

Durham Region, Ontario, Canada

Focus
Your
Vision



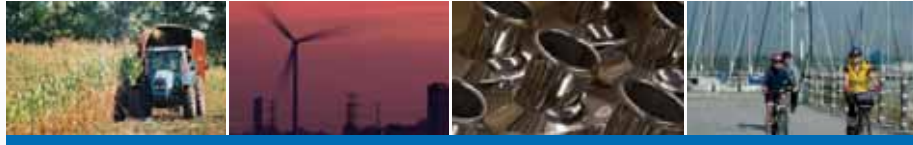
DURHAM
region
an emerging power



Durham
Good Natured, Good Times.

Focus Your Vision

Focus your vision on Durham Region. Our land, location, people, support systems and balanced living make Durham the clear choice for investment. Talented labour is readily available in Durham Region for employment. Strategic location and established industry networks support a growing vision.



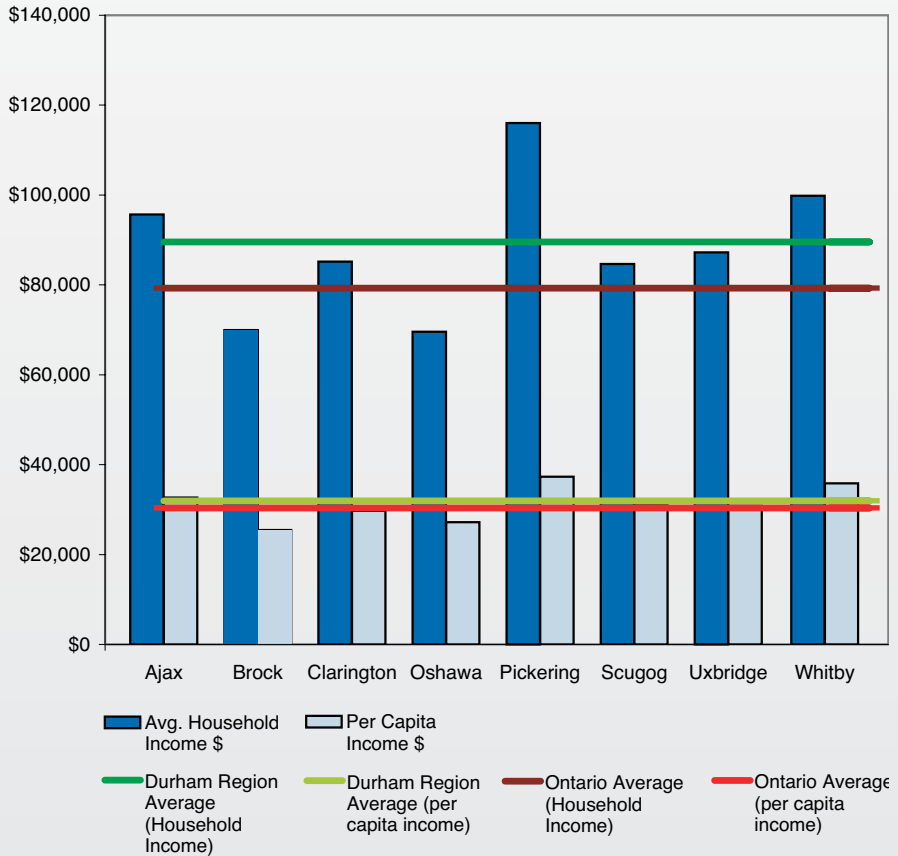
Key sectors—agri-business, energy, tech-based manufacturing and tourism—are supported by educational institutions such as the University of Ontario Institute of Technology (UOIT) and Durham College and a variety of economic development partners at municipal, Regional, provincial and federal levels.

So far, 2008 has had its share of news stories on everything from economy to rising commodity prices. With the high Canadian dollar, members in all parts of the economy are facing new challenges to stay competitive in today's marketplace. However, there is an emerging culture of innovation developing across the region, one that will challenge the direction and success of our businesses in years to come.

What We Earn—Household Income

Estimates for 2007 show the average household income in Durham Region to be \$89,570, which is higher than the Ontario average of \$79,277. Further, estimates for 2007 indicate that Durham Region's average income per capita was \$31,960, while the Ontario per capita average was \$30,366.

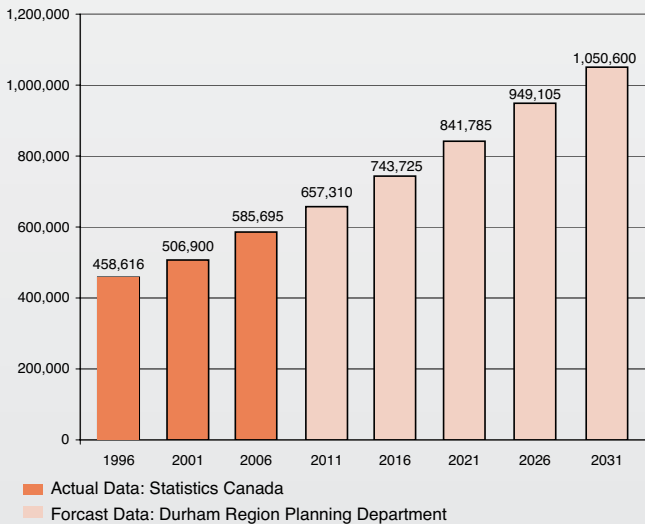
Source: FP Markets Canadian Demographics, 2007



Here We Grow Again—Population Growth

Durham Region's population has experienced significant growth since the inception of the Regional Municipality of Durham in 1974. The 1976 census reported Durham's population to be 247,473. The total population of Durham to date has more than doubled to 585,695 in 2006 and is expected to grow to more than one million by 2031.

Source: Statistics Canada, 2006; Durham Region Planning Department



Where We Work—Labour Force by Sector

Although the manufacturing sector has seen a slight decline in recent years, it continues to be the strongest employer in Durham Region's economy. Growth in the retail trade sector remains steady at second place, showcasing Durham's strengths in both production and service areas.

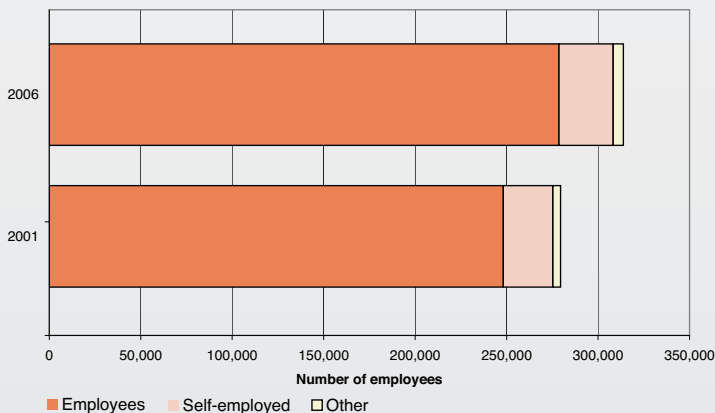
Source: Statistics Canada, 2006

	2001	2006	% Change
Agriculture, Forestry, Fishing And Hunting	3,450	2,955	-14.35%
Mining, Oil, Gas Extraction	335	440	31.34%
Utilities	6,970	7,485	7.39%
Construction	16,615	20,755	24.92%
Manufacturing	45,575	40,530	-11.07%
Wholesale Trade	14,065	16,045	14.08%
Retail Trade	33,540	36,610	9.15%
Transportation And Warehousing	12,020	13,875	15.43%
Information And Cultural Industries	8,555	9,355	9.35%
Finance And Insurance	16,200	18,345	13.24%
Real Estate And Rental And Leasing	5,135	6,330	23.27%
Professional, Scientific And Tech	17,230	19,855	15.24%
Management Of Companies And Enterprises	400	375	-6.25%
Admin And Support, Waste Management	11,895	15,485	30.18%
Educational Services	16,565	20,335	22.76%
Health Care And Social Assistance	23,475	27,980	19.19%
Arts, Entertainment And Recreation	4,280	6,085	42.17%
Accommodation And Food Services	14,835	16,390	10.48%
Public Administration	13,775	16,185	19.01%
Other Services	11,310	13,460	17.50%

Who's the Boss?—Employed vs. Self-Employed

Durham Region's labour force is made up of a majority of employees. There was modest growth among the self-employed. Unpaid family workers made up the smallest group of the labour force in Durham Region.

Source: Statistics Canada, 2006



What We Do—Labour Force by Occupation

The type of work available locally remained fairly consistent in Durham Region's economy from 2001 to 2006. While most occupations showed moderate growth, sales and service occupations showed great strength in Durham Region's economy, followed by occupations in business, finance and administration. Trades, transport equipment operators and related occupations rounded out the top three occupations in Durham.

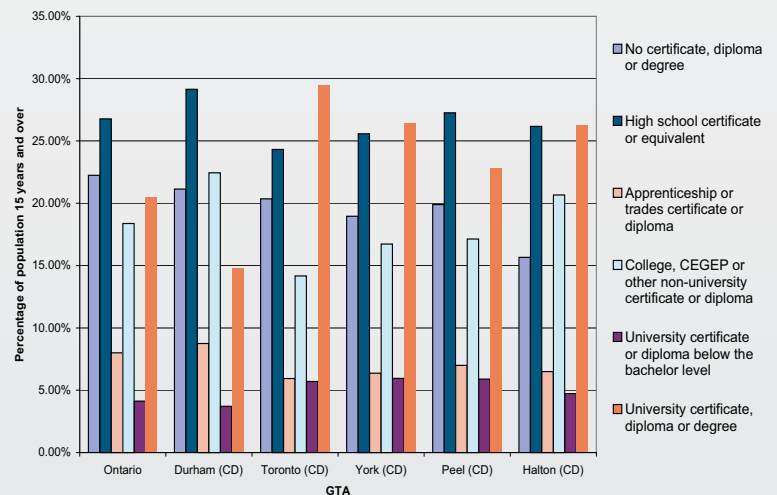
Source: Statistics Canada, 2006

	2001	2006	% Change
Management Occupations	32,635	33,530	2.74%
Business, Finance and Admin Occupations	53,665	62,335	16.16%
Natural and Applied Sciences and Related	17,860	19,625	9.88%
Health Occupations	12,325	15,120	22.68%
Occupations in Social Science, Education, Government Services and Religion	19,460	24,180	24.25%
Occupations in Art, Culture, Recreation & Sport	5,945	8,215	38.18%
Sales and Service Occupations	63,630	72,050	13.23%
Trade, Transport, Equipment Operations and Related Occupations	42,745	47,845	11.93%
Occupations Unique to Primary Industry	5,745	5,830	1.48%
Occupations Unique to Processing, Manufacturing and Utilities	22,215	20,170	-9.21%

What We Know—Education Levels

The number of individuals possessing a college certificate or diploma in Durham Region is greater than the Ontario average. The nature of Durham's manufacturing and energy sectors play a large role in the relationship between skilled trades, educational institutions and the economy.

Source: Statistics Canada, 2006



Invest in Natural Progress

Move your business forward in Durham Region's diverse and established agricultural economy. The region's natural attributes and infrastructure lend themselves to a very productive agricultural industry, with opportunities in food, fiber, fuels and innovative bio-based products.

Durham Region's dairy sector leads the way—in both 2002 and 2006, the sector shows its strength as a high-grossing industry. In addition, moderate growth occurred in the majority of other notable sectors, including floriculture, nursery and sod; corn; poultry; soybeans and eggs.

Sector Achievements

Durham Farm Fresh Local Foods Marketing Initiative

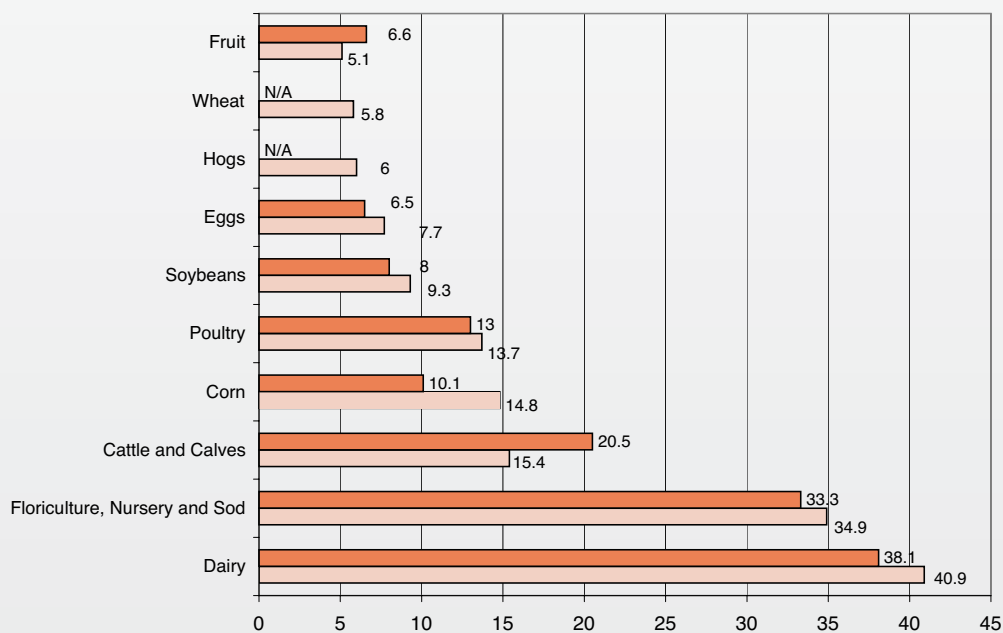
Durham Farm Fresh is examining ways to expand opportunities for local food marketing.

The initiative has been supported by a workshop held in Port Perry in February 2008 to discuss the expansion of local food distribution networks and encourage feedback from all stakeholders—including members of Durham Farm Fresh, local processors and retailers and food distribution networks—on developing the logistical support to get Durham Region produce to local consumers. With the momentum of interest in local foods, a study has been conducted to review current consumer trends, and a strategic direction will be taken to help implement a program in Durham.

Durham's Global Impact

Durham Region's apples are world famous. The United States of America, Mexico, United Kingdom, Trinidad, Guyana and the Caribbean Islands have all had a taste of Durham's delicious produce.

Growth in Farm Cash Receipts for Main Commodities (\$M)



Data Source: 2001 Census of Agriculture and Policy & Programs Branch, OMAF
2006 Census of Agriculture and Economic Development Policy Branch, OMAFRA



Invest in Strong Networks

As Ontario's energy capital, Durham Region's innovative climate and established energy networks support business growth. The region's business networks foster the development of alternative energy solutions. Collaboration with other key sectors such as tech-based manufacturing and agri-business facilitates the creation of partnerships and new products.

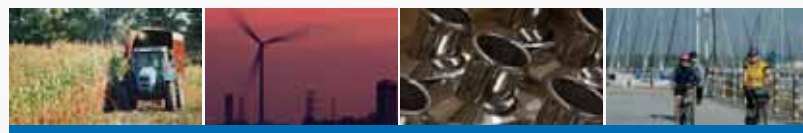
next generation of vehicles, and the research into the production of hydrogen as a commercial fuel using waste heat from nuclear reactors.

DSEA is establishing global linkages with leading jurisdictions such as Sweden, Denmark, and the Netherlands to support the creation of sustainable energy solutions.

Sector Achievements

Durham Region: A Significant Energy Cluster

Durham has evolved as a significant energy cluster. The Durham Strategic Energy Alliance is a unique non-profit organization established by committed governments, businesses and teaching institutions that represent this cluster. DSEA members span the full range of energy activities, from generation through transmission, distribution, manufacturing, research and development, training, and conservation. The DSEA has grown to almost 50 members, and is recognized by the Provincial government as a leading centre of innovation through a Ministry of Research and Innovation operating grant. DSEA members are engaged in leading edge activities, such as Watts Up Solar, the first small solar installation in Ontario to begin operation under the Ontario Power Authorities Standard Offer Contract program.



Durham is a prime location for energy growth and investment, evidenced by the attraction and expansion of numerous companies in the energy space, including Wardrop Engineering, Global Emission Systems, Areva, and AECL, to name a few. Most recently, Aker Solutions, a multi-national firm headquartered in Norway, secured land in Pickering to build a 90,000 square foot heat-exchanger manufacturing facility. Their decision to locate in Durham was driven in part by the available supply of highly skilled labour force and the focus in the energy field.

Durham's Global Impact

Durham is the "Energy Capital of Ontario," producing 30 per cent of the provinces power. Durham is to electricity what Calgary is to oil and gas, and together these hubs represent the energy superpower that Canada is.

UOIT is engaged in groundbreaking activities and research partnerships with potential global impact. Examples include the installation of North America's second largest geothermal heating/cooling system on the UOIT campus, the construction of the Automotive Centre of Excellence (ACE) with General Motors that will lead the development of the



Durham's Energy Cluster: More than 100 companies representing over 15,000 employees in all aspects of the energy cycle.

Tech-based Manufacturing

Innovation for Growth

The leading factor for Durham's manufacturing sector is diversity—diverse industries, diverse skills. Without an overwhelming dominant industry, Durham's economy is able to weather economical challenges better than other jurisdictions. Currently, companies supplying mining, mineral and exploration industries are holding their own. Our talented labour force is balanced in its educational achievements, and we have more in the 19 to 24 age bracket than the provincial average.

Sector Achievements

Durham Region: A Growing Supplier to the Oil Sands

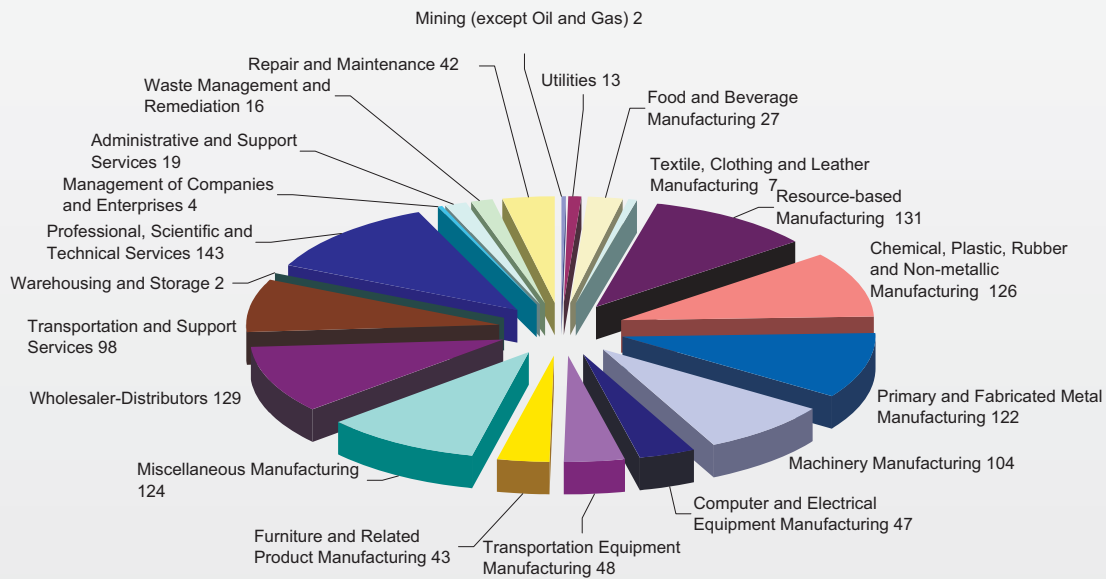
The opportunities in Canada's oil sands are not going unnoticed by Durham Region's industrial community, which includes companies of all sizes and in a variety of disciplines. For example, pressure vessels are being manufactured by long-standing oil sands suppliers. Equipment manufacturers supply material-handling equipment, and manufacturers supply integral parts, such as valves and gaskets. Structural steel formed

in Durham finds its way west, as does protective clothing. In addition, Durham's engineers are working on new solutions for the oil and gas industry. Companies in Durham Region draw success from their experience in environments where stringent quality assurance programs and delivery schedules are demanded.

Durham's Global Impact

Industry is connected around the world. Durham Region manufactures goods that are delivered to countless countries around the world. In fact, through the University of Ontario Institute of Technology's student body alone, Durham is connected to opportunities in 45 countries.

Durham Region's Industrial Sub-Sectors



Source: Durham Region Industrial Directory, 2006



Invest in Experiences

Good Natured, Good Times. It's all about the visitor's experience in Durham Region. The warm hospitality of Durham Region's hosts compliment our natural assets. Large picturesque land parcels, proximity to an expanding urban population, and an established transportation network represents a great investment opportunity. Our diverse tourism industry encourages people to stay longer, and visit Durham's special attractions. Durham Region features the perfect blend of rural and urban experience.

In 2004, same-day and overnight visitors spent approximately \$208 million in Durham Region. More than a quarter of visitor spending is attributed to the food/beverage at restaurant/bars category, followed closely by the retail sector. The recreation/entertainment sector rounded out the top three sub-sectors in 2004. Accommodations remains at 10 per cent, which supports data that indicates 71 per cent of visitors to the region are family and friends of residents.

Sector Achievements

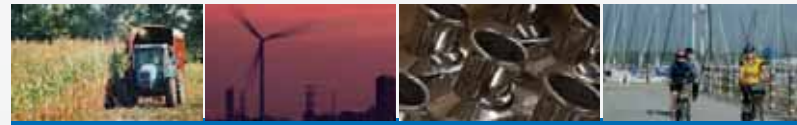
Green Tourism Strategy

In early 2008, Durham Tourism initiated the development of a green tourism strategy for the region. A grant of \$30,000 from the Government of Ontario was provided to assist Durham Tourism in offering area tourism operators and stakeholders the opportunity

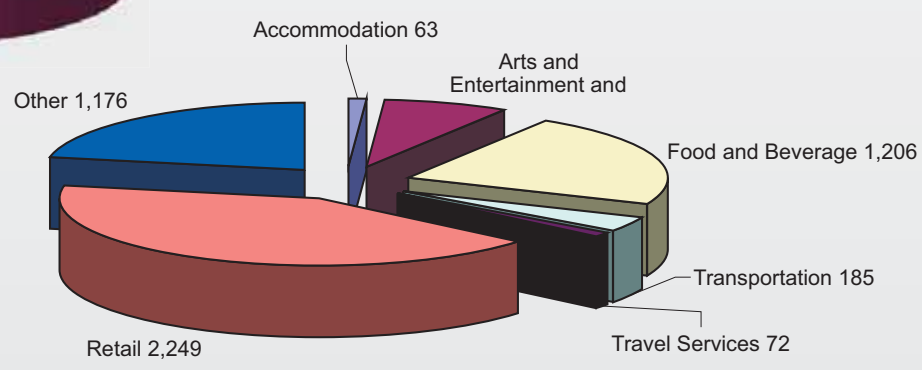
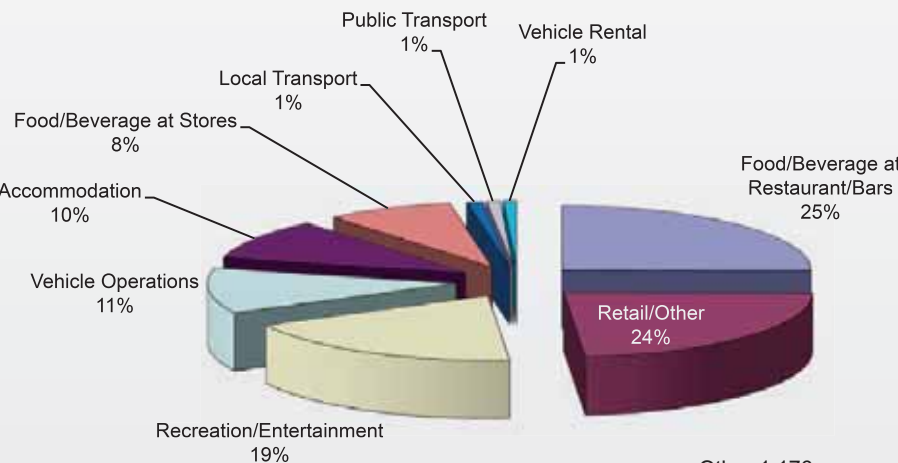
to learn more about sustainable tourism practices, and how they can participate in the program. As a result of this grant, Durham Tourism will be conducting eight workshops across the region before June 30, 2008.

Durham's Global Impact

Durham Region is featured in many major motion picture productions, including Chicago, X-Men, Billy Madison, Welcome to Mooseport and Fly Away Home.



Total Tourism Spending by category



Source: Ontario Ministry of Tourism, Regional Tourism Profiles 2004

DELIVERING INNOVATIVE REAL ESTATE SOLUTIONS



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We are a real estate advisory team dedicated to providing comprehensive real estate advisory services for industrial clients in the North East GTA. We specialize in building dispositions, lease negotiations, relocations, sale/leasebacks, and expansions/consolidation of industrial real estate.

Werner Dietl is the founding member of the team and is a dominant strategic advisor in the GTA with over 15 years of industry experience. He has consistently been one of CB Richard Ellis' top 10 industrial professionals in Canada over the past 5 years. Bryan Li has 12 years of sales, marketing and project management experience from the telecommunications and real estate industry and recently completed his MBA at the Schulich School of Business, specializing in real property development. Michelle brings over 15 years of experience in various service industries and co-ordinates all business activities on the team.

AJAX

New Industrial For Sale



300 Hardwood Avenue, Ajax
Salem Road and Hwy. 401

157,239 SF - 9.31 acres
154,063 SF - 8.77 acres
101,894 SF - 4.96 acres
100,000 SF - 6.02 acres
70,075 SF - 4.08 acres
64,000 SF - 3.63 acres

PE
36'x40'
120 ft.
24' to 28'

28 truck level doors
with seals and levelers
ESFR Sprinklers
Dependant on user
Forced Air Gas
Precast
Office area only

ADDRESS:
LOCATION:
PARCEL SIZE:

ZONING:
BAY SIZE:
TURNING RADIUS:
CLEAR HEIGHT:

SHIPPING:
FIRE PROTECTION:
ELECTRICAL DISTRIBUTION:
HEATING:
EXTERIOR CLADDING:
AIR CONDITIONING:

WHITBY

240 South Blair, Move-in Ready!



LOCATION: Brock Street & Highway 401
SIZE OPTIONS: 292,000 SF \$5.25 net psf (3% office)

150,000 SF \$5.25 net psf (3% office)

100,000 SF \$5.35 net psf (3% office)

50,000 SF \$5.45 net psf (3% office)

LOT SIZE: 14.3 acres
BUILDING DEPTH: 322 feet
ZONING: M-1
BAY SIZE: 36'x40'
CLEAR HEIGHT: 28 feet
TURNING RADIUS: 120 feet
SHIPPING: 28 truck-level depth
POWER: 1000 amps

CBRE
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