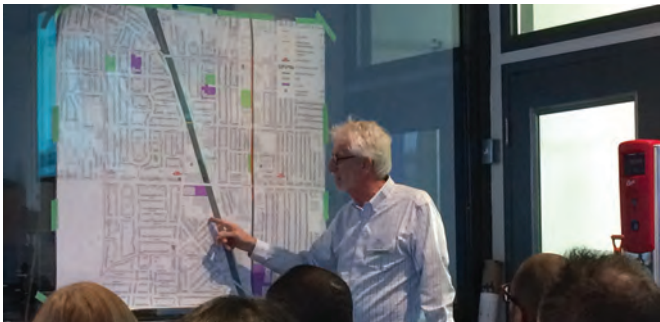
6 Schools
134 Student Participants



7 Sessions
30 Professionals



300 Hours of ULI Volunteers in Classrooms
40 Volunteers



15 Committee Members
40 Speakers

“Urban Plan successfully mirrors the complexity of large-scale development projects in a format that is sophisticated, yet approachable for high school students. By participating in Urban Plan, students are given the opportunity to practice skills of research, analysis, collaboration and advocacy while gaining valuable perspectives on what makes a city sustainable.”

Ed Ketchum, Teacher - Gr. 11 & 12 Economics, Forest Hill C.I.

“During the program I learned a lot from, and about, different discipline perspectives, not only from the speakers brought in by ULI to each session, but also from the other participants and my assigned group members. I also greatly enjoyed the networking and collaboration opportunities amongst different industries and public/private sectors.”

Michael Stevenson, Director - Planning & Approvals, TTC, 2016 Participant

Membership

Global Membership
Online directory of 40,000 members

Member Pricing For Programs

Member-Only Events

Networking Opportunities
With local peers and professionals at ULI Toronto events

Resources
Online tools, ULI library, case studies and information centre

Subscription to Urban Land Magazine
And Urban Land Online

“The strength of ULI lies in the diversity of its members and the wealth of experience they provide. They represent the full spectrum of the real estate industry in North America and all over the world.”
Ed Sajecki, Advisory Board



Above Asking: Housing Affordability with panelists David Amborski, Pamela Blais, Russell Mathew, and Markus Moos



Fireside Chat 2017 a discussion with 3 legendary Diamonds! A.J. Diamond, Dr. Sara Diamond & Stephen Diamond



Meet the Chiefs 2017 featured Maarten Hajer, Urban Futures, Utrecht University in conversation with Jennifer Keesmat, Former Chief Planner, City of Toronto



New Global Business Hubs: Toronto, London, New York. A conversation moderated by Janet Ecker with David Gerofsky, Dean Shapiro, and John Pagano



7th Annual Summer Social: ULI Toronto's not-to-be-missed event of the summer drew more than 730 attendees in 2017



Emerging Trends In Real Estate 2016 moderated by Nadia King with panelists Andrew Warren, Blake Hutcheson, George Carras, and Paul Morassutti. In 2017 the panel was joined by Eve Lewis and Michael Turner

1650+
members

36%
female members

30%
“905” area region members

42%
of members are under the age of 35

50%
Increase in programming from FY16

60%
Increase in attendees from FY16

175+
Volunteers

Outreach: Looking Ahead



February 7, 2012
WESTON 2021
ULI TECHNICAL ASSISTANCE PANEL REPORT

ULI Toronto is expanding its mission oriented community impact work (Electric Cities) by fostering stronger collaborations between all urban land use stakeholders, to exchange best practices and serve community needs and address current and future challenges.

Community Hubs

A team of multi-disciplinary professionals are working with the United Way of Greater Toronto to advance the Bridletowne Community Hub (Scarborough) to replace a former TDSB school.

Resiliency Opportunity

ULI members are working with the City's new Chief Resiliency Officer to help define and advance public policy directions through the land use lens.

Candidate Boot Camp

ULI Toronto is working with partner city building organizations to offer prospective 2018 municipal candidates knowledge on the wide range of issues that city councillors will tackle in the coming term.

Pump House Park

ULI volunteers will lead a charrette to reimagine the future of the old pump house facility above Ashbridges Bay.

Regional Impact



ULI Toronto’s 3rd annual regional event for the professional land use community celebrating the synergies between the private and public sectors.



Public Sector Engagement

ULI Toronto continues to expand its public sector audience and engagement with an emphasis on the provincial and municipal orders of government.



In FY18, ULI Toronto will present more programming directly in the City Halls and Regional Headquarters of regional municipalities.

Financials

Revenue	FY15	FY16	FY17
Registration Fees	\$124,867	\$282,737	\$301,602
Membership Dues Transfer	\$51,102	\$67,614	\$76,807
Sponsorship Revenue	\$417,666	\$495,629	\$551,058
Other	\$4,130	\$4,683	\$16,666
Grant	\$29,473	\$11,742	
Contract		\$9,987	\$142
Total Revenue	\$627,240	\$848,909	\$945,992

Expenses	FY15	FY16	FY17
Salaries and Fringe	\$196,246	\$263,404	\$336,611
Travel	\$8,677	\$20,492	\$27,591
Contracted Personal Service	\$145,179	\$167,025	\$81,452
Meetings	\$126,485	\$192,164	\$416,228
Telephone	\$8,051	\$8,244	\$5,142
Postage & Printing	\$11,864	\$28,290	\$31,662
Office Supplies	\$3,590	\$6,384	\$6,196
Rent	\$12,455	\$12,197	\$13,091
Membership Recognition & Awards	\$21,239	\$22,710	\$18,454
Miscellaneous	\$20,706	\$27,192	\$17,680
Total Expense	\$566,497	\$790,399	\$972,348

*Analysis prepared by management not subject to third party audit or review.

Follow Us



@ULIToronto
3932 Followers



@uli_toronto
961 Followers



ULI Toronto
870 Followers



@ULIToronto
831 Likes





**Urban Land
Institute**

Toronto

Advancing the Greater Toronto Region



**Urban Land
Institute**

Toronto

Advancing the Greater Toronto Region

30 St Patrick Street, 5th Floor
Toronto, ON M5T 3A3
(647) 258-0017
toronto@uli.org
toronto.uli.org