

April 22, 2020

Mayor John Tory
City of Toronto
100 Queen Street West
Toronto, Ontario
M5H 2N2

President

Michael Collins

Past President

Gurcharan (Garry) Bhaura

President-Elect

Lisa Patel

Chief Executive Officer

John DiMichele

Directors

Ron Abraham

Paul Baron

Peter Burdon

Kevin Crigger

Susan Gucci

Gareth Jones

Josh Klein

Keith Kwan

Lori Roberts

Kate Young

Dear Mayor Tory:

Thank-you, again, for including the Toronto Regional Real Estate Board in your recent tele-conference to discuss the state of the City's real estate market and how we can work together to assist our residents and businesses during these challenging times. The exchange of information during the call was extremely valuable and we look forward to continuing to work together, in this regard, and to identify issues arising from the current challenges.

With this in mind, TRREB is ready to continue to share information as much as possible to help with any policy decisions that the City may be making with regard to economic stimulus and recovery. As you know, we have substantial market data that could be useful when considering how or if to move ahead with such policies. We will keep in touch with your staff on this, should they require any specific type of data or briefings.

We also appreciated your willingness to hear potential concerns and issues that may need addressing to help the City's residents and businesses. On this note, I would like to raise an issue that has recently come to TRREB's attention; specifically, the impact that the current lack of service from the City's Licensing Department is having on small businesses and commercial real estate.

As you have pointed out, commercial tenancies are a serious economic concern for both landlords and business tenants, and you have rightfully called for accommodation and action in this regard. For businesses that require licensing, these challenges are even more pressing, because they are not able to acquire a license or transfer an existing license. Not only is this affecting the businesses itself, but it impacts the landlord, and hinders commercial real estate transactions that involve these types of businesses.

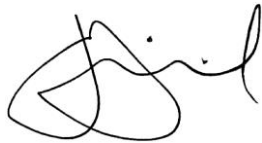
/...2

We hope that the City can find reasonable accommodation while ensuring the health and safety of Licensing Department staff. Based on how other City functions, such as the Planning and Building Departments, have been able to continue to provide some service, we hope that the same can be done for the City's Licensing Department.

We applaud the City's efforts to help businesses by deferring property taxes, and the federal government's recently announced program to assist with commercial rents; however, in many cases, these efforts will be nullified for businesses that cannot access the City's Licensing services.

Thank-you again for your leadership. Please don't hesitate to let us know if you or your staff have any questions or require anything from TRREB. I can be reached directly at johnd@trebnet.com or 416-443-8166.

Sincerely,

A handwritten signature in black ink, appearing to read 'John DiMichele'. The signature is fluid and cursive, with a large loop at the beginning and a long tail extending to the right.

John DiMichele
Chief Executive Officer

c.c. Chris Murray, City Manager, City of Toronto
Michael Collins, TRREB President