

MILLIONAIRE MINDSET

SEPTEMBER, 2018

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WIN DURHAM CHAIR**

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MILLIONAIRE MINDSET

YOUR MILLIONAIRE

MINDSET

MAGAZINE HAS

ARRIVED!

We welcome you our readers to the Launch Edition of the **Millionaire Mindset Magazine**.

Our goal for publishing this brand new media voice for Durham, Ontario, stems from the dire need for a professional media platform in Durham, and from our desire to make a difference in transforming the mindset of the leaders who make policies, plan projects, and execute development plans for the eight municipalities that make up Durham.

We're featuring stunning success stories, of people who inspire, motivate and galvanize us to be the best we could be, as Canadians, Ontarians, and Durham residents.

Durham is developing fast, with scores of people moving from Toronto into the Region. Upwards of close to 10 billion dollars in development projects are now underway across the Region.

We're excited to launch this project, and look forward to playing our role in the development and democratic functioning, and the fulfilling of the desires of citizens for communities of peace, family-friendly environments, and a thriving society.

Welcome, reader!

Publisher, Shaun Michael Samaroo

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Today, Carter stands tall, dignified, a magnificent man of immense enthusiasm. He serves as Regional Councillor for the Region of Durham. He rubs shoulders with the elites and powerful.

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Mutton brings a perfect set of leadership skills to the job of Regional Chairman: he’s a successful entrepreneur; a successful politician having served as Mayor of a city where he claims to be the only Mayor who ever reduced taxes for residents; and he’s a martial arts world champion.

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MILLIONAIRE MINDSET

Nadia Peerzada

Born and raised in Afghanistan, Nadia Peerzada today campaigns with zeal and passionate drive to win a seat on the Pickering City Council, knocking on doors with a galaxy of young volunteers

Nadia Peerzada grew up in Afghanistan. She was 16 years old when her parents married her to a Canadian guy, nine years older than her. Her new husband brought her to Canada, and today, a grown up woman with three children of her own – aged 24, 23 and 22 – Peerzada is a bubbling, pleasant, activist Canadian woman who wants to be a Councillor on the Pickering City Council.

Peerzada knocks on doors every day in Pickering as she takes time out from her Pickering Bakery and Floral business to win the hearts and minds of residents to vote for her to transform the Pickering City Council, which has no woman on it now.

Canadians live amazing lives, with some astonishing stories – especially among immigrants, though Canadian born and bred folks also own wonderful stories. Listening to Peerzada talk of her life is a fascinating adventure into the human spirit. She's so full of pleasantries and happy words and contentment; yet she grew up in Afghanistan, where the Soviet Army occupied for a decade before US troops invaded and the Taliban became brutal.

Peerzada told the *Millionaire Mindset* magazine that she only went back to Afghanistan

once, and would never go back again. She felt terrified of the place, did not recognize it as her childhood home where she grew up, and felt scared for her children even going outside. She loves Canada with a deep passion.

"I came to Canada in 1992, 25 years ago, and moved right away to Pickering," she said. She's running in Ward Three, and all her opponents for City Council are immigrants to Canada.

Passionate about community involvement, Peerzada has volunteered for years in various organizations, and even on previous campaigns. She met Deborah Bisset during a previous municipal elections when Bisset was a candidate. Now, Bisset acts as Peerzada's campaign cheerleader. They've formed a strong friendship, Canadian born and bred, and immigrant Canadian, both zealous about women rights and social justice.

Her pet project if elected to Council would be to lead regular town hall meetings for residents to engage with Council to generate grassroots solutions and vision for the city.

"I am happy to call Canada home. Canada is the greatest country in the world. I could not have done this in Afghanistan," Peerzada said. }



Nadia Peerzada: I love Canada

Ajax houses Durham Region's luxury car corridor. Mark Endres owns the dealerships for Lexus, BMW, Jaguars, Landrovers, Volvo and Infiniti, with glitzy buildings and showrooms lining a trendy car mall strip.

A programmer by profession, Endres, who bought the business from his father, Chris, spends his days building a tech startup called TradeRev. He turned over the luxury car dealerships to general managers. At the Lexus dealership, Rob Leccese, 36, runs the show.

On a hot day in early September last, Leccese galvanized the Lexus dealership to launch the latest entry-level Lexus brand, a starter SUV named the UX. Scores of drivers of luxury cars showed up to preview the UX and witness Leccese unveil the car.

Dressed in a light blue suit, neat, well put together, and bubbling with an infectious enthusiasm, Leccese organized free drinks and food for the visitors, as the showroom became a hive of activity, with live jazz music providing a lovely backgrounder to the sunny showroom, opened out to the street with floor to ceiling glass.

Leccese said he started out with the dealership as a salesman at the neighbouring BMW 10 years ago, and quickly moved up the ranks. Today, he's a successful general manager of the Lexus dealership. He started from ground up, when the Lexus branch opened last year February.

"Both Chris and Mark Endres are visionaries. They looked at this place 10 years ago and envisioned a luxury car mall in Ajax. They chose Ajax, and it's been an amazing ride. We're still expanding, with a developing happening across the street now. The company, Endres Automotive and Lakeridge Auto Group, sells upwards of 1,500 BMWs a year," he said. In the Lexus branch's first year, Leccese's dealership sold close to 500 luxury Lexus cars.

"The business calls for charisma, dedication to customer satisfaction, and building trust," he said. Such is the dedication to customer satisfaction, that the company became one of only six platinum stores in Canada, ranking highest in sales and service, Leccese said.

A visit to the dealership is an experience in luxury, with a chef preparing fresh gourmet meals every day for customers who visit the showroom or the service center – and even protein shakes. The dealership offers shuttle services for customers, golfing, and other cool free services.

Leccese said he makes sure that the 79,000 square feet building that houses the Lexus dealership is a modern showroom of exceptional comfort and a pleasant experience for the luxury car market customer.

Customers could walk in and at any time grab a gourmet coffee, or a hot breakfast or lunch, and

"Both Chris and Mark Endres are visionaries. They looked at this place 10 years ago and envisioned a luxury car mall in Ajax. It's been an amazing ride."

ROB LECCESE
General Manager
of the Lexus luxury
car dealership in
Ajax: "We believe
in dedication to
excellence in
customer service"



tour the place. And, the car mall also cares for the wider community, donating \$100,000 last year to Lakeridge Health.

"We give back," Leccese said, noting that the dealership is a big supporter of hockey.

The Endres luxury car mall is a showpiece in Ajax, and an experience anybody would enjoy, just to pay them a visit. Car selling in that atmosphere is not an ordinary adventure, but an excursion into a memorable dream world of glitz, glamour and glory. {}



Shaun Collier: “We’re known to be difficult to do business here. We’ve got 425 acres vacant prime land available for 13 years, for example. We’ve got to move to convert those kinds of assets into jobs

NATIVE SON EYES MAYOR’S THRONE

Ajax is a bustling, thriving, exciting town in Durham Region, and many residents actually believe it is a city, like its neighbours Pickering, Whitby and Oshawa. However, it’s a Town, albeit with tremendous ambition, upstart bravado, and a dynamic energy.

One of its famous sons, Shaun Collier, served on the Ajax Town Council since 2004, and feels he’s earned his stripes to now be Mayor of the Town of Ajax. He’s campaigning hard to win the October elections.

He’s lived in Ajax since he was one year old, when his family moved there in 1969, and touts his “education, experience” and background as a professional accountant as credentials to be the best leader of this promising Canadian

success story. Collier feels bad that despite the average age of Ajax’s residents being a young 37 years old, 70% travel outside the Town for work, mostly to Toronto. Also, the current outgoing Mayor served the Town for 23 years in the post, with his Dad also having served as Mayor. “We need fresh new faces, new ideas,” Collier said, while brushing off observations that residents find him hard to engage with, noting that he is a friendly person.

His main focus is business development. “We’re known to be difficult to do business here. We’ve got 425 acres vacant prime land available for 13 years, for example. We’ve got to move to convert those kinds of assets into jobs,” he said.

Collier works closely with business leaders like

MD Tarekh Rana to transform several under-developed Ajax business locale. He said he is focused on growth and economic development, with a “solutions-based” planning approach. One of his priority projects is to convert a vacant 80,000 square feet building on Bloor Street next to the train station into a dynamic Durham Innovation Hub.

Collier is a native born and bred community leader, and as Mayor he wants to put Ajax firmly on the global map. Whether residents connect with him enough to vote for him en masse is his big challenge in overcoming the several other candidates who are challenging him to the Mayoral seat, including Arthur Augustine, who is campaigning to become the first black Mayor of a major city in Canada. }



JEFFERY POTVIN: sets out to make a defining difference for startups

UPSTART TARTUP GURU ACKLES ANGEL ULTURE

Meet Jeffery Potvin, a guy with a vision: he dedicates his days to making a difference for startup founders who need advice, mentoring, preparation for funding, and he invests as an Angel investor in startups that are ready for scale.

In the next five years, Canada will be home to a million millionaires, double the number of Canadian millionaires in 2018. Today, 100 billionaires call Canada home. Our country offers rich possibilities. Most made their wealth not in Real Estate, but from “soaring stock markets”, according to a report on Canadian wealth by the Boston Consulting Group: startups that go Public generate global wealth.

In fact, Canada sits atop the global village as a 21st century wonder world, among the best society in the history of humanity. Canadians enjoy a high quality average lifestyle, economic prosperity, technological prowess, national wealth, an open, free, accessible ladder to climb to the top, and the best system of meritocracy on the planet.

But here’s the thing: how could the average Canadian escape the nine to five grind, the routine plodding to retirement at 65 years old, the daily toil at a soul-numbing job? How could we transform our mindset from one of work-to-retire, to envision what we could achieve as Canadians?

Whose life could we look at, to see what’s possible for the Canadian? Who moved from ordinary to extraordinary? Whose story and life journey show us the mindset that we need to cultivate?

Meet Jeffery Potvin.

Mention Potvin’s name within the innovation community in Ontario, and startup experts become excited: he’s the coolest dude on the innovation circuit. And he’s an upstart.

He believes that when you see a problem, don’t despair; just invent a solution. That’s the philosophy of Potvin. He’s the kind of person who got an eye to spot what’s out of alignment, what’s not working. And he finds a way to transform the situation. One such moment gave Canada his brainchild, the Open People Network, which is bringing a new dynamic to the startup circuit.

Behind the scenes in Ontario’s vibrant innovation community, Angels float about, mysterious, wealthy, able to make or break a startup founder’s dream. Potvin is an Angel, with a new vision for engagement

TURN TO PAGE 9

between startup founders and Angel investors.

FROM PAGE 8

He grew up in Ontario, an ordinary guy who worked and went to school. He worked at Loblaws, mopping floors, packing produce, sorting display shelves. He worked his way up, starting from menial tasks as a teen.

Then, as e-commerce came on stream 15 years ago, and retail stores started exploring ways to not miss out on the future, Potvin spotted a problem, and a way to invent a solution: Loblaws had to embrace e-commerce at some point, for the future definitely would be the Internet.

So he approached a manager at Loblaws, and offered to research and develop ideas and strategies for this new thing, e-commerce. They gave him an office, and he started learning, researching and developing an e-commerce platform for Loblaws.

Potvin is an interesting guy, not content to settle, but with a mindset of constantly rising, always developing. He reaches for ever higher goals. So he asked the Vice-President whom he reported to if he could get some mentoring. The guy agreed, with the trade off that mentorship would also be a way of sharing the new knowledge of e-commerce that Potvin was developing.

Tackling the task with enthusiasm, passion and dedication, Potvin developed Loblaws' e-commerce platform, and became so successful at it that the company gave him a one million dollar budget. He led the department, and it grew to a \$90 million enterprise. And then he decided to go on his own, to offer a software development service. After working with a few hot start-ups in Toronto as a programmer and developer, he launched his own firm, and named it Hardboot, spending a decade building it to today being a thriving success story.

Potvin had been talking to startup guys who came to Loblaws with ideas. And he started seeing that they needed all kinds of help – from mentoring and coaching to developing business plans, sourcing financing, and scaling. It bothered him that they could not find substantial help anywhere.

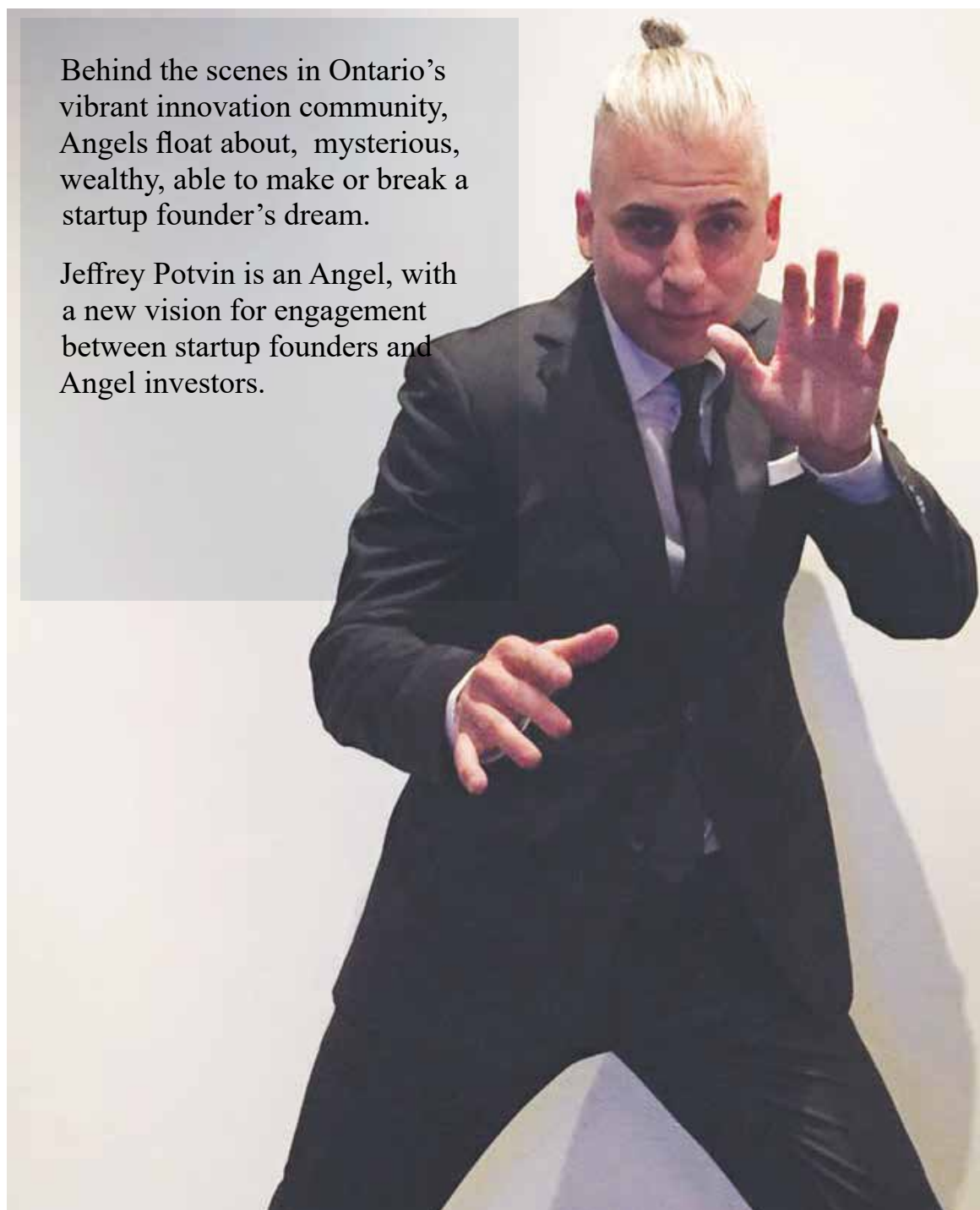
He felt a passion for the startup founders to win, instead of a few succeeding and most failing.

Also, he found that a lot of the startup founders would complain that when they got deals with big firms, they invariably got a raw deal, or ended up losing. The big firms took advantage of them. Potvin saw a problem of business ethics, and set out to solve it.

So, two and a half years ago, he founded Open People Network, and after a year, joined forces with two other Angels who were doing the innovation startup circuit, to expand OPN from

Behind the scenes in Ontario's vibrant innovation community, Angels float about, mysterious, wealthy, able to make or break a startup founder's dream.

Jeffrey Potvin is an Angel, with a new vision for engagement between startup founders and Angel investors.



him only to a three-man operation. In its two years, OPN, along with personal investments from the three partners, invested in a total of 40+ start-ups. The OPN partners created their own investment Fund, called the Supporters Fund, together investing in eight start-ups so far.

Potvin moonlights as a professor at Seneca, where he teaches business and innovation courses. He studied Public Policy and Management and Computer Science at York University. Now he spends his time engaging with startup founders through OPN – which he started as a hobby, but which has evolved into a promising innovation platform for the startup community.

Yoga, jogging and hockey are his passions. Fit, hip and cool, with a casual rather than a formal business style, Potvin sets out to “be the gateway for start-ups to get funding. OPN is completely free, and we help every startup, whether with advice, mentorship or guidance. We pick a few that we think are where we want everything to line up, and invest in those,” he said, noting that the founder and the team are crucial factors.

“I am always hungry for knowledge, to learn new things. This drive to know more I think is the single most valuable mindset that caused me to achieve my goals,” Potvin said.

Every day, he consumes business videos and podcasts, and read to keep his mindset focused.

Potvin, extraordinary Canadian, made it as an entrepreneur, and he could well be on his way to riding the Canadian wave to the very top, becoming a wealth builder for this and the next generation. At 43 years old, he's young and brash and bold and full of optimism.

His upstart audacity to invent new solutions and blaze new trails mark him as a startup guru, a leader for founders, a creator of the future. With OPN, he's started to command a visionary new strategy for Canadian start-ups to win.

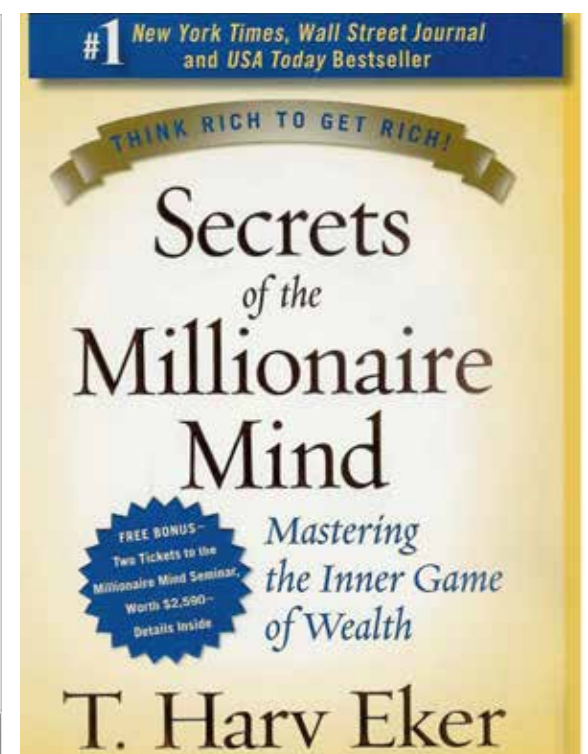
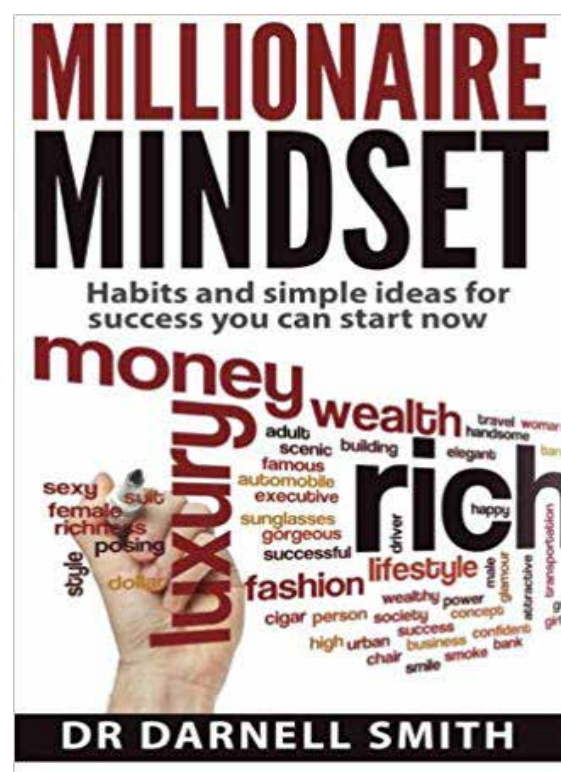
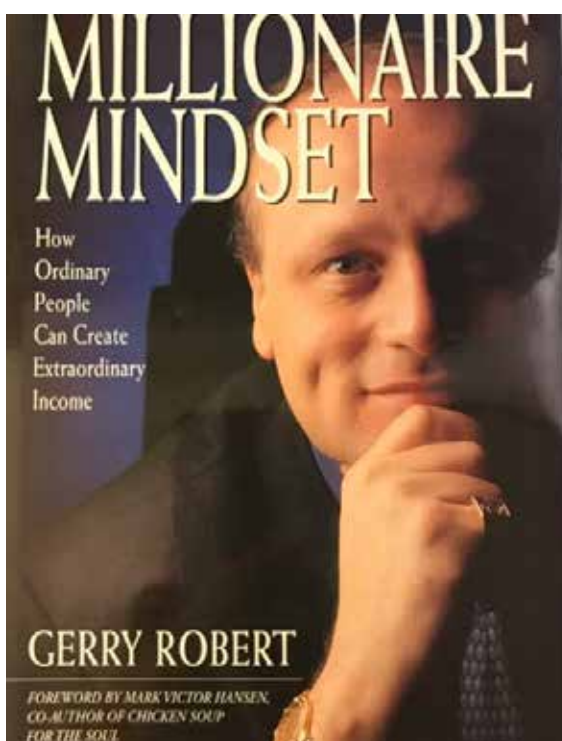
In Potvin, we see the mindset of what it takes to move from an ordinary citizen to an extraordinary Canadian. Born in Port Elgin, Ontario, he's today the rising star in the Ontario innovation community. }

50 BOOKS TO DEVELOP THE MILLIONAIRE MINDSET

- Psycho-Cybernetics – Maxwell Maltz
- Think and Grow Rich – Napoleon Hill
- The Obstacle Is The Way – Ryan Holiday
- Notes From A Friend – Tony Robbins
- Total Recall – Arnold Schwarzenegger
- The 10X Rule – Grant Cardone
- No B.S. Wealth Attraction In The New Economy – Dan Kennedy
- Elon Musk – Ashlee Vance
- The Magic of Thinking Big – David J Schwartz
- Screw It, Let's Do It – Richard Branson
- You Were Born Rich – Bob Proctor
- The Beginner's Guide To Being Awesome – Brandon Carter
- The 7 Habits of Highly Effective People – Stephen R. Covey
- The Science of Getting Rich – Wallace Wattles
- Made In America – Sam Walton
- The Lazy Man's Way To Riches – Joe Karbo, Richard G. Nixon
- The 50th Law – 50 Cent, Robert Greene
- Rich Dad, Poor Dad – Robert T. Kiyosaki
- Managing Oneself – Peter Drucker

- The One Thing – Gary Keller
- Relentless – Tim S. Grover
- Jab, Jab, Jab, Right Hook – Gary Vaynerchuk
- Mastery – Robert Greene
- How to Win Friends & Influence People – Dale Carnegie
- Awaken the Giant Within – Tony Robbins
- The Richest Man in Babylon – George S. Clason
- The Power of Habit – Charles Duhigg
- Mindset: The New Psychology of Success – Carol Dweck
- As a Man Thinketh – James Allen
- The Alchemist – Deckle Edge
- MONEY Master the Game – Tony Robbins
- The 4-Hour Workweek – Tim Ferriss
- It Works: The Famous Little Red Book That Makes Your Dreams Come True – RHJ
- The Strangest Secret – Earl Nightingale
- The E-Myth Revisited – Michael E. Gerber
- The Lean Startup – Eric Ries

- DotCom Secrets – Russell Brunson
- No B.S. Time Management for Entrepreneurs – Dan Kennedy
- The Millionaire Next Door – Thomas J. Stanley, William D. Danko
- When I Stop Talking, You'll Know I'm Dead – Jerry Weintraub
- Secrets of the Millionaire Mind – T. Harv Eker
- Sometimes You Win, Sometimes You Learn – John C. Maxwell
- How to Win at the Sport of Business – Mark Cuban
- The Power of Broke – Daymond John
- The Everything Store: Jeff Bezos and the Age of Amazon – Brad Stone
- Zero to One – Peter Thiel
-
- Michael Jordan: The Life – Rolan Lazenby
- Bold: How to Go Big, Create Wealth and Impact the World – Peter Diamandis, Steven Kotler
- Abundance: The Future Is Better Than You Think – Peter Diamandis, Steven Kotler
- Benjamin Franklin: An American Life – Walter Isaacson



DREAM

Dream big, live for that dream, and believe you will make it happen. That's the mindset that pushes Isaac Olowolafe Junior, 35, to achieve astonishing feats, such as currently developing a 42-house glitzy community in Ajax, Ontario. Or giving a million dollars to Ryerson University's innovation hub, DMZ, to fund marginalized people who are founders of startups around the world.

Born in Nigeria, Olowolafe moved to Canada with his parents at the age of four years. His family lived on the Jane-Finch corridor in North York, and his father felt the neighbourhood did not offer the best social environment. So the family moved to Thornhill, Ontario.

At 15 years of age, Olowolafe found himself with new friends, of a different mindset than he had known at school at Jane and Finch. He started hanging out at the homes of these new friends, and got a new grasp of how the well-off approach life. He listened to the conversations, noting how parents and kids conversed, with a mindset to build generational wealth. "Wealth is a generational thing; it flows from one generation to another, and builds gradually over time," he said.

The *Millionaire Mindset* magazine interviewed Olowolafe at his posh condo development adjacent to Yorkdale Mall in North York, a glitzy building that transforms the Dufferin-401 neighbourhood. Quiet, humble, soft-spoken and neatly attired in a simple style, Olowolafe comes across as a dignified, intelligent, alert guy. He carries himself with a deep self-awareness, and listens intently, never seeming to retreat into his own self-talk. Calm, peaceful, relaxed and confident, he exudes a sense of contentment with life.

This is a man with a deep mission. His heart pulses with the desire to make a difference for marginalized peoples.

His father, Isaac Senior, became a real Estate agent in Toronto, and for the past 20 years worked as one of the few Nigerian-born agents in Canada. And in Thornhill, Olowolafe made friends with kids whose parents ran construction companies. The two paradigms – Real Estate sales that his Dad did, and construction projects that he heard of constantly at the homes of his friends – started forming his builder's mindset. He started dreaming of build communities.

He launched his venture, Dream Maker, 14 years ago, when he was just 21 years old. He



Isaac Olowolafe,
Junior: Launched
Dream Maker
Group 14 years ago

bought his first property, a condo in Malvern, Toronto, when he was 21, and today has already paid off the mortgage, while earning income on it - a cool \$1,500 a month.

Olowolafe attended the University of Toronto

in the day studying Economics, and in the night he worked at a UPS store, going home at 4 a.m., grabbing a couple hours sleep, and heading out to school at 9 a.m. He worked, doing that for four years, and paid his mortgage and school tuition. Following his father's footsteps,

MAKERS

“I want to build a legacy for transformation of the mindset of marginalized peoples, for them to use Real Estate and technology to make their dreams real”

Olowolafe became a real Estate Agent at 23 years old, and two years later opened up his own Real Estate Brokerage. His Dad now runs the Brokerage, with 27 Real Estate Agents on board.

Smart, suave and focused, Olowolafe started providing extra services for his Real Estate buyers and sellers, such as managing investment properties that people purchased through his Brokerage. Soon, he was managing 20, 30 properties for clients. He opened a new wing of Dream Maker, dedicated to property management.

Then, 11 years ago, he got an idea. He approached housing developers and proposed that his Brokerage be given exclusive listing rights for all the houses in the project. Within a short time, he proved that he was selling houses at a fast clip, and developers started handing him development projects before they started building. He would sell these out with ease.

Olowolafe had found the formula for building astonishing wealth, through the trending Real Estate boom that is sweeping Canada.

Five years ago, he launched his own property development initiative, Dream Maker Developments, and bought vacant land, built his own properties, and sold and managed them. He never looked back. His suite of firms now includes Dream Maker Holdings, Dream Maker Realty, Dream Maker Property Management, Dream Maker Developments, Dream Maker Insurance, and Dream Maker Ventures. His business includes Real Estate – from development to brokerage and investment management; insurance; philanthropy; and a Private Equity Fund.

He was 28 years old when he bought vacant land at 16 McAdam Avenue in Toronto, and built Dream residences at Yorkdale Condos, him and his Dad taking out a mortgage. That was his first development, consisting of 87 condo units, four townhouses, and commercial units on the ground floor.

But his biggest passion these days is Dream Maker Ventures, which invests in technology startups through Ryerson’s DMZ innovation hub. Olowolafe backs 17 startups so far with his investment funds.

He just signed a Memorandum of Understanding with Ryerson’s DMZ to set up an Investment Fund to invest in startups around the world that marginalized people would have founded. He’s keen on helping Canadian marginalized startup founders, and wants to see more black people in the startup arena. “This is a major gift to the university, to help make new things happen at all innovation spaces globally, wherever Ryerson’s DMZ reaches,” Olowolafe said.

Married with three young daughters, Olowolafe works closely with his wife, Monique, who has a Masters in Education, to manage his dreams and vision. He’s a man of deep faith, and attends church regularly. He said that the people around him make all the difference in living a life of making his dreams become reality. “My parents, my wife – who encourages me and has been my biggest cheerleader for 14 years now, and my team, they are my biggest ingredient for success. Relationships are important”.

Olowolafe dreams now of creating a legacy teaching and equipping people on how to generate wealth over generational investments. His clients learn how to invest for their children and future generations. It’s a life lesson he wants to bring to Africa as well, although he visits there not so often, being committed to his Canadian projects. His parents, however, visit Nigeria often.

“I want to build a legacy for transformation of the mindset of marginalized peoples, for them to use Real Estate and technology” to make their dreams real, he said.

Olowolafe is fast becoming a major asset management expert in Canada, and sees himself as building a portfolio of assets that his companies manage for clients. He’s evolved in his genera-

tion from his Dad’s Real Estate agent status and his Mom’s status as a veterinarian doctor at the Toronto General Hospital for 20 years, to become a high flyer in Ontario.

From his home in Woodbridge, he takes a keen interest in startups that operate out of Ryerson DMZ. However, he’s a lone investor, surprisingly not networked in any of the innovation hubs in Ontario. He sees that as unfortunate, as his character, skills and business acumen would do wonders for Canada were the Establishment to bring him in to the fold. However, his work at Ryerson’s DMZ is laudable and astonishing, as he is a single investor engine. Most Angel investors work with a team of other investors. Olowolafe goes in alone, and so far has invested in 17 startups out of DMZ, including being in a round of financing for a DMZ startup, partnering with a major global investment firm.

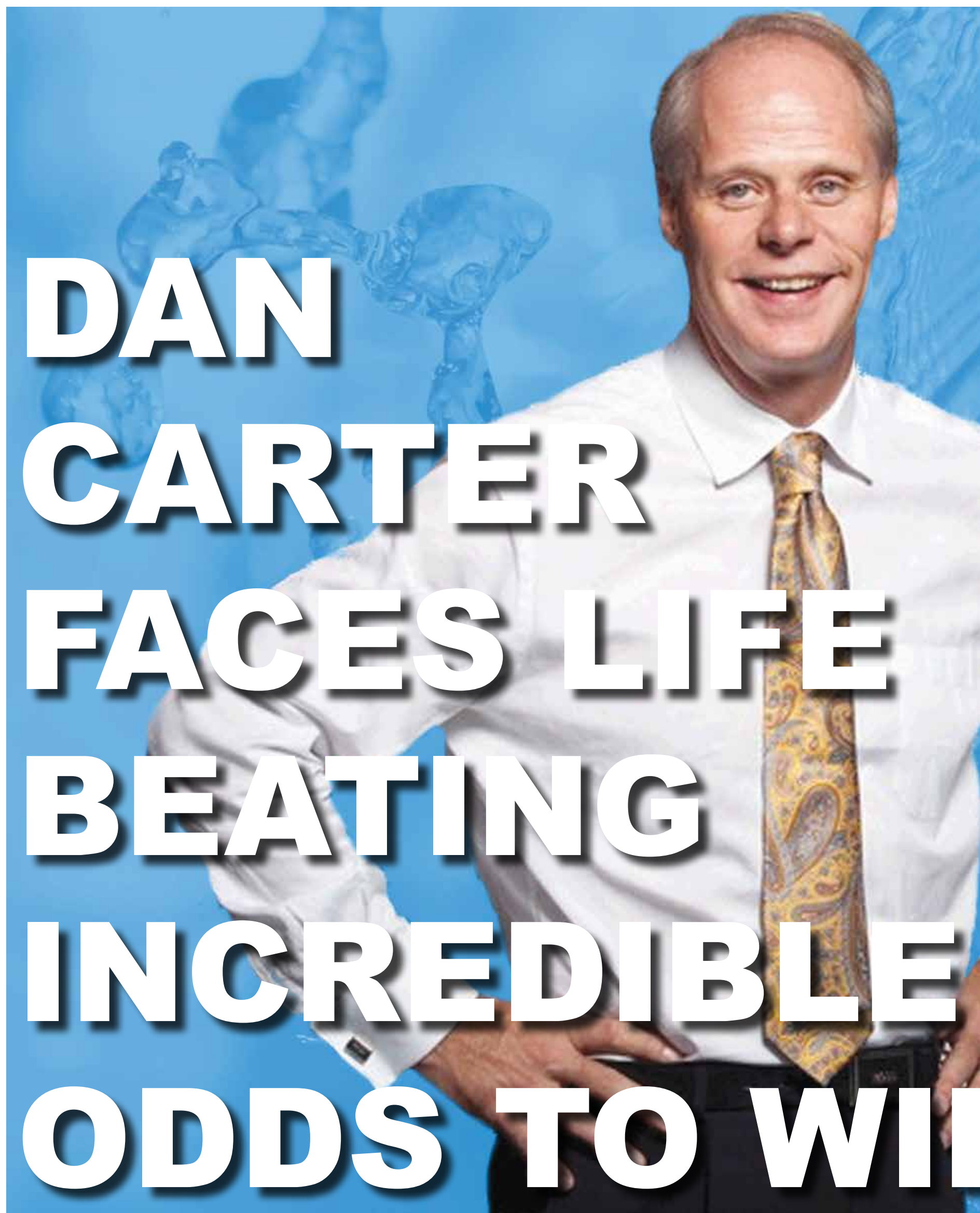
“For me, nothing is impossible. I dream big,” Olowolafe said.

He plays chess, and sees the skills he learns at chess as crucial to how he lives his life. “Chess teaches me about life, how to make moves that are strategic and looks to the endgame of winning,” he said.

Olowolafe is now embarking on launching Dream Performance, an enterprise to provide financial literacy to sports stars, and to help the sports and entertainment industries develop sound financial foundations for talents.

His latest project is Dream Suites, a luxury hotel close to Pearson Airport.

Here’s a young African-born entrepreneur who’s making quiet waves in Canada. Humble, quiet, cool as ever, Olowolafe looks to the future grounded in his faith, that his life on earth is blessed with purpose, vision, and a mission to make dreams become reality. He’s a living testimony that Canada offers anybody the opportunity to live the dream life. }



by Shaun Michael Samaroo

We're breathing metaphors, us humans. We each of us embody ideas and theories and testimonies of life with vibrant, alive flesh and blood, walking out what it means to be a human being; kind of like the fleshing out of what's possible. Inside each of us is this seething expression of life, of what being human means.

Here, for example, is Dan Carter - a man who today is the living embodiment of human potential. I interviewed Carter at his office at Oshawa City Hall in a Boardroom on a hot day last August, and walked out of the room after, with a deep sense of awe. Carter had shown me that he is a personification of what is possible for the human being. He's a walking, living, breathing metaphor of the reality of human potential.

Carter started out on life's journey with possibly the most unfortunate hand that anybody could be dealt: his Mommy died when he was a six-month-old baby. His Dad had to work and raise the other seven children, and this new baby, just six months old, needed nurturing and care.

So Children's Aid stepped in, and took Carter away from his Dad and siblings. Still a gentle, vulnerable baby, Carter started life separated from his family, with his mother no more on this earth, and a ward of the State - at six months old. He does not know if he cried the day they took him away from his father and siblings to a cold bed in the Children Aid system.

Strange nurses nurtured him and raised him at Children's Aid till he was two years old. Then the System put him up for adoption, and at two, the boy became adopted son to the Carter family of Agincourt, Toronto, and brother to new siblings, two brothers and a sister. He took on a new identity, with a new name, Dan Carter.

He grew up, learning to love his new family as his own, knowing nothing of his dramatic baby years, of where he had come from to grace this earth. Then, at 10 years old, his Dad sat him down and told him the truth: he is an adopted child, and Carter is his adopted family name and his Mom had passed away when he was a baby.

Life for Carter was never the same again. Despite his loving adopted family, with parents who cared deeply for him and gave him the best in life, with siblings he loved and adored, Carter started developing the a defeated mindset.

Since he started school, he had always found it hard to read and write, and back in those days - the 1960's - the system concluded that he suffered a learning disability. His school days turned out to be horrible, because he failed Grades over and over again. He always failed to advance to the higher Grade, but the school eventually started moving him up anyway. Later in life, he learned he had dyslexia, a learning condition. His dyslexia caused tremendous problems in school, and he suffered bullying, got badly beaten up, and felt alone and misunderstood. "I had started to believe that I was dumb, stupid, unable to do anything good," he said. His mindset had plunged to the lowest self-image - at 13 years old.

At eight years old, a stranger had raped him. And he refused to tell anybody, keeping it a secret for decades, talking about the experience only in his 30's, a raw wound bleeding inside his troubled spirit.

Such a start to life would weaken, break, damage any soul, and for Carter the severe breakdown came at 13 years old, when his adopted brother, a police officer, got killed. He could not deal with this accumulation of lifelong pain. At 13 years old, he got addicted to drugs and alcohol, and chose to become estranged from his adopted family.

He turned 31 years old in 1991 homeless, bedraggled, destitute, on the streets of Toronto, stoned with drug and alcohol addiction. "I was broke, and felt this terrifying fear of death, that I was going to die soon," Carter said.

He lived with a dreaded fear gnawing angrily at his soul, and a crippling insecurity. "I was physically, mentally, emotionally broken. I was homeless in Toronto". That moment, at 31 years old, became his wakeup call, and the starting point for him to transform his mindset, and his life.

Today, Carter stands tall, dignified, a magnificent man of immense enthusiasm. He serves as Regional Councillor for the Region of Durham. He rubs shoulders with the elites and powerful of Canada. His boundless energy, optimistic smile and loud calypso colors of clothing - including his exotic socks - generates an air of a man who commands respect, love and a well-

to-do lifestyle. Today, Carter's mindset is the millionaire mindset, one of success, abundance, and a deep confident sense of self-worth.

How did this man transform his mindset to evolve, within a single lifetime, from a destitute, homeless, drunk drug-addict to become one of Canada's most inspirational, powerful, exciting leaders?

The *Millionaire Mindset* magazine talked to this fascinating son of Ontario to gather the truth, the testimony, the life lesson, that we could share with you our readers, of how anybody could transform his or her mindset to move from the worst situation this world could plunge you into, to the most successful person possible.

Were anybody to bet on Carter when he was 31 years old, a drug-addict and drunk homeless street person, or when he was 13 years old and starting to be addicted to drugs and alcohol, or at two years old when he was moving from Children's Aid to an adopted family, or at six months when his mother died, the bet would be against him ever achieving anything of worth.

Yet, Carter beat all the odds, astonishingly overcoming all the challenges this world threw in his face, conquering every battle he got thrown into, to come out a seasoned warrior, strong, worthy to be the best among humans in this 21st century global village.

He speaks of his past with a matter-of-fact, easy normalness. With a perpetual warm smile hovering around his mouth every moment, Carter looks back at his life with a calm acceptance, immune to bitterness, regret, or self-condemnation. I interviewed him and took notes, listening to him in utter consternation, his life story sounding like a fantasy tale to my ears. How could life do that to a six month old baby, a two-year-old child, a 31-year-old man who grew up in an adopted home? But Carter's mindset had developed a quiet wisdom, unlike mine, a knowing that life teaches one its wisdom through experience.

That experience sees the man now a leader of outstanding excellence, with a character so humble, approachable, kind. Talk to anybody from any strata of society in Durham Region, especially Oshawa, where Carter is a household name, and each person would tell you that Carter is a gem of a human being.

The *Millionaire Mindset* magazine found out why he's such a well-liked, popular, inspiring leader in the community. His life journey prepared him for greatness, and he's just now starting out to carve that path.

Carter is campaigning across Oshawa to become the next Mayor of the city. As the fastest growing city in Canada, Oshawa is on the cusp of a major transformation, with \$700 mil-

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lion worth of development projects underway. Oshawa is the only designated Teaching City in North America, with the University of Ontario Institute of Technology (UOIT) fast becoming its flagship project.

Were he to win the Mayoral race, Oshawa could easily become one of the most dynamic city in the world under his leadership. Leadership is everything in cities, nations. And leadership grows out of the fertile ground of a life that taught the leader significant life lessons. Carter is not the career politician, nor is he from the Establishment: he's self-made. He inspires anybody to believe in the meritocracy of Canada, that anybody could rise to the top, no matter how low life laid us.

In 1991, 31 years old, estranged from family, friends, homeless, at death's door, Carter reached deep into his mind and found the little voice that pleaded with him to ask for help. So he called his sister, Maureen. He still loved the family that had adopted him, but he felt shame and so stayed away from them. Maureen welcomed his call, and when he told her he needed help, she told him to come over to her house right away.

He took the bus and went to her home. And within 48 hours, Carter was on a flight to a long-term addiction treatment center in California, USA. Canada did not have such a treatment program back then. His sister booked his flight, and made sure he got on the plane. She paid for it.

In California, he immediately got admitted to the ICU, and spent several weeks there to deal with withdrawal symptoms and other illnesses from his street life and addictions.

He spent a year in California, overcame his addictions, transformed his mindset, and moved to Durham Region in 1992, becoming an Oshawa resident after finding a job in the city. Carter worked at odd jobs, as waiter, janitor, anything to get by. He had no education and could not read and write.

In his jobs he started meeting people who would remark on his charisma and ability to ask questions and be interested in the stories of people. One guy talked to him about maybe starting a TV show on Rogers' free community channel.

Carter pitched the idea to Rogers. The company readily took him on, as it had an initiative then to roll out free community shows in every city. Carter excelled in the show, and before long started hosting a real paid gig on Channel 12 in Oshawa.

That TV program propelled him to stardom. He interviewed people of all walks of life on TV, community leaders, politicians, Prime Minis-

ters, Premiers, business owners. And he was learning fast how to carve his niche in the upper echelon of society, yet remain humble, engaging and inspirational.

His TV program was doing well, with a good contract from Globe Media, the firm that owns the Channel.

Interviewing him, I started relaxing in the interview, thinking Carter's life had finally settled into a calm, peaceful norm, after such a dramatic story. But it wasn't to be.

"On May 17, 2000, my sister committed suicide at the age of 50," he said, shattering the atmosphere with this news. His sister had helped save his own life, and now she had taken hers. The closest person to him, now gone.

The numbness, the pain and shock and dread came flooding back into his soul, carving a new hole in his spirit.

One day he was driving out of the Oshawa Airport parking lot after covering an event for his TV show, and he felt an urge in his spirit to turn into the parking lot of the Embassy Church on Taunton Road. He parked, and walked in to the reception, and asked the lady at the desk, Ruth, if he could speak with the Pastor.

That meeting transformed his mindset, and his life forever.

Pastor Doug Shneider – an immense character in his own right who we will feature in the *Millionaire Mindset* magazine – became Carter's close buddy, and introduced him to the life of faith. Carter had attended church when he was a kid with his adopted family, but Pastor Doug led him on a different faith journey. Today, Carter is a fixture in the Church community, and a dear friend of Pastor Doug.

That meeting with Pastor Doug helped Carter cope and deal with his sister's passing, and led him to salvation in Christ, "to eternal life", he said.

"When I was given a life line, I hung on for dear life. I held on to it. I was so fearful of dying. My survival instincts kicked in, and it saved me," Carter said.

Now, he's on a mission to be the best servant-leader he could be. "This era calls for a leader of a different experience. I believe there's purpose to my life. I am here alive today because I've got some kind of mission. My life experiences built empathy, understanding, love. We need new concepts, new vision; to think differently. This is a moment that calls for innovative, exciting leadership. It's an opportune time – the most in the last 20 to 30 years. So I've got this mission to transform the mindset of our community, to change the culture of how we develop our city. Government has to exercise discipline and patience. We have to grab the imagination of city residents," Carter said.

He's developed a six-phase development plan for Oshawa, and recognizes that to change the social environment, to change people's thinking, to transform the mindset of how development happens, "we have to transform how we see ourselves".

"For three to four years after my sister died, I was struggling tremendously. I felt I had nowhere to turn. I drove to Embassy Church and told Pastor Doug that I was mad at God. And he told me that I need to know that God isn't mad at me," he said, and that impacted his mindset. He walked away from that meeting a brand new man.

Pastor Doug offered him a Bible, but he said he could not accept it because he could not read it. He told Pastor Doug that he got dyslexia issues. So Pastor Doug gave him a toned-down version of the Bible, called the Message. Carter, with determination, started reading a passage from it every day, struggling to grasp the ideas, but sticking to it.

Today, he quotes wisdom from the Bible with ease. He even dreams of attending Bible College.

Carter comes across as an exceptional human being, a special breed of soul. His story astonishes. He's literally a walking movie, so dramatic and interesting is his life.

Apart from all that's detailed in this feature, he's been married three times, and though he does not have any child of his own, he loves and adores his three children from his marriages – Amanda, 31; Jennifer, 39; and Alexander, 29. His three grandchildren – Carter, 5; Bennet, 3 and Carolyn, 1 year, are the joy of his life.

He's also connected to his biological family, and met his biological father. He's got seven siblings from his biological family.

Carter's story is a literal miracle. We're so honoured to feature him in our inaugural edition of the *Millionaire Mindset*. He never got far in his education, but transformed his mindset from a homeless street druggie to today being an Honorary Doctorate of Law at the University of Ontario Institute of Technology (UOIT).


His life experiences equip him, uniquely, to understand with deep empathy, both the depressed areas of Oshawa, and the thriving development that's transforming other areas. He, more than anybody, could bridge the socioeconomic divide that defines Oshawa.

His wife Paula now offers him the abiding love that nurtures his great ambition to serve humanity, to use the life line he's got to live out a sound purpose, to leave a legacy of a mission accomplished, of a life well lived. After interviewing Carter, I became a man with a renewed appreciation for life and the struggles that people overcome to lift humanity to new heights. }

DAN CARTER: IN THE RUNNING TO BE MAYOR OF OSHAWA:

He struggled with deslexia since he was a child, and overcame huge odds to win life's game. In picture, Carter reads with his granddaughter





JOHN MUTTON: My commitment is to reduce taxes, instead of increasing burdens on residents.

Bulky, muscular, with a body-builder's walk, John Mutton ambles into a room with the confidence of a man who knows what he wants, and how to achieve his goals. He served as Mayor of Clarington 12 years ago, took a long break from political life, and operated his business, Municipal Solutions, as a successful entrepreneur.

Now he's back. And he is eyeing the Chairmanship of Durham Region.

Mutton knows everybody. He's got a rolodex that would be the envy of any business or political leader. He networks across the divides, embracing close friends from all spectrum of the political divide.

Mutton brings a perfect set of leadership skills to the job of Regional Chairman: he's a successful entrepreneur; a successful politician having served as Mayor of a city where he claims to be the only Mayor who ever reduced taxes for residents; and he's a martial arts world champion.

An Economist, Mutton approaches life with a quiet humility, and engages people in easy conversation. Not charismatic, he yet wins hearts with ease, knowing how to form authentic connections.

He got together an army of volunteers for his campaign, and the Oshawa campaign office is a buzz of activity as the elections race heats up.

Born and raised in Bowmanville, the 52 year old community leader is father to two children, with his daughter a world champion in Brazilian jujitsu, while her Brazilian-born husband is also the Brazilian champion in the sport, and a trainer for top world UFC fighters.

His stance is that of a fighter with integrity and discipline and fair play. And he is campaigning on the promise to reduce taxes for residents. "My campaign is to reduce taxes, to make Durham affordable and safe again. I can deliver on this because I've done it before," he told the Millionaire Mindset magazine.

He's also got several big projects in mind for Durham Region, including "to attract a new nuclear plant at Darlington. Also, we want to

THE POWER OF

DISCIPLINE

Mutton is a successful entrepreneur; a successful politician having served as Mayor of a city where he claims to be the only Mayor who ever reduced taxes for residents; and he's a martial arts world champion.

MUTTON BATTLES HIGH TAXES

work with grassroots organizations to deal with and solve problems of housing and homelessness, and to bring into operation a Durham Innovation Hub”.

Mutton exudes the confidence of a quiet war-

rior, who knows how to win. With his wide-ranging vision for Durham Region, and an almost encyclopedic knowledge of the history and current affairs of the Region, including for agriculture processing, he promises to be a dynamic, action-oriented Chairman. }



JOHN MUTTON, in battle gear, ready to win



JOHN MUTTON (RIGHT): JUJITSU CHAMP IN BATTLE IN LOS ANGELES, USA. Mutton heads into Elections next month to become the next Chairman of Durham Region

HOW THE RANA TOUN REPOSITIO TOWN OF A

Peter C Newman wrote stunning Canadian books exploring the Old Establishment of Canadian “titans” – the leaders and visionaries of industry and great enterprises who dominate the economy; and then he wrote of the new class of 21st century titans, the globe-hopping new Canadians who build corporate world empires.

Now, as the second decade of the 21st century draws to a close, we’re seeing an entirely new breed of titans start to emerge: new immigrants who immigrate here under economic rules.

New wealthy Chinese, Indians, Sri Lankans, even Bangladeshis and Pakistanis, flood into Canada – particularly the Greater Toronto Area and Vancouver – with lots of cash and generous spirits and strong ties to their country of origin. And they’re transforming everything Canadian, from politics to neighbourhoods to economic realities.

Emerging economies such as China, Brazil, India, Russia and South Africa – but also places like Nigeria, Bangladesh, Jamaica and Vietnam

and the Filipino wealthy – pour their investments into Canada. Real Estate is their favorite playground.

Durham Region is seeing astonishing rise in Real Estate prices because of this enormous influx of global wealth, as the emerging nations transfer their hefty bank accounts to places where they see mirage of aesthetic lifestyles, like Canada.

Welcome to Ajax, still not a designated city, but yet a thriving hub of international investors becoming residents with strong voices of advocacy, activism, and foreign investments buying up local property.

Apart from the scores of people cashing out with soaring house prices in Toronto to move to Durham Region with its relatively cheap properties, foreigners are eyeing the geographical and demographic advantages of Durham: they are investing in investment rental properties across the region, from Courtice, Bowmanville and Oshawa, to Pickering and Ajax and Whitby. They are transforming the region into a sudden

UCH ONS AJAX

wealth hub. Enter MD Tarekh Rana, a fascinating character who is transforming Ajax with a sense of passion, vision - and an endearing humility, politeness and courtesy.

Rana comes from a wealthy background in West Bengal, Kolkata, India. His name, Rana, means Landlord, he says, and the family got the name because his foreparents always owned property in India as rentals. Rana himself inherited property from his father, and learned to manage Real Estate to the extent that he built a thriving Indian business, employing today 30,000+ workers in Kolkata.

He migrated to Canada five years ago, with an agreement to transfer his Indian company's ownership shares to employees by 2021. He's an amazing man.

The Millionaire Mindset magazine interviewed Rana at his glass-enclosed Boardroom at G-Place, his building on Hardwood Road in Ajax, and his story makes for incredibly interesting reading.

He's a man who knows how to invent his dream, not unlike F Scott Fitzgerald's Gatsby. Rana even converted his first name, Mohamed, into a tantalizing, mysterious acronym, MD: he goes by MD Tarekh Rana, instead of Mohamed Tarekh Rana. Such ingenious ways mark him as a different leader, a bold, audacious, inventive mind.

Born in March, 1967 into a family of generational Indian landlords, Rana came to Canada in 2012 to meet the then love of his life, a Bangladeshi woman he had met in India, who migrated to Canada. His first visit to Canada was to come visit her. So mesmerized and in love was Rana that he named his Canadian company after her initials, and her year of birth. His company is SJ71 Company Limited.

In 2011, on Valentines Day, on his trip to see the love of his life, Rana fell ill in Ontario. As visitor, he could not access OHIP, but when he went to the walk-in clinic, the doctor gave him free medication. It touched his heart. He fell in love with Canada.

"I've visited 92 countries, and Canada is the best of them all," Rana said, emphasising that the "best thing about Canada is Canadians. They treat me so nice."

So he went back to India, and came back on 28th of December, 2012, deciding to look for real estate investments. "In 2013, I came back five times," he said, noting that he registered his company, SJ71, that same year. In 2014, he bought a home in Pickering and moved to Canada, handing over his India business to his adopted daughter.

Rana excels in Durham. Today, he owns a brand under his SJ71 company. He named his 'G' brand after his spiritual guide, the Iranian Islamic master, Sayyid Abd al-Qadir Gillani Gasus Pak. "He's my religious guru and he's all about humanity," Rana said.

Rana believes in spiritual principles, and considers numerology and even colors with deep consideration. "My colors in my logo are significant: the four colors are white, for purity;

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MD Tarekh Rana (right) with MP Mark Holland



MD Tarekh Rana (right) with Ajax Mayor, Steve Parish

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navy blue for principle and character; light blue for being accommodating and humble; and black, which represents a strong base,” he said, noting that the numerology in his company’s name, SJ71, is “8, which is the strongest numerical symbol in the world”.

This is the soul of the man who “wants to change the face of Durham”.

Rana impresses everybody who crosses his path. This writer heard from him from Sherry Colbourne, the CEO of Spark Center, Durham Region’s innovation hub. Colbourne spoke of him with glowing admiration, and that pattern repeats with everybody who met him – which is a who’s who of Ontario, including Ontario Premier Doug Ford on his campaign trail before the Provincial elections.

Rana says things like, “I believe when you live in a place, you should be proud of it; and when you leave the place, it should be proud of you”, and “without a dream, life is nothing”.

So he’s got a dream for this little town, Ajax, tucked into Durham, this thriving, bustling little place sandwiched between the cities of Pickering and Whitby. Rana’s dream is to transform Ajax into a hive of business, innovation and class.

He’s an astonishing human being, who transformed his mindset from a lost youth in Kolkata, India, to a successful global business tycoon. In fact, he only learned English in 2004, and his schooling is at Grade 10 level. He worked as busboy, waiter and pizza delivery driver in India before he made it big.

But then he had a hard upbringing, with his mother dying of diabetes when he was 17, and his father dying when he was 14, due to a se-

vere brain hemorrhage. As an only child, he had to battle the world by himself. And he learned not only to survive, but to thrive and become a runaway success, with a successful garment factory under his belt.

His mindset took a major transformation when he got married at 19 years of age, and his in-laws took him under their wings and taught him business, especially how to structure and manage a property that his Dad had left to him, a 35,000 square feet rental property with tenants who were slack in their obligations to their landlord.

He learned to streamline the rental property as a business, and to develop from there. With no child of his own, he adopted a daughter – his cousin’s sister, and he raised her to be educated and successful.

When Rana moved to Pickering, divorced and single, he immediately saw the potential of the Durham Region for growth and development. “It’s geographically fertile, with the 401 running through it, and Lake Ontario, and the poor sister of Toronto”. Rana started thinking of the future of Canada, and saw how Durham could be ideal, situated at an ideal locale. “I felt the potential. I saw that from here you could drive all the way to Florida. Canada could only progress”.

He felt he could be a big player in Durham, and particularly Ajax, with its multicultural population, rich residents with high average incomes, and close proximity to Toronto. Now, as a seasoned Canadian businessman, he’s looking to bring “different industries” to Durham. “Ajax is home to a population that speaks 44 languages, immigrants from 100 countries, and 65% of Ajax’s youth make \$67,000 a year. In south Ajax, the average household income is \$95,000. Plus, Ajax has employment land, vacant land

available for commercial development”.

Rana speaks with excitement about Durham’s development projects – which include five international hotels – including a Marriott Courtyard, Hampton Inn and Suites, Best Western Plus, and a Marriot in Whitby. Also, an extended care facility of 150,000 square feet is coming to Ajax, as well as two convention centers, each over 40,000 square feet. He expects three manufacturing enterprises, two retirement homes and other developments, with 500 to 1,000 jobs generated by 2021 in the Region.

The charismatic businessman – a genius at the networking game – said he’s facilitated 53 new businesses to Ajax, with investments of over \$300M, in Real Estate. His own investment, the G Center, has become a showpiece in Ajax, with an innovative business model to support small businesses.

Rana won the Ajax Emerging Entrepreneur Award for 2018, and dreams of making Durham “a self-sustaining community, with no need to depend on Toronto”. He dreams of bringing water taxis to Durham, and is working to convert the old Pump House on the waterfront in Whitby into an exclusively posh restaurant. “It will be the place to be in Durham, with 50 full time employees and 25 part-time”, he said, noting that his business philosophy is always to give a percentage of profits to charity. His business supports the Grandview Kids, a charity helping autism children.

Not content with all that, Rana said he is in talks with “three Chinese cities to bring investments to Durham, totalling \$1.5 billion. From 2019 we’ll see Durham as the destination to be”.

“I came to Canada chasing the love of my heart, but fell in love with Canada,” he said,

MD Tarekh Rana s developing signature projects

1 G Centre is a shpwpiece in the heart of Ajax. Located in the plaza on the southend of Harwood close and Bayly, the G Centre is a “community-oriented office and co-working space”, the company’s website says.

Launched in 2017, the space houses startup firms, small businesses, a cionference center, and a recreation room, along with community meeting rooms and co-working desks.

It’s a modern, classy building.

2 The “Joy of Whitby” is Rana’s ambitious project to convert the Old Pump House on the waterfront in Whitby into a luxury restaurant. The “Old Pump Station is SJ71’s first foray into heritage conservation. The project involves restoring a 2700 square foot stone heritage building and adding another 8000 square feet in a style and using materials that are consistent with the historical character of the original”, according to the company’s website.

3 G Place serves as the headquarters for the Rana empire. According to the company’s website, “Head office of SJ71 Limited. G Place represents SJ71’s commitment to investing in quality landmark buildings in Ajax. Built in 1986, G Place is the first professional office plaza to be built in Ajax. It is a 2-story multi-use office complex consisting of 12,000 sq. ft. of commercial office space on 0.5 acres, supported by 36 parking spaces.”

4 G Tower is Rana’s Plaza on Harwwood in Ajax. Launched in 2015, the Plaza is a centerpiece of downtown Ajax, and houses several retail business - restaurants, daycare and stores. It’s close to the Town Hall, Public Library and the major Ontario highways, and the GO transit line. The 16,500 square feet property sits on 75 acres of land. It’s part of Rana’s “portfolio of multi-use commercial/residential properties ain Durham”.

“I’ve visited 92 countries, and Canada is the best of them all,” Rana said, emphasising that the “best thing about Canada is Canadians. They treat me so nice.”
 - MD Tarekh Rana

even though that romantic interest that brought him visiting here did not work out. Highlighting the point that he had built a company in India from half a million to 800 million rupees, he said he gave away 30% ownership to the employees. “The company is building a hospital for blind people, and also an Islamic school for girls to be educated and housed”.

Rana is an exceptional human being, and he’s re-designing the economic and political landscape of Durham, Ontario, and Canada. He easily rubs shoulders with politicians and community leaders, and made lots of friends with city politicians, supporting several in the upcoming municipal elections.

He’s the new titan in a Canada that’s wide open to the world for business, and the emerging economies of the world are willingly investing huge capital into Real Estate projects in Durham, with people like Rana paving the way. Local politicians are only too willing to help the process. }



MD Tarekh Rana: exciting fresh new vision for Ajax and Durham



MD Tarekh Rana (center) at the Opening Ceremony for his Ajax Shared Community office complex

DURHAM

Oshawa leads a rapidly developing Durham Region, stretching from Ajax to East Oshawa. Projects worth up to \$1.5 billion are planned for the next couple years, including a massive commercial development.

Growth Rate

According to the Conference Board of Canada, “Oshawa is projected to have the highest 2018 GDP growth in Ontario at 2.4 percent, and is projected among the top 5 in Canada”.

Investments

Oshawa has the 2nd best Investment Strategy among Small North American Cities (population 100,000 - 350,000). Also, Oshawa “fetches one of the highest real estate ROIs in the GTA”

Huge Complex

“The RioCan Windfields Retail Hub is a 160 acre site which will include 77,926 square metres of commercial space as well as 343 townhouse units and 352 apartment units. Construction is expected to begin in 2018”. -oshawa.ca

FOR DIRECT INVESTMENT

OSHAWA TOP CITY OF THE FUTURE

www.oshawa.ca: Oshawa has placed second overall in the American Cities of the Future 2017/2018 ranking in the small cities category for foreign direct investment (FDI) strategy.

Compiled annually by fDi Intelligence, a division of the Financial Times, Oshawa was ranked against Canadian and U.S. small cities with the best prospects for inward investment, economic development and business expansion.

“We are pleased with fDi’s newest ranking, which further validates our progress in creating a strong and vibrant economic foundation for the City of Oshawa,” said Mayor John Henry. “Our recent growth and momentum in key areas such as healthcare, education and advanced manufacturing have gained increasing levels of attention from the international business

community; we invite these stakeholders to discover how Oshawa’s resources and strategic partners can maximize their potential.”

“Our continuous recognition by fDi Magazine reflects a remarkable transformation our city has undergone in recent years,” said Councillor John Aker, Chair of the Development Services Committee. “With a significant shift towards innovation, entrepreneurship and intellectual-based sectors of our economy, the City of Oshawa is well positioned to meet the needs of a 21st century workforce. We continue to see record levels of investment and enthusiasm in the region that will serve to benefit local businesses and our community well into the future.”

American Cities of the Future 2017/2018 developed the shortlist of cities using online tools

fDi Markets and fDi Benchmark. Data was then collected under the following categories: Economic Potential, Business Friendliness, Human Capital and Lifestyle, Cost Effectiveness, Connectivity and FDI Strategy. In total, 209 cities were categorized as small with populations between 100,000 and 350,000. For more information visit the fDi Intelligence webpage.

The change that Oshawa as a community is experiencing is undeniable, with major commercial and industrial development projects, growth in post-secondary academia, record-breaking residential construction and growth in health care services. Up-to-date information on development, statistics, news and more is available at Economic Development webpage. }

M R I S E S

With vibrant projects underway across Taunton Road, upwards of \$7 Billion are earmarked for the Region over the commercial/residential area north of Oshawa

Seniors' Home

Under development, 188 retirement units in a five-storey apartment-style development in the heart of the Windfields community. Project began its construction in Spring 2018. -oshawa.ca

Education Hub

Durham College has broken ground on its \$35 million Centre for Collaborative Education. The 75,000 square foot building will embody the College's commitment to working with its partners to create a new facility where students, employees and the broader community can work together. - oshawa.ca

UOIT Research

UOIT is building a new \$100 million Centre for Advanced Research, Innovation and Entrepreneurship (CARIE). CARIE will be a new cluster of advanced manufacturing, research and development in nuclear, electrical and alternative energy systems, automotive and transportation, new materials and robotics. - oshawa.ca

DURHAM ALIVE WITH POSSIBILITIES, THE DESTINATION TO BE...

AUGUST GAINS 6% JUMP IN DURHAM HOUSE MARKET

DURHAM REGION, September 10, 2018 - Durham Region Association of REALTORS® (DRAR) President Dennis Roberts reported an increase in residential transactions on a month-over-month basis in August. DRAR REALTORS® reported 843 residential transactions, a 6 per cent increase compared to July 2018 with an average 28 days on the market.

"It is encouraging to see an increase in transactions as we enter the fall market. It was anticipated that we would see a hike in activity in the fall, and an increase in sales as well as the average selling price for the

month of August is a very positive sign," said Roberts.

The average selling price in Durham Region reached \$590,706 in August 2018 compared to \$584,131 in July.

In the HOT market of 2017, the average sale price was \$628,005. In 2018 the average price YTD is \$596,374, 11.7 per cent higher than the 2016 average price of \$533,828 and the second highest average price in Durham Region's history. It is a great time to sell. With only a 2.4 months supply of inventory currently available and a possible rate increase in the fall, right

now may be the right time for Buyers to make that decision to purchase their next home.

Market conditions in the summer of 2018 were much tighter than the summer of 2017. Many homebuyers who may have waited to adjust to the new mortgage lending guidelines have renewed their search for a home and Durham Region continues to be the leader in affordable housing options for buyers in the GTA according to the MLS® Home Price Index. }

-www.oshawachamber.com



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Our Services

- Business Development
- Market Analysis
- Strategic Planning
- Human Resources
- Energy and Infrastructure advancement
- Public Policy Development
- Stakeholder and Government Relations