

“Profiling Our Business Parks”: A New Customer Service Initiative

Presentation: October 18th , 2011

Purpose

- To inform the Economic Development Committee about our new Customer Service Initiative targeting our realtors, developers, landlords and businesses
- To demonstrate contents of service by focusing on Commerce Valley Business Park
- To receive comments and input for consideration in developing and maintaining service

Introduction

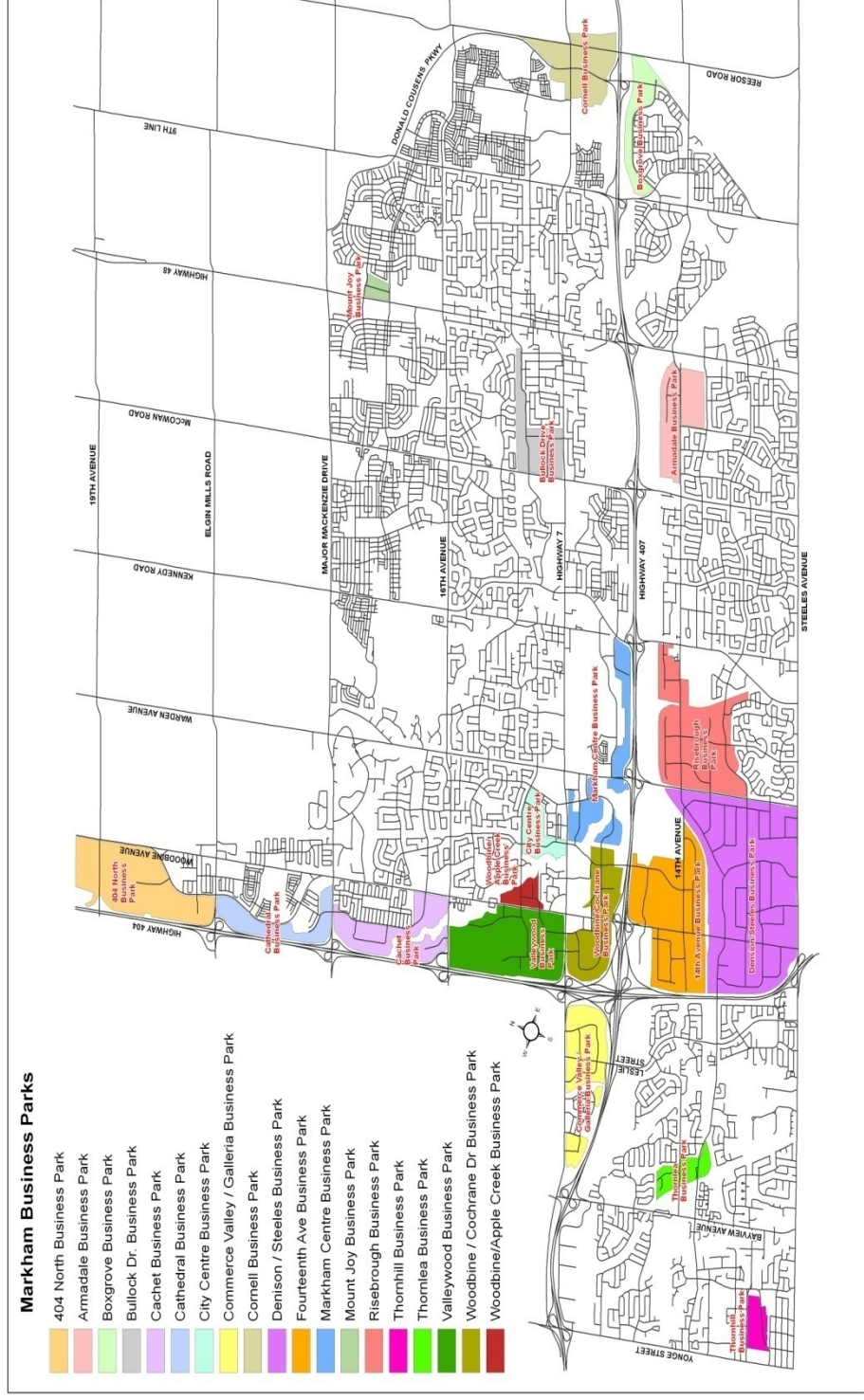
Status Update: Work underway to profile properties and businesses in Markham's Employment Parks.

Scope of Project: establish & maintain a database of 19 business parks in Markham with specific reference to: buildings, lands (occupied & vacant), employment sectors and market appeal.

Benefits of project:

- Resource to respond to client and corporate inquiries
- Supports Markham 2020 Economic Strategy
- Supports Employment Areas Intensification

Business Parks in Markham



Methodology

The information provided is obtained through:

- Mapping the business parks
- Field work and site visits
- Review of internal databases (eg. Amanda, Onpoint, planning GIS, building resources, York Region Employment Database)
- Consultation with landlords, realtors and Town planning staff

Project Implementation

- Developed & refined framework and approach
- Pilot project – Commerce Valley Business Park
- Completed 7 business parks to date:
 - Commerce Valley and Galleria
 - Armadale
 - Mount Joy
 - Valleywood
 - Fourteenth Ave
 - Risebrough
 - Thornhill

Commerce Valley Business Park

Commerce Valley / Galleria Business Park (229.122 ac.)





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Towards a Sustainable Community



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Business Land & Building Composition of Commerce Valley

Table 1. Business Land Composition

Land Type	Acres	Hectares	% of Total
Prestige Office & Industrial	123 acres	50 hectares	60%
Vacant	83 acres	33 hectares	40%
Total	206 acres	83 hectares	100%

Table 2. Business Building Composition

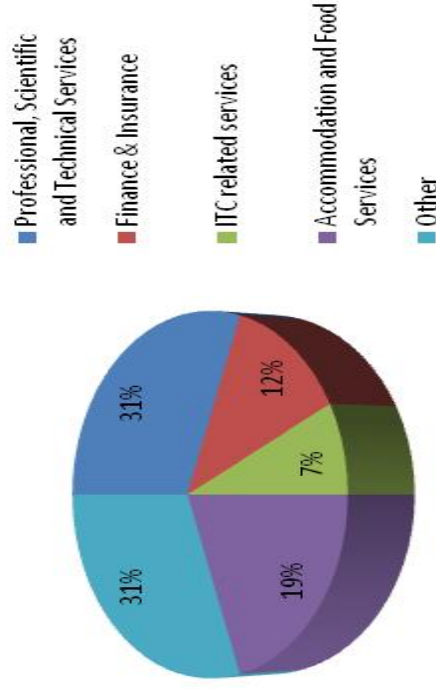
Building Type	Square Feet	Square Meters	% of Total
Office	2,741,157	254,662	77%
Industrial/Warehousing	348,123	32,342	10 %
Retail	45,651	4,241	1 %
Service	413,914	38,454	12%
Total	3,548,845	329,699	100%

Table 2. Vacant Building

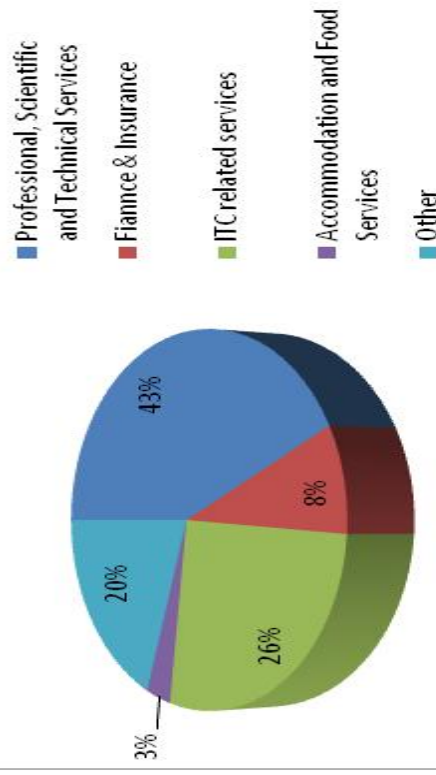
Vacant Class A Buildings	Size
80 Commerce Valley East	19,601 sq.ft.

Employment Profile of Commerce Valley

% of Businesses for each industry
sector



% of Employees for each business
category



Leading Employers in Commerce Valley

Business	Employment #	% of Jobs
AMD	1,689	18%
TD Waterhouse.Inc.	1,628	18%
CGI	1,326	15%
Allstate Insurance	662	7%
MMM Group	650	7%
CAA Canada	612	7%
AECOM	240	3%
URS Canada	150	2%
Lexis Nexis Canada	150	2%
Nike Canada	121	1%
Others	7,228	80%
Total in Commerce Valley	9,043	100%

Vacant Buildings
Vacant Land



Next Steps

- Offer landlords and realtors opportunity to post vacancies and promotional materials
- Complete analysis for all employment parks
- Post the reports of the completed business parks on Economic Development website