



2017  
Annual Report  
Economic Development



## Message from the Mayor

In 2017, we celebrated the Town's 160<sup>th</sup> anniversary, launched a dedicated mobile app for residents, and unveiled a new corporate brand. Developing our new brand was about more than a new logo. It was an opportunity to connect residents and unite our community around a shared vision for Milton's future.

Over the last year, Milton continued to experience strong growth in our local knowledge-based job market. We also attracted several high-profile investments and continued efforts to build a diverse range of housing options to support Milton's young and growing workforce.

We know our abundance of highly-skilled, highly-educated local talent and central location on Ontario's Innovation Corridor make us an ideal location for

business investment and growth. As the Town begins long-term planning for 2031 and beyond, Milton is dedicated to continuing to use a balanced approach to growth and seeking new opportunities to bring higher education, knowledge-based employment and partnerships for innovation to this community.

I look forward to continuing to work in partnership with our business community to ensure Milton continues to be a place of possibility.

  
G.A. Krantz,  
Mayor



## This is Milton

Young, diverse, highly-educated



**35.3**  
Median Years of Age  
Youngest in  
Ontario



**73%**  
Post-Secondary Education  
5<sup>th</sup> Most Educated  
Workforce in Ontario



Estimated Population Growth



## A Knowledge-Based Economy

Growth in Knowledge-Based Employment 2011 – 2016\*

Management Occupations	↑ 14%
Business, Finance and Administrative Occupations	↑ 14%
Education, Law, Social, Community and Government Service Occupations	↑ 21%
Art, Culture, Recreation and Sport Occupations	↑ 25%
Natural and Applied Sciences Occupations	↑ 27%
Health Occupations	↑ 32%

**62%** of Milton's labour force works in knowledge-based jobs\* **vs.** **55%** of Ontario's labour force works in knowledge-based jobs\*

\*2016 Statistics Canada census data

## Business in Milton 2017 Investments

Milton has continued to support the development of employment land that fuels job growth for residents and contributes to the non-residential tax base. By providing exceptional customer service to our community partners, the Economic Development team helped to facilitate several high-profile investments in 2017.

### Woodbine at Mohawk Park

Woodbine Entertainment made a \$10-million commitment to harness racing, with the goal of building Mohawk into the number one racetrack in North America.

The newly announced partnership between OLG, Great Canadian Gaming and the proposed redevelopment of Mohawk Park is a tremendous opportunity for our community.

## A Growing Community

Milton continues to progress as a community with a range of housing options, offering greater opportunity for a balanced lifestyle. Currently, there are over 710 condominium units under construction in Milton, representing 34% of all condo development activity in Halton Region. This is a positive indicator of the increasing demand for higher density housing options that are crucial to attracting younger, skilled talent to the community. In addition, 1709 units are planned to break ground over the next year.

### Under Construction

<b>Art on Main</b> 1050 Main Street East Units: 200 Completion: 2020	<b>6Ten Condos</b> 610 Derry Road Units: 170 Completion: 2019
<b>Stax on Main</b> 1200 - 1206 Main Street East Units: 128 Completion: 2019	<b>Mattamy Condos</b> 1105 Leger Way Units: 213 Completion: 2019

## New & Expanding Businesses

### Alfacon Systems

- 69,000 square foot industrial/office building
- Engineering and design of material handling equipment

### ELM Developments

- 49,000 square foot office building
- Building expansion of commercial space

### Lowe's

- 410,000 square foot industrial building
- Warehousing and distribution for retail stores

### Miniso Canada

- 159,000 square foot industrial building
- Distribution facility to support company's Canadian growth

### Modatek Systems

- 50,300 square foot industrial building
- Building expansion of manufacturing facility

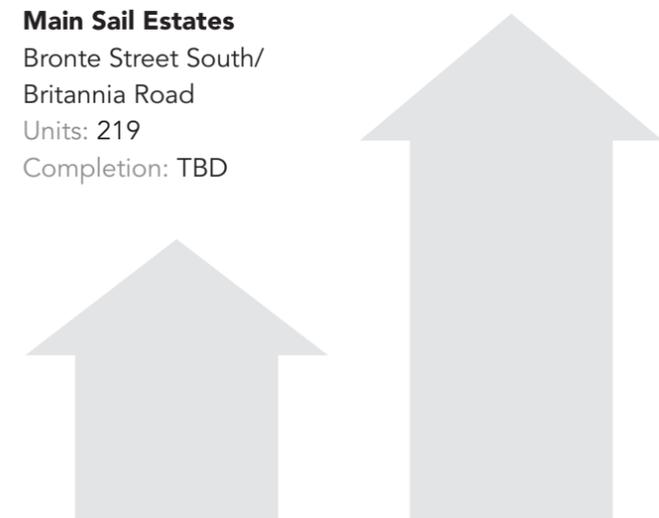
### Volvo Group Canada

- 181,440 square foot industrial building
- Logistics and distribution of automotive parts

## Proposed Construction

<b>Briarwood Milton Towers</b> 6791 Regional Road 25 Units: 688 Completion: 2021	<b>Hodero Holdings Ltd.</b> 130 Thompson Road Units: 802 Completion: 2021
---	--

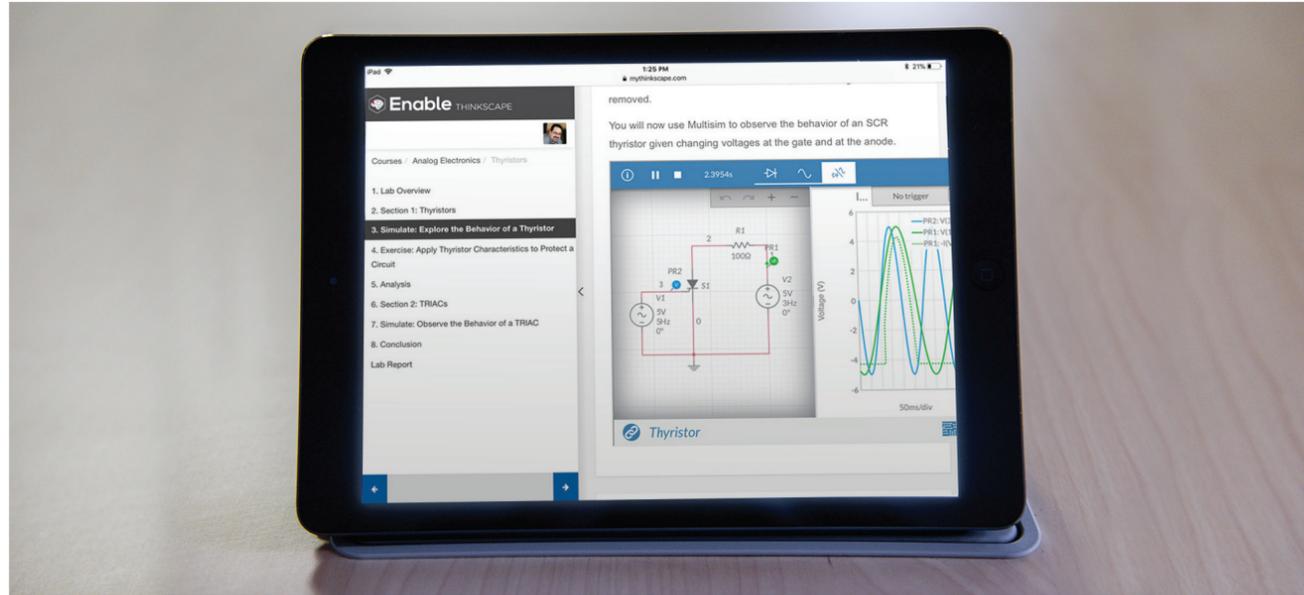
**Main Sail Estates**  
Bronte Street South/  
Britannia Road  
Units: 219  
Completion: TBD



## Business Spotlight

Milton boasts a number of world-class, innovative companies that benefit from the town's prime location at the centre of the Toronto-Waterloo Innovation

Corridor and easy access to a large, highly-skilled workforce. Two companies that experienced exceptional successes in 2017 are featured below.



### Enable Education

#### Company Profile

Enable Education provides complete online training solutions for learners of all ages, in a wide variety of subject areas. By creating unique and innovative resources for cutting-edge STEM education, manufacturers, forward-thinking academic institutions, and international leaders in industry, the company has quickly grown to a staff of 25 people.

#### Developing Cutting-Edge Technology & Leveraging Milton's Culture of Innovation

Enable Education has partnered with Milton's CWB Group to revolutionize education and training in the welding industry. As a private sector non-profit organization, CWB Group provides welder certification, management systems registration and training services. The partnership between Enable Education and CWB Group has resulted in the companies working together to build an augmented reality (AR) component for their class-leading Acorn online learning experience. The AR experience allows welders and welding students to explore high fidelity welds on their devices, and to experience good quality welds, without having to ship carefully-made metal samples across Canada.

#### 2017 Highlights

- Named *Medium Business of the Year* by the Milton Chamber of Commerce.
- Kicked off a number of new and exciting projects for local and international clients, including FIRST Robotics, National Instruments and LEGO® Education North America.
- Published 3 new apps and 1 award-winning new book that teaches critical thinking skills to children through interactive play (*Wiseland, Get Wise, Zoom In, Zoom Out*).
- Continued with plans for a new head office located at Country Heritage Park in Milton.

*"We're incredibly excited to be part of the growing GTA tech corridor, and Milton couldn't be a more ideal location. In Milton, we have a community that supports innovation, local clients who provide us with amazing opportunities for collaboration, and the chance to be part of the Milton Education Village. With the help of a dedicated Economic Development team, Milton is a natural choice to grow our business."*

*Ben Zimmer, President and Co-founder*



### C.F. Crozier & Associates Inc.

#### Company profile

Crozier & Associates is an innovative consulting engineering firm specializing in land development, water resources, transportation, building science, structural, mechanical, and electrical engineering. With offices in Milton, Toronto, Collingwood, and Bradford, Crozier & Associates works with the private sector across Ontario on land development projects.

#### Creating Room to Grow & Attracting Highly-Skilled Local Talent

Crozier & Associates marked a year of exceptional growth in 2017, capped off with the grand opening of the company's Milton office expansion in Q4. The newly completed expansion is now home to the company's building science, structural, mechanical and electrical teams, as well as 22 new full-time staff members hired in 2017. The Milton office, strategically-located in the centre of Canada's economic engine, has been key to allowing Crozier & Associates to attract talent in high-demand engineering fields and supporting their capacity to serve clients throughout the Greater Golden Horseshoe.

#### 2017 Highlights

- Won the *University of Guelph School of Engineering's Award of Excellence*.
- Chris Crozier was named *McMaster University Engineering Top 150 Alumni*.
- The company continued to support local engineering students through the *Crozier Way Scholarship*. Awarded annually, the scholarship recognizes engineering co-op students that exemplify a commitment to professional development and workplace performance, with a genuine respect for client, community and colleague relationships.

*"Milton's unique business environment has provided us with great opportunities to expand our services and portfolio."*

*Christopher Crozier, Principal*

## Development Activity

### 2017 Non-Residential Development Statistics



Source: Town of Milton, Economic Development

**350,406 Square Feet**  
New industrial, commercial and institutional development

**\$108,899,369.00**  
New industrial, commercial and institutional construction value

### Diversified Tax Base Supporting Town Revenue



Ratio of non-residential assessment over the past 4 years

23% 2014   23% 2015   23% 2016   23% 2017

### Milton Industrial Market

Inventory (square feet)	21,524,012
Total Available Area (square feet)	1,938,783
Availability Rate (%)	9.0
Average Net Rental Rate (\$ per square foot)	7.26
TMI (\$ per square foot)	3.10
2017 Net Absorption (square feet)	458,231
Under Construction (square feet)	166,414

Sources: Avison Young, Fourth Quarter 2017 Greater Toronto Area, CBRE Marketview Q4 2017 Toronto Industrial

### Milton ranks #1 for employment growth in Halton Region

Milton employment growth increased 14% (between 2011 - 2016)



### Derry Green Business Park

Derry Green Business Park is officially open for business.

This site will accommodate a mix of businesses including innovative logistics, manufacturing, and warehouses, while providing much needed opportunities for smaller, flexible office units.

Development applications are already underway for several sites and the Town anticipates the first building permits to be issued by the end of 2018.

### Trafalgar Corridor

The Trafalgar Corridor is one of the last greenfield development opportunities in the GTA along a major highway. Planning work for this area is underway.

The corridor is planned to accommodate 32,000 people and 6,000 knowledge-based jobs.

A unique economic development opportunity exists in this area where the Town envisions mixed uses, integrated intensified neighbourhoods and higher-order regional transit.

### Milton's Downtown

As a major landowner in Milton's downtown core, we have a unique opportunity to enhance and preserve it as a destination and community hub for business, retail, entertainment and event opportunities.

Last year, several zoning amendments were made to enhance opportunities along Milton's Main Street. These additional permitted land uses in the downtown core ensure a balanced approach to growth that serves and attracts people to this area consistently throughout the day and night.



### Top Employers

Company Name	# of Employees	Company Name	# of Employees
Gordon Food Service	906	Adient (former Johnson Control)	222
Karmax Heavy Stamping	905	AFIMAC Global	194
Monaghan Mushrooms Ltd.	398	Eaton Industries (Canada) Ltd.	181
Manheim Auto Auctions Company	350	RockTenn	170
Chudleigh's Ltd.	291		

Source: 2017 Employment Survey, Halton Region Economic Development

# Milton Education Village

The Milton Education Village (MEV) is Milton's vision for a comprehensively-planned complete urban neighbourhood, integrating post-secondary education, residential, commercial, employment and recreational uses into a 400 acre site. The future development lands, known as the MEV, are located south of Derry Road, west of Tremaine Road and north of Britannia Road, adjacent to the Niagara Escarpment.



Planning for the Milton Education Village is proceeding at an accelerated pace. Community and stakeholder engagement, as well as interactive workshops are underway to gather input from residents about their vision for the Milton Education Village lands. Planning staff are completing work on a secondary plan and technical studies for this site.



Laurier's initial student intake is anticipated to take place at the MEV Innovation Centre in 2019 with the first building on the Milton Education Village lands planned for 2021 or 2022.

Photos: Concept Images Only

# Milton Education Village Innovation Centre

**The Milton Education Village (MEV) Innovation Centre is a regional hub for collaboration, dedicated to developing an ecosystem for innovation by providing a dynamic office environment, networking opportunities, access to business resources and services, as well as entrepreneurial programs and training.**

Opportunities for learning are at the heart of the Centre, thanks to a strong partnership with Wilfrid Laurier University.

One of the strategic goals for the Centre in 2017 was to facilitate the use of Internet of Things (IoT) and Artificial Intelligence (AI) technologies within key sectors that will foster future economic growth in Milton. To achieve this goal, we created a strategic model to support the development of local companies and identify opportunities to expand on industry partnerships operating in these emerging sectors.

The MEV Innovation Centre welcomed 30 new co-working companies in 2017, in addition to the

20 companies in residence that operate in a variety of knowledge-based sectors.

- Digital Media & ICT
- Advanced Manufacturing
- Advanced Healthcare Technology
- Financial Technology
- Robotics Programming
- Education Technology

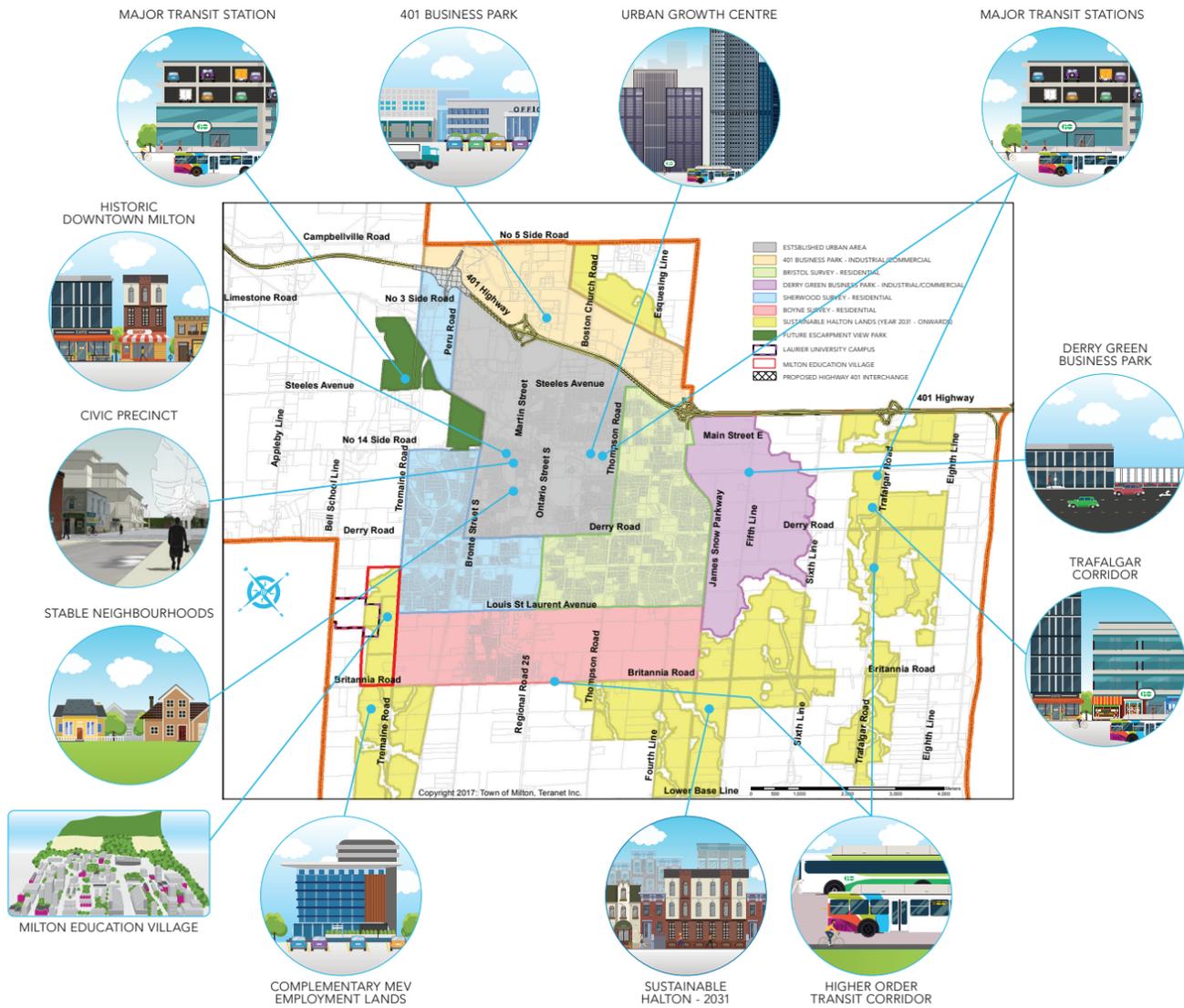
Through programming and services offered at the MEV Innovation Centre, 40% of companies collaborated on a project with someone they met through the Centre.

## MEV Innovation Centre Fast Facts:

- 20% Increased membership
- Operating at 100% capacity for office space (since Q3 of 2015)
- Added 75 knowledge-based jobs to the local economy in 2017
- Welcomed 30 new co-workers
- Held 40 events, programs and workshops for entrepreneurs with over 1500 participants



# Building Possibility: Future Urban Structure



## Strategic Partnerships

Milton's Economic Development team is committed to supporting business growth and a culture of innovation by facilitating strategic initiatives with partner organizations. In 2017, Milton invested in a number of strategic partnerships.

### Internet of Things Business Innovation Series

In April, we worked with industry partners and stakeholders including Wilfrid Laurier University, Microsoft, HP and Intel to host an IoT Business Innovation Series event, that attracted over 40 attendees. As part of our strategy to support growth in IoT sectors in Milton, the event was an opportunity for collaborative discussion on case study problems, IoT based solutions and customer outcomes.

### Predictive Maintenance for Manufacturing Organizations Seminar

In December, we hosted a seminar on Predictive Maintenance for Manufacturing Organizations, which attracted over 30 participants. The seminar focused on discussions and case studies highlighting the many ways that IoT data and advanced analytics can help manufacturing organizations to better predict maintenance costs and develop realtime operational views.

### Food & Beverage Workshop Series

In 2017, the MEV Innovation Centre hosted the first of a series of events focused on trends and issues in the food and beverage (F&B) sector.

The invite-only event was attended by over 40 stakeholders and covered topics such as government funding, IoT in manufacturing, NAFTA and the state of F&B in Halton Region. Part two of our F&B series is planned for 2018. This workshop will focus on the changing needs of local companies and their specific challenges.

### Milton Economic Development Advisory Committee

The Milton Economic Development Advisory Committee (MEDAC) was established nearly twenty years ago by Milton Council in order to gain strategic advice from the business community on economic development issues in Milton. MEDAC continues its vital role in supporting economic development in 2017 through the advocacy of the 22 members from a broad spectrum of industries, providing experience, knowledge and guidance related to the Milton and GTA markets.

### Haltech FUTURES Tech Innovation Summit & Awards

In June, we partnered with Haltech on the second annual Futures Tech Innovation Summit and Awards. The summit was designed to connect and showcase new ideas and technologies being developed and put to work in Halton Region. Our ecosystem of innovation was recognized through two Milton-based award-winning companies Enable Education and Advanced Test & Automation.

## Communications & Marketing Initiatives

In 2017, our team developed a series of fresh creative assets and newly-branded marketing materials to reflect Milton's young, vibrant, and diverse population.

Our latest advertising campaigns and materials showcase exceptional business owners, entrepreneurs and local talent living, working and

thriving in Milton. In 2018, the team will continue to look for opportunities to highlight more local success stories and invest in prominent advertorial features with leading business, industry and lifestyle publications that help us share Milton's story more broadly.



# Brand Story

Nobody can deny that there is something special happening in Milton...

New projects and new people bring exciting opportunities for residents, visitors and businesses in Milton. Whatever ideas Miltonians and outsiders had about Milton ten years ago, no longer apply.

With a university, an innovation centre, new parks, arts and athletic facilities comes new sets of words and associations. Active, innovative, refreshing, growing, diverse - these are words that inspired Milton's new brand.

In 2000, Milton set out on a path of growth unlike any other municipality in Canada. The vision for Milton's future is no less bold.

Introducing Milton's new brand - vibrant, natural, forward-looking...

A Place of Possibility.



**MILTON**  
Economic Development

150 Mary Street, Milton, Ontario Canada L9T 6Z5

☎ 905-878-7252 x2107

✉ [economicdevelopment@milton.ca](mailto:economicdevelopment@milton.ca)

[www.MiltonEconomicDevelopment.ca](http://www.MiltonEconomicDevelopment.ca)