



The Smart Place
for Business



Community Economic Development Profile

BusinessRichmondHill.ca
Ontario Canada

Richmond Hill



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We Appreciate Your Business.



Dear Colleague,

Thank you for your interest in bringing your business to Richmond Hill. This report is designed to answer your initial questions and provide an economic and demographic snapshot of our community.

Did you know that numerous objective rankings from around the world name Richmond Hill as a top Canadian business destination?

Clearly, Richmond Hill “ticks all the right boxes” when it comes to business investment. We’re just a stone’s throw (or drive, or flight...) from major

North American business centres, with an **enviable pool of immensely talented, well educated people**. Richmond Hill boasts a resilient and diverse local economy, thanks to a business base known for **perseverance, innovation** and **entrepreneurial spirit**.

Our Town Council is committed to embracing growth and business development, while preserving the **charming, safe lifestyle** our community has come to cherish. In Richmond Hill you’ll find desirable business amenities, **advanced sustainability strategies**, acres of **breathtaking conservation areas**, first class healthcare, schools, shopping, recreation centres, a thriving arts scene and more.

Let us help you meet your business goals. Visit our website – ***BusinessRichmondHill.ca*** – or call one of our Economic Development professionals to start the conversation.

We look forward to welcoming your business to Richmond Hill – ***The Smart Place for Business.***

Mayor Dave Barrow

Why choose Richmond Hill for your business? Here are just a few of the reasons...

The Smart Place for Business

A place for innovation. Richmond Hill is part of Canada's largest technology cluster, with access to top incubators and investors. We're leading in other sectors too, including professional, scientific and technical services, finance and insurance, healthcare, information and cultural industries.



The ideal location. Public transit efficiently moves people into the city, while major highways, ports and international airports are nearby to get you and your products to your customers hassle-free.



Talent is everywhere. Canada's most educated workforce¹, access to world-leading professional services, top-notch colleges, universities and research facilities.

A great place to live. Simply put, Richmond Hill is close to everything you need for business without compromising a lifestyle that includes beautiful outdoor spaces, modern amenities and big-city perks just down the road.



A well-run municipality. Richmond Hill's Council and staff are focused on leading the way through progressive, visionary and accountable governance. Our award-winning Strategic Plan³ is guiding the way.





A resilient economy.

Richmond Hill's financial health has never been better – we've realized steady economic growth year over year.

Growing, award-winning businesses.

Top technology companies. Fastest-growing companies. Recognition on important industry rankings. You'll be in good company in Richmond Hill.



Competitive cost of doing business.

Reasonable development and start-up costs, fair rents, comparatively low business and residential taxes and access to competitive rates for business services.



More than our logo is green.

Richmond Hill is proud of our award-winning², sustainable management policies and practices that preserve our natural environment and embrace alternative energies.



We make it simple for you.

Our Economic Development professionals promise straightforward "one-stop" efficient business services and support at Town Hall. Just tell us what you need.



We Make it Simple for You.

Richmond Hill has a dynamic **Economic Development team** of trained, experienced professionals ready to answer your questions and facilitate the strategic relationships you need. Our experts are exclusively responsible for helping local businesses meet their growth goals, and attracting and supporting new investment to Richmond Hill.

Our Coordinators are here to help you. One representative takes care of whatever you need – we help make the many steps of the selection or relocation experience efficient, thorough and easy.

Our Guide for New Businesses provides companies with information and resources to open or expand their business in Richmond Hill.

Looking for just the right site for your expanding or new business? **Check.**

Wondering about permits, licenses or other approvals? **Check.**

Looking for details about the availability of specialized local talent and research facilities?
Check.

Strategic introductions?
Relevant events? Details about business assistance programs?
Check, Check, Check.



Just one call to Richmond Hill's Economic Development team sets you on the right track.



All Businesses are Important to Us – Including the Smallest Ones.

The **Richmond Hill Small Business Enterprise Centre (RHSBEC)** is a specialized one-stop source of services, programs and expertise for Richmond Hill's entrepreneurs and small businesses. Each year, the Centre provides consultations or information to support more than 7,000 inquiries.

We serve as your "launch-pad" to prepare and equip you – from the time you have your initial "light bulb" moment, to the time you are ready to begin your entrepreneurial adventure. From offering one-on-one consultations with knowledgeable business consultants to organizing professional seminars, workshops and networking events, the SBEC team is available exclusively for the smaller businesses that are an essential engine in the Richmond Hill economy.

The RHSBEC team is uniquely positioned to help you succeed – the members of our team have experienced personal success through entrepreneurship, so we understand first-hand what it is like to start and grow a successful business.

Contact the Small Business Enterprise Centre directly at
905-747-6317/905-771-2546.

A Resilient, Reliable Economy.

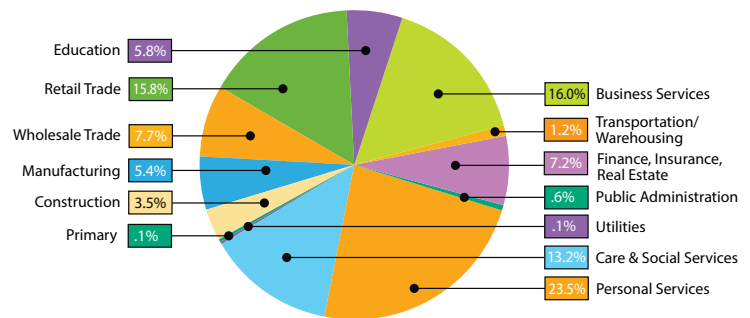
These days, every advantage counts. Conducting business in a stable, progressive economy can make all the difference for a thriving business. Richmond Hill's financial picture has been consistently durable despite global economic challenges. In fact, the Richmond Hill economy remains one of Canada's few municipalities to see incremental growth year-after-year at a time when many regions are contracting.

A number of factors account for this prosperity:

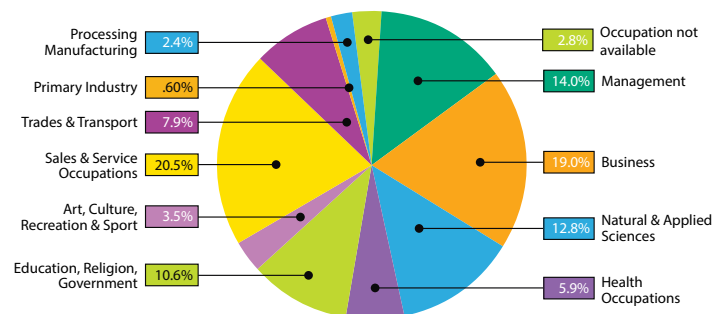
Our employment is diverse.

Richmond Hill jobs come from many different sources that together paint the picture of a versatile, thriving community. Rapid growth in professional business services speaks to our strength in knowledge-based business sectors. Jobs across many employment categories underscore Richmond Hill's versatility. Steady growth in personal services and retail sectors confirm a high quality of life.

EMPLOYMENT BY INDUSTRY, 2016⁴



RESIDENTS BY OCCUPATION TYPE, 2016¹



“In 2017 hiring demands in York Region was highest for professional occupations in natural and applied sciences... Emerging technologies include Cyber Security, Intelligent Retail, Entertainment and Video Gaming, Connected transportation and smart cities, FinTech, CleanTech, Biotechnology and e-Health.”

Workforce Trends in York Region 2017-2018

The cost of doing business is reasonable.

Richmond Hill has competitive development charges and comparatively low property tax rates in the Greater Toronto Area (GTA), allowing local business to properly manage these costs and focus on their growth. Similarly, residential property tax rates in Richmond Hill are amongst the region's most reasonable, leading to a better quality of life.

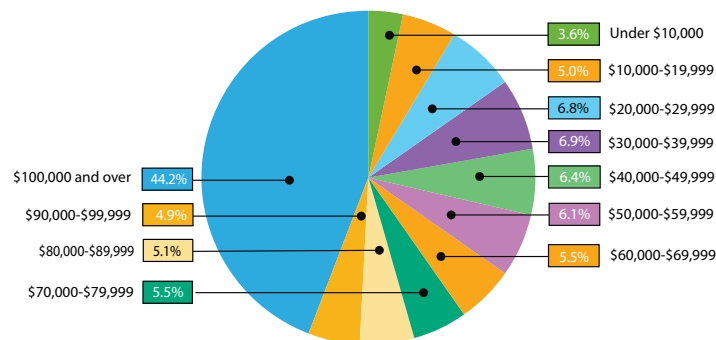
COMPARATIVE TAX RATES 2017⁵

Municipality	Commercial Occupied	Industrial Occupied	Residential Occupied
Richmond Hill	1.677%	1.966%	0.762%
Vaughan	1.684%	1.975%	0.769%
Oakville	1.762%	2.797%	0.798%
Aurora	1.801%	2.115%	0.867%
Newmarket	1.844%	2.167%	0.904%
Mississauga	2.016%	2.299%	0.849%
Toronto	2.520%	2.586%	0.661%

Household income well exceeds national averages.

A community prospers when its residents are prosperous. Richmond Hill is a community with more than 59% of families reporting incomes higher than \$70,000/year and more than 44% of households report earning more than \$100,000/year. The average household income in Richmond Hill is \$115,526, which is almost 20% higher than the Canadian average and about 15% higher than the provincial average.

HOUSEHOLD INCOME OF ALL PRIVATE HOUSEHOLDS¹



Canada's economy is a safe bet.

Canada is emerging as one of the world's most confident and reliable centres of commerce for corporate and international investors.

Canada is the best country in both the G7 and G20 for doing business over the next five years, according to the Economist Intelligence Unit (EIU).

*EIU
September 2017*

The International Monetary Fund has raised its estimate for Canada's economic growth rate for this year and for 2018...that would put Canada ahead of all the other Group of Seven countries.

October 2017



Innovators Work Here.

There is a reason we say Richmond Hill is ***The Smart Place for Business***. A whole lot of really smart people work here. Many of our businesses are leading the new knowledge economy, pioneering in areas such as information technology, financial and professional services and life sciences. Our creative economy is thriving too, with entrepreneurial small businesses growing in critical sectors including website development and graphic design.

People are talking about Richmond Hill businesses!

- Branham 300 Award recognizing Canada's top IT companies includes Richmond Hill businesses...
- Deloitte Technology Fast 50 includes Richmond Hill Businesses...
- Profit Magazine's 200 Fastest Growing companies includes Richmond Hill businesses...

APOTEX
ADVANCING GENERICS

COMPUGEN

iSIGN
MEDIA CORP

OPENTEXT
THE CONTENT EXPERTS

ROGERSTM

Storage
Appliance
Corporation

synfine research

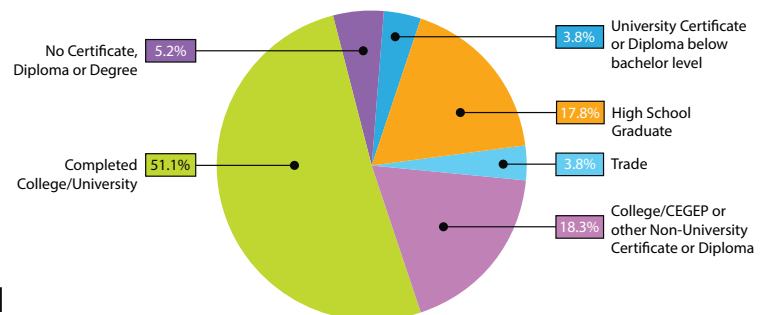
Visual
DEFENCE
The Art of Integration

Canada's most educated workforce.

77% of Richmond Hill residents have a post-secondary education – the highest in Canada.

Furthermore, more than 4.5 million people live less than one hour's commuting distance of Richmond Hill. You'll have access to a diverse, highly skilled talent pool to support your growing business.

RESIDENTS BY LEVEL OF EDUCATION, 2016¹



A young, energetic community.

RICHMOND HILL POPULATION BY AGE¹

Characteristics	Total	Male	Female
Total Population by age groups	195,020	94,745	100,280
0 to 14 Years	32,565	16,880	15,680
15 to 24 Years	26,045	13,640	12,405
25 to 34 Years	20,915	10,290	10,625
35 to 44 Years	26,450	11,710	14,735
45 to 54 Years	34,720	16,730	17,990
55 to 64 Years	25,865	12,465	13,410
65 and Over	28,460	13,025	15,435
Median Age of the Population	42.4	41.3	43.2
% of the Population Age 15 & Over	83.3	82.2	84.4

Source: Statistics Canada. 2016 Census of Population.

Partial List of Companies whose Head Office is in Richmond Hill:

Aecometric	FDR Financial	Paris Kitchens
Amico	Debt Recovery	Platinum Naturals
Arcadis	Fresenius Medical Care Canada	Plasticap
Arcon Metal Processing Inc.	Fujitec Canada Inc.	Pro-Lab Diagnostics
Alphabroder	GarDel Metal Products Incorporated	Protenergy Natural
BMW Canada	Global Financial	Foods Corporation
BMW Group Financial Services Canada	GRIP I.T.	Resource Integrated Ltd.
Compugen	Hibar	Rogers Communications (Ontario)
Container Corporation of Canada	Irpinia Kitchens	Rubicon
Cosmo Music	iServe Inc.	Seroyal International
Country Style Food Services Inc.	Johnson	Staples Business Depot
Crocs Canada Inc.	LaRocca Creative Cakes	Storage Appliance Corporation
CWB Maxium Financial	LaRocca Creative Kitchen	Subex Americas Inc.
Decision One Corporation	Levi Strauss & Co. Inc.	Toy Galaxy
Desrosiers Automotive Consultants	Liteline	Trimark
Edsby	MASS Electronics	U-Guard
Enviroguard Products Ltd.	Mazda Canada	Unisource
Fairchild Television	Nobel BioCare Canada	Visual Defence
Firefly Books Ltd.	Northdale Trading Ltd./ Samaco	Volvo
	Nutrition House	York Region Transit
	O'Hara Technologies	

Richmond Hill plays host to a range of valuable professional development and networking events designed to build new business talents and relationships.

Recent examples include:

MEDEDGE

MedEdge Summit

The premier event for those in the medical devices and life sciences companies. Participants are able to learn about new technological innovations, partnership and funding opportunities and network with contemporaries.



Creative Industries Symposium

Businesses and individuals from the Greater Toronto Area's creative sector – designers, engineers, IT professionals, interactive and digital media, architects and much more – join the annual Creative Industries Symposium each November to explore the uniqueness of and opportunities for the GTA's creative businesses. During the Symposium, the Creativity Connected Awards are presented.



Richmond Hill SBEC Small Business Enterprise Centre

SBEC Seminar Series

Richmond Hill's Small Business Enterprise Centre hosts many seminars each year covering a range of topics from Social Media Marketing to Intellectual Property.



Connected – Globally, Nationally, Locally.

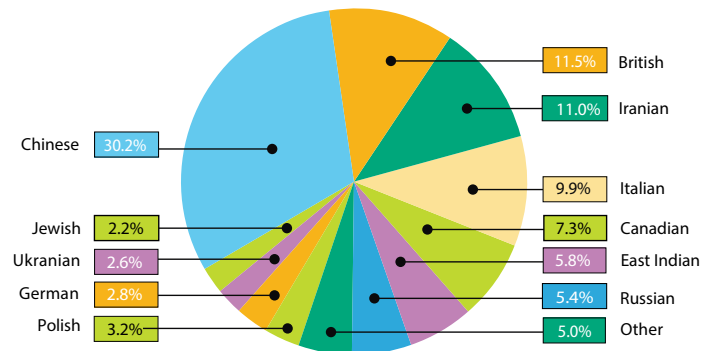
The world is talking about Richmond Hill. From our relationships with cities and companies across the globe, to winning international awards, Richmond Hill and our companies are being recognized around the world.

Clearly, we are attracting international attention. Whether your company does business around the corner or around the world, Richmond Hill is ideally located to meet your needs.

A multicultural workforce, a global perspective.

As one of Canada's fastest growing business destinations attracting corporations and immigrants from around the world, our population contains a mix of many different cultures. Richmond Hill is a friendly, open and diverse community ready to welcome and support new neighbours.

RESIDENTS BY ETHNIC ORIGIN¹



Sample of International Companies with their Canadian head office in Richmond Hill.



Talent for Today. Leaders for Tomorrow.

Richmond Hill has the talent you need today.

The Conference Board of Canada ranked Richmond Hill as **one of the top four cities in Canada** (and the only one in the Greater Toronto Area), for attracting and retaining skilled workers. Richmond Hill topped the list in level of education, innovation and society.



Richmond Hill boasts the highest number of graduates in engineering, science and math per capita. Over **77% of Richmond Hill residents have a post-secondary education.**

Richmond Hill is surrounded by world-class educational institutions. Regardless of the discipline, companies can find **qualified graduates** from the high ranking universities and colleges in the area.



Transportation Infrastructure.

DISTANCES FROM MAJOR MARKETS

Major Market	Km	Miles	Driving Time	Flight Time
Boston, MA	905	562	9 H 16 M	1 H 35 M
Buffalo, NY	186	115	2 H	N/A
Chicago, IL	835	519	8 H 23 M	1 H 50 M
Detroit, MI	389	242	4 H 12 M	1 H 50 M
London, ON	203	126	2 H 17 M	43 M
Montreal, QC	542	337	5 H 41 M	1 H 10 M
New York City, NY	811	504	8 H 23 M	1 H 30 M
Ottawa, ON	450	280	4 H 39 M	1 H
Pittsburgh, PA	541	336	5 H 36 M	1 H 5 M
Rochester, NY	292	182	3 H 5 M	51 M
Toronto, ON	35	22	32 M	N/A
Windsor, ON	379	235	4 H 2 M	1 H

Moving people and goods where you need them to go.

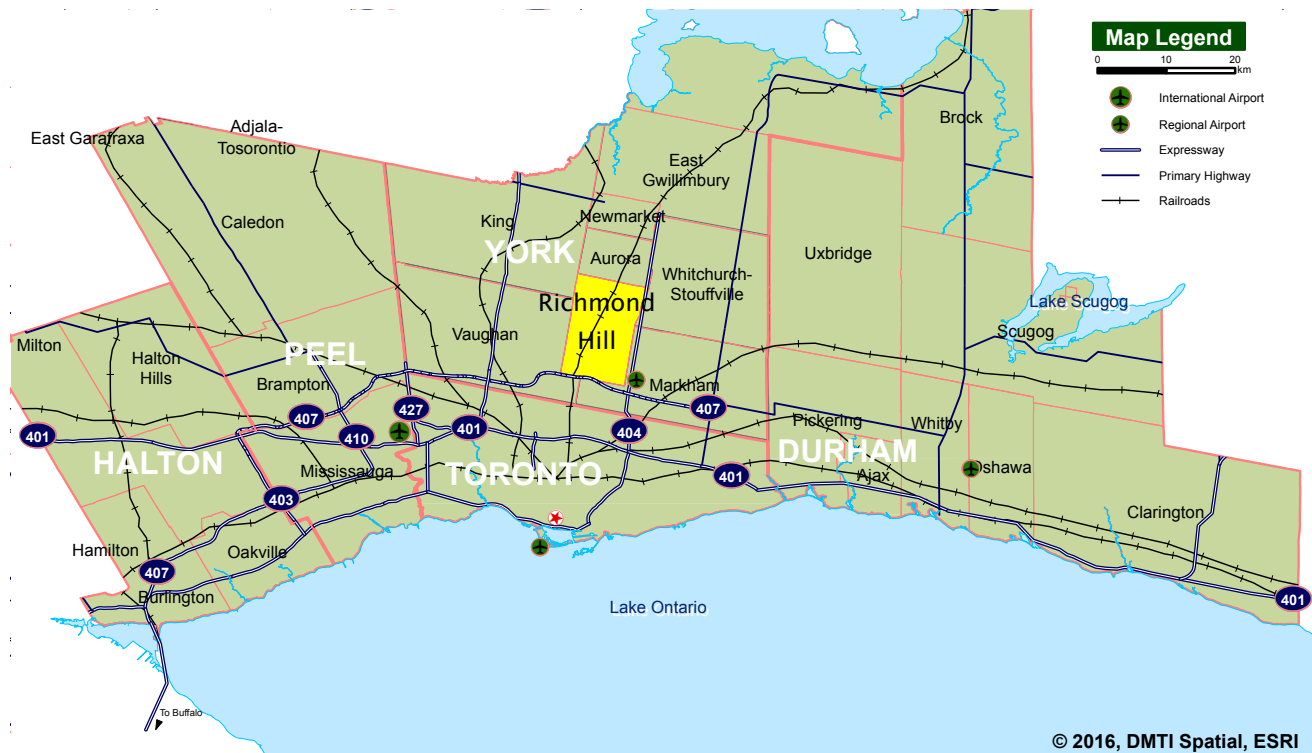
With major highways, arterial roads, international airports, trains and bus services fully accessible from Richmond Hill, the people and products you require to operate your business will be there when you need them.

- **Air transportation** from Canada's largest airport, Pearson International Airport, as well as the Toronto Island Airport and local service from Buttonville Airport.
- Superb, well maintained **highway system** with easy access to Highways 400, 401, 404, 407 and 7.
- Frequent people and freight **train service** by GO Transit and CN (selected Richmond Hill business areas have CN mainline rail freight service).
- Yonge North Subway will be extended to the Richmond Hill Centre.
- Reliable public transit **bus service** (including a rapid transit service) provided by VIVA, York Region Transit and GO Transit.



Metrolinx, photographer Lorne Bridgeman

Strategic Location.



Just over 200 acres of employment land is available in the business parks in Richmond Hill, with additional redevelopment opportunities. To view our Vacant Employment Land Inventory, visit BusinessRichmondHill.ca or contact Economic Development staff at 905-771-5483 / 905-747-6382.

Sectors of Strength.

Richmond Hill is an ideal location for nearly any business in any sector – small or large, local or global. It's likely that we're the right fit for you.

That said, we've identified a number of sectors where – because of our location, available resources and current partnerships – we excel. We call these our Sectors of Strength.

HEALTH



Innovative life science leaders.

Life sciences companies in Richmond Hill are creating cutting-edge innovation to bring better health to Canadians and people around the world. Strength in generic pharmaceuticals, nutraceuticals and natural health products, diagnostics, medical devices and eHealth means Richmond Hill businesses will play an important role in the industry's development. With Canadian healthcare expenditures accounting for nearly 40% of provincial budgets, and the medical needs of the aging baby boom generation on the rise, this is a sector that will see consistent growth in this most populated area of Canada.

Sectors of Strength.

PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES



World-class professional expertise.

Thriving businesses need immediate access to the finest IT and professional talent available – networking experts, legal leaders, financial experts, renowned researchers, brilliant engineers, experienced system designers... they're all here. The professional, scientific and technical services sectors are strong and growing in Richmond Hill, serving a sophisticated local client base as well as customers from around the world. Modern and affordable office space, reasonable corporate taxes, easy transportation routes to major business centres... there are plenty of reasons to locate a professional or technical company here.

Sectors of Strength.

FINANCE & INSURANCE



A smart financial choice.

Situated in the Greater Toronto Area (GTA), Richmond Hill is an active participant in the Toronto financial services sector and is an ideal location for financial institutions and insurance companies. The growing number of prominent financial and insurance sector companies that make Richmond Hill their home enjoy the benefits of access to these large players in the national and international financial industries – with easy access to an energetic, entrepreneurial, educated and diverse workforce and best of all, with an enviable quality of life.

Sectors of Strength.

INFORMATION & CULTURAL INDUSTRIES



A creative and connected community.

The information and cultural sector in Richmond Hill is comprised of a thriving group of companies focused on the creation of information or cultural products such as Internet solutions, books, media, visual arts and specialized design.

Creative industries have emerged as one of the most rapidly growing sectors of the economy, primarily due to the urban reliance on knowledge-based products and solutions. This sector is uniquely positioned with a specific focus on multicultural markets and digital media infrastructure companies that are leading the way through innovation and visionary leadership.

It's Awesome Living Here.

The quality of business is unsurpassed in Richmond Hill, and the quality of life is simply unbeatable.

Here's a list of the top reasons to live in Richmond Hill:

Natural environment

- Oak Ridges Moraine conservation area
- 168 parks
- Almost 640 hectares of open space
- 5 protected lakes



Health and wellness

- Mackenzie Health Hospital
- Richmond Hill Children's Clinic
- Abundant medical centres
- Free walk-in clinics
- Accessibility at all Town facilities
- Welcome Centre Immigrant Services



Education

- Top graded schools
- 20 private and specialty schools
- Easy commute to 10 Canadian colleges and universities
- 4 public libraries



Environmental Stewardship.

Richmond Hill has made the environment a high priority. Ours was the first municipality in Ontario to achieve ISO 14001 Certification, and we are proud of important programs such as the Clean Air Local Action Plan, Shift Gears walking and biking initiative, and our award-winning waste diversion recycling programs.



Shift Gears
walk it. bike it.
RichmondHill.ca/ShiftGears

With top quality schools, unique boutiques, first-rate healthcare and wide open natural spaces, we've got the basics nicely covered. The icing on the cake? Breathtaking local parks and swimming spots, popular annual festivals and events, a state-of-the-art Centre for the Performing Arts, 150km of biking and/or hiking trails, a commitment to youth sport and activity programs... ***there is something for every lifestyle right in Richmond Hill.***

Recreation and lifestyle

- Abundance of well-maintained sport fields
- 5 arenas
- 6 pools
- 5 high caliber golf courses
- Richmond Hill Sports Hall of Fame
- Youth Centre
- Skateboard park
- Wave pool
- Amusement park 25 minutes away
- 10 community centres
- Seniors centres
- Numerous gyms and fitness centres



Arts and entertainment

- Richmond Hill Centre for the Performing Arts
- Hundreds of restaurants catering to diverse tastes
- The Curtain Club community theatre group
- Movie theatres
- Art galleries
- Richmond Hill Heritage Centre

Just Down the Street.



Metro Toronto is a short drive or public transit trip away, with access to Canada's top professional theatre companies, four professional league sport teams and specialized medical and educational resources.

Sources

- 1 Statistics Canada, 2016 Canadian Census
- 2 Recycling Council of Ontario 2011 Waste Minimization Award
- 3 Association for Strategic Planning Richard Goodman Strategic Planning Award Honourable Mention

- 4 Richmond Hill Economic Development Survey 2016
- 5 Richmond Hill Economic Development

Richmond Hill is the perfect location for business with exceptional transportation links, a highly-educated workforce, a dynamic Economic Development support team and a diverse and welcoming community.

Richmond Hill: The right home for your business.



**The Smart Place
for Business**



Contact the Richmond Hill Economic Development team.

We can help you find the right home for your business.

ecdev@richmondhill.ca

T 905-771-5483 / 905-747-6382

BusinessRichmondHill.ca