

NEWSLETTER

Letter from the President

On October 28, 2004, The Toronto Industry Network (TIN), hosted a luncheon for Mayor David Miller, City Councillors and staff. We, The Leaside Business Park Association, are a member of TIN. The purpose of this lunch was to promote the expansion and retention of manufacturing businesses in the City of Toronto through competitive taxes in line with other jurisdictions, the improvement to the city's infrastructure and good governance. As an important stake holder TIN would like to be consulted before decisions are taken which affect business. Your association was represented by the senior management of six businesses. The key note address was given by J. Mark Lieconen, President of Aventis Pasteur Limited. He spoke to what makes a great city to invest in. His full address can be viewed on our website (www.lbpa.ca) along with a bio on TIN and TIN's paper on competitiveness in the city.

In all there were forty-eight attendees from industry and an equal number of city councillors and senior staff. By all accounts the lunch was a great success.

I would like to take this opportunity to remind all members of LBPA of our upcoming annual general meeting which takes place at the York Reception Centre on November the 17 at 7 30 a.m. The key note speaker will be Minister Cordiano, Minister of Economic Development and Trade and MPP York South/Weston. I encourage you all to attend to hear and ask questions of the minister on the government objectives for economic and trade development. A bio of Minister Cordiano appears in this newsletter.

I wish you a successful remainder of 2004,

Ray Hunt
President LBPA

Board of Directors 2004

Ray Hunt ISP Canada Inc.	Director
Leonard Linton Carlenor Holdings	Director
Paul Martin Del Equipment	Director
Bernard Rasch Rasch Architects	Director
David Smith TI Group Inc.	Director
Ivor Wray Lincoln Electric	Director
David Grierson Apco Industries	Director
Paul Anand Plex Realty Corp.	Director

Executive Directors 2004

Ray Hunt	President
Leonard Linton	Vice President
Paul Martin	Secretary Treasurer

Thanks To:

Alton Ellis, York Reception Centre,
1100 Millwood Road for use of their
facilities and refreshments for L.B.P.A.,
General and Annual Meetings.

Important:

Please advise our office if any change
in your business address, contact
person or if you do not wish to receive
the L.B.P.A. Newsletter.
Telephone: 416-702-5883
Fax: 416-512-1936

L.B.P.A.

LEASIDE BUSINESS PARK ASSOCIATION

The Honourable Joseph Cordiano
Minister of Economic Development and Trade
Ontario, Canada
M.P.P., York South-Weston

Minister's Biography

The Honourable Joseph Cordiano was appointed Minister of Economic Development and Trade for the recently elected Government in the Province of Ontario, Canada on October 23, 2003.

Recognized as an innovative thinker and policy strategist, Minister Cordiano is utilizing his experience and leadership to develop focused, strong priorities for the year to come.

Those priorities include developing, expanding and maintaining strong international trade relations and fostering an environment of innovation, expansion and high-level skills training in Ontario.

Minister Cordiano graduated with distinction from the University of Toledo, Ohio with a Masters degree in Business Administration, specializing in Marketing after earning a Bachelor of Arts degree from the University of Toronto. As an accomplished entrepreneur with extensive private sector experience, Minister Cordiano brings a valuable, insightful and essential voice to the Ministry and the Government.

Minister Cordiano is serving his sixth consecutive term in the Ontario Legislature and has been an active member of Provincial Parliament since 1985. Throughout his legislative career the Minister has served in senior positions in both government and in opposition. These positions included, working as Deputy Leader of the Official Opposition and being appointed Parliamentary Assistant to former Premier David Peterson during the previous Liberal government.

Minister Cordiano was born and continues to reside in Toronto. He and his wife, Rose, have two daughters.



Welcome News Members who joined in 2004

a la Carte Kitchen Inc.
All Traffic Tickets
Allweather Canvas Products
AML Auto Service
Blade Marketing Communications Inc.
Bolt Developments
Classic Signs
K.H. Davis Consulting Ltd.
Elevator
Heritage Funeral Centre
Home Again Inc.
Iqbal Halal Foods
Ironman, div. Metro Iron Works 2000 Inc.
Lafarge Canada Inc.
Laird Auto Body Ltd.
Leaside Memorial Community Gardens
LCBO
Midtown Saturn Saab Ltd.
Mikado Japanese Restaurant
Number-9-Autobody
PAR Auto Rebuilding
Pinnacle Communications Group Inc.
Positive Print
Prompt Assembly & Packaging Packaging Inc.
Rack Attack Products Ltd.
Speedy Muffler Brake & Wheel
Tech Operations
The K.O. King Boxing & Fitness Club
The Salvation Army
Unicell Limited
Wally Clayson Master Mechanic
Thanks
Jean Nahorniak, Administrator
LBPA

**LBPA Update
from City Councillor
Jane Pitfield
Ward 26 Don Valley West**



Thank you for allowing me this opportunity to share some information that I believe is of interest to the members of the Leaside Business Park Association. I enjoy working with all of you and encourage you to contact me if you require additional information.

28-30 Industrial Street

Through the efforts of Municipal Licensing & Standards, Toronto Fire and the City's Legal team, there is progress being made to have the non-conforming residential tenants removed from site. The owner has not been co-operating with requests for access to the building but we are moving forward at this time. I want to reiterate that I do not support a live-work arrangement in the Industrial Park.

First Pro Development

A revised submission has been submitted for the 147 Laird Drive/22 Commercial Road site which includes: an additional 6,500 sq. metres (70,000 sq. ft.) in retail floor area; a revision to their parking standard from 1 space per 19 square metres of retail space to 1 space per 25 square metres; removal of the underground parking garage and tower feature; permission to create smaller retail space. At last discussion with the realtors, no new tenants are confirmed and they are trying for smaller type businesses "the butcher, the baker, the candlestick maker" not just national tenants.

Lincoln Electric

City departments are reviewing the planned plant expansion at 179 Wicksteed Avenue. Initially there were some concerns but the Works Department has agreed to allow trucks to continue to back in on Wicksteed Avenue subject to certain conditions. Plans will be revised accordingly and then re-submitted for final approval.

Brentcliffe Road and Eglinton Avenue East

City Staff are recommending that the tender call for construction improvements at Brentcliffe and Eglinton be put over until February 2005 for construction work in May/June 2005. Proceeding with the work at this time of the year is more expensive, can be disrupted due to inclement weather and the shrub and tree planting, which are part of the improvements will not be done until next year to ensure better quality.

Business Park Maintenance

The spur line has been removed at Clarke Street and Wicksteed Avenue. Crews are working to finish repairs from the summer's water work along Wicksteed and Industrial.

LEASIDE BUSINESS PARK UPDATE

Dear Members of the Leaside Business Park Association,

Thank you for the opportunity to address you through your newsletter. The Leaside Business Park is an important part of the Leaside community.

In the past year, I have had the opportunity to begin visiting some of the businesses in the park, including Lincoln Electric, Tremco, and Storage Now. I hope to have the opportunity to visit your business soon, both to become better aware of what you do and how you contribute to the community, and to hear your opinions about what the Provincial government can do to encourage a healthy climate for the growth of your businesses and by extension the Province's economy.

An important part of my role as the local MPP for Don Valley West is to make sure that information about what the government is doing filters through to the riding, and that riding concerns are heard by the government. For that reason, I'm very pleased that Joseph Cordiano, Ontario Minister of Economic Development and Trade will speak and take questions at the Leaside Business Park AGM, this coming November 17th. I encourage you to take the opportunity to hear Minister Cordiano speak, and to share with him your questions and concerns.

I look forward to working with you for the good of our community. I hope that you will get in touch with me, as your local representative, when you have concerns with Provincial policy or need assistance in dealing with the Provincial government.

**Kathleen Wynne, MPP
Don Valley West**

L.B.P.A.

LEASIDE BUSINESS PARK ASSOCIATION

NEWSBRIEFS

Thanks to the untiring efforts of Jean Nahorniak, L.B.P.A. Administrator and Councillor Jane Pitfield, the spurline tracks have been now removed from crossing Wicksteed Avenue at Clarke Street.

The removal of tracks makes it much safer for vehicles to negotiate the bend in the road.

Councillor Pitfield also arranged for city landscape crews to cut down unsightly scrub, sucker trees and high grass on spurline adjacent to the Floorshop.

Sodding, planting of trees on this boulevard would serve to enhance the area. It would also compliment the attractive landscaping of both Lincoln Electric and Storage Now.

Leaside Business Park Association Directors were privileged to attend the grand opening of the new Mercedes-Benz midtown dealership at 849 Eglinton Ave. East. Ribbon cutting ceremony was held at 7:00pm. Marcus Breitschwerdt, President & CEO welcomed the large gathering to the opening. The showroom set the stage featuring the 2005 Mercedes-Benz model line, the luxurious Maybach and the first-ever smart center in North America. Cocktails and hors d'oeuvres were served, attractive food platters, guests were entertained and treated royally.

Mercedes-Benz is a member of the L.B.P.A. We are pleased Mercedes-Benz have built such an attractive edifice within the business park.

Lincoln Electric are planning a 35,000 sq. ft. addition to their present location at 179 Wicksteed Avenue. The new addition will be dedicated totally to manufacturing. The good news is more jobs will be created from this expansion.

Though it can be challenging at times, Jean Nahorniak is working closely with various departments within the city to effect a cleaner more attractive Business Park. Three disabled vehicles will, if not all ready been removed from the park. The illegal dumping is being addressed on a regular basis. We ask our members to join the increasing number of Leaside companies that in so many ways contributed to the upgrading and beautification of our park.

Welcome Peter Higgins, Architect and Andrew Terran, Bolt Construction to the Leaside Business Park. Construction of their new facility at 170 Wicksteed Avenue

will commence shortly. We wish them the best in their new location.

Proposed capital project for Eglinton Ave. East and Brentcliffe Road includes banners, landscaping, marker, curb and turning improvements to the south-east corner of Eglinton Ave. East and Brentcliffe Road. The project will commence 2004/5.

The city received the L.B.P.A. Budget request of \$1,663,394.00 for new capital projects. City staff recommended a smaller budget request to the Budget Review Committee. Approval of the final 2005 capital budget for the Leaside Employment Revitalization will be determined in March 2005.

In 1993 the L.B.P.A. took a proactive stance to fight the physical decay so prevalent in our park. Each year we recognize a company for their contribution to landscaping and building improvement. We are pleased to announce that Storage Now is this year's recipient. A most strikingly attractive facility built in 2003/4, outstanding streetscape, hardwood and conifer trees grace well manicured lawns. The transformation of the Wicksteed Boulevard, CNR spurline is nothing less than spectacular. Congratulations Storage Now, you have raised the bar, hope it is contagious.



**Storage NOW recipient of 2004 LBPA
community Improvement Award**

L.B.P.A.

LEASIDE BUSINESS PARK ASSOCIATION

Leaside Business Park Real Estate Report

There have been some very exciting changes in the Leaside Business Park over this past year. One only needs to drive up Laird from Millwood and look east to see how the Park is changing the Leaside landscape. First Pro continues to expand upon its retail centre by adding new spaces to the north of the existing parking lot. With their innovative art-deco style facades, the LCBO, Linens'N'Things and Best Buy have been warmly received by shoppers from the neighbourhood. Storage Now has built a beautiful facility on Brentcliffe adjacent to the Home Depot. They will be adding more storage capabilities in the near future to the rear of the existing building. There are many Smart Cars that are being test driven through the Park's streets. With the opening of the first Canadian Smart Car dealership and the stunning redesign of the Mercedes Benz customer showroom, many new consumers are coming to visit the Park. There are also fine new restaurants such as Tim Hortons and the RPM Café, designed to accommodate both employees and visitors to the Park.

In the past year market value of leased and sold space has been remained steady. 170 Wicksteed Avenue, a 6400 square foot industrial lot with a small freestanding building on it sold last May for \$300,000. There is currently a 12,725 square foot building for sale at 30 Commercial Road. Asking price is \$1.675M. The Janus flooring building at 1 Laird Drive is also still for sale. Lease rates for the Park seem to average at around \$6.50 per square foot net, going up to ten to eleven dollars per square foot gross. Spaces of various configurations were leased this past year on Parkhurst, Thorncliffe Park Drive, Banigan and Wicksteed. Average size of leased premises in the Park over this past year was around \$2500 square feet. This shows that the Leaside Business Park remains a popular choice for businesses to rent space in.

Paul Anand, Broker, Plex Realty Corporation, www.plex.ca

L.B.P.A.

LEASIDE BUSINESS PARK ASSOCIATION

The Green in Green: Trees and Your Business

How is it that trees evoke such strong emotions in people as timeless symbols of eternity, tranquility, and beauty? And yet what is it about trees that makes so many people take them for granted? ...Trees?... Please, I have a business to run.... The disparity can be strange to say the least. Especially when there really is “green in green”. Trees really are good for business.

Since the early 1990's our organization, the Tree Canada Foundation has had millions of dollars in corporate sponsorship with companies who want to be associated with, and contribute to tree planting and maintenance. Why? The reasons are obvious.

Consumer Confidence:

Studies in the U.S. have shown that consumers prefer retail stores located in treed neighbourhoods. They'll pay up to 12% more for the same product, will drive further to shop there and be more “satisfied” with their purchase (for the same level of service).

Corporate Image:

The simple act of planting a tree is one of the most beneficial (and easiest) things that can be done for the environment. When a company is associated with tree planting, its image and name improves in the eyes of the community.



Employee Morale:

Many companies see tree planting and maintenance projects as a way to involve employees in a simple, team-building project, building company morale.

Profile and Marketing:

Trees are good news and can be used as such to demonstrate that a business is a responsible community partner - leaving an environmental legacy for years to come.

Carbon Credits:

Wood is about 50% carbon, all of which comes from the air. When companies plant trees they are offsetting the effects of CO₂ from factories, autos and power generation. This is of particular interest to those companies seeking a way to reduce their emissions under their environmental obligations.

As a major (80 acres) urban forest owner, the **Leaside Business Park** can exert tremendous influence on its own and surrounding lands in rebuilding Toronto's urban forest. I urge you to collectively or individually get involved!

Michael Rosen, V-P
Tree Canada Foundation
www.treecanada.ca

L.B.P.A.

LEASIDE BUSINESS PARK ASSOCIATION

2005 OBJECTIVES FOR

LEASIDE BUSINESS PARK ASSOCIATION

- PROMOTION OF THE PARK TO THE MARKETPLACE
- A REAL ESTATE LAND USE STUDY TO IDENTIFY DEVELOPMENT OPPORTUNITES FOR NEW INDUSTRY
- PRODUCTION OF A MAP DATA BASE TO SHOW CURRENT INDUSTRY LOCATIONS AND PROPOSED FUTURE USES
- REINFORCING THE ORIGINAL ORIGINS OF THE BUSINESS PARK WITH RECOGNITION OF MARKETPLACE POSITIONING
- WORKING WITH GOVERNMENT TO IDENTIFY, PROMOTE, AND ATTRACT NEW BUSINESS TO THE PARK, WORLDWIDE
- SUSTAINING THE QUALITY OF THE ENVIRONMENT IN THE PARK TO ENABLE THE ONGOING MATURITY OF EXISTING BUSINESSES
- IMPLEMENTATION OF URBAN STREETScape AND LANDSCAPE INFRASTRUCTURE IMPROVEMENT
- MONITORING THE BUSINESS PARK FOR UNSIGHTLY DUMPING AND PROPERTY MAINTENANCE
- ENCOURAGEMENT OF GOOD NEIGHBOR RELATIONS WITH ADJACENT RESIDENTIAL AND COMMERCIAL INTERESTS
- MAINTENANCE OF ACCESSIBILITY FOR THE EASY FLOW OF INDUSTRY TRUCKING AND TRANSPORTATION NEEDS
- REGULAR COMMUNICATION WITH OUR BUSINESS PARK MEMBERS KEEPING THEM APPRISED OF ISSUES IN THE PARK

LEASIDE BUSINESS PARK ASSOCIATION

ANNUAL MEETING

**WEDNESDAY NOVEMBER 17, 2004 · 7:30 A.M.
(refreshments 7:15 a.m.)**

YORK RECEPTION CENTRE · 1100 MILLWOOD AVE.

GUEST SPEAKER:

**The Honourable Joseph Cordiano
Minister of Economic Development and Trade
Ontario, Canada
M.P.P., York South-Weston**

**TOPIC: PROGRAMS TO ASSIST BUSINESS DEVELOPMENT
PLEASE ATTEND!**

Join the Leaside Business Park Association

It's only \$75 per year

Company Name: _____

Address: _____ Postal Code: _____

Telephone: _____ Fax: _____

Rept: _____ Alt: _____

Please include your \$75 cheque made payable to: Leaside Business Park Association

Mail To: Del Equipment Ltd., c/o Paul Martin
139 Laird Drive, Toronto, Ontario M4G 3V6

Business and Industry Working Together For Growth