



LONDON
ECONOMIC
DEVELOPMENT
CORPORATION

Activity Update

2021



ACTIVITY UPDATE

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As the lead economic development agency in London, Canada, the LEDC develops sustainable economic advantage through the growth of local business, attraction of new foreign investment and scale-up support. LEDC focuses on growing London's primary economic sectors – Agri-Food, Advanced Manufacturing, Digital Media and Tech, and Health. Growth in these sectors creates additional jobs through supply chains, service, retail industries, and more.

THE TEAM



Jack Adams
MANAGER,
BUSINESS DEVELOPMENT



Kerryann Thomas Black
DIGITAL MARKETING AND
CONTENT CREATION
COORDINATOR



Robert Collins
DIRECTOR,
WORKFORCE
DEVELOPMENT



Ashley Conyngham
DIRECTOR, MARKETING
& COMMUNICATIONS



Bhavika Dalal
ACCOUNTING SPECIALIST



Andrew Dodd
MANAGER,
FILM LONDON



Jeffrey Fernandes
BUSINESS
DEVELOPMENT
COORDINATOR



Kapil Lakhotia
PRESIDENT & CEO



Lia Ludaes
ADMINISTRATIVE
SPECIALIST



Larry Mackinnon
DIRECTOR,
BUSINESS



Brittany Maia
MANAGER,
BUSINESS DEVELOPMENT



John Pollock
CONSULTANT,
BUSINESS
DEVELOPMENT



Josh Taylor
BUSINESS
DEVELOPMENT
COORDINATOR



Sandra Zarate
BUSINESS SUPPORT
SPECIALIST

The LEDC employs experienced professionals who provide information, advice, and assistance to growing London businesses and foreign investors.



VISION | MISSION

Grow our economy through attraction of new investment, acceleration of local business, and building stronger workforce capacity.

	EXPANSIONS AND ATTRACTIONS	JOB ADDED	GRANTS AND SUBSIDIES		FACILITATED CREATION OF
2020	\$ 79M	820	\$ 19M	SINCE INCEPTION IN 1998	24K NEW JOBS
2021	\$ 173M	1950	\$ 79M		\$ 2.8B NEW INVESTMENTS
					\$ 22+M ANNUAL PROPERTY TAX REVENUE

For over 23 years the London Economic Development Corporation (LEDC) has been successful in attracting new employers to London, as well as assisting hundreds of companies with local expansions.

The impact of Covid-19, ongoing changes in, the global investment climate, demographics shift, gaps in the local labour market, and changing client needs have necessitated a fresh look at LEDC's programming and strategic plan.

LEDC's goal is to continue developing economic activities across targeted industry sectors, leading to job creation through attraction, retention, and workforce development.

The LEDC is governed by an independent board, comprised of accomplished business and community leaders.

BOARD OF DIRECTORS

Aaron Atcheson
PARTNER
MILLER THOMSON LLP

James Crich
PRESIDENT
AUBURN DEVELOPMENTS
INC.

Ed Holder
MAYOR
CITY OF LONDON

Lynne Livingstone
CITY MANAGER
CITY OF LONDON

Cathy Siskind-Kelly
CO-OWNER
BLACK FLY BEVERAGE
COMPANY

Doris Bitz
PRESIDENT, RETAIL
DESSERT HOLDINGS

Peter Devlin
PRESIDENT
FANSHAWE COLLEGE

Kapil Lakhotia
PRESIDENT AND CEO
LEDC

Michael Schmalz
PRESIDENT
DIGITAL EXTREMES

**Lynn Smurthwaite-
Murphy**
CEO
PLUGABLE TECHNOLOGIES

Stephen Bolton
PRESIDENT & CEO
LIBRO CREDIT UNION

Lisa Harrison
CHIEF OPERATING &
PRIVACY OFFICER
ALIMENTIV INC.

Andrew Lit
GENERAL MANAGER
BROSE CANADA

Dr. Alan Shepard
PRESIDENT & VICE
CHANCELLOR
WESTERN UNIVERSITY

STRATEGIC FUNCTIONS

LEDC has set the following broad strategic functions in order to achieve the above goals.

Grow

Foster scale-up activity with existing businesses and support long term resiliency by addressing common barriers to growth.

Invest

Attract new investment and job creation opportunities where we can offer a unique or compelling solution that solves a real need for companies.

Talent

Assist employers in connecting with various talent pools and develop better capacity to recruit and retain workforce.

Engage

Build a stronger brand for London, improve our visibility to attract capital and talent, and develop a network of collaborators in the region.

KEY ORGANIZATIONAL OBJECTIVES

Facilitate growth of a knowledge, technology, and innovation-based economy.

Champion positive and collaborative economic narrative within the city.

Develop bold, creative, and future-focused initiatives to target new investment opportunities and to help accelerate growth of local companies.

Collaborate with other organizations on a unified “London FIRST” approach, identify gaps in service offerings, and reduce overlap to better serve local companies.

Attract new business and foreign direct investment to London, and assist those companies with navigating government programs, regulatory approvals, and connecting with the local business environment.

Collaborate with other agencies on core area recovery and revival efforts

Build robust workforce capacity, improve our labour force participation, and find innovative ways to connect employers to talent.

KEY SUCCESS DRIVERS

1. Clusters

Design creative ways to grow our key clusters through diversification, industry events, research and development, infrastructure investments, skills training, and access to financing.

2. Infrastructure

Work with various groups responsible for infrastructure development, such as the Industrial Land Development team and Planning Division at the City to support the development of market-ready infrastructure.

3. Workforce

Facilitate effective labour matching for employers, through attraction of new talent, retention of skilled graduates, and engagement of experienced workforce.

4. Culture

Collaborate with organizations such as Downtown London, Tourism London & RBC Place to animate downtown spaces, attract new cultural activities and contribute to the development of an exciting, energetic and engaging brand for London.

SECTORAL FOCUS

Advanced Manufacturing | Agri-Food and Beverage Processing | Digital Media and Tech | Health

LEDC acts as a catalyst for economic growth in the city. We help attract new investment, jobs and infrastructure to the city, which in turn creates additional jobs through supply chain benefits, service industry and more. This multiplier effect creates significant wealth and prosperity for Londoners.



SECTORAL FOCUS

ADVANCED MANUFACTURING

Objective: Diversify London's industrial cluster by developing new manufacturing niches such as electric mobility, lightweighting and automation by leveraging existing manufacturing skills in the region as well as the training capacity at local education providers.

500+
COMPANIES

34,300+
EMPLOYED

SECTORAL FOCUS

ADVANCED MANUFACTURING

With more than 34,300 employees and 500 companies, the advanced manufacturing sector in London represents approximately 11% of all employment in the region. Defense and composite material-based products are driving growth in this sector, as well as the automotive and transportation industries.

London's advanced manufacturing companies are focusing on automation, robotics and technology to produce high-value products, as well as diversifying the sector through industries such as aerospace, sporting goods, and building products.

In 2021 LEDC assisted a number of companies to buy land and make London home. LEDC also assisted with dozens of manufacturing expansions. The annual Manufacturing Matters conference was able to bring the sector together virtually.



SECTORAL FOCUS

AGRI-FOOD PROCESSING

Continue building on our reputation as the premier provincial site for food processing investment and job creation opportunities as well as support incubation and scale up of smaller food processing business through collaborations with Western Fair's The Grove, Small Business Centre and RH Accelerator.

60+
COMPANIES

6,000+
EMPLOYED

SECTORAL FOCUS

AGRI-FOOD PROCESSING

Convenient access to raw materials including fresh water and major markets has historically been among the leading reasons for attracting agri-food companies.

London continues to enjoy a spectacular record of growth in our Agri-Food cluster, which now has more than 60 companies employing over 6,000 people, focused in baked goods, meat production, frozen desserts, spices honey, alcoholic beverages and more.

There are tremendous supply chain benefits that arise from new food and beverage processing operations, including raw material processors, temperature controlled logistics, food grade packaging, and specialized automation equipment.

London has successfully landed new food companies such as Aspire Food Group and Maple Leaf Foods and supported several large expansions. There has been a lot of activity with local food entrepreneurs starting micro-breweries, health foods and fermented products. With the successful launch of Western Fair's The Grove, London now has a dedicated food and beverage incubation facility with equipment, resources, mentorship and programming.

SECTORAL FOCUS

DID YOU KNOW?

Over the last 10 years there's been a strategic move to diversify our Advanced Manufacturing sector to include more agri-food and beverage processing companies. This diversification provides more stability in our economy, as well as opens the sector up for more diversity, inclusion, and equitable employment opportunities.

CLUSTER INCLUDES



SECTORAL FOCUS

DIGITAL MEDIA AND TECH

Develop a strong pipeline of technology startups and scaling companies; take leadership in creating a niche cluster of film, television and digital media.

300+
COMPANIES

9,000+
EMPLOYED

SECTORAL FOCUS

DIGITAL MEDIA AND TECH

London is a key digital content, interactive technology and large digital game development centre in Ontario. The city has more than 300 technology companies, employing over 9,000 people focused in interactive game development, automation and productivity software, cyber security, healthcare IT and SAAS. The RH Accelerator's addition of private sector capital, programs and services to this sector and a number of high profile acquisitions and equity investments have raised London's visibility on the tech map.

LEDC worked with a number of digital creative companies in 2021, to connect them to talent, capital, infrastructure, and training. In addition, LEDC collaborated on industry-focused events, such as, Deloitte's Technology, Media and Telecommunications Predictions, and a Forest City Film Festival networking event to connect tech experts to filmmakers.

SECTORAL FOCUS

DID YOU KNOW?

London is home to some of the fastest growing technology companies and top places to work in Canada.

CLUSTER INCLUDES



**DIEBOLD
NIXDORF**

**J.D. POWER | AUTODATA
SOLUTIONS**

tbk



PSD RESEARCH
CONSULTING
SOFTWARE

CARFAX

INFO~TECH
RESEARCH GROUP

TACTIC
STUDIOS

 **paystone**

SECTORAL FOCUS

HEALTH

Improved commercialization of health technologies through stronger partnerships with Western University and Fanshawe College; better engagement with early-state companies with scaleable potential through our Founders program.

60+
COMPANIES

21,000+
EMPLOYED

SECTORAL FOCUS

HEALTH

London's Health Care sector employs more than 21,000 people, primarily at front line health care delivery organizations and research institutes. Areas of expertise include biomedical, biotechnology, medical devices, clinical trials, medical imaging, xenotransplantation, and advanced robotic surgery.

LEDC worked with research and commercialization partners to assist with new start-up and scale up activity and to refer businesses to London's various research and development capabilities.

The arrival of ANVO Pharma Group and several local expansions such as Alimentive and Diagnostics Biochem Canada have sparked a new interest and capacity in this sector.

CLUSTER INCLUDES



DID YOU KNOW?

Medical firsts happen here in London.

1920 Dr. Frederick Banting

puts to paper his 25-word hypothesis that leads to the discovery of insulin.

1987 WORLD FIRST

Pacemaker cardioverter defibrillator (PCD) is implanted at **University Hospital**.

1997 WORLD FIRST

Transplantation of the liver, bowel, stomach, and pancreas into a five-month old infant, the youngest recipient of a multi-organ transplant at **LHSC**.

2012 WORLD FIRST Research led by **Western University's Dr. Kang** (supported by Sumagen Canada) results in the first and only preventative HIV vaccine based on genetically modified killed whole virus proceeding to human clinical trials.

2012 WORLD FIRST Research led by **Dr. Adrian Owen** of **Western University's Brain and Mind Institute** makes history by discovering a way to communicate with patients in a vegetative state through brain imaging.

2018 WORLD FIRST

LHSC surgeons performed first robotic aortic valve replacement on patient using da Vinci robot.

2019 FIRST IN ONTARIO

Ontario's first paediatric robot-assisted stereoelectroencephalography (SEEG) performed by the Paediatric Epilepsy Program at Children's Hospital at London Health Sciences Centre (LHSC).

2021 TOP 10 Lawson Health Research Institute has ranked eighth in the country for the 2021 edition of Canada's Top 40 Research Hospitals List by Re\$earch Infosource.

STRATEGIC OBJECTIVES

Grow | Invest | Talent | Engage

The LEDC's activities are driven by four strategic objectives – to accelerate business growth, attract new investments, connect employers to talent, and engage with local, national, and international audiences about what's new and exciting in London.

From training workshops and programs to events, all of the LEDC's initiatives are driven by these objectives and are established for London's largest and fastest growing sectors.

As companies increasingly seek skilled talent to support their business growth, workforce development will remain a key priority for the LEDC over the coming years.



STRATEGIC OBJECTIVES

GROW

Foster scale-up activity with existing businesses and support long term resiliency by addressing common barriers to growth.

The LEDC offers existing London businesses a comprehensive suite of services designed to facilitate sustainable long-term growth.

Our staff assist local companies with supply chain development, market research, feasibility studies, building local partnerships, and other services that build sustainable clusters.

KEY FOCUS OF THIS PORTFOLIO INCLUDES:

Scale-up | Retention | Cohesion

STRATEGIC OBJECTIVES

GROW

	RETENTION FILES*	JOBS	ACTIVE EXPANSION FILES	COMPANIES	REFERRALS
2020	3	50	36	611	2,164
2021	4	406	27	832	1,735

*Includes companies that have requested LEDC support for employee and business retention.

Referrals we often make: Small Business Centre, City of London, Export Development Canada, TechAlliance & many more.

COMPANIES WORKED WITH



STRATEGIC OBJECTIVES

INVEST

Attract new investment and job creation opportunities where we can offer a unique or compelling solution that solves a real need for companies.

Initiatives in this portfolio focus on developing new investment and job creation opportunities in target markets best suited to match with London's key sectors. When appropriate, LEDC's attraction activities are coordinated with Federal and Provincial investment and trade representatives.

KEY FOCUS OF THIS PORTFOLIO INCLUDES:

Funnel | Support Hub | Infrastructure

STRATEGIC OBJECTIVES

INVEST

	RETENTION FILES*	JOBS	ACTIVE EXPANSION FILES	COMPANIES
2020	2	134	55	3
2021	4	132	71	15

COMPANIES WORKED WITH





STRATEGIC OBJECTIVES

INVEST

HIGHLIGHTS

Maple Leaf Foods

Though the project was landed years ago, their presence in London has precipitated numerous other businesses to set up in the city, such as Pollux out of Brazil, Ryder Trucking, food distribution partners, as well as business opportunities for equipment manufacturers, service providers and logistics companies. An investment the size of Maple Leaf Foods in London has a ripple effect throughout the industrial sector for years if not decades. Many local companies have benefited. Many new companies have arrived.

STRATEGIC OBJECTIVES

TALENT

Assist employers in connecting with various talent pools and develop better capacity to recruit and develop London's workforce.

LEDC has been recognized as being one of the first economic development agencies in Canada with a dedicated Workforce Development focus. The overall mandate of this portfolio is to work with the business development team and provide workforce development services to their clients, which help support expansions and growth. We connect employers to education institutions, employment support agencies, key contacts in the community, in-person and virtual Job Fairs, employer workshops on a variety of topics, and other information sessions. Sessions for pre-arrival

KEY FOCUS OF THIS PORTFOLIO INCLUDES:

Employers | Newcomers | Post Secondary

STRATEGIC OBJECTIVES

TALENT

	EXTERNAL JOB FAIRS	EMPLOYER & JOBSEEKER CONSULTATIONS	WORKFORCE PROJECTS		AVERAGE NO. OF COMPANIES	AVERAGE NO. OF JOB TITLES
2020	12	1,213	25	2021	67	325
2021	11	1,290	26		43	227



London Tech Jobs and London Manufacturing Jobs are free portals to help employers promote their open digital creative, technology and manufacturing jobs.

TALENT INITIATIVES



Facilitated two London & Area Works Job Fairs which also includes a 13 part series on CTV London.



Worked with Kings on a signature program called the Kings Promise. This initiative guarantees students meaningful employment within their first six months post-graduation.



LEDC is the referral partner for area companies to access the federal Global Talent Stream helping growing companies obtain **Dedicated Service Channel** support from Immigration, Refugees and Citizenship Canada and referral support for **Category A Talent** to access unique and specialised foreign nationals.



STRATEGIC OBJECTIVES

TALENT

HIGHLIGHTS

Knighthunter + LEDC

With the assistance of Knighthunter, our Job Portals connect directly to www.londontechjobs.ca and www.londonmfgjobs.com directly to those at Western University and Fanshawe College increased employer participation and brought London companies more to the attention of post-secondary talent and alumni.

“Through collaborating with our partners, Fanshawe College is excited about creating more employment opportunities for our students and graduates while contributing to our communities economic recovery”

DARLENE O'NEILL

Director,

Employment and Student Entrepreneurial Services

Fanshawe College

STRATEGIC OBJECTIVES

ENGAGE

Build a stronger brand for London, improve our visibility to attract capital and talent, and develop a network of collaborators in the region.

The engage portfolio champions positive economic dialogue within the city, raises visibility for job creation opportunities, and supports all internal and external activities across our target sectors and strategic focus areas of business.

LEDC's engage team provides marketing and communications support to LEDC clients, and collaborates with community organizations to develop, deliver, and support events for London's key sectors.

KEY FOCUS OF THIS PORTFOLIO INCLUDES:

Brand | Inform | Collaborate

STRATEGIC OBJECTIVES

DON'T TELL TORONTO



The Don't Tell Toronto marketing campaign has gone viral on major sites like Narcity, BlogTO and Reddit. (Feb 14 to Feb 20, 2021)

THE ISSUE AT HAND

Access to qualified talent is the number one barrier to growth for London companies.



Speak

FACEBOOK AND INSTAGRAM ADS
OF TIMES VIEWED

881,015

DON'T TELL TORONTO.CA
PAGE VIEWS

72,884

FORM SUBMISSIONS
FROM WEBSITE

400+

STRATEGIC OBJECTIVES

ENGAGE

		INBOUND ENQUIRIES	PAGEVIEWS TO LEDC.COM			MEDIA HITS	SOCIAL ENGAGEMENTS
2021	2020	128	231K	2021	2020	117	54.8K
		578	247K			113	71.5K

		NEWSLETTER NEW SUBSCRIBERS	NEWSLETTER ENGAGEMENTS			EVENTS HOSTED	COMMUNITY NEWS & EVENTS PROMOTED
2021	2020	153	2400	2021	2020	13	819
		12	22.6K			21	414
		CAMPAIGNS	OPENS				EVENTS

OF SOCIAL MEDIA FOLLOWERS GAINED

2021 + 1,701     | 15 COMMUNITY COLLABORATIONS

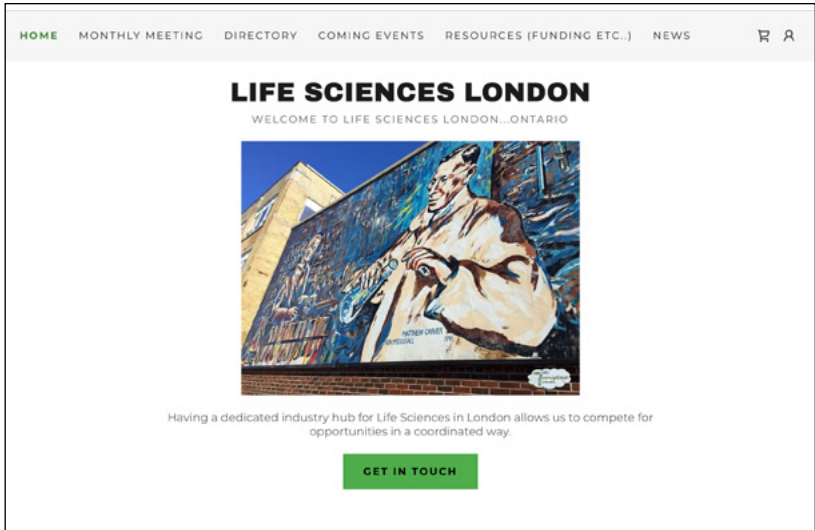
STRATEGIC OBJECTIVES

ENGAGE

HIGHLIGHTS

LifeSciencesLondon.ca

London has great strengths in medical research and innovation capacity. The successful launch of Life Sciences London strategically brings the life sciences sector together to harness the potential for commercialization and job creation opportunities. Participants include scaling companies, institutions, ecosystem supporters, experienced business leaders, and interested individuals from all over southwestern Ontario.



COLLABORATIONS & PARTNERSHIPS



Working together to provide support including, Industrial Lands promotion and strategy, the choose London Newcomers strategy, Jobs Now Network to connect employers

to talent and the Skills Advance Ontario pilot project. Collaborating with Downtown London, Small Business Centre, Old East Village on the Core Area Action Plan (CAAP).



Partnering to advance London's niche aerospace cluster through joint land

development, pitches to airlines, and aviation businesses.



Supporting many Chamber events and initiatives, including the new London book.



Partnering to highlight local solutions and industry sectors, through ongoing events such as Manufacturing Matters in a virtual setting and our Holiday Open House.



Partnering on the London & Area Works initiative video series, which puts a spotlight on unique products manufactured in the London region.



Along with other partners such as Excellence in Manufacturing we delivered our annual Manufacturing Matters conference virtually.

Virtual niche events focused on exporting, food and beverage processing as well as Covid best practices where also held virtually.



As the regional supporter for the London Chapter, LEDC helps WCT deliver local events and workshops that are valuable to the digital creative sector.



Chance to work closely with Workforce Planning and Development Board | Elgin, Middlesex, Oxford



the grove.
HARVESTING INNOVATION

Initiating an important partnership with Libro Credit Union and supporting London's new agri-business incubator at the Western Fair District and referring clients to access space, resources, and connections to accelerate business growth.



Collaborated with Western and affiliates Kings, Brescia and Huron on international recruitment strategies and career fairs.



Connecting early-stage companies in London's digital creative sector to access space, mentors, investors, and resources at the accelerator.



Delivering multi-phase food and beverage programming to support agri-food entrepreneurship.



Signed a formal partnership MOU, that includes participating in program advisory committees, actively reporting on new programs, international recruitment. Momentum series online.



It's now easier for students and recent grads to connect with local employers and employment opportunities through a one post system. The London Economic Development Corporation (LEDC), Knighthunter, Outcome Campus Connect (OCC), Western University, and Fanshawe College, have joined forces to accelerate the regional economy while supporting job-seeking recent graduates. Through this strategic partnership, Knighthunter.com has connected the LEDC's industry-specific job boards with Outcome Campus Connect and is now using OCC's application programming interface to empower London-based employers to directly reach and recruit student and recent graduate talent from Western University and Fanshawe College.



Partnered to develop and deliver Smashing Barriers- Breaking and Building for Everyone, an event that promotes and celebrates International Women's Day. Great strides have been made since the inception of International Women's Day in 1909, but the work is just beginning. This day marks a moment to reflect on triumphs, celebrate the power, acknowledge the shortcomings and plan for strategies of change as we revere women. The International Women's Day 2022 theme, #BreakTheBias, captures what we embrace and work to emulate each and every day in our lives, work and community.



Working with Tourism London to support events and initiatives as well as collaborating on the successful bid to host the 2022 EDCO regional conference in 2022

STRATEGIC INITIATIVES

INDUSTRY COLLISIONS

The LEDC collaborated with The Forest City Film Festival, Deloitte Canada, London Region Manufacturing Council and others to deliver virtual industry events in 2021, which are creating networking and business-to-business opportunities among local companies.

LONDON & AREA WORKS

In 2021 the community partners involved in this project - CTV London, City of London, LEDC, Elgin County, Employment Ontario, Future Oxford, and Local Employment Planning Council - virtually hosted two Virtual Job Fairs that attracted 1600 jobseekers to meet hiring employers and community services. Jobseekers were provided preparatory workshops and advice on how to succeed in a virtual environment and were introduced to free employment services that can help them prepare for post pandemic opportunities.

REGIONAL ALLIANCES

The LEDC participates in two pan-regional alliances, with the Ontario Food Cluster (OFC) and Ontario Manufacturing Communities Alliance (OMCA). We work with other municipalities in Ontario to market Ontario and serve as a one-stop shop for potential foreign investments. LEDC is also a member of the Consider Canada City Alliance (CCCA) where Canada's 13 largest cities coordinate investment attraction activities with the Federal government.

FILM LONDON

Website launched


Film London collaborated with the Forest City Film Festival – (OSCC project pitch)



FILM LONDON
ONE STOP. FOR REEL.

WEBSITE FILM DATABASES		FILM LOCATION TOURS
LOCATIONS	RESOURCES	
94	70	4
23	63	15
TALENT/PERFORMERS	CREW	FILM PROJECTS

OF SOCIAL MEDIA FOLLOWERS GAINED

+ 386    

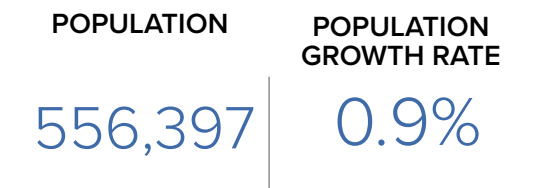
ECONOMIC INDICATORS

Successful outcomes for LEDC go beyond job creation and investment attraction. The efforts of our team have a very high multiplier effect in the community and impacts many lives in London.



ANNUAL DEMOGRAPHIC ESTIMATES
BY LONDON CENSUS METROPOLITAN AREA (CMA)

CHART 3



A census metropolitan area (CMA) or a census agglomeration (CA) is formed by one or more adjacent municipalities centred on a population centre (known as the core). A CMA must have a total population of at least 100,000 of which 50,000 or more must live in the core.

SOURCE: STATISTICS CANADA POPULATION ESTIMATE AS OF JULY 1 2021

GROSS DOMESTIC PRODUCT (IN MILLIONS)

CHART 2

	2014	2015	2016	2017	2018	2019	2020	2021
GDP	20,393	20,749	21,071	21,471	21,800	21,568	22,410	24,602

SOURCE: THE CONFERENCE BOARD OF CANADA

EMPLOYMENT LONDON CMA (IN THOUSANDS)

	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Employed	240.4	243.0	252.0	245.9	245.8	252.9	251.2	252.4	282.7
Goods-Producing Sector	48.5	48.4	53.8	53.5	51.3	52.8	55.2	57.1	58.6
Agriculture	3.1	3.5	3.8	3.3	3	2.4	2.3	4.5	2.9
Construction	16.4	16.4	16.8	15.3	16.5	17.4	17.6	20	20.3
Manufacturing	27.4	27.1	32.0	33.4	29.8	31.7	34.3	31.3	33.9
Services-Producing Sector	191.8	194.6	198.1	192.4	194.5	200.1	196.0	195.3	224.1
Trade	39.7	37.2	37.2	32.1	37.2	42.5	37.4	31.5	37.2
Transportation & Warehousing	11.2	11.8	9.8	10.7	9.9	11.4	10.9	12.7	12.4
Finance, Insurance, Real Estate & Leasing	17.0	16.4	18.4	16.4	17.1	15.9	18.1	18.9	21.2
Professional, Scientific & Technical Services	13.8	12.6	14.6	16.3	16.6	14.8	17.0	19.8	20.0
Business, Building & Other Support Services	11.2	12.0	15.0	12.5	13.4	12.3	10.7	8.9	12.7
Educational Services	18.1	22.5	22.6	22.4	23.1	22.1	21.7	22.6	27.1
Health Care and Social Assistance	37.8	36.7	35.8	38.2	38.1	38.5	37.5	38.6	45.8
Information, Culture & Recreation	8.9	10.0	7.1	9.6	7.8	8.4	8.2	9.2	8.9
Accommodation & Food Services	17.7	17.4	19.0	19.0	17.1	17.8	15.1	14.7	17.3
Other Services	7.8	8.2	8.9	8.7	7.6	9.5	10.1	8.8	10.4
Public Administration	8.6	9.9	9.8	6.5	6.5	7.0	9.3	9.4	11.0

SOURCE: STATISTICS CANADA TABLE 14-10-0098-01

LONDON HOUSING PRICES (AVERAGE)

	BUNGALOWS	CONDOMINIUMS	AGGREGATE
London	\$710,700	\$410,600	\$479,453

SOURCE: ROYAL LEPAGE HOUSE PRICE SURVEY, Q1-Q4, 2021 (ONLY London)
 NATIONAL HOUSE PRICE COMPOSITE IN THE FOURTH QUARTER 2021, RLPNETWORK.COM

MEDIAN TOTAL INCOME (ALL FAMILIES)

	2014	2015	2016	2017	2018	2019
London	\$78,050	\$80,570	\$81,800	\$83,880	\$86,860	\$88,240
Canada	\$78,870	\$80,940	\$82,110	\$84,950	\$87,930	\$90,390

BUILDING CONSTRUCTION ACTIVITY (IN \$MILLIONS)

	2016		2017		2018		2019		2020	
	PERMITS	VALUE	PERMITS	VALUE	PERMITS	VALUE	PERMITS	VALUE	PERMITS	VALUE
Residential	2,859	\$872.28	3292	\$822.34	2,702	\$763.2	2,679	\$755.5	2,639	\$1,239.1
Commercial	533	\$186.12	435	\$154.17	502	\$141.6	546	\$115.3	546	\$106
Industrial	80	\$53.68	95	\$33.23	81	\$43.6	112	\$385.7	64	\$63
Institutional	203	\$289.82	175	\$108.39	236	\$53.9	191	\$97.1	178	\$203.6
Other	1,037	\$8.21	1,019	\$5.65	1,049	\$1.3	1,003	\$20.6	820	\$9.6
Total	4,712	\$1.41B	5,014	\$1.12B	4,570	\$1.01B	4,531	\$1.3B	4,091	\$1.6B

SOURCE: CITY OF LONDON, 2019.

VACANCY RATES

	2014	2015	2016	2017	2018	2019	2020	2021
Industrial	9.2%	8.6%	7.4%	8.0%	5.1%	3.5%	1.5%	0.9%
Office	15.1%	14.3%	16.6%	16.9%	20.3%	19.2%	13.8%	16.1%

CBRE LIMITED, Q3, 2021



London Makes the Difference