Urban Land Institute

Toronto
Advancing the Greater Toronto Region

Annual Report FY17
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
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Alexandra Rybak
Director

Erin Carroll
Associate

Lauren Rodgers
Program & Events Coordinator

Jen Sapkowski
Marketing & Communications Assistant
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,

Derek Goring

“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
2017 District Council Leadership

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

**ULI Toronto Symposium**

**Event Sponsors**
- ARUP
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- Minden Gross LLP
- Pinchin Ltd.
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**Meet The Chiefs Gala**

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- Bousfields
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- Choice REIT
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- Metropia/Minto
- PwC
- SmartReit
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**Annual Trends**

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- CBRE
- Choice Properties REIT
- CPA
- Crown Realty Partners
- Davies Ward
- EllisDon
- Empire Communities
- First Gulf
- Goodmans LLP
- GWL Realty
- Hemson
- Kasian Architecture
- Lecor
- 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
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- WZMH

**Program Sponsors**
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- Cassels Brock LLP
- Counterpoint Engineering
- Cushman & Wakefield
- Davies Ward Phillips & Vineberg
- Diamond Schmitt
- Dillon
- Ellis Don/Lecor
- ERA Architects
- Garrison Hill Developments
- GBCA
- Graywood Developments
- Harris Sheaffer
- Hatch
- Housing Labs TO
- Hullmark
- Janet Rosenberg & Associates
- McCarthy Tétrault
- Melliou-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.
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.
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.

Community Impact

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.

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.

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

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 Keesmaat, Former Chief Planner, City of Toronto.


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.
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.

Provincial Leaders’ Receptions Series

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

#### Revenue

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<th></th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
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<tbody>
<tr>
<td>Registration Fees</td>
<td>$124,867</td>
<td>$282,737</td>
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<td>Membership Dues Transfer</td>
<td>$51,102</td>
<td>$67,614</td>
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<td>Sponsorship Revenue</td>
<td>$417,666</td>
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<tr>
<td>Other</td>
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<td>Grant</td>
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<td>Contract</td>
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<td>$9,987</td>
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<td><strong>Total Revenue</strong></td>
<td><strong>$627,240</strong></td>
<td><strong>$848,909</strong></td>
<td><strong>$945,992</strong></td>
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#### Expenses

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<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
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<tr>
<td>Salaries and Fringe</td>
<td>$196,246</td>
<td>$263,404</td>
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<td>Travel</td>
<td>$8,677</td>
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<td>Contracted Personal Service</td>
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<td>Meetings</td>
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<td>Telephone</td>
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<td>Rent</td>
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<td>Membership Recognition &amp; Awards</td>
<td>$21,239</td>
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<td>Miscellaneous</td>
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<td><strong>Total Expense</strong></td>
<td><strong>$566,497</strong></td>
<td><strong>$790,399</strong></td>
<td><strong>$972,348</strong></td>
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*Analysis prepared by management not subject to third party audit or review.*