

YOUR REGION FOR BUSINESS

Prepared for

**Regional Municipality
of York**

May 5, 2022

#13863333



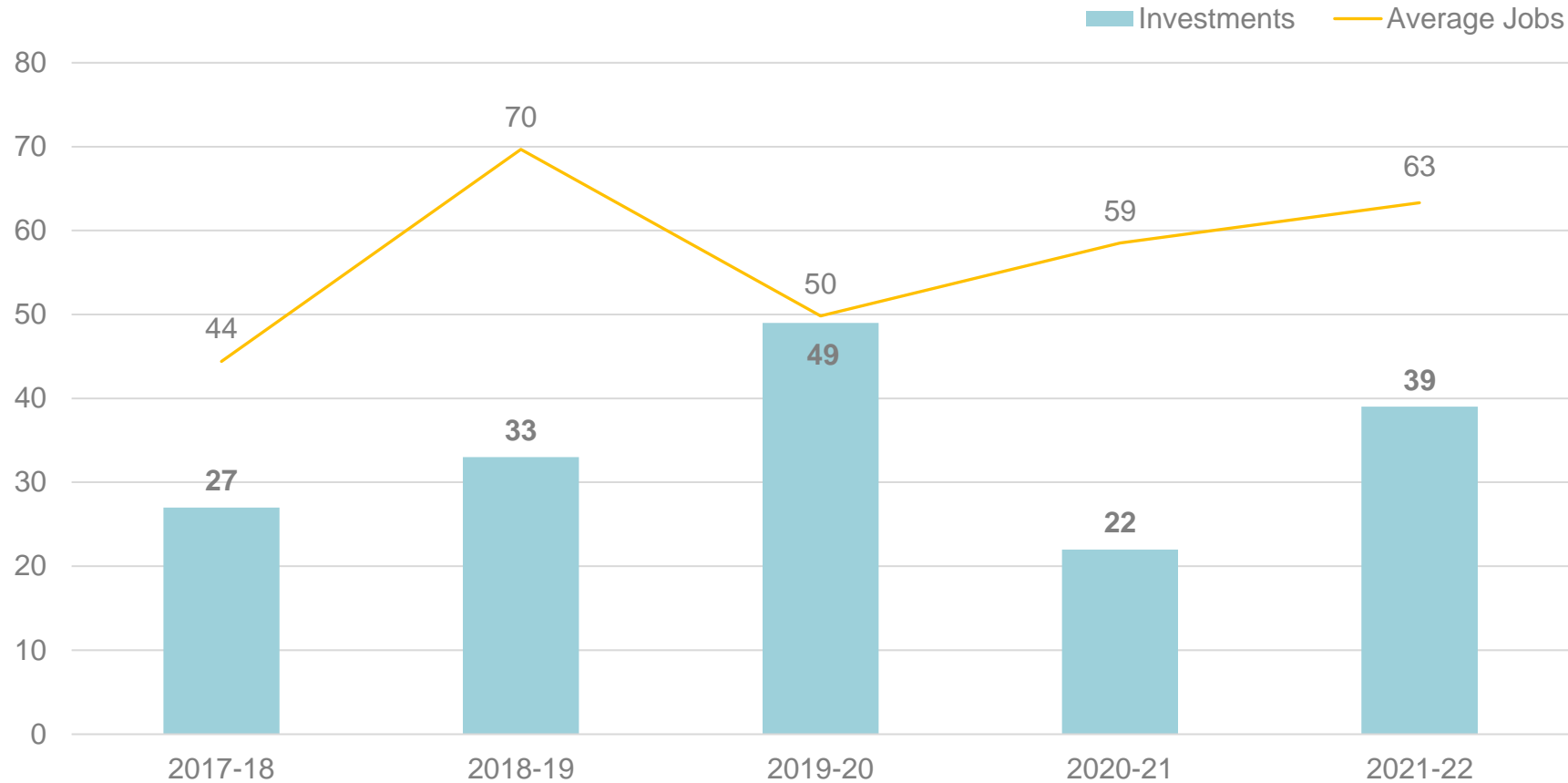
Toronto Global is a not-for-profit, government-funded investment attraction agency that supports the expansion of global businesses to the Toronto Region.



2021-22 RESULTS

	TARGET RANGE	2021-22 RESULTS	YoY CHANGE
Investments Won	25 – 30	39	+77%
Jobs Created	1,000 – 1,200	2,469	+92%
CAPEX (\$ Millions)	150 – 190	639	+120%
Jobs per Investment	-	63	+8%
CAPEX per Investment	-	16	+24%
Investments in 905	-	9	+50%
Remote Wins	-	3	-

INCREASING IMPACT



170

TOTAL GREENFIELD
INVESTMENTS WON

9,695

TOTAL NEW
JOBS CREATED

\$1.9B

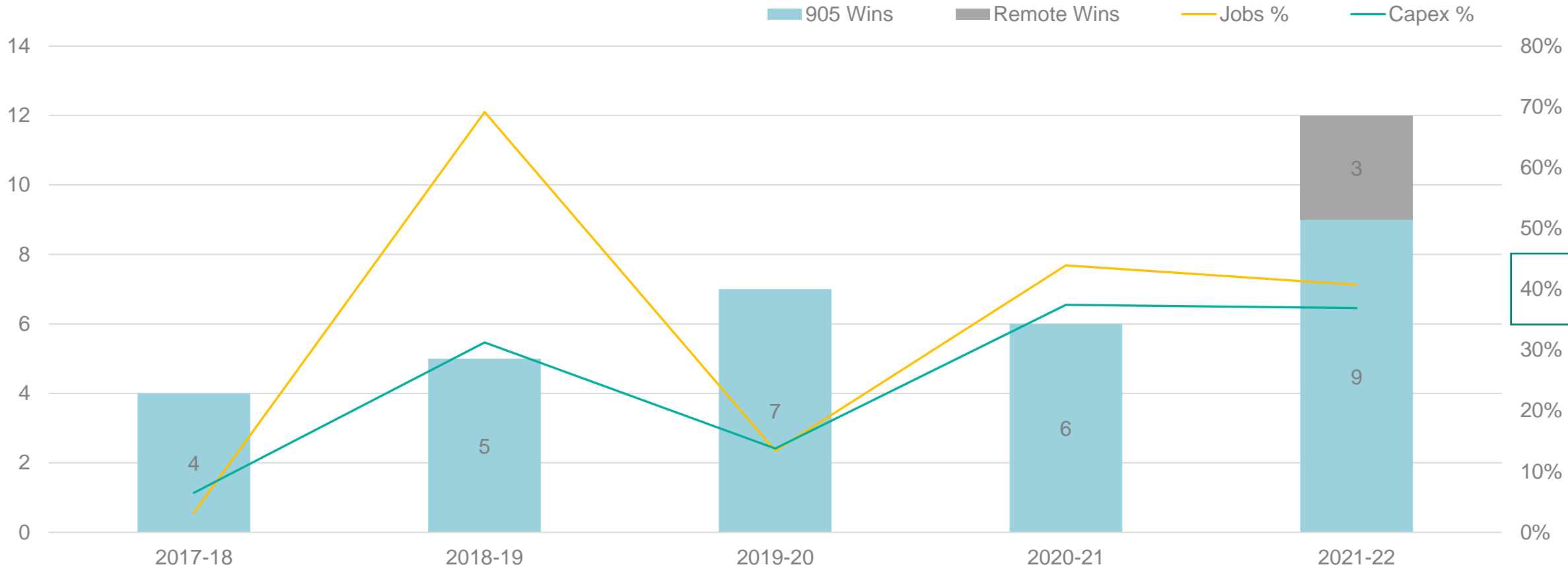
TOTAL CAPEX
INVESTED

\$449M

ESTIMATED TAX IMPACT*

* Includes Remote Working Investments. Tax Impact estimate to be confirmed by StatsCan

REGIONAL INVESTMENT



SHOWCASING YORK REGION


AsteraLabs

PURPOSE-BUILT
CONNECTIVITY SOLUTIONS
FOR INTELLIGENT
SYSTEMS

asteralabs.com


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asteralabs.com

- + In 2021 we launched a campaign showcasing York Region's hardware advantage
- + Outreach to over 800+ hardware and chip technology companies whose business, research and talent needs align directly with the hardware assets of York Region
- + Accompanied by an awareness and digital media display ad campaign that promoted the message across Google Display and multiple social media platforms


TORONTO
GLOBAL

2021-22 INVESTMENTS



Astera Labs

Operator of a fabless semiconductor company intended to address performance bottlenecks in data-centric systems.

50 Jobs

\$28 Million CAPEX

\$2.7 Million Tax Impact

Location: Markham



Electronics Engineering Firm

To be announced engineering firm specializing in the design and development of electronics, electro-mechanics, and software.

63 Jobs

\$13 Million CAPEX

\$4.4 Million Tax Impact

Location: Markham



Rallyware

Provider of a mobile and web-based social experience platform designed to improve employee participation and productivity.

22 Jobs

\$7 Million CAPEX

\$2.1 Million Tax Impact

Location: Richmond Hill

REFRESHED GOVERNANCE & FUNDING MODEL

Key Proposed Elements

- + Preserves and builds upon the value of our **regional approach** to create a significant win-win for all involved and best position ourselves to win highly competitive and value-added international investment
- + A new **private + public sector Board of Directors** that incorporates best-practices to include funding partner representation, streamline decision-making and enhance focus on strategic planning, results and accountability
- + **Significantly reduced, \$50,000 flat-fee financial contribution** option for municipalities that offsets COVID-19 financial challenges and is a fairer reflection of inbound investment results
- + Provides a **clearly defined set of services and benefits** that are designed to enhance collaboration and increase results for all municipalities, including the introduction of a **905 regional coordinator position** (with secondment potential)



PROPOSED SERVICES

Regional Knowledge & Collaboration	<ul style="list-style-type: none">+ Board of Directors Representation+ Joint (EDO) Advisory Committee<ul style="list-style-type: none">+ Annual Business Planning Workshop – to identify joint marketing, research and lead gen initiatives+ Annual presentation to the Board of Directors+ Regional Coordinator position
Marketing	<ul style="list-style-type: none">+ Joint (collaborative) regional marketing initiative(s) per year+ Continued ongoing marketing activities
Lead Generation & Client Servicing	<ul style="list-style-type: none">+ One collective international mission together with all Municipal Members each year+ Individual Member-focused lead generation initiatives+ End-to-end servicing of qualified investment opportunities sourced by the Organization+ Proposal development and other reasonable supporting services for Municipal Member sourced investment opportunities as requested by Municipal Members+ Maintain and annually update a service provider list
Research	<ul style="list-style-type: none">+ Joint collaborative regional research initiative(s) per year+ Continued development, maintenance and management of research tools and+ Continued development and maintenance of a content library system housing regional value proposition material
Supply Chain Support	<ul style="list-style-type: none">+ SCORE Program services