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 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

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.
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Triangles
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Urban Metrics
Woodbine Entertainment Group
WSP Canada
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.

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

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

“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
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

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.”

“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.”

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 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.
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

<table>
<thead>
<tr>
<th>DISTRICT COUNCILS</th>
<th>GEOGRAPHY</th>
</tr>
</thead>
<tbody>
<tr>
<td>1933 Los Angeles</td>
<td>1413 Chicago</td>
</tr>
<tr>
<td>1748 New York</td>
<td>663 Regional Members</td>
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<tr>
<td>2371 Toronto</td>
<td>1085 Toronto Members</td>
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<tr>
<td>2288 San Francisco</td>
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EVENTS & ATTENDEES

<table>
<thead>
<tr>
<th>Year</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
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<tbody>
<tr>
<td>Attendees</td>
<td>26 events</td>
<td>52 events</td>
<td>75 events</td>
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<tr>
<td>2016</td>
<td>4,086</td>
<td>4,086</td>
<td>4,086</td>
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<tr>
<td>2017</td>
<td>6,898</td>
<td>6,898</td>
<td>6,898</td>
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<tr>
<td>2018</td>
<td>7,637</td>
<td>7,637</td>
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MEMBERS BY SECTOR & DISCIPLINE

- YLG: 24%
- Private: 43%
- Public: 17%
- Student: 16%

GENDER

- Male: 66%
- Female: 34%

VOLUNTEERS

- FY16: 140+ Volunteers
- FY17: 175+ Volunteers
- FY18: 275+ 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.

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.

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

ULI is a great way to talk and network with the movers and shakers of Toronto.

Monika Rau, ULI Connect Committee Member

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.
**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.

"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

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.

---

**Podcasts**

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

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.

**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.

Richard Witt, Toby Lennox, Andrew Miller, Eileen Waechter, Mimi Ng, Emma West, Alissa North, Werner Dietl

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"
## Financials

### Revenue

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<th></th>
<th>FY16</th>
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<tr>
<td>Registration Fees</td>
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<td>Sponsorship Revenue</td>
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<td>Other</td>
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<td>Grant</td>
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<td>Contract</td>
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<td><strong>Total</strong></td>
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<td><strong>$945,992</strong></td>
<td><strong>$922,795</strong></td>
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### Expenses

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<th>FY17</th>
<th>FY18</th>
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<tbody>
<tr>
<td>Salaries and Fringe</td>
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<td>$336,611</td>
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<td>Postage &amp; Printing</td>
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<tr>
<td>Office Supplies</td>
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<tr>
<td>Rent</td>
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<td>Membership Recognition &amp; Awards</td>
<td>$22,710</td>
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<tr>
<td>Miscellaneous</td>
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<td>$35,917</td>
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<td><strong>Total</strong></td>
<td><strong>$790,399</strong></td>
<td><strong>$972,348</strong></td>
<td><strong>$784,994</strong></td>
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|                     |             |            |            |
| **Reserves**        | **$289,404** | **$263,148** | **$404,667** |

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