

BUILDING BY DECADES



DAVID WILKES
PRESIDENT & CEO OF BILD

The Building Industry and Land Development Association's (BILD) predecessor association, the Toronto Home Builders' Association, was founded in 1921. To mark its 100th anniversary, BILD has partnered with the Toronto Star to put together a special feature tracing, decade-by-decade, the history of residential and commercial development in the Greater Toronto Area (GTA). This is the 11th and final installment in this series, and it looks forward to the next few decades to provide readers with a glimpse of what our region could look like.

To put this section together, we turned to experts to outline the future from a variety of perspectives—technological, demographic, economic, real estate and public transportation. In addition, we asked BILD's Board members, all senior industry experts in building, planning, finance, material supply and contracting, as well as BILD's 100th Anniversary Committee, to provide short vignettes on the future from their perspectives. I hope you will enjoy this sneak peek into what may lie ahead for our region.

As we close out this series and as we (hopefully) approach the aftermath of the most serious global pandemic in 100 years,

it is clear to me that our region is facing some very difficult decisions on the future.

For the last 100 years, the cities and towns of the GTA have been a beacon, welcoming new Canadians from all over the world. This, combined with natural population growth and the massive rural-to-urban migration of the last century, consistently made the GTA one of the fastest-growing urban areas in North America.

From 1920 to 1950 the population doubled, then doubled again by the start of the 1990s and then again to today. Residential, commercial and institutional development has provided housing, employment spaces, schools, hospitals and all the recreational amenities we enjoy today, for nearly 7 million people. The GTA generates 20 per cent of Canada's GDP and 50 per cent of Ontario's GDP. Our quality of life and economic strength are rooted in our ability to attract and retain highly educated and skilled workers and provide them with desirable places to live, work and play.

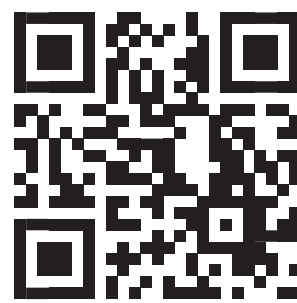
Unfortunately, in the last 20 years, building more homes and work spaces has been more restricted, costly and time consuming than ever, as municipalities bow to local pressures that resist development. The current provincial government has brought in welcome changes with its Housing Supply Action Plan, but

it is up to the municipalities to do the work of updating their policies to meet the new requirements.

With more than four million more new residents expected by 2051, now is the time to ask ourselves what type of future we want and have an honest, open and factual dialogue about the challenges and realities of accommodating population growth.

I would like to take this opportunity to thank BILD's 100th Anniversary Committee and the dedicated staff team whose passion and commitment made this celebratory project come together.

Scan to see what the future may hold for the GTA.



INNOVATION IS THE FUTURE OF HOUSING IN THE GGH



By George Carras

The Greater Golden Horseshoe (GGH) is home to almost 10 million people and quite significant to Canada, accounting for roughly 27 per cent of all Canadians. The GGH is to Canada as New York, Los Angeles, Chicago, Dallas and Houston are together to the USA. By the year 2051, the population of the GGH is forecasted to be 15.5 million people—that's 5.5 million more than today.

Where and how will all those people live? According to a recent Scotiabank report, *Estimating the Structural Housing Shortage in Canada: Are We 100 Thousand or Nearly 2 Million Units Short?*, Canada suffers from a chronic insufficiency of home supply, with the lowest number of housing units per 1,000 residents of any G7 country.

Housing is critical and complicated.

And no one is in charge of it. Innovation in housing is no longer a luxury. It is a necessity and it's on the rise in the GGH. Almost everything we now do in housing needs to improve, from how we create new homes to how we operate, finance, own and use them. This calls for significant disruption of the status quo and an unprecedented level of collaboration between industry, consumers and government.

There is good evidence that this new era of innovation is starting and here are a few examples. New condominiums are a critical part of the new supply of housing, but complexities in the final stages of a multi-year journey for purchasers requires the payment of interim occupancy interest. This effectively forces consumers to rent their own unit for several months before the developer can register the condominium, allowing the purchasers to close on their unit and begin paying off their mortgage.

Industry-led innovation from the finance, insurance, legal and technology industries has created a OneClose solu-

tion that allows purchasers to obtain a mortgage at the time of occupancy. This solution not only saves the consumers money (avoiding interim occupancy interest payments), but also provides a liquidity solution for developers to redeploy their money to the next project and increase the pace of housing supply.

Total housing supply cannot be accomplished through high-rise development alone. Lower and middle density is also needed and is sadly lacking to the point it has been given a name in the industry as "The Missing Middle." Innovation in this space is coming from Toronto-based R-Hauz, which uses digital twin technologies, panelization and offsite fabrication to create cross-laminated timber structures that, most importantly, disrupt the current business model.

R-Hauz has turned housing into a consumer product category where owners of properties on the city's avenues or laneways can configure and create new housing supply. This helps the market self-solve the

housing needs of their families—parents, children, relatives—or provide rental housing for friends or for others in their community, offering housing products that conform to city planning frameworks. As an added bonus, this solution is repeatable, saving the city valuable time and money and resulting in faster, cheaper, smarter and healthier housing solutions. The six-storey structures for R-Hauz's first buildings at Queen and Coxwell were erected in five and a half weeks.

Housing is a problem that consumers, the industry and government are all in together. And industry innovation is key to both its and the GGH's future.

George Carras is the Founder and CEO of R-LABS Canada Inc., the Industry's Company Builder Platform — Solving Problems in Housing and Commercial Real Estate. For more information, visit <https://www.rlabs.ca>.

An aerial view of Barrie, Ont., part of the Greater Golden Horseshoe, on the shore of Lake Simcoe. Shutterstock



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HOMEOWNERSHIP IS PART OF THE FUTURE IN THE GTA



By Tim Hudak

If the last year and a half under COVID-19 has taught us anything, it is that things can change.

By the mid-2030s, new ways of working, technology advancements, shifting consumer preferences and new products and services will dramatically change our day-to-day life. But one thing that will not have changed is the bedrock Canadian value of homeownership.

In fact, the proportion of Ontario homeowners will increase, with three in four adults owning their own home in 2035, successfully reversing the recent decline in homeownership rates that began in 2016.

How did we achieve this? Effective public policy pulled the Canadian dream of homeownership closer by increasing housing choice and affordability. Wise government investment in game-changing infrastructure projects such as the Yonge subway extension, the Ontario

Line and a Pearson Transit Hub saved Ontarians precious time and money. Transit Oriented Communities (TOCs) flourished around these projects, creating attractive and affordable homes for a new generation of Canadian homeowners.

Pro-growth policies, investments in education, innovation in both business and the public sector and a remarkably diverse and inclusive culture propelled the GTA to be the fourth largest metropolitan area in North America by 2035. More cranes decorate the Toronto landscape than in any

North American city, building new homes for people, jobs and public services.

Toronto's vibrant neighbourhoods now offer homeowners attractive choices they can afford. Bold government action eased the regulatory burden, cast aside outdated disco-era by-laws and reduced the punitive land transfer tax that conspired to smother housing innovation and pushed home prices out of reach for the middle class. New growth and the tax revenue it provides preserved and enriched our local communities with parks, entertainment

and recreational experiences.

Tough, bold decisions are not easy to make—otherwise they would have been made already. But courageous calls, smart investments and pro-homeownership policies will make the GTA the got-to-be-there, must-live destination of North America.

Tim Hudak is the CEO of the Ontario Real Estate Association.

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Cranes over a condominium construction site in Toronto. Shutterstock

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IN THE DOWNTOWN EAST, THE RIVER DISTRICT RISES.

AFTER MORE THAN 70 YEARS OF TRANSFORMING MONTREAL, DEVELOPER BROCCOLINI TAKES ON TORONTO'S DOWNTOWN EAST.



LeftBank

The Broccolini story starts in Montreal in 1949 when founder Donato Broccolini built his first single-family home. As Donato continued to expand his portfolio from homes to whole blocks and entire neighbourhoods, the City of Toronto was on a similar trajectory, undergoing rapid growth and expansion in the post-war era, including a concentrated effort to bring new housing to the Downtown East as the 1940s ended.

Since then, Broccolini has grown substantially as a developer, property manager, and construction manager in the residential, commercial, and industrial spaces, transforming much of Greater Montreal's downtown and suburban streetscape. In 2021, the city of Toronto renewed investment in the Downtown East with major infrastructure projects like the Port Lands Flood Protection Program and Don River Mouth Naturalization project, while Broccolini entered a new chapter of their own - expanding into the GTA residential market with two projects right in the heart of the Downtown East.

For Broccolini, the Downtown East represents a natural future for the city. A future where new and improved transit lines will connect to the planned East Harbour transit hub, where the downtown core will expand and continue to intensify, creating thousands of job opportunities. A future where access to prime outdoor recreation and green spaces like the Lower Don Trail system is unparalleled. Endlessly inspired by the opportunity to create a new architectural

edge rising above the revitalized river, Broccolini's inaugural Toronto high-rise condominium River & Fifth is currently under construction, while sister project LeftBank is primed for launch later this year.

Together, both projects exemplify a new vision for what has been dubbed the emerging River District in Toronto's Downtown East. An area where future residents will experience the best of the city's natural landscape while enjoying the ability to co-create the revitalized neighbourhood as it transitions from its industrial roots. Along with marking the start of a new east skyline, LeftBank will also give back to the neighbourhood by improving the public realm for the entire community with widened tree-lined streets, new boutique retail spaces, and River & Fifth's new pedestrian walkway linked to Bayview Avenue. In total, LeftBank will bring 388 new residences to the neighbourhood with more than 16,000 square feet of indoor and outdoor amenity spaces, while River & Fifth will bring 580 residences and 25,000 square feet of indoor and outdoor spaces.

Broccolini's work in the River District wouldn't be possible without the solid foundation we're rising from, created by our peers in the industry and led by experts like BILD. We thank you for your warm welcome and here's to another 100-years! Congratulations!

[BROCCOLINI.COM](https://broccolini.com)

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BROCCOLINI

LOOKING AT THE HOUSING MARKET WITH PERSPECTIVE



By Benjamin Tal

A decade ago, I was invited to the IMF's Investors' Day, an annual gathering of close to 30 of the world's largest asset managers. It was a closed meeting that included participants like Alan Greenspan and Myron Scholes, recipient of the Nobel Memorial Prize in Economic Sciences.

Two hours were dedicated to one topic: "Short Canada." I was asked to debate a New York hedge fund manager who was predicting a near-term collapse of Canada's "bubbly" housing market. It was the easiest debate of my life. I was surprised to learn how little he knew about Canada in general and the Canadian housing market in particular. And since house prices in Canada have doubled since that debate, I guess it's fair to say that I won that debate.

But what about the here and now? Is the current market bubbly following the surge in prices during the COVID-19 crisis? Is there logic behind the madness?

The pandemic-induced recession was the most housing-market-friendly recession ever due to the asymmetrical nature of the crisis. All of the jobs lost since the beginning of the crisis were low-paying jobs. In fact, an unprecedented share of Canadian households was financially unharmed by the pandemic. That allowed them to pass stress tests with flying colours and take full advantage of the historically low interest rates. In other



Custom-built luxury houses in the suburbs of the GTA. Shutterstock

words, financially speaking, most Canadians were able to enjoy the benefit of the recession through low interest rates, without the cost of a broadly based increase in unemployment and reduced job security.

In many ways, there is currently a sense of urgency to enter the market and take advantage of those historically low interest rates. The share of parents acting as guarantors or gifting money toward a down payment is rising, as is the share of borrowers using their property as a source of income.

This means that we are simply borrowing activity from the future, in turn suggesting a notable reaction to any increase in interest rates. And those will come eventually. The Bank of Canada is hinting that the first rate hike might be coming in late 2022, and the bond market is starting to react to that as well as to some inflationary pressures, by lifting the five-year rate. As long as any increase in rates is gradual, the market will be able to adjust with relative ease, with the volume

of activity and the pace of price appreciation slowing alongside higher rates.

The more relevant question is: To what extent is COVID-19 an event or a condition? That is, to what extent will the crisis lead to long-lasting scarring and permanently impact the potential growth of the economy in general, and the housing market in particular?

Every crisis is a trend accelerator, and clearly we have seen the trend of buyers relocating to remote centres, leading to stronger price appreciation relative to the major cities. But one should not read too much into that trend. In the case of the GTA, total sales in centres that are between 50 km and 300 km removed from the city account for only 5 per cent of total sales. In other words, the GTA is still the centre of the universe.

What's more, the pendulum might now have swung too far. The discount for moving away from cities has narrowed, some of it under false pretenses regarding expectations about the future. Should COVID-19

fade into the background, as is expected, the vibrancy of cities will return and so will the demand for housing within them.

Accordingly, from a housing market perspective, we view COVID-19 as an event as opposed to a condition. Higher rates will bring the market back to balanced conditions, and cities will remain the centre of activity. By 2022, the housing market will look and feel more as it was in late 2019. The discussion will shift back to the lack of supply in light of an immigration-driven increase in demand and the need to provide a permanent rental solution to Toronto's affordability crisis through increased purpose-built activity.

While the global economy is currently being transformed, when the fog clears, the housing market in the GTA will look very familiar.

Benjamin Tal is Deputy Chief Economist at CIBC World Markets.

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1951

Mr. Ignat Kaneff arrives in Canada with \$5 in his pocket and not speaking a word of English. With some experience in market gardening, sales & construction, he lands a job with a construction company.



1968

Against market skepticism, Mr. Kaneff follows his intuition and develops a series of high rise properties. His intuition rings true, and the developments are a huge success.



1990

An avid golfer, Mr. Kaneff has always promoted inclusivity, especially for new immigrants. He develops six public golf courses, some of which still rank highly in the North American golf market.



2012

With his long-standing community focus, Kaneff develops low-rise and executive estates in the Lionhead neighbourhood, saturating the vicinity with new homes.



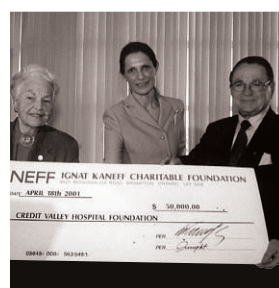
1956

Finding a gap in the real estate market, he establishes Kaneff Corporation, and starts developing subdivisions and mid-rise homes.



1984

Expanding on his success in homebuilding, Kaneff adds commercial properties to its already vast portfolio. In addition, Mrs. Didi Kaneff establishes the I. Kaneff Charitable Foundation two years later.



2008

With a philanthropic focus that dates back to the 1950s, Kaneff invests heavily into higher learning through major gifts and contributions.



2021

Kaneff is investing in the development of innovatively designed condominiums and modish high-rise rentals.

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INDUSTRY LEADERS ON THE FUTURE OF HOUSING

Perspectives on what lies ahead for the GTA



JULIE DI LORENZO, PRESIDENT, DIAMANTE URBAN CORPORATION, CHAIR OF BILD 2005

With three major recalibrations in the GTA housing industry over the last 40 years, we can expect a hybrid of solutions coming from these past experiences in the future:

1) We evolved from financing in layers of debt in the 1980s to equity models where ample new sources of capital are available. Financing now is more collaborative and reacts patiently to bumps in the road.

2) From predominantly low-rise single-family and main streets intensification in the 1980s to present scale high-rise endeavours with well over 500 suites in a project and heights of over 80 stories. While height was an urban solution for where to locate density, it is more expensive to build and may not be the solution to meet our housing needs in the future.

3) From growth outward, to intensification in mainly Toronto, to movement to satellite nodes (for example, last year for the first time ever, the 905 surpassed the 416); new cities now compete for new residents with their excellent amenities and infrastructure. "Distance has become inexpensive because of technology" and more people have and will choose to work remotely in these new cities because they usually offer a broader new housing mix.

We are an unrecognized, self-sufficient and innovative industry that creates high-quality employment. The industry has created and supports an impressive manufacturing infrastructure base in Ontario and Canada. We presently have a greater production capacity than any city in North America. Combined, we are the largest employer and never receive handouts like other industries in Canada do. We are now at a point when over 20 per cent of the cost of a home is made up of taxes and unlike any other sector, government has a rather silly concept that the burden of affordability should be placed on the industry, instead of on government.

With a well-known, predicted, annual and compounding housing shortfall, we are not at the table on major decisions regarding housing supply. This must change. It takes five to seven years from ideation to completion of one project, which means that today we are working on housing for 2026-2028. We must recognize that in order to meet future housing needs, "top down edicts and policy" don't work. We need all levels of government to host housing task forces/advisory panels and we must work together to plan for housing needs in an environmentally appropriate way.



MIKE BEG, SVP & HEAD, REAL ESTATE FINANCE, CANADIAN COMMERCIAL BANKING, BMO FINANCIAL GROUP

As a career commercial lender financing residential construction of all kinds, I have watched Canadian demand for housing increasingly outpace annual supply. The result is that consumers pay increasingly higher home prices, incur higher mortgage debt, and the saddest outcome that homeownership and even renting have become increasingly out of reach of many Canadians. Most often these are young adults starting out and wanting a yard or patio for family or friends or a place to start their own family.

While some of this is due to scarcity of developable land, particularly in larger cities, much of the affordability challenge is due to the fact we have strong 'demand driving' policies but have failed to match these with strong consumer-focused supply policies. Canadians regardless of political leaning generally support strong immigration policies that along with demographic demand, drive household formation (demand) higher each year, and low interest rate policy remains key to post-pandemic economic recovery. But this "by design" policy support for demand lacks a matching "by design" national/regional/city housing policy supply framework. Even a modest increase of building height and density restrictions around transit stations and corridors/urban amenities, and a revamping of our development approval process to approve a condominium project in three years (instead of the five years not uncommon today) would hugely help as a first step.

Raising interest rates or tightening mortgage rules helps ease short-term price surges and housing bubble risk – what I call "firefighting" – but "fire prevention" means focusing on better supply policies.



CHERYL SHINDRUK, EXECUTIVE VICE PRESIDENT, GERANIUM, CHAIR OF BILD 2019-2020

The saying that "change is the only constant" has proved to be true over and over again, and especially during the past months as we managed through the change and uncertainty of the COVID-19 pandemic. For many of us, the function of our homes changed and took on greater importance to become the place not only where we live, but also where we work, exercise, study, educate our kids, shop and socialize, all aided by the use of technology.

Looking ahead, the quality of life offered by the Greater Golden Horseshoe will accelerate its attractiveness as a destination for people and capital from around the world. However, our region is facing an acute shortage of housing and this has created serious affordability challenges, particularly for the Millennials who are on track to outpace the Boomers in their influence and impact on all aspects of the economy, including the housing market.

As community builders, we must ensure that everyone feels welcome and accommodated, with a diversity of housing to meet a broad range of needs. Our industry, together with all levels of government, must work to build broad public support to provide space for another five million people, and the variety of housing they will need now, and over the next 30 years, across the Greater Golden Horseshoe.

Collectively, we can and must ensure the housing market is adequately supplied, providing stability, certainty and predictability today and for future generations. Our economic health and social well-being depend on it.



CHRISTOPHER WEIN, CHIEF OPERATING OFFICER, LANTERRA DEVELOPMENTS

I believe that in the next decade we will need to shift more focus toward incremental density across the GTA. This will result in more housing supply in all built forms, more diverse and cultural communities and increased affordability throughout all segments of the market.

What do I mean by incremental density? It is basically the premise of thoughtfully increasing density throughout the GTA in all types and styles of housing. In single-family conditions, allow for development of duplexes, four-plexes, six-plexes and laneway housing. In mid-rise conditions, increase heights to 12-15 stories, without enforcing tall building guidelines. For high-rise conditions, incentivize developers to add more community-based amenities, privately-owned publicly accessible spaces (POPS) and parks in exchange for increased heights and/or floor plates.

Incremental increases in low-rise density, say 35 per cent, and high-rise density, say 15 per cent, would have an enormous impact on our supply restraints and ultimately result in not just more affordable housing for the consumer, but also reduced municipal infrastructure costs and a higher tax base for the various communities across the GTA. I believe this would create a winning formula for the community, municipalities, consumer and the industry. I would also suggest that if we examine some of the great European and Asian cities in the world, this trend was started decades ago.



JARED MENKES, EXECUTIVE VICE PRESIDENT, HIGH-RISE, MENKES DEVELOPMENTS LTD.

While people crave all the experiences of city living, particularly following the pandemic, access to amenities and outdoor spaces has become more important than ever, especially for high-rise buyers. One of the areas of city building that has grown in popularity is large-scale mixed-use developments, in part because of the endless amenities that they offer.

With these projects, we typically envision a mini city within a city, such as Sugar Wharf on Toronto's waterfront. People want the best of both worlds; they want a lively urban centre that offers close proximity to shopping, sporting events, theatres, restaurants and night life, as well as access to nature, such as trails and parks.

We're also seeing increasing demand for housing in the 905 from all segments of the market, from first-time buyers, to families with children, to empty nesters. They have ample green space, but they still want the appeal of an urban setting, which is what a project like Festival in Vaughan can offer.

I think these types of communities will continue to grow in popularity, and developers will strive to meet the demands of buyers and the need for a wide range of amenities, especially as more people seek a better balance between work and home life. Future communities will be designed to be more inclusive of all different types of buyers, while simultaneously putting convenience at the forefront, from their location and access to transit, right down to the type of lifestyle they provide. They will also allow the city to accommodate significant population and employment growth.



JASON SHELDON, MCIP, RPP, EXECUTIVE VICE PRESIDENT, LAND, THE REMINGTON GROUP INC. AND 2021-2022 BILD CHAIR

I see a need for greater flexibility in the planning toolbox to give our industry, and our municipal, regional and provincial partners the opportunities to respond and adapt more quickly to the ever-changing needs of our communities. Our complete communities continue to evolve and we need to look at housing forms that can readily be transformed based on need – such as accommodating extended families, aging in place, and rental units, without the need for exhaustive review and approval processes.

The same can be said for jobs and employment spaces – we compete on a global scale to deliver employment uses from office to industrial warehousing/logistics and secure jobs in the Greater Toronto and Hamilton Area (GTHA). To be competitive, employment lands need to be available and service-ready for end users. This requires flexible and streamlined planning tools to ensure we can attract and bring these jobs to the GTHA.

Our industry will also continue to push best practices in land development and construction; looking for ways to innovate and improve community sustainability, including increased water management, reduced greenhouse gas emissions, and protection of natural environments. I also believe there will be a greater demand for connection and reconnection to outdoor spaces and amenities including parks, trail systems and conservation areas.

Housing supply, housing choice, delivery of a variety of employment uses and jobs are key priorities now and will continue to be in the future. We need the right tools in place to deliver the spaces and places needed for complete, diverse, and sustainable communities.



JOE VACCARO, CEO, ONTARIO HOME BUILDERS' ASSOCIATION

Ontario continues to be a destination for people and business investment. In the past five years, Ontario's population grew by one million people. Looking forward, it is expected that the population will continue to grow, with 2.6 million more people joining our communities by 2031. To help our new neighbours achieve their great Canadian dream of home ownership, we will need to build one million homes over the next 10 years, and we will need to have a strong skilled workforce to build that housing supply and choice across Ontario.

When you take into account that the average age of a trades person is over 55 and combine expected retirements with the real demand for housing, there is a current challenge and a future opportunity. Residential construction will provide the perfect economic conditions to attract, train and retain the next generation of skilled trades.

Beyond the immediate impacts of growing our skilled trades base, many of today's builder, developer and renovator members proudly launched their businesses from a skilled trades background. They took their talents and with some entrepreneurial bravery, took the leap into opening a business in the world of residential construction. With the need for a million homes, the time to focus on building the next generation of skilled trades is now. Beyond the homes they will build, and helping new neighbours achieve their dream, it is a career that can lead to building a successful business.

Congratulations to BILD on their 100th anniversary – and to the thousands of member companies that started as skilled trades and are now proudly operating member companies across Ontario.

**KEVIN J. SMITH, GENERAL MANAGER, LIFE AND DEVICE SOLUTIONS DIVISION, VISUAL SOLUTIONS DEPARTMENT, PANASONIC CANADA INC.**

Panasonic is proud to congratulate BILD on this important anniversary. We have been building homes and communities in Japan for the last 50 years, and we truly appreciate the challenge of a constantly evolving housing industry.

Our first Smart Sustainable Town (SST), Fujisawa, was focused on creating innovative new ways of not only building healthy, energy-efficient homes, but creating sustainable, dynamic and healthy communities. Seven years in, we are on track to achieve our goal of seeding and fostering a 100-year community. With the lessons learned at Fujisawa, we are now moving on to our third SST at Suita in Kansai, Japan.

In Canada, we proudly participate in the housing industry through products we developed and utilize in our SSTs. Our industry-leading indoor air quality solutions not only provide healthy environments for homeowners, they also enable builders to maximize efficiency at the same time. Panasonic is uniquely positioned in the delivery of healthy indoor air as the Only Complete Indoor Air Quality Solution™, providing products that address all of the components of healthy indoor air, Fresh, Comfort and Pure. Our interiors solutions manage space, provide accessibility and declutter. Panasonic interior doors open rooms in new ways with unique designs, materials and function, including trackless sliding doors, all driving new ways to think about space, affordability and sustainability.

Sustainability requires energy, and our Evervolt Energy storage systems allow homeowners to manage their energy supply and stay powered even during emergency outages. To learn more about Panasonic's role in Canadian housing, please visit us at <https://na.panasonic.com/ca/industries/construction-technology>.

**KATHLEEN SCHOFIELD, EXECUTIVE VICE PRESIDENT, GREAT GULF HOMES AND VICE CHAIR, BILD**

What an honour to participate in BILD's 100th anniversary. Ten to fifteen years goes by in an instant given the timelines for development in the GTA. COVID-19 highlighted how significant the land supply shortage for ground-related housing (typically single-family homes) is within the GTA as demand increased due to the ability of employees to work remotely outside of core urban areas. The industry's future challenge together with our municipal partners continues to be the delivery of affordable housing without placing the burden of infrastructure costs solely on new home buyers, especially when it is the responsibility of all stakeholders within our growing region. Better collaboration between private and public partnerships should be explored for the delivery of the necessary infrastructure required to service these communities. A GTA-wide infrastructure delivery approach would create greater efficiencies and correlate with the provincial Growth Plan targets placed upon municipalities. Innovative infrastructure solutions across the GTA are as significant as land supply in addressing housing affordability.

Climate change will continue to drive a higher standard of environmentally sustainable building practices and technological solutions in our future communities. Our industry will be challenged with delivering healthy, inclusive and complete communities that homeowners can afford and where they can enjoy a healthy work life balance.

BILD has made significant strides this year in the delivery of an industry-wide mandate for diversity, equity and inclusion. In the next 10 to 15 years, I believe, we will continue to observe an even greater equalization in the workplace across the industry.

**LEOR MARGULIES, ROBINS APPLEBY**

What will the residential building industry look like in the next 10 years?

Having been on the BILD Board and Executive for over 21 years, I have seen it all. The industry has grown to be a powerhouse in Ontario and I expect it will only get bigger, given immigration and the growth of the GTA. So what does the future hold for our industry?

From the legal side, electronic virtual sales, documentation and closings will become the norm. The need for expensive sales centres will diminish, but not disappear entirely, as people like to touch and feel. However, virtual and web selling is becoming the norm during COVID-19 and will continue to grow, except perhaps for the high-end projects.

I believe that the need for affordable housing will force governments and private industry to work together much more closely than ever before and find creative solutions. Modular housing will become much more prevalent (see the recent 100-unit project in Etobicoke). More mixed affordable and market rentals and freehold units will become the norm, particularly in Toronto. Developers will need to be creative to deal with affordable housing and inclusionary zoning.

Urban centres will start to see NIMBYism overcome to allow innovative housing to maximize density (and not only 40-storey buildings). Laneway housing, narrow and tall 5-storey buildings will help fill the need for more housing.

Selling of resale homes will change dramatically. I hope that blind bidding will be regulated out of existence and replaced with fair auction bidding like one sees in Australia. This will level the playing field for vendors and purchasers, even if it may mean that agents will be losing out.

Whatever happens, I know that builders will always be up to the challenge no matter what the environment or the government throws at them. It will be an interesting next 100 years.

**LOU ORAZEM, PRESIDENT, INSPIRE HOMES, BILD BOARD MEMBER**

Imagine living in a home that produces as much energy as it consumes.

This is a reality today for hundreds of Canadian homeowners. And the goal is that within ten years every new home in Canada will be built to Net Zero standards. A Net Zero Home combines high insulation and lower energy consumption with onsite clean energy generation to create a home that produces as much energy as it consumes.

And while eventually, across the country, 200,000 new homes will be built each year to Net Zero standards, Canada has an existing housing stock of 14 million homes, many of which are in dire need of energy upgrades. The Net Zero Home program has recently expanded to include existing homes, with standards having been developed for Net Zero Renovations. Net Zero Renovations are performed by trained renovators, who are members of their local home builders' association and the RenoMark program.

Home builders, professional renovators, and home builders' associations, like BILD, have been at the forefront of developing the Net Zero Home program, in association with government agencies. Canadian home builders continue to be on the leading edge of the housing evolution.

My company, Inspire Homes, is proud to be the first registered Net Zero Renovator in the Greater Toronto Area, and only the 11th Canada-wide. We expect that Net Zero will remain voluntary for existing homes, but we also expect homeowners will increasingly demand increased energy efficiency and there will be a strong demand for Net Zero Renovations.

For homeowners undertaking a major home renovation, taking the extra step to achieve Net Zero standards will be a wise investment.

**LUCY STOCO, EXECUTIVE VICE PRESIDENT, TRIBUTE COMMUNITIES/BILD BOARD MEMBER**

Tribute believes in building communities, whether it is a low-rise or high-rise project. We are interested in providing our buyers with more than bricks, mortar and concrete. We want to build their homes. But the nature of housing is evolving more quickly than in the past. The future of housing will push and blur the boundaries of mixed-use developments where many different uses and users are more integrated than ever before. Housing is going to get much "smarter"; construction techniques will evolve, whether it is through modular construction or valued engineering with potentially new materials and processes; sustainability will become a standard; and most importantly, the household is likely to change significantly.

As family structures and households adapt and expand in the years to come, we will need more flexibility in the homes we create, accommodating multiple generations in unique living arrangements. Having said all of this, we feel that some of the fundamental goals of building should remain the same, such as creating diverse and vibrant communities, focusing on keeping housing available for all Canadians, and working with various stakeholders to increase our industry capacity for creating new homes across the province. We will continue to put the homeowners and their families first, and add a housing supply that gives them more choice than ever before and continues to create a strong sense of community.

**PEDRO LOPES, SR. VICE PRESIDENT, LAND DEVELOPMENT & ACQUISITIONS, MARLIN SPRING**

Our city has experienced exponential growth over the last 15-20 years. This has not been by chance – Toronto's social, cultural, educational and economic infrastructure, combined with Canada's welcoming immigration policies, have catapulted us to be the 4th most populous city in North America.

This population growth has been transformative to Toronto's skyline. To direct and manage the form this growth takes, planning and urban design policies have been developed over time – the Tall Building Guidelines, the Mid-Rise Guidelines, the Growing Up Guidelines, etc. – all having been put in place to ensure we 'get it right.'

And, just as the city will continue to grow and evolve, so too will our planning framework – it must if we want to continue to 'get it right.'

Now more than ever, there is a need for true partnerships between municipalities and the development industry – partnerships that acknowledge our collective role in comprehensive city building. Together we must work towards effectively evaluating the current policy regime to effect sensible change where needed, with a focus on continued investment in that same infrastructure that has made our city a great place to live.

BILD has had great success in doing just this – aligning public and private interest in the interest of city building. The next 15-20 years will see a reinvigorated focus on public/private partnerships that will require policy approaches that focus on facilitating positive outcomes for all – the success of our city depends on it.

**PETER CORTELLUCCI, VICE PRESIDENT, CORTEL GROUP**

Canada is one of the best places to live and work. Our nation is diverse, progressive and full of opportunity, making it an attractive place to call home for many. As our country continues to grow and welcome new Canadians, it is imperative that we address our nation's housing crisis.

We need homes in Canada, and we needed them yesterday. According to a 2021 Scotiabank report, Canada's population has been increasing faster than the completion of new housing – researchers estimate 90,000 additional homes should have been built over the last three years to meet our population needs.

At Cortel Group, we believe all citizens and newcomers should have the opportunity to find a place that they can call home. We are committed to building affordable homes for current and future Canadians in a smart and sustainable way. And we do not take this responsibility lightly – it is crucial we understand the impact that our decisions today will have on tomorrow.

We must work collaboratively and we must work decisively with our local communities and their planning and development departments to address the provincial housing crisis. We live in one of the best places in the world, and now is the time to smartly and sustainably build our nation for young and new Canadians alike so they too can have a place to call home.

We cannot be afraid of development. Now is not the time to let in-fighting and partisanship get in the way of addressing Canada's housing crisis.

**HASHEM GHADAKI, PRESIDENT, TIMES GROUP**

Since I began building custom homes in the early 1980s, the largest force for change in the real estate industry has been the robust growth of the GTA fueled by a diverse immigrant community. As a result of newcomers, demand for housing in Toronto has outpaced almost every other city in the world. At the same time, multiple levels of government have made development and construction increasingly costly, complex, risky and time-consuming. Together, these forces have caused a sharp undersupply of housing and a housing market that few can afford.

As we look ahead, unless all three levels of government reconsider their approach to how our industry is regulated, affordability in the GTA will follow in the footsteps of cities such as London, New York and San Francisco. Housing in the core of the GTA will be reserved for only a select few, while the majority of the city commutes or works remotely in order to secure housing that their incomes can support. This trend will put upward pressure on wages in the core of the city, which may also cause businesses to reconsider the GTA as their desired place to operate. As builders who know our industry well, we hope all levels of government will act to coordinate their vision for our region and ensure our cities and towns grow in a sustainable and equitable manner so the GTA can remain a prosperous place to live.

**ALANA DE GASPERIS, MANAGER OF PLANNING & GOVERNMENT RELATIONS, TACC DEVELOPMENTS**

Owning a home is part of the Canadian dream, but the housing supply crisis in the GTA is making this dream unattainable for many people. A lack of affordability, livability and social equity are issues that must be addressed, as the population of the GTA is expected to grow to 14.8 million people by 2051—the same population as in all of Ontario today!

Building well planned, complete and sustainable communities takes time, resources, and an attention to detail that balances many competing realities. The development industry is an essential partner in building communities. It has the knowledge and expertise to provide for the housing needs of the GTA's growing and diverse population.

One thing the pandemic taught us is that not everyone can, or wants to, live vertically (in a high-rise). There have to be options and that means growing not just upward, but also continuing to grow outward. New master planned communities providing a mix of homes, parks and green spaces, community amenities, schools, and green infrastructure, create places where people want to live, work and play.

The development industry, working together with government partners, will continue to accommodate for the rapid increase in the number of individuals and families who will call the GTA home. Creating communities that respond to the needs and wants of people of all ages, cultures and socio-economic standing is what equity and inclusion is all about. The realization of these complete and sustainable new communities must be a priority in order to provide the growing population a choice in where they call home, for generations to come.

METROLINX IS **CREATING CONNECTIONS**

FOR FUTURE DECADES

By Phil Verster



Switches are being turned on.

New routes to rewire transit across Canada's most dynamic region will create a future where people – and communities – are connected like never before.

At Metrolinx, we're not just thinking about the train or bus trip you're taking today. We're planning for the ride your children's children will jump on in decades to come.

Toronto, and the cities and communities spreading out from it, form one of the greatest transit systems in North America. But it needs to grow and it needs improvement – gaps in the fabric require tending.

It's time to stitch that system together, creating connections that will dramatically improve the way we live, work and explore all that our region has to offer.

Faster, more frequent service with more options to move seamlessly from one transit provider to another – from a subway to a train car or light rail vehicle, as easily as scrolling on your smart phone. It's not a daydream. For Metrolinx, it's the heart of our day's work. Work that is already underway, will take a lot of heavy lifting, and relies on support from the communities we are now building or improving transit in.

Toronto's mighty subway system hasn't really been expanded – beyond a short Sheppard line and extending up to York University – in half a century, and the same can largely be said about GO Transit.

Times change, and so should the system travellers count on.

Transit isn't just about moving people; it's about opportunity and growth and a future where flexible routes and trip options open up new journeys – getting riders to jobs, entertainment or just a favourite deli on a Saturday afternoon.

Our five priority transit projects – Ontario Line, Yonge North Subway, Scarborough Subway, Eglinton West and the Hamilton LRT, plus the Hurontario, Eglinton Crosstown and Finch LRTs, GO Expansion and Smart Track stations – are already rewiring the system.

Municipal agencies already provide networks that criss-cross cities. We're connecting everything we build to those existing systems, while doubling the size of the subway network in Toronto and quadrupling the size and reach of the local rapid transit network. And doubling the intensity of use of the GO system that serves as the backbone of regional connections.

This is more than a wishful vision or easy-to-type words. Creating options for tomorrow's customers is well underway, as crews are spread out across – and in some cases below – the province's most exciting neighbourhoods.

The future is happening. And the possibilities – like the journeys to be taken – are endless.

Phil Verster is President and CEO of Metrolinx.

This content was funded and approved by the advertiser.



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