



Investment Attraction Metrics

2024 Annual Activity Report

Community Growth and Economic Development
Committee

Simon Gill & Maylene Broderick | March 4, 2025



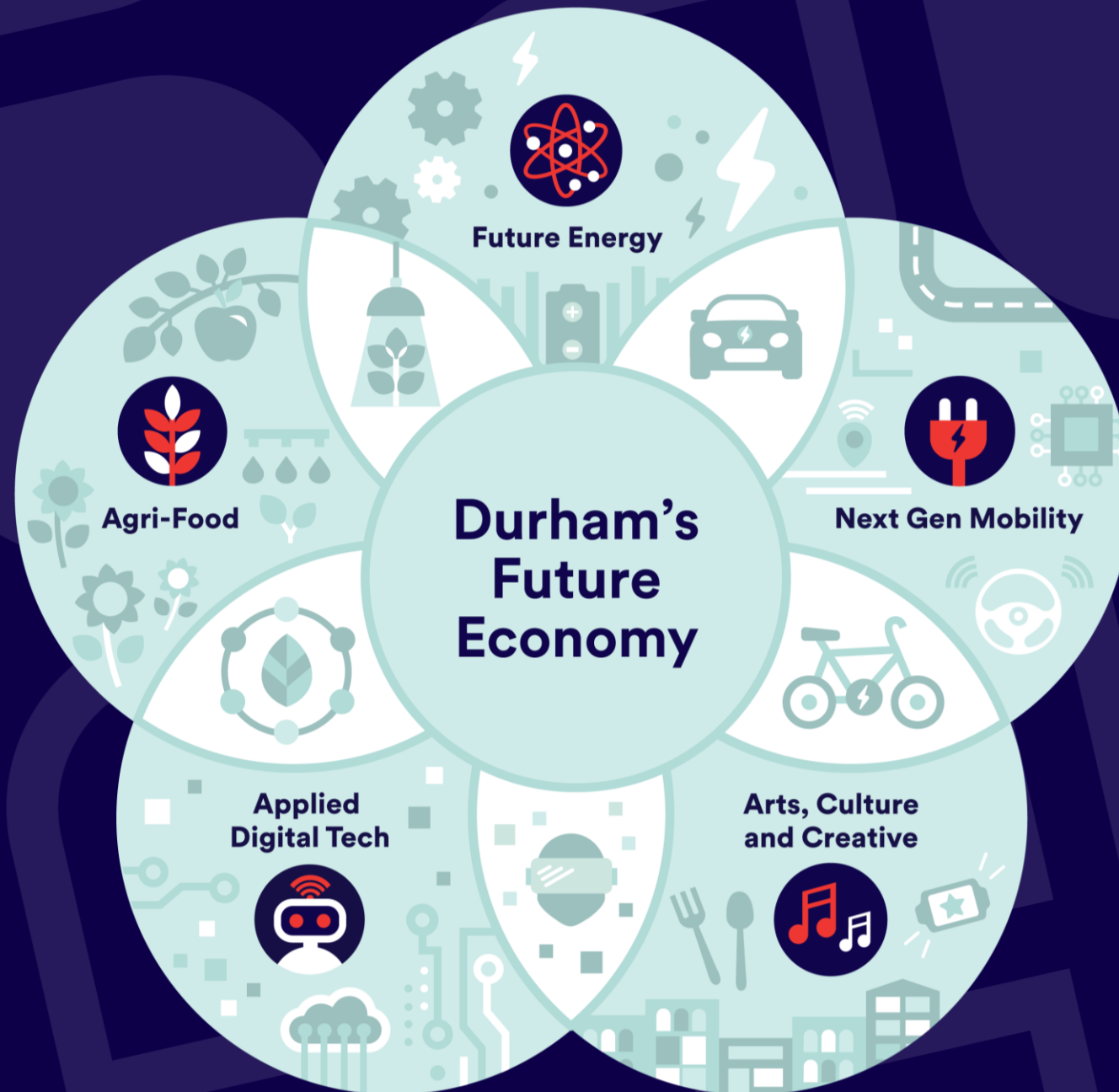
What We Do





Collaboration with DEDP

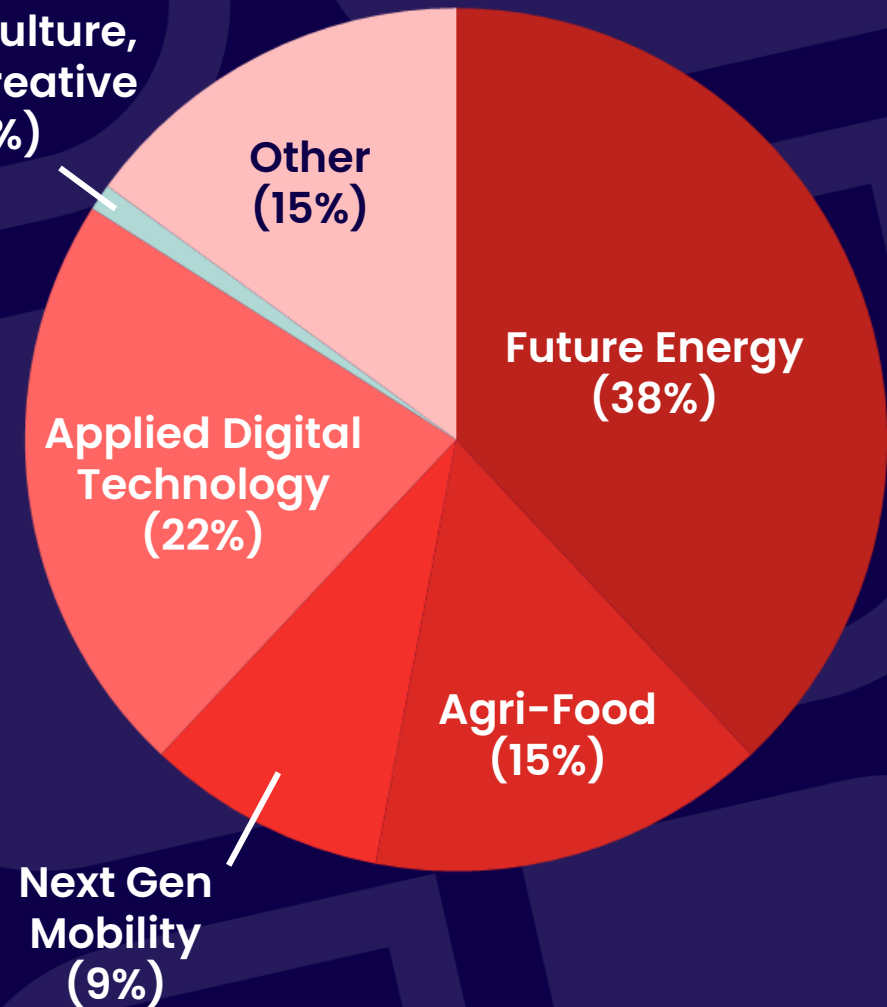
Our Focus



Investment Leads

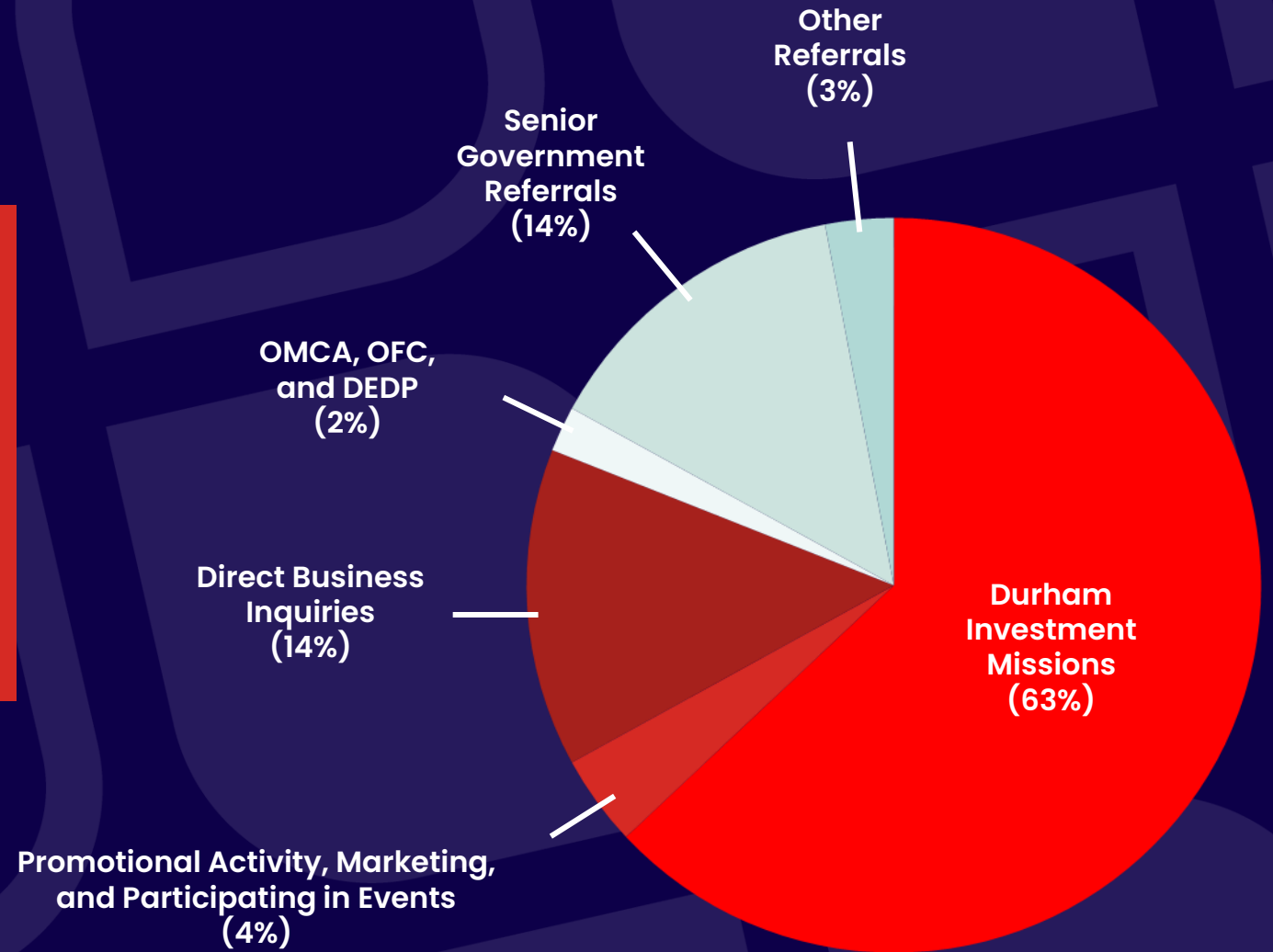
161

86 percent of new leads are in the five priority clusters outlined in "Ready, Set, Future".



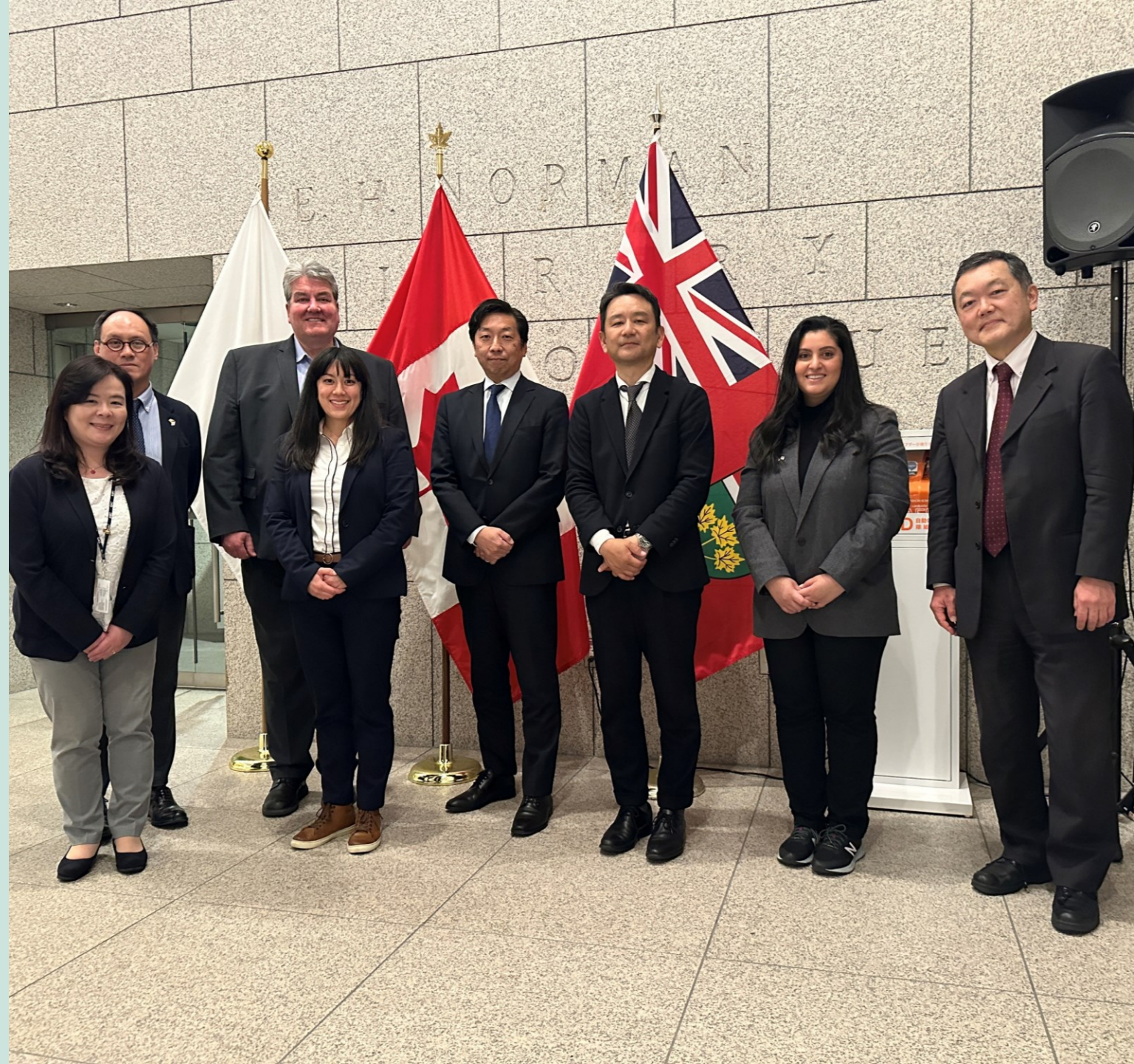
Lead Sources

Invest Durham's marketing activities, initiatives, and lead generation represent 81 percent of the total leads.



Investment Attraction Missions

8





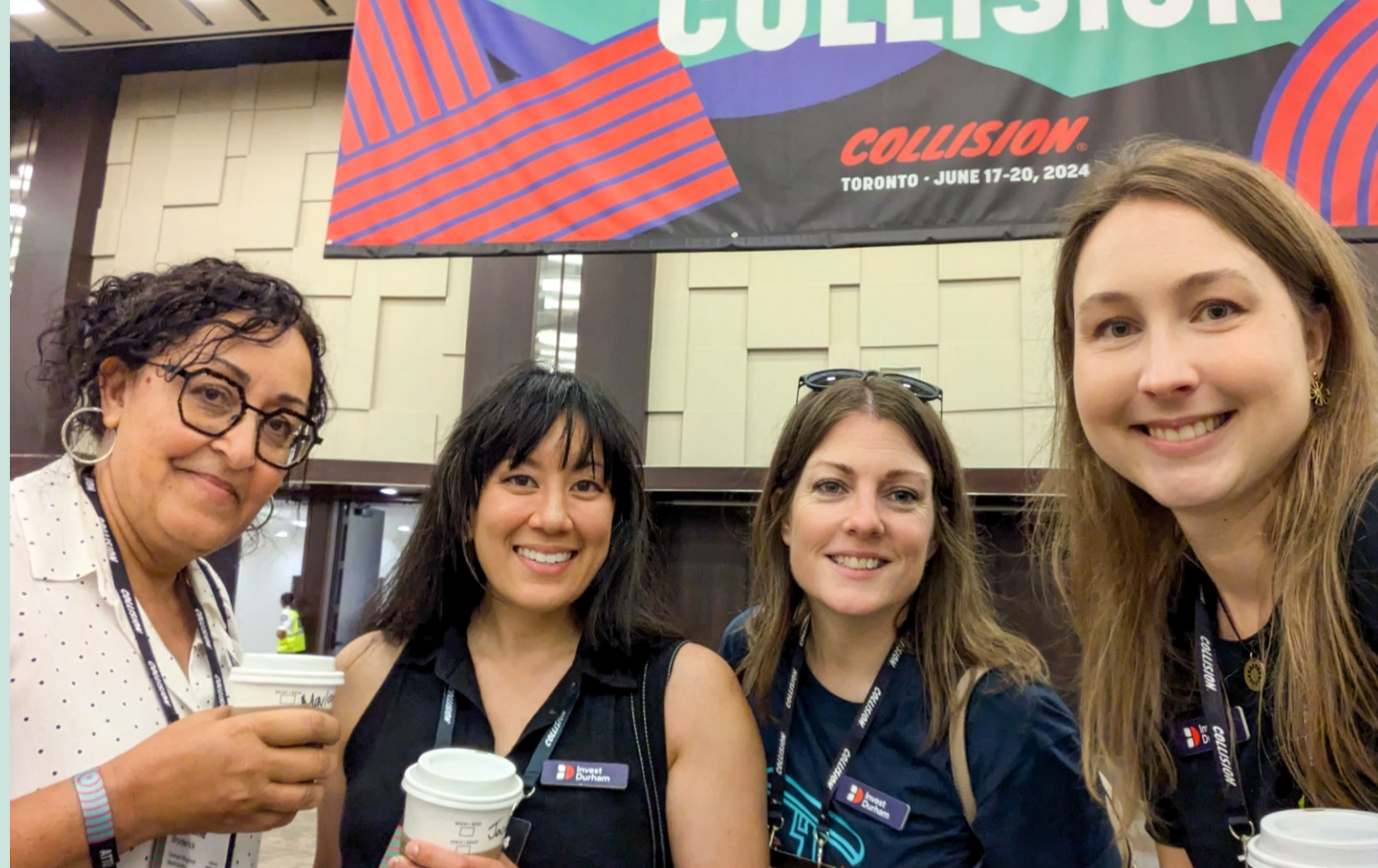
Spotlight: Tampere, Finland Economic Development Partnership

- Signed an MOU
- Collaboration opportunities
- Relationship with FTCS
- Soft landing for Finnish investments



Supporting Events

64





21

Inbound Delegations

Hosted delegations, and Regional and site tours with prospective investors.

Spotlight: Invest Ontario

- Invest Ontario selected Durham Region to host their team strategy session
- Invest Durham value proposition and Ready, Set, Future Strategy
- Tour of Safran Landing Systems



Metrics Summary

Annual Metric	Target	Actual
Prospective Investment Leads	125	161
Personalized Pitch Proposals Sent	35	48
Site Selection Services Delivered	25	31
In-Person Inbound Delegations / Tours	10	21
Number of Investment Missions	8	8
Support or Participate in Other Events	N/A	64
Touchpoints with Prospective Investors	1,000	1,414



Investment Successes

Investment Successes

Ajax

- OPG
- The Shandex Group
- Volkswagen Canada
- Prompt Assembly & Packaging Inc.
- Triforest Manufacturing Inc.
- Lakeridge Logistics Centre

Brock

- Mike Konopacki Rentals

Clarington

- Energy Drive Industrial Project
- Lake Road Industrial Project
- Volt Raceway

Oshawa

- Martin Brower
- Lactalis Canada
- Ontario Power Generation
- Oshawa Power
- Panattoni
- Northwood Place

Pickering

- Pickering Nuclear Generating Station Refurb
- Jerry Coughlan Health & Wellness Centre
- Business Point – Pickering Corporate Centre
- Triovest – Bay Ridges Industrial Centre
- AtkinsRealis
- Black & McDonald

Uxbridge

- Bestway Stone Expansion
- UCEL Expansion
- Uxbridge Shoes
- Stanmore Equipment
- Hyson Properties

Scugog

- Cannabis Manufacturing Processing Facility
- Canada Post Mailing Distribution Centre
- Industrial Cartage Building

Whitby

- Mazda Distribution Centre
- West Whitby Health Clinic
- Whitby Financial Services Centre
- GHD
- 4Sight Utilities



Questions