



Urban Land **Toronto**
Institute

ANNUAL REPORT FY18



Message From The Chair



Indeed, it is clear that Toronto has become a global city-building industry cluster whose impact reaches well beyond the boundaries of our region.

It is an honour to assume the role of Chair of ULI Toronto at a pivotal moment for our District Council and its evolution here in the Toronto region.

Quite fittingly, my tenure began on the occasion of the fall 2018 symposium: Toronto Urbanism, which assembled over 500 delegates for a day of in-depth exploration of issues facing our dynamic metropolis. The underlying purpose of the symposium was to take stock of the global urban region we have become, and the direction we are heading – not just as a city, but as city builders. Indeed, it is clear that Toronto has become a global city-building industry cluster whose impact reaches well beyond the boundaries of our region.

Looking ahead, my tenure will culminate with our Toronto District Council hosting the Urban Land Institute Spring Meeting in 2020 – a major international conference that will attract over 4000 industry professionals. It will be a big moment for our city, and one we intend to fully capitalize on. Leveraging this moment to tell the Toronto city-building and city-builder story to a global audience is my number one priority.

I want to acknowledge the tremendous success achieved by my immediate predecessors, of which the most recent year's highlights are featured in this FY18 Annual Report. During the tenure of Derek Goring, Past Chair, and Emma West, Past Vice Chair, associate memberships grew by 30% and full memberships by 15%. ULI Toronto tripled the number of events to over

75 from 25 just two years ago – totaling over 7500 registrations.







More importantly, FY18 saw an impressive expansion of outreach and educational impact. We hosted our second mid-career Urban Leadership Program (now the Curtner Leadership Program), which electrified the Main and Danforth community with the power of city building. We also launched UrbanPlan, the international project-based learning curriculum unit for high schools, delivering 12 hours of programming fueled by over 500 hours of ULI volunteerism to over 220 students.

In FY18, ULI Toronto also reinstated our Technical Assistance Panels (TAPs) and the professional Pro Bono service (United Way's Bridletown Community Hub), and launched what will soon become the newest ULI District Council in Ottawa. We fully leveraged the international clout of the Urban Land Institute this past year, hosting for the first time the graduate student Hines Student Competition, as well as the Young Leaders' Exchange.

On behalf of my vice chairs, Hillary Marshall and Michelle Ackerman, I hope you enjoy this report and that you will join with us in the excitement of what lies ahead. It's a great moment for the Toronto region!


LES KLEIN

Toronto Staff

 Erin Carroll Senior Associate	 Richard Joy Executive Director	 Denise Ng Events Assistant	 Lauren Rodgers Manager	 Alexandra Rybak Director	 Jen Sapkowski Marketing & Communications Coordinator
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Cover photo taken by Jeffrey Good.

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We Celebrate

ULI Toronto celebrates the achievements of our members and the Greater Toronto Horseshoe Area in order to elevate Toronto's global presence and influence around the world. We host local social and networking events to foster professional collaboration as well as friendships.

City of Toronto Chief Planner and Executive Director Gregg Lintern with former Chief Planners Jennifer Keesmaat and Paul Bedford at the 8th annual Summer Social.



“ ULI Toronto has become the meeting point for public and private sector city builders. ”

Gregg Lintern, Chief Planner and Executive Director, City of Toronto



ULI co-founders Godyne Sibay and Leslie Woo.

Fireside Chat

ULI Toronto's 10th annual Fireside Chat featured an exclusive evening with Peter Gilgan, Founder and CEO of Mattamy Homes, the largest privately-owned homebuilder in North America. Over 300 attendees joined Mary Federau, EVP & Chief Human Resources Officer at Mattamy Homes, in a moderated conversation that illuminated both Peter and Mattamy's many decades of success.



We Inspire

ULI Toronto inspires local communities and the next generation of city builders through research, mentorship programs, leadership training and educational programs.

International Panels

On October 5, 2017 ULI Toronto and EDIT (Expo for Design, Innovation, and Technology) hosted a panel discussion on the global-scale regeneration, employment-based projects in Canary Wharf in London and the Hudson Yards in New York. Panelists Dean Shapiro, John Pagano, and David Gerofsky discussed how these two catalysts for urban redevelopment provide lessons for Toronto as it embarks on its planning for a secondary commercial business district at the proposed East Harbour development.



“ I look forward to this competition every year, and to see these bright young people who come forth with outstanding ideas and projects. They are the future of the real estate industry. ”

Gerald D. Hines, Founder, Hines

For the first time in 16 years, the ULI Hines Student Competition was held outside of the U.S. The winning team from Cornell University was announced at ULI Toronto's 4th annual Meet the Chiefs dinner on April 5, 2018.



We Challenge

ULI Toronto curates opportunities for our members to be challenged and provide forums for discussions and debate around difficult city building issues and the responsible use of land.

“Although these “visions” are not real plans, they can act as an incentive and resource for the local community to create its own vision of what kind of community we want. Next step; start a conversation about what we want our priorities to be.”

Danforth Village Community Association

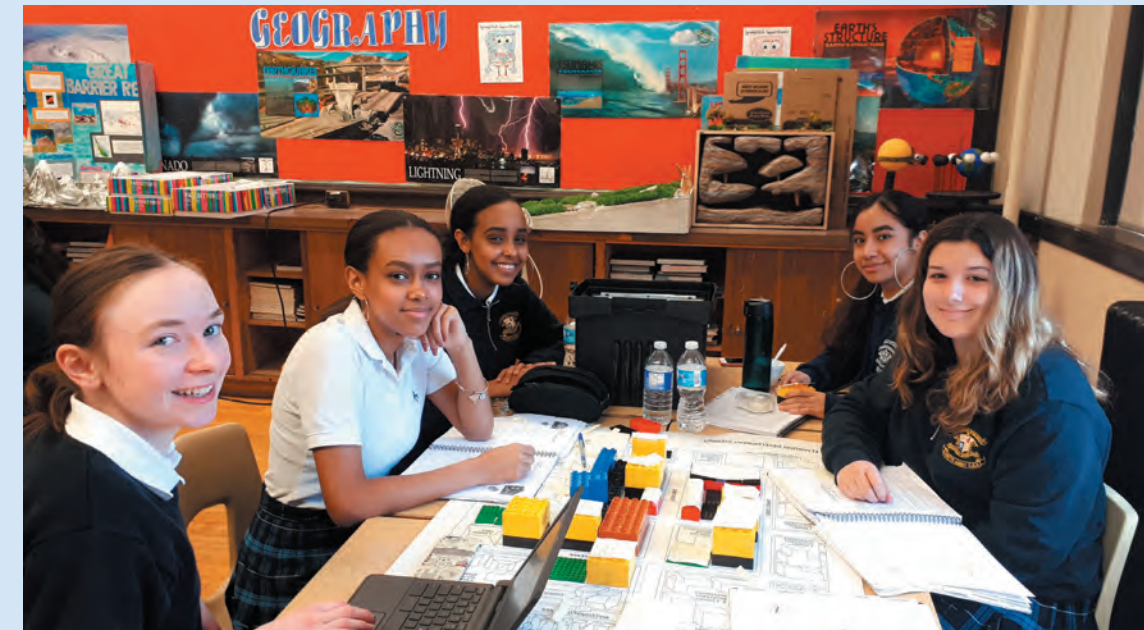
135 people from the community and local councilors attended the culmination of the eight-month long Curtner Leadership Program.



We Educate

ULI Toronto organizes and curates more than 75 events and programs annually including panels, tours, outreach programs, city exchanges, networking events and symposiums. Our programming is conceived through the lenses of mobility, technology and placemaking.

Students in the grade 9 enriched geography class at Loretto Abbey Catholic High School begin to put together their plan for a mixed use development as a part of ULI Toronto's UrbanPlan Program.



“This is a top-notch program...in my 20 years of experience, it is one of the best curriculums I have ever seen...The school is abuzz about this program. The students who are in the program are galloping along and really enjoying themselves. Even students who are not in the program have been inquiring about participating in UrbanPlan.”

Howard Cappadocia, Geography Teacher, Loretto Abbey

Technical Assistance Panels (TAPs)

The ULI Technical Assistance Panel (TAP) is a high-profile industry program that brings together the finest expertise in the real estate, planning and development fields to collaborate on complex land use and redevelopment projects. Weston TAP 2.0 was organized by ULI Toronto with the aim of exploring the evolution and potential of the Weston neighbourhood and developing a vision for its retail environment. The panel was to follow-up and build on the findings of from the original 2011 Weston TAP.

Weston TAP 2.0 included a group of 9 planning, design, community and economic development experts from ULI Toronto's membership. The 9 TAP members attended a full-day session on Saturday June 23, 2018 at Urban Arts in Weston. The session included a series of community panel discussions, a walking tour, and a working session, facilitated by Pru Robey and chaired by Paul Bedford.



The “Post-Election: The New Development Landscape” event gathered 12 panelists from across the industry to share their thoughts on how to adjust to the development and infrastructure agenda of the new provincial government to a sold out audience of 350 people.



We Connect

As one of the largest district councils and part of a global network with over 40,000 members, ULI Toronto brings together industry leaders and emerging leaders from across the region and around the world to share their experiences and insight.



The Mentorship Program fosters an exchange of professional ideas, friendship, and expertise among young professionals (mentees) and industry veterans (mentors) in order to enhance the personal and professional growth of both parties.

“The mentorship program was an extremely rewarding experience. The opportunity to contribute to the career development of a young professional in the industry is a privilege...the experience is equally valuable for me as a mentor as the excitement and energy of the mentees is always inspiring.”

Nick Macrae, Senior Portfolio Manager, Real Estate, HOOPP

ULI Toronto members spend the day with Toronto's newly appointed Chief Planner, Gregg Lintern on our 4th annual bike tour with the Chief Planner.



Our Membership

DISTRICT COUNCILS



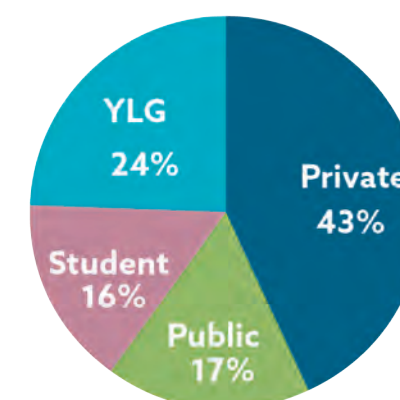
GEOGRAPHY



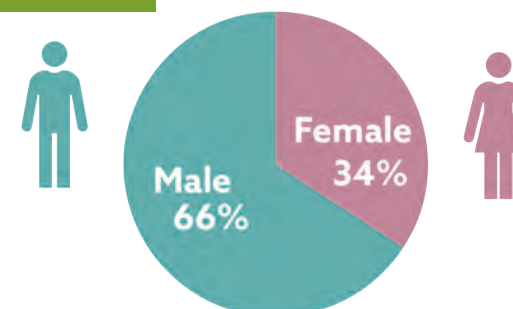
EVENTS & ATTENDEES



MEMBERS BY SECTOR & DISCIPLINE



GENDER



VOLUNTEERS



Women's Leadership Initiative

WLI Toronto is committed to increasing the number and visibility of women in leadership roles at ULI Toronto and the industry in general, by promoting the value that ULI offers for women in the industry. The Toronto District Council takes on a leadership role with WLI global by showcasing key women in planned programming.



WLI Co-Chairs celebrate this year's Championship team, a celebration of women's leadership in the Toronto region real estate and development industry.

“We're really proud of the work we have started to do. We are nowhere near done, so we often say we're proud but never satisfied.”
Toni Rossi, President, Real Estate Division, Infrastructure Ontario

The “SheWithHe” initiative is inspired by the UN's global “He for She Campaign.” She, working hand in hand with He, will shine a brighter light on the talent, knowledge and leadership that women contribute to the real estate industry and the development of sustainable communities within the Toronto region.



ULI Connect

Engaged in the next generation of real estate professionals, ULI Connect brings together emerging talent with their peers and established industry leaders through events, mentoring, and professional development courses.



ULI Toronto members go behind the scenes of the CF Toronto Eaton Centre.

“ULI is a great way to talk and network with the movers and shakers of Toronto.”
Monika Rau, ULI Connect Committee Member

ULI Toronto members mingle at the Addisons Residence in Toronto at the 8th annual Summer Social.



Pro Bono

On June 27, 2018 ULI brought together industry professionals to assist the United Way of Greater Toronto in the development of a Community Hub.

The Bridletowne Neighbourhood Centre Hub is to be located in the Finch & Warden area within the Agincourt Community. Development of the facility is being lead by the Scarborough and Rouge Hospital and the YMCA of Greater Toronto. The facility will contain a new chronic kidney disease facility to be operated by the Scarborough and Rouge Hospital, a full-sized YMCA, offering health and fitness programs, day camps and a licensed child care centre, and a space for United Way agencies that offer social services, health promotion and cultural programs.

ULI's Outreach Committee has been assisting the United Way with its piece of the project. The team has advised on issues such as zoning, planning and creating shared spaces, as well as assisted with the retention of an Advocate Architect to focus exclusively on the community-based services space. ULI will continue to serve in an advisory capacity throughout development of the facility.

Andrew Garrett, Director, Real Estate Development, Cadillac Fairview leads ULI Toronto's professional pro bono support team to help The United Way advance their next community hub in Scarborough.



“ Our goal is to assist The United Way of Greater Toronto in space making that meets their current needs as well as provide opportunities for future growth and flexibility. ”

*Queenie Wong, Associate,
Zeidler Partnership Architects*

Podcasts

SheWithHe

In 2018, WLI and SheWithHe focused on building awareness of the initiative and momentum through communication and storytelling, including the launch of a series of podcasts featuring interviews with leaders in real estate and land development in Toronto. These podcasts helped to lay the groundwork for the Agents of Change – On the Path to Gender Parity event on International Women’s Day which acted as a finale to the podcast series.

“ Our government has been very supportive of new startups, of technology and of growing that knowledge-based economy [and a lot of that] is spurring other incubators to pop up around the city, but tech is just one piece of it. ”

*Werner Dietl, EVP, CBRE
Episode 6, Electric Cities*



Anne Benedetti, Goodmans LLP, in conversation with Renée Gomes, First Gulf Corporation and Frank Lewinberg, Urban Strategies Inc.

Electric Cities

Electric Cities is a series about land development and planning across the GTA and features conversations with leaders and professionals from a wide range of disciplines. Hosted by Jeremy Warson, Director of Development Planning at Infrastructure Ontario, the podcast covers a variety of topics, such as the condo market, landscape architecture, and Pearson Airport, to name just a few.



Financials

Revenue	FY16	FY17	FY18
Registration Fees	\$282,737	\$301,602	\$241,086
Membership Dues Transfer	\$67,614	\$76,807	\$75,820
Sponsorship Revenue	\$495,629	\$551,058	\$592,255
Other	\$4,683	\$16,666	\$13,634
Grant	\$11,742		
Contract	\$9,987	\$142	
Total Revenue	\$848,909	\$945,992	\$922,795
Expenses	FY16	FY17	FY18
Salaries and Fringe	\$263,404	\$336,611	\$393,471
Travel	\$20,492	\$27,591	\$13,011
Contracted Personal Service	\$167,025	\$81,452	\$33,957
Meetings	\$192,164	\$416,228	\$247,548
Telephone	\$8,244	\$5,142	\$14,479
Postage & Printing	\$28,290	\$31,662	\$34,149
Office Supplies	\$6,384	\$6,196	\$8,378
Rent	\$12,197	\$13,091	\$16,734
Membership Recognition & Awards	\$22,710	\$18,454	\$20,990
Miscellaneous	\$69,484	\$35,917	\$2,277
Total Expense	\$790,399	\$972,348	\$784,994
Reserves	\$289,404	\$263,148	\$404,667

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





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