



**Regular Council meeting for Public Hearings  
Monday, December 18, 2017**

Place: Council Chambers  
Richmond City Hall

Present: Mayor Malcolm D. Brodie  
Councillor Chak Au  
Councillor Derek Dang  
Councillor Carol Day  
Councillor Ken Johnston  
Councillor Alexa Loo  
Councillor Bill McNulty  
Councillor Linda McPhail  
Councillor Harold Steves

David Weber, Corporate Officer

Call to Order: Mayor Brodie opened the proceedings at 7:00 p.m.

1. **RICHMOND ZONING BYLAW 8500, AMENDMENT BYLAW 9788**  
(Location: 10011 Seacote Road; Applicant: Ken Phuah)

*Applicant's Comments:*

The Applicant was available to respond to queries.

*Written Submissions:*

None.

*Submissions from the floor:*

None.

PH17/11-1

It was moved and seconded

*That Richmond Zoning Bylaw 8500, Amendment Bylaw 9788 be given second and third readings.*

**CARRIED**



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2. **RICHMOND ZONING BYLAW 8500, AMENDMENT BYLAW 9789**  
(Location: 10460 Williams Road; Applicant: Raj Dhaliwal)

*Applicant's Comments:*

The Applicant was available to respond to queries.

*Written Submissions:*

None.

*Submissions from the floor:*

None.

PH17/11-2

It was moved and seconded

***That Richmond Zoning Bylaw 8500, Amendment Bylaw 9789 be given second and third readings.***

**CARRIED**

3. **OFFICIAL COMMUNITY PLAN BYLAW 9000, AMENDMENT BYLAW 9520 AND RICHMOND ZONING BYLAW 8500, AMENDMENT BYLAW 9756**

(Location: City Wide; Applicant: City of Richmond)

*Applicant's Comments:*

The Applicant (staff on behalf of the City of Richmond) was available to respond to queries.

*Written Submissions:*

(a) Sadhu Johnston, City Manager, City of Vancouver (Schedule 1)

(b) Suzanne Goldberg, Director, Public Policy-Canada (Schedule 2)

*Submissions from the floor:*

Don Flintoff, 6071 Dover Road, queried (i) whether multi-family developments will have an Electric Vehicle charging station in each residential parking space, and (ii) in the event of a common plug, which would be shared by all users, whether it would be regulated differently than a City-owned plug. Mr. Flintoff was of the opinion that the City would better benefit from a Supercharge charging station with larger voltages.



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In reply to the delegation's queries, Brendan McEwen, Sustainability Manager, advised that (i) all residential parking spaces, excluding visitor parking, feature an electrical outlet capable of providing Level 2 charging, and (ii) in consultation with various stakeholders, it was determined that Level 2 charging would be preferable for at home charging applications.

PH17/11-3 It was moved and seconded  
*That Richmond Official Community Plan Bylaw 9000, Amendment Bylaw 9520 be given second and third readings.*

**CARRIED**

PH17/11-4 It was moved and seconded  
*That Richmond Zoning Bylaw 8500, Amendment Bylaw 9756 be given second and third readings.*

**CARRIED**

PH17/11-5 It was moved and seconded  
*That Official Community Plan Bylaw 9000, Amendment Bylaw 9520 be adopted.*

**CARRIED**

PH17/11-6 It was moved and seconded  
*That Richmond Zoning Bylaw 8500, Amendment Bylaw 9756 be adopted.*

**CARRIED**

4. **OFFICIAL COMMUNITY PLAN BYLAW 7100, AMENDMENT BYLAW 9775 AND OFFICIAL COMMUNITY PLAN BYLAW 7100, AMENDMENT BYLAW 9797**

(Location: Steveston Village; Applicant: City of Richmond)

*Applicant's Comments:*

The Applicant (staff on behalf of the City of Richmond) was available to respond to queries.

*Written Submissions:*

None.



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*Submissions from the floor:*

Ken Chow, Architect, expressed concern regarding the proposed changes to the Steveston Area Plan, noting that he is currently working on a development in Steveston and the proposed changes may impact the design of the proposed development and requested that his project be exempt from the proposed bylaw.

Jun Zi, representative for an investor with an active development in Steveston, expressed concern with the proposed bylaw and how it would negatively affect the active development. He remarked that the Applicant has met all of the City's requirements and therefore, the active development should be exempt from the proposed changes.

PH17/11-7

It was moved and seconded

*That Richmond Official Community Plan Bylaw 7100, Amendment Bylaw 9775 be given second and third readings.*

**CARRIED**

Opposed: Cllr. Loo

PH17/11-8

It was moved and seconded

*That Richmond Official Community Plan Bylaw 7100, Amendment Bylaw 9797 be given second and third readings.*

**CARRIED**

Opposed: Cllr. Loo

PH17/11-9

It was moved and seconded

*That Official Community Plan Bylaw 7100, Amendment Bylaw 9775 be adopted.*

**CARRIED**

Opposed: Cllr. Loo

PH17/11-10

It was moved and seconded

*That Official Community Plan Bylaw 7100, Amendment Bylaw 9797 be adopted.*

**CARRIED**

Opposed: Cllr. Loo



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5. **OFFICIAL COMMUNITY PLAN BYLAW 7100, AMENDMENT  
BYLAW 9062 AND RICHMOND ZONING BYLAW 8500,  
AMENDMENT BYLAW 9063**

(Location: 4020, 4080, 4100, 4180, 4280 and 4300 Bayview Street (formerly 4300 Bayview Street); Applicant: Onni Development (Imperial Landing) Corp.)

*Applicant's Comments:*

The Applicant was available to respond to queries.

*Written Submissions:*

- (a) John Roston, 12262 Ewen Avenue (Schedule 3)
- (b) Rupert Whiting (Schedule 4)
- (c) Jim van der Tas, President, Steveston Merchants Association (Schedule 5)
- (d) Teresa Murphy, 9651 Finn Road (Schedule 6)
- (e) Colleen Burke, 4311 Bayview Street (Schedule 7)
- (f) Erika Simm, 4991 Westminster Highway (Schedule 8)
- (g) Marion Smith, Richmond resident (Schedule 9)
- (h) Don Flintoff, 6071 Dover Road (Schedule 10)
- (i) John Roston, 12262 Ewen Avenue (Schedule 11)
- (j) Tasha Schermerhorn, Richmond resident (Schedule 12)
- (k) Rossano DeCotiis, President, Onni Group (Schedule 13)
- (l) Memorandum from the Director, Development (Schedule 14)

*Submissions from the floor:*

Richard Wozny, Principal, Site Economics Ltd., reviewed in detail the process undertaken to determine the anticipated land lift value, commenting on (i) estimated lease rates, (ii) estimated capitalization rates, and (iii) estimated building values under the current zoning and under the proposed new zoning.

Bob King, 11100 Railway Avenue, spoke on the proposed amenity contribution amount and urged Council to accept nothing less than 100% of the land lift value.



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John Roston, 12262 Ewen Avenue, remarked that lease capitalization rates are speculative based on current data and will not be confirmed until after the leases are executed. He suggested that Council accept the proposed community amenity contribution amount and review the matter in approximately three years, at which point the actual land lift value can be accurately calculated. He added that, should the land lift value be higher than what is currently estimated, additional amenity contribution funds be collected. Alternatively, Mr. Roston suggested that Council accept \$5.5 million as estimated by the City's economic consultant.

Kelly Greene, Richmond resident, spoke in opposition to the proposed development as she believes that small businesses in Steveston Village will be negatively affected. She expressed concern with the Applicant's intentions for the site and was of the opinion that the amenity contribution amount being offered was not sufficient.

Cynthia Rautio, 12282 English Avenue, expressed concern with the proposed hotel use as the site is in a residential neighbourhood. She was of the opinion that the proposed hotel would increase traffic in the area, and cited concern with the patrons of the hotel and use of the hotel by unauthentic visitors. Ms. Rautio then remarked that she did not believe that the hotel would have full occupancy year-round.

Don Flintoff, 6071 Dover Road, provided background information on the history of Imperial Landing. He then spoke on the anticipated hotel room amenities, and was of the opinion that eliminating kitchenettes would encourage visitors to dine at restaurants. Also, Mr. Flintoff spoke on the amenity contribution amount, noting that he was in favour of an amount in the 8-9 million dollar range.

Judy Schneider, 3851 Francis Road, expressed concern with regard to the proposed hotel use and was of the opinion that the introduction of large retailers in Steveston Village would negatively impact current local small businesses. Ms. Schneider then urged Council to reject the application.

Jim van der Tas, President, Steveston Merchants Association, spoke on the potential to rent the existing vacant space at the subject site to fishing companies in need of office space. He then suggested that the development be split into thirds whereby each third would be Retail, Commercial, and Maritime Mixed Use. Mr. van der Tas urged Council to consider a compromise that would benefit all involved and was of the opinion that the elimination of kitchenettes from the proposed hotel would be supported by Steveston restaurant owners.



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Vern Renneberg, 4211 Bayview Street, expressed concern with regard to the first floor of the development site being used as a storage facility and remarked that he did not believe that Onni would be a good corporate neighbour in Steveston Village. He then queried the estimated land lift value reduction and urged Council to reject the application.

Jackie Turner, 12251 Hayashi Court, commented on a previous application submitted by the BC Packers for Imperial Landing. She noted that she would like to see the community amenity contribution go towards upgrading the Steveston Community Centre, which would benefit residents. Ms. Turner then commented on general business practices, noting that all businesses have competition and the market demand determines their viability. She then stated that she would like to see the current vacant space filled.

Jackie, 4080 Garry Street, spoke in opposition to the proposed development. She was of the opinion that Steveston Village did not need another hotel and believed that it would be vacant. She then queried the Applicant's intentions and was suspicious of the proposed project. She requested that Mixed Maritime Use remain the only zone applied to the subject site.

Rick Pawluk, 3257 Hunt Street, expressed concern with the proposed development and queried the Applicant's intentions. He urged Council to carefully consider the application and obtain a higher community contribution amount.

Mayor Brodie acknowledged the conclusion of the first round of public speakers and invited the Applicant to address Council on comments made by the public delegations.

Chris Evans, Executive Vice-President, Onni Group, referenced a letter dated December 18, 2017 from Rossano De Cotiis, President Onni Group (Schedule 13).

In response to queries from Council, Mr. Evans commented on the Onni Group's public perception in Richmond and was of the opinion that a disreputable business would not be in operation or be a successful business. He acknowledged challenges the company has faced in other projects, and remarked that these issues have been resolved and have provided valuable experience to the company. Mr. Evans then stated that Onni has been transparent and available to all stakeholders and despite their efforts, not all stakeholders have been satisfied.



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Mr. Evans spoke to the current proposed amenity contribution amount, noting that the amount remains the same; however, as a gesture of good will, Onni is offering donations of \$250,000 to each of two local groups: the Steveston Historical Society and the Richmond Hospital Foundation.

In reply to further queries from Council, Mr. Evans commented on the anticipated hotel room rates, noting that like with any business, there would be seasonable fluctuations in price and prices may be comparable to those at the hotel situated at Lonsdale Quay. He then commented on the anticipated hotel operation model, noting that it would be marketed similar to that of Airbnb.

Mr. Evans concluded his remarks but stating that Onni believes the proposed application is a strong compromise from what was initially proposed and that Onni is open to hearing rationale whereby a developer contributes over 100% of an anticipated land lift value.

Seven speakers then addressed Council for a second time with new information.

Bob King, 11100 Railway Avenue, was of the opinion that the issue at hand was not financial, but instead about the project's impact on the community.

Cynthia Rautio, 12282 English Avenue, cited concern regarding the operation of the proposed hotel as an Airbnb-style, as hotel patrons would not be accountable and adjacent residents' security would be compromised.

In response to concerns raised regarding the operation of the proposed hotel as an Airbnb-style, Mr. Craig advised that should Council wish to apply restrictions on the proposed hotel, such conditions would need to be applied now and would become a rezoning consideration.

John Roston, 12262 Ewen Avenue, stated that disorderly conduct by hotel patrons was not welcome and advocated that his suggestions regarding the community amenity contribution be considered since accurate lease rates remain unknown.

Jim van der Tas, Steveston Merchants Association, advised that small businesses wish to see permitted uses limited on the subject site.

Vern Renneberg, 4211 Bayview Street, queried the proposed donations to the two local groups, noting that it was unorthodox.





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Don Flintoff, 6071 Dover Road, expressed concern regarding the security of residents adjacent to the subject site, particularly if the proposed hotel is not staffed full-time. Mr. Flintoff stated that a conventional hotel operation was preferable.

In response to concerns raised, Mr. Evans clarified that the proposed hotel would only utilize Airbnb's room booking model as it is a valuable marketing tool and plays to consumers' desire to lodge in a residential-style accommodation.

Discussion ensued regarding the current proposed community amenity contribution amount and as a result, the following **motion** was introduced:

PH17/11-11

It was moved and seconded

***That the rezoning considerations for Official Community Plan Bylaw 7100, Amendment Bylaw 9062 and Richmond Zoning Bylaw 8500, Amendment Bylaw 9063 be amended to reflect an amenity contribution of \$5.5 million as estimated by the economic consultants.***

The question on the motion was not called as materials regarding a past marina proposal from the BC Packers was distributed (attached to and forming part of these minutes as Schedule 15).

Discussion took place on the proposed community amenity contribution amount. Also, it was clarified that a legal agreement would be registered on the subject site, which would ensure that all airspace parcels would remain under a single ownership scenario; should there be desire to stratify the subject site, a subsequent rezoning application would be required and be brought before Council for its consideration.

The question on the motion was then called and it was **CARRIED** with Cllrs. Au, Day, and Steves opposed.

PH17/11-12

It was moved and seconded

***That the Application by Onni Development (Imperial Landing) Corp. for a Zoning Text Amendment at 4020, 4080, 4100, 4180, 4280 And 4300 Bayview Street (Formerly 4300 Bayview Street) to amend the "Steveston Maritime Mixed Use (ZMU12)" Zone and the "Steveston Maritime (ZC21)" Zone be referred back to staff for further discussion with the Applicant and that a potential covenant for the proposed hotel to be operated similar to a traditional hotel be examined.***

**CARRIED**  
Opposed: Cllrs. Au  
Day



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**ADJOURNMENT**

PH17/11-13

It was moved and seconded

*That the meeting adjourn (10:27 p.m.).*

**CARRIED**

Certified a true and correct copy of the Minutes of the Regular meeting for Public Hearings of the City of Richmond held on Monday, December 18, 2017.

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Mayor (Malcolm D. Brodie)

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Corporate Officer (David Weber)

Schedule 1 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.



<b>To Public Hearing</b>
Date: <u>Dec 18, 2017</u>
Item # <u>3</u>
Re: <u>Bylaws 9520</u>
<u>9756</u>

**TO: MAYOR & EACH COUNCILLOR**  
**FROM: CITY CLERK'S OFFICE**

OFFICE OF THE CITY MANAGER  
Sadhu Johnston, City Manager

December 13, 2017

Mayor and Councillors  
City of Richmond  
6911 No. 3 Road  
Richmond, British Columbia  
V6Y 2C1

Dear Mayor and Councillors:

**RE: Electric Vehicle Infrastructure Requirements in New Homes**

On behalf of the City of Vancouver, I would like to express my support for the City of Richmond's proposed requirements for electric vehicle charging infrastructure in new developments. Shifting to electric vehicles (EVs) helps to reduce carbon pollution and air pollutants that impact human health, and helps residents and businesses save money.

The City of Richmond's proposed requirements are a bold step forward. They will ensure that when a resident in a new home switches to an EV, they will have EV charging capability in their home parking stall. This avoids the need for more costly retrofits, thereby eliminating a barrier to EV adoption. At the same time, the proposed standards will allow developers to take advantage of evolving technologies and minimize construction costs.

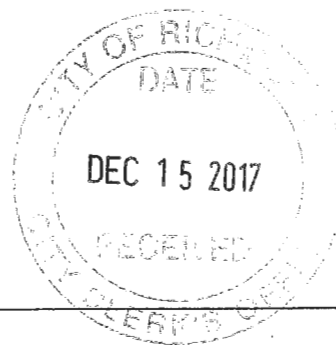
Since 2011, the City of Vancouver has required that all new homes be built with some electric vehicle charging circuits in their parking areas (all stalls for single family homes and duplex, and 20 per cent of parking stalls for multi-family). This has resulted in nearly 17,000 new home charging circuits since 2014 alone. Vancouver is planning to update our requirements in early 2018 to align with Richmond's proposed requirements so that 100 per cent of new residential developments will be EV-ready.

Once again, I commend your leadership on this important issue and encourage you to support the proposed requirements.

Yours truly,

Sadhu A. Johnston  
City Manager

tel: 604.873.7627  
sadhu.johnston@vancouver.ca



City of Vancouver, Office of the City Manager  
453 West 12th Avenue  
Vancouver, British Columbia V5Y 1V4 Canada  
tel: 604.873.7625 fax: 604.873.7641  
website: vancouver.ca



# ON TABLE ITEM

Date: Dec. 18, 2017  
Meeting: Public Hearing  
Item: #3

Schedule 2 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.

## CityClerk

**From:** Suzanne Goldberg <suzanne.goldberg@chargepoint.com>  
**Sent:** Monday, 18 December 2017 16:50  
**To:** CityClerk  
**Subject:** Letter of support for the proposed Zoning Bylaw 8500, Amendment Bylaw No. 9756  
**Attachments:** 2017.12.18 - ChargePoint Letter of Support.pdf

David,

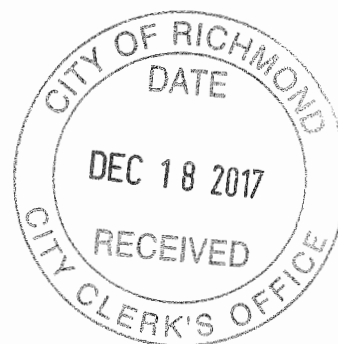
Please find enclosed ChargePoint's letter of support for the City of Richmond staff's October 15, 2017 proposed Zoning Bylaw 8500, Amendment Bylaw No. 9756 for Electric Vehicle Charging Infrastructure –Requirements for New Developments.

ChargePoint applauds of the City of Richmond for considering this proposal and demonstrating its leadership in supporting electric vehicles. If you have any questions, please contact me at [Suzanne.goldberg@chargepoint.com](mailto:Suzanne.goldberg@chargepoint.com) or (778) 558-3617.

-Suzanne

Suzanne Goldberg  
Director, Public Policy - Canada  
ChargePoint | [chargepoint.com](http://chargepoint.com)  
+1.778.558.3617 mobile  
ChargePoint, Inc. | Vancouver BC | Canada

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ChargePoint, Inc.  
254 East Hacienda Avenue | Campbell, CA 95008 USA  
+1.408.841.4500 or US toll-free +1.877.370.3802

December 18<sup>th</sup>, 2017

David Weber  
City of Richmond  
City Clerk's Office  
6911 No. 3 Road  
Richmond, British Columbia  
V6Y 2C1 Canada

RE: Support for the City of Richmond's zoning bylaw amendments for electric vehicle charging infrastructure requirements for new developments

Dear David,

ChargePoint is pleased to support the City of Richmond staff's October 15, 2017 proposed Zoning Bylaw 8500, Amendment Bylaw No. 9756 for Electric Vehicle Charging Infrastructure –Requirements for New Developments. ChargePoint, headquartered in Campbell, California, is the world's largest electric vehicle charging network, featuring over 43,000 charging spots, including over 700 ports in BC. Every 2 seconds, a driver connects to a ChargePoint station, and by initiating over 31 million charging sessions, ChargePoint drivers have driven over 744 million gas free miles.

This proposal builds upon the City's efforts to reduce GHG emissions and promote the use of electric vehicles, which can reduce emissions up to 98% relative to a gasoline vehicle. The proposal is well designed to address immediate and longer-term electric vehicle demand for several reasons:

- The proposal will accommodate near and long term demand with EV-ready infrastructure for all residential parking spaces, which will include an energized electrical outlet capable of providing a minimum of Level 2 charging infrastructure in each parking space
- The proposal accounts for the growing demand for electric vehicles in the region by including provisions for all parking spaces. Annual sales of electric vehicles have increased four-fold since 2013, and these trends are anticipated to continue.
- The proposal addresses one of the largest barriers to electric vehicle adoption: limited access to home charging. According to data from the US Department of Energy and Simon Fraser University, over 70% of charging occurs at home.
- The proposal will reduce the cost of future charging station installation significantly by preparing buildings now, at the time of construction for charging station infrastructure needs. Further more, as shown in the staff report, the use of energy management can further reduce installation costs for new development.

ChargePoint applauds of the City of Richmond for considering this proposal and demonstrating its leadership in supporting electric vehicles. Thank you for the opportunity to provide comments on this proposal. If you have any questions, please contact me at [Suzanne.goldberg@chargepoint.com](mailto:Suzanne.goldberg@chargepoint.com) or (778) 558-3617.

Respectfully,

A handwritten signature in black ink, appearing to read "Suzanne Goldberg".

Suzanne Goldberg  
Director, Public Policy – Canada, ChargePoint

Schedule 3 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.

**TO: MAYOR & EACH COUNCILLOR**  
**FROM: CITY CLERK'S OFFICE**

<b>To Public Hearing</b>
Date: <u>Dec. 18, 2017</u>
Item # <u>5</u>
Re: <u>Bylaw 9062 9063</u>

**From:** John Roston, Mr <john.roston@mcgill.ca>  
**Sent:** Wednesday, 22 November 2017 08:18  
**To:** Badyal,Sara  
**Cc:** Brodie,Malcolm; Johnston,Ken; Au,Chak; Loo,Alexa; Dang,Derek; McPhail,Linda; McNulty,Bill; Steves,Harold; Day,Carol; Sean Lawson  
**Subject:** Onni

Dear Ms. Badyal,  
Whether Mr. Wozny is willing or not to update his report, Councillor Loo made the important point that the City would be foolish to go back to a consultant whose initial report was unsatisfactory.

Suggestions for your consideration:

1. Mr. Lawson has recommended Mr. Roger Chang of Johnston, Ross and Chang Appraisal as someone who has an expert knowledge of commercial real estate lease rates and cap rates in Steveston and is qualified to do a new uplift calculation.
2. It would be helpful if the new consultant could calculate the uplift both with and without financial services as an allowed use.
3. Mr. Evans of Onni could be asked whether he accepts that Building 2 could be subdivided or wishes to have additional expert input on the matter.

Many thanks for your continuing courtesy and helpfulness in this matter.  
John Roston



Schedule 4 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.

TO: MAYOR & EACH COUNCILLOR  
FROM: CITY CLERK'S OFFICE

<b>To Public Hearing</b>	
Date:	Dec 18, 2017
Item #	5
By: <u>9062, 9063</u>	

**From:** Rupert Whiting <rupertwhiting@gmail.com>  
**Sent:** Friday, 24 November 2017 12:35  
**To:** MayorandCouncillors  
**Subject:** Thank you for resisting Onni

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**Categories:** - TO: MAYOR & EACH COUNCILLOR / FROM: CITY CLERK'S OFFICE

I try to make a point of saying well-done when I see it happening.

Thanks to the seven who wisely voted to continue to resist the Onni proposals until there is an appropriate sum on the table. Even then there are things that money cannot put right but I agree with Mayor Brodie's comment that this hasn't been and won't be an overnight decision and, when the time comes, the local businesses and landlords will no longer be able to say that they were taken by surprise. For now though I support a minimum fee from Onni of \$10M.

One thing that I would never support is the notion of any city-run facility having Onni as the landlord. That would be a very unwise compromise unless it was only for a fixed term to allow redevelopment of another site.

To Ms Loo and Mr Johnson I think that you need to take a good long look at what you stand for in the long term for the city. Neither of you will be getting my vote in any future election and Ms Loo, I used to be an advocate of yours.

Best regards

Rupert Whiting  
(604) 339-5369  
[rupertwhiting@gmail.com](mailto:rupertwhiting@gmail.com)



Schedule 5 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.

**TO: MAYOR & EACH COUNCILLOR**  
**FROM: CITY CLERK'S OFFICE**

**To Public Hearing**  
Date: Dec. 18, 2017  
Item # 5  
Re: Bylaws 9062, 9063

**From:** Jim van der Tas <jlvandertas@gmail.com>  
**Sent:** Wednesday, 29 November 2017 11:30  
**To:** MayorandCouncillors  
**Cc:** Sean Lawson; Badyal,Sara  
**Subject:** ~~New fishing companies coming to Steveston.~~

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

**Categories:** - TO: MAYOR & EACH COUNCILLOR / FROM: CITY CLERK'S OFFICE



Good morning mayor and council,

I just wanted to make you aware of some new information I have become aware of in the last few days. I had a meeting with Robert Keisman from the harbour authority last week discussing a new initiative for the village. During that conversation he mentioned to me that he is looking for office space for NEW fishing companies moving to Steveston village. He indicated that many, not just one or two, companies are moving there head quarters to the village and he is at 100 % capacity and has no space for them. He will be lobbying for money to convert or build new space for these new companies. He is very excited about this and said it could double the harbour activity. This is all great news for the village. The fishing industry is not dead in Richmond and the lower mainland it is alive and well. Robert knows that I am sharing this information with you. He will be making some announcements early in the new year.

I am bringing this to your attention in light of the ONNI space that still sits empty. We have heard for years there is no way there is anyone to fill the space as MMU. I believe now there may be some viable businesses to fill some of the Onni buildings given this new information.

I would like to make clear that the SMA has never taken the stance that all the space should remain MMU. A good mix of varying businesses would be ideal for a host of reasons. Reasons ranging from new services being added for the residents, freeing parking in evenings and weekends, to new clientele for existing local business and new hot spots for the waterfront.

We are aware that some decisions are still in the works regarding this space. May we suggest that you continue to consider allowing some MMU for the rezoning. The SMA has always taken the position that a healthy mix is the answer so nobody has the upper hand and nobody loses.

Given this new information could we suggest the following as it pertains to rezoning, with the idea if we are able to restrict zoning somewhat we can steer what the buildings are ultimately filled with. Doing so achieves a healthy balance of uses.

As follows by building.

Building 5 and 6 to be zoned for Hotel only – this ensures the hotel does get built. The hotel idea is a very popular solution, it has garnered much support and is a much needed new use.

Building 4 keep MMU – Steveston hardware or NEW fishing companies can fill this space.

Building 3 Retail and MMU. We can see this being used for both.



Building 2 MMU Given the many new companies this could be used easily as MMU. We believe that ONNI will fill that space quickly with a grocery store if given the zoning to do so. The grocery store is liked by some but many many more are very vocal that this is the wrong spot for a host of reasons, you have heard them all. Do we really need 3 grocery stores within 2 walking blocks of each other ?

Building 1 – Full on Retail.

We would even suggest you allow retail zoning right now for building 1 and 3 and they can start the process of leasing out the very next day, starting construction early in the new year. If that were to happen I believe a lot of pressure would be alleviated on finding a solution for the remaining buildings. It should be noted that in doing so it will of course change the lift and the contribution that Onni needs to give.

Thank you in advance for reading this longer than anticipated e-mail. As always if you have any questions please feel free to contact me directly.

Sincerely,

Jim van der Tas  
C 604-834-0693

Sent from [Mail](#) for Windows 10

Schedule 6 to the Minutes of the  
Public Hearing meeting of  
Richmond City Council held on  
Monday, December 18, 2017.

TO: MAYOR & EACH  
COUNCILLOR  
FROM: CITY CLERK'S OFFICE

**MayorandCouncillors**

**From:** TERESA MURPHY <tmmurphy@shaw.ca>  
**Sent:** Friday, 15 December 2017 13:01  
**To:** MayorandCouncillors  
**Subject:** Here is an article about Onni worth reading

Hi,  
Did you see this article about Onni?

[https://globalnews.ca/news/3910790/vancouver-onni-rentals/?utm\\_source=GlobalBC&utm\\_medium=Facebook](https://globalnews.ca/news/3910790/vancouver-onni-rentals/?utm_source=GlobalBC&utm_medium=Facebook)

All the best,  
Teresa Murphy, 9651 Finn Road



## Vancouver approved a condo project, in part, because it had rentals. They cost \$5,400/month

By Jesse Ferreras and Tanya Beja Global News

**A new building in Downtown Vancouver is under fire, with critics saying it does nothing to increase market rentals in the city. Tanya Beja reports.**

The City of Vancouver is pushing to secure more rental housing so that its people can find a place to live.

That's a tough task to accomplish when units are going for \$5,400 — precisely for a building by developer Onni that's located on Richards Street downtown.

### **WATCH: Vancouver 'kickback' to prominent developer**

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**READ MORE: EXCLUSIVE: City of Vancouver says it mistakenly gave \$1.5M break to real estate developer**

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Another was that it would include 130 market rental units.

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Condo buildings in Vancouver.

*THE CANADIAN PRESS/Darryl Dyck*

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**READ MORE: City of Vancouver now considering legal action against unlicensed luxury hotel**

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**READ MORE: Vancouver approves new regulations for short-term rentals like Airbnb**

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**READ MORE: Developer under fire for years of luxury short-term rentals in Vancouver without hotel license**

He said an external audit would cost anywhere between \$230,000 and \$350,000 “to replicate the full scope of the internal audit review.” So they didn’t proceed with an external audit.

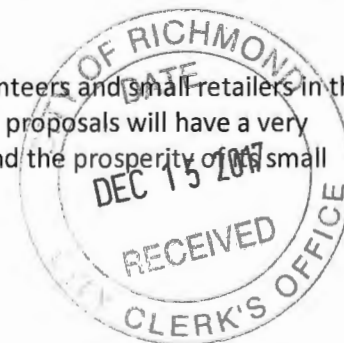
As for Onni, it repaid the \$1.5-million waiver to the city.

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**MayorandCouncillors**

**From:** Colleen Burke <mcburke@telus.net>  
**Sent:** Friday, 15 December 2017 13:50  
**To:** MayorandCouncillors  
**Subject:** ONNI Public Hearing Dec 18

- > I think it's really important for councillors who believe a Granville Island atmosphere will result from the proposed zoning change to realize that this won't happen at imperial landing. The conditions are too different.
- >
- > Granville Island was a federal project located on federal lands; the farmer, food and craft markets located there could never afford to lease from a private owner. Let alone rates such as Onni wants to get at imperial landing. If that were so, their waterfront at Steveston would be leased already to occupants engaged in maritime related uses.
- >
- > The lease rates Onni expects would be prohibitive to small scale operators such as are located at Granville Island. A municipal government has no power to tell a private land owner who they may rent to, what they may charge, and (given the expansive retail and general commercial zoning) what they choose to sell. It can't determine what kind of atmosphere will result.
- >
- > Far more likely, if you vote in the proposed uses, will be chain businesses with their usual signage, resulting in an ordinary strip mall appearance, perhaps a bit jazzed up, with resulting traffic congestion, collisions, noise, visual clutter, garbage, theft, vandalism, and so on.
- >
- > We who moved to the Bayview paid a premium to live in the neighbourhood as currently zoned. Why are the Onni companies the only ones whose land values are under consideration?
- >
- > As a personal example: After living in Steveston for 21 years, in 2011 I paid \$40,000 more for a townhouse on east Bayview than a newer, bigger one across from the community centre, because east Bayview was a much quieter, friendlier and greener place, with the peaceful ambience of the river close by. There was no indication then that the OCP and Zoning would allow for a shopping centre. Onni had not yet built the waterfront structures. We had reason to assume that Onni would adhere to the use restrictions. The Maritime and related uses were unlikely to change the character of the neighbourhood and would have been enough additional traffic and "liveliness".
- >
- > As you know Onni built for a shopping centre, in utter disregard for the neighbourhood values, character, traffic conditions and use restrictions. In doing so it betrayed those who invested in imperial landing as a comfortable, home like community.
- >
- > Until now I have never heard of a shopping centre or a giant strip mall being placed at the back of such a neighbourhood. For good reasons these mega commercial uses are normally located in downtown areas or on intersections of traffic arteries .
- >
- > If the zoning must change, it should not change so drastically as this. The addition of daycare use was fine, as it is compatible with existing uses and a necessary one for local families.
- >
- > It seems Onni has come up with a use - a hotel - that would hook the existing restauranteers and small retailers in the village into supporting its plan for a shopping centre. The general commercial and retail proposals will have a very detrimental effect on our neighbourhood as well as the character of Steveston village and the prosperity of small businesses.
- >



> Some of you have noticed how mega fortress houses have come to dominate and destroy existing home neighbourhoods. Can you imagine that allowing a mega strip mall, complete with hotel will somehow be compatible in this similar setting?

>

> It is not just that our homes will lose value with the large increase in traffic, crime, air, noise, garbage and light pollution. Allowing general commercial and hotel use will change our neighbourhood forever. And will dominate and destroy it.

>

> Aside from other commercial destinations, a 32 unit hotel could by itself result in thousands more vehicles using our small street, at all hours.

>

> Yet, Onni and city council seem absolutely determined to get the shopping centre underway.

>

> I have noted this in previous communications to Council, but it cannot be emphasized enough: It is shockingly improper that the sole consideration on this rezoning proposal appears to be the amount of money Onni must pay for the bylaw amendments.

>

> Land use decisions are supposed to be about compatibility with existing uses, impacts on affected properties and neighbourhood character, the environment, health, safety, (and yes - land values: but not just the land values of one owner or set of shareholders). It appeared to me and others, at the public hearing in October, that most of the council members had made up their minds to vote for the amendments. Only the developer's "contribution" was left to be resolved.

>

> The minutes of the continued hearing in November and the recent newspaper notice for the December 18 hearing suggest the same: the zoning is for sale and price is all that matters.

>

> There is no point to having a planning department if a developer can build and use for whatever it wants, subject only to a price requirement.

>

> Like many of my fellow residents in the village of Steveston, I have lost hope in getting fair representation on the imperial landing proposal, let alone seeing our village heritage respected and appropriately conserved.

>

> I have been committed to Steveston in so many ways.

> I'm old now. I had hoped to be here forever.

> If the proposed amendments go through, however, I too will be looking at selling and moving away.

>

> It's just so heartbreaking.

>

> M C Burke  
> 4311 Bayview  
> Steveston  
>>

Schedule 8 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.

December 15, 2017

TO: MAYOR & EACH COUNCILLOR  
FROM: CITY CLERK'S OFFICE

To: Mayor and Council  
City of Richmond,  
6311 No 3 Rd.  
Fax: 604-278-5139

from Erika Simm  
4991 Westminster Hwy  
Richmond, B.C. V7C 1B7

Re: application by ONNI for a zoning amendment at Imperial Landing

Dear Mayor and Councillors,

It seems to me that Onni has made hardly any advancements to meet the MMU zoning requirements, which were present when Onni purchased the parcels of waterfront land at 4300 Bayview Street.

This site is absolutely the very best location on the old "Packers" site. As you know in Real Estate it is all about location, location, location.

It was advantageous for Onni to be able to purchase the parcels at a price that considered the MMU zoning which was in place at that time.

But, rather than being a good corporate development company, Onni chose to ignore this special zoning, which was put in place by a large, very diverse committee to enhance the continued maritime / fishing theme and use along Stevestons waterfront.

Onni chose a stalemate rather than to comply with City zoning regulations.

As a retired Realtor I have met many developers in my day, but I have never encountered a development company like this! Most developers contribute some public amenities to the communities they do business with. They care about their image and are benevolent, especially after they have reached their goal of a large and dominant corporation in Greater Vancouver. The least they could have done is to comply with City zoning regulations like every other developer.

If Council at this time decides to accept a one time sum for the value increase of the zoning upgrade of the parcels at 4300 Bayview Street, than it should be no less than \$ 9 Mil. which is the amount the City's consultant Site Economics Ltd determined. 9 Million is a small amount in the scheme of things, it is the cost of doing business for Onni. This amount is not even enough to build a library annex to the existing community centre, for instance.

I don't think that anything less is acceptable for the people of Richmond, and especially for the people of Steveston.

Thank you.

Yours, as always ..... *Erika Simm* .....





**Mayor and Councillors**

Schedule 9 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.

**ON TABLE ITEM**

Date: Dec. 18, 2017  
Meeting: Public Hearing  
Item: #5 - Onni

**From:** Marion Smith <marionsmith@shaw.ca>  
**Sent:** Saturday, 16 December 2017 22:07  
**To:** Mayor and Councillors  
**Subject:** ONNI's Vancouver rentals - recent Global news coverage

**Categories:** - DISTRIBUTED ON TABLE, - TO: MAYOR & EACH COUNCILLOR / FROM: CITY CLERK'S OFFICE

Dear Mayor and Councillors,

You should be aware of ONNI's activities in Vancouver. See this link from Global BC's Dec 11th news regarding the rental rates they are charging in a new development.

<https://globalnews.ca/news/3910790/vancouver-onni-rentals/>

Regards,  
Marion Smith



# Vancouver approved a condo project, in part, because it had rentals. They cost \$5,400/month

By Jesse Ferreras and Tanya Beja Global News

**A new building in Downtown Vancouver is under fire, with critics saying it does nothing to increase market rentals in the city. Tanya Beja reports.**

The City of Vancouver is pushing to secure more rental housing so that its people can find a place to live. That's a tough task to accomplish when units are going for \$5,400 — precisely for a building by developer Onni that's located on Richards Street downtown.

## **WATCH: Vancouver 'kickback' to prominent developer**

Years ago, the city granted Onni a rezoning for the building with an increased floor space ratio (FSR) — meaning it could take up more room on the land it was located upon.

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## **READ MORE: EXCLUSIVE: City of Vancouver says it mistakenly gave \$1.5M break to real estate developer**

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One was that it would include a 37-space daycare — an amenity that city staff “welcomed.”

Another was that it would include 130 market rental units.

Said a staff report: “the provision of rental housing advances a significant housing policy goal of the city since rental housing is affordable to a broader range of household incomes than home ownership.”

Council voted it through. But at least one councillor regrets supporting it now that she's seen how much it costs to rent there.

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She was concerned that units at the building would function less like rental housing and more like an extended-stay hotel.

“I absolutely would not have approved it” had she known, Carr told Global News.



Condo buildings in Vancouver.

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*THE CANADIAN PRESS/Darryl Dyck*

**READ MORE: City of Vancouver now considering legal action against unlicensed luxury hotel**

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Carr wants city bylaws changed so that units are preserved as rental housing.

“It should be very clear in our bylaw that it's long-term rentals, not one month,” she said.

This very building also faced scrutiny late last year when Onni received a \$1.5-million Development Cost Levy (DCL) waiver under the city's Rental 100 program, even though it didn't qualify for one.

In the wake of the waiver, Vancouver city Coun. George Affleck pushed a motion that the city carry out an external audit looking into how it was granted.

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**READ MORE: Developer under fire for years of luxury short-term rentals in Vancouver without hotel license**

He said an external audit would cost anywhere between \$230,000 and \$350,000 “to replicate the full scope of the internal audit review.” So they didn’t proceed with an external audit.

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# ON TABLE ITEM

Date: Dec. 18, 2017  
Meeting: Public Hearing  
Item: #5-Onni

Schedule 10 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.

## MayorandCouncillors

**From:** Don Flintoff <don\_flintoff@hotmail.com>  
**Sent:** Sunday, 17 December 2017 12:19  
**To:** MayorandCouncillors  
**Subject:** Onni - December 20, 2017 Public Hearing OFFICIAL COMMUNITY PLAN BYLAW 7100, AMENDMENT BYLAW 9062 AND RICHMOND ZONING BYLAW 8500, AMENDMENT BYLAW 9063 Location: 4020, 4080, 4100, 4180, 4280 and 4300 Bayview Street (formerly 4300 Bayview Street) Applicant  
**Attachments:** Onni and Community Amenity Contributions Dec 19.docx  
**Categories:** - DISTRIBUTED ON TABLE, - TO: MAYOR & EACH COUNCILLOR / FROM: CITY CLERK'S OFFICE

Hi,  
  
See attached letter to Council.  
  
Cheers & Merry Xmas,  
  
Don



December 12, 2017

Mayor & Council  
City of Richmond

RE: December 20, 2017 Public Hearing

OFFICIAL COMMUNITY PLAN BYLAW 7100, AMENDMENT BYLAW 9062 AND RICHMOND ZONING  
BYLAW 8500, AMENDMENT BYLAW 9063

Location: 4020, 4080, 4100, 4180, 4280 and 4300 Bayview Street (formerly 4300 Bayview Street)

Applicant: Onni Development (Imperial Landing) Corp.

## Previous History

A bit of history of the site gleaned from the City's website –

### Imperial Landing Chronology – 1998 to Present

- Sept. 17, 1998 – A Land Use Plan for the Steveston Properties Site was officially adopted by Council.
- Dec. 1998 - B.C. Packers submitted an Application for Rezoning, Development Permit & Subdivision.
- Oct. 1999 - B.C. Packers Rezoning Application reaches Third Reading (6-3).
- May 28, 2001 - Council approves B.C. Packers Application (5-3). (Report May 24/01, File No. 8060-21-7108/RZ 98753805) (Reqs No. 420882)  
For: Dang/Greenhill/Johnston/Kumagai/McNulty  
Against: Mayor Halsey-Brandt/Brodie/Steves  
Absent until 8:08 pm – Barnes
- Sep. 2001 - The City obtained title to the Waterfront Lands from B.C. Packers.
- Dec. 2001 - The Site and Development Plans were sold to the Onni Group.
- March - 2003 - The waterfront park and boardwalk opened to the public.
- Nov. 2003 - Various 'visions' were presented in Public Open Houses at City Hall.
- Dec.15/16, 2003 – General Purposes Committee Meetings: the Gen. Mgr. Parks, Recreation & Cultural Svces presented "Feedback – Imperial Landing Open Houses". Differing views, opinions, and concerns were expressed by those present. This report was referred to staff for further consideration of 20 elements.
- Feb. 20, 2004 -General Purposes Committee Meeting: The Manager, Policy Planning, outlined in a Report by Planner David Brownlee, various elements which were to be reviewed, arising from the Dec.11, 2003 report 'Feedback - Imperial Landing Open Houses', from the General Manager Parks, Recreation & Cultural Services. Three options were outlined, with the third arising from the General Manager, Urban Development and Onni representatives exploring a possible 'Compromise Option'. "Staff were directed to further explore with Onni Development (Imperial Landing) Corp. a modified development package for the Imperial Landing Maritime Mixed Use (MMU) area and the northeast corner of Bayview and No.1 Road with the objective of having Onni submit a rezoning application for Council's consideration". (All Council incl Kumagai).
- Exploring the compromise option, the following elements were included:
- \* an additional 30,000 sq.ft. of residential development would be permitted within the MMU;
  - \* an additional 7,000 sq.ft. of retail commercial for north of Bayview St., near No.1 Road intended to accommodate a specialty grocery store;
  - \* the existing zones for the MMU would be altered to permit retail commercial;

- \* Onni would design and build a fish market within the MMU area provided that there was a bonafide commitment to lease such space from interested parties;
- \* Onni would make a financial contribution toward future waterfront or other improvements. It is intended that this matter would be discussed in a future closed Council session.  
( On page 7, the Financial Impact of Compromise Option 3, is noted as –  
“ \$1.7 million or more potential contribution toward community amenities.”)

**March 1, 2004 - General Purposes Committee Meeting: Mr. Crowe, Manager Policy Planning and Mr. Burke, Manager, Development Applications, reviewed with Committee the charts which were on display, to explain the modified development proposal for the Imperial Landing Maritime Mixed Use (MMU) area and the north-east corner of Bayview Street and No.1 Road.**

**Moved and seconded: that staff report to Committee with visions for the Imperial Landing Maritime Mixed Use (MMU) area and the north-east corner of Bayview Street and No.1 Road, without pre-commitment, on alternatives for the site. Elements (a) to (f) to be considered; also - that staff provide information on (i) the timing of a presentation to the public for discussion on the alternate visions, and (ii) how the public consultation process would be undertaken. Carried:**

**Dec. 20, 2005 - In the Planning Committee Minutes.- “Mr. Burke provided an oral update on the status of the Onni rezoning proposal. He advised that staff were currently reviewing the revised plans, which had increased the size of the residential component and decreased the size of the commercial element. Mr. Burke added that the key components were still included in the design, and that once staff had completed their review, the developer would be holding public information meetings in the area to present the proposal to area residents. General Manager, Urban Development, Joe Erceg advised that full vehicular access had been negotiated through the Onni property to the City-owned waterfront property; and as well, the developer had agreed to organize the property in such a way to increase the outdoor plaza area for use by the City”. Reference was made to the current zoning of the City-owned water lot property as it related to the Onni proposal, and advice was given that staff would review that issue as part of their review of the Onni project.**

**Dec. 20, 2005 to Dec. 2006 – No mention of progress with the proposal is noted in Council Minutes or those of the Planning or General Purposes Committees. The last significant review and discussion involving public participation took place March 1, 2004.**



April/May 2006 - Onni held several selective and one short Public Open House (May 24, 2006), to present what is being proposed for the site (No descriptive handout provided).  
The eastern section from Easthope Ave. includes three condominium buildings, with a total of approximately 100 residential units.

Dec. 13, 2006 - Onni held a Public Open House re Imperial Landing. Community invited to learn about what was being proposed for this site. (No information piece provided)

The west end of the site from Easthope Ave is now commercial and includes the grocery store which moves from the northeast corner of No.1 Road and Bayview Street. The residential component remains east of Easthope Ave. and includes 12-15 townhome units of varying height to English Ave and then a condominium structure paralleling Bayview Street with approximately 30 units and another condominium building running north/south at the eastern limit with about 30 units. Very little public open/green space between the residential buildings and the walkway, has been included.

### **Onni's Request**

Onni has asked the City to amend the OCP and the definition of "Maritime Mixed Use". Hence, the Community will lose the Maritime Mix Used granted by Bylaw 9062. The buildings are 30,530 sq. ft. in total with 106 underground parking stalls located on the urban waterfront in Steveston.

### **The CAC Numbers & Calculation Results**

As Onni has been the one presenting offers in this negotiation, it is time for the City to put forward their offer for Onni's consideration. There are numerous calculations with a wide range of numbers to digest. Onni will argue that Mr. Roston's numbers are too high and Mr. Roston will argue Onni's numbers are too low. It is time for the City to put its "best and final offer" on the table before closing this matter for the foreseeable future.

Council has lots of numbers to consider. However, it has yet to land on a number. The numbers are listed below:

- On March 17, 2014, Onni had proposed a CAC of \$1.5 million.
- On May 7, 2014, Mr. Roston submitted his analysis showing the suggested CAC should be \$8.6 million.
- In June 2017, Coriollis recommended a CAC of \$2.04 million to \$2.55 million.
- On September 13, 2017, Mr. Roston revised his CAC to \$11.9 million.
- On October 11, 2017 the Community Amenity Contribution offered by Onni was \$2.375 Million.
- On October 16, 2017, as part of their delegation to Council, Onni increased their community amenity contribution offer amount to \$3,375,000.

- On November 2017, Onni offers to voluntarily contribute \$4.75 million towards the Steveston Community Amenity provision account.
- A recently received calculation shows that the community amenity contribution should be \$12.212 million for Buildings 1-4 and another \$8.45 million for Buildings 5-6 for a total of \$20.66 million.

Currently the CAC amounts being discusses, range for \$11.9 million to \$20.66 million by members of the Community, and Onni's most recent offer of \$4.75 million. Taking the lower number of about \$12 million and Onni's amount of \$4.75 million, we can split the difference at about \$8 to \$9 million as a possible settlement amount.

### **Changed Perceptions of Onni**

Given the passage of time and the recent publicity about Onni:

- Dec. 2, 2016: Onni tells Global News it will repay the City of Vancouver the \$1.5-million waiver it was allegedly mistakenly granted.
- December 2, 2016 Global News The Rental 100 program has already come under scrutiny this week, after Global News discovered the developer Onni was given a \$1.5-million kickback under the program for their mixed condo/rental building The Charleson, despite not qualifying for the incentive and never having applied for it.
- CBC News Posted: Mar 30, 2017, Onni has been warned twice to stop the practice, says City of Vancouver

For the reasons above, any CAC settlement should require a bond be posted by Onni for the settlement amount.

### **A Proposed Negotiated Settlement**

One solution might be a CAC of about \$8-9 million. This would be a suitable amount even though it falls short of Mr. Roston's and other calculations. The CAC should be applied to the upgrade of the net loft (in the 2018 capital budget) and is in line with the Maritime Mixed Use the City will forfeit by amending the bylaw. Onni should consider this amount as the City's "Best and Final Offer". As the City must rely upon Onni to fulfill its part of any negotiated agreement, it should require a bond be posted.

As part of the settlement agreement, the City will permit the amended zoning requested, will allow hotel suites without kitchens and will permit a wine bar similar in nature to the Cobblestone Wine bar in Naramata<sup>1</sup>. Also, the hotel should portray a maritime theme to reflect the intent of the Maritime Mixed Use no longer required to be provided by Onni. Properly done, this Maritime theme hotel could emulate the Naramata Heritage Inn & Spa shown below.

---

<sup>1</sup> <https://naramatainn.com/>



Onni owns a prime piece of waterfront urban property with very few comparable sites of the same caliber on the west coast and this negotiated settlement should be considered as an excellent long term compromise by Onni and the City. As with any negotiations, the settlement should provide benefits to both parties. The City keeps its Maritime Mixed Use by using the CAC to upgrade the Net Loft and Onni gets its rezoning and a wine bar.

### **Recommendations**

1. If Onni accepts the negotiated settlement they should be required to post a bond for the \$8.0 million CAC.
2. If Onni counters by insisting on kitchen in the hotel suites, then the settlement amount must increase to \$10 million and be secured by a bond.
3. If Onni rejects the offer by the City, then the City should not entertain any further amendments to the OCP and the definition of "Maritime Mixed Use" for this site for at least 5 years as there is other City Business to attend to.

D. Flintoff  
6071 Dover Rd., Richmond

# ON TABLE ITEM

Date: Dec. 18, 2017  
Meeting: Public Hearing  
Item: #5-Onni

Schedule 11 to the Minutes of  
the Public Hearing meeting of  
Richmond City Council held on  
Monday, December 18, 2017.

## CityClerk

**From:** Badyal,Sara  
**Sent:** Monday, 18 December 2017 08:51  
**To:** CityClerk  
**Cc:** Craig,Wayne  
**Subject:** FW: Onni  
**Attachments:** Onni Imperial Landing Dec 18 2017 Rezoning Amenity Contribution Calculation.pdf

-----Original Message-----

From: John Roston, Mr [<mailto:john.roston@mcgill.ca>]

Sent: Saturday, 16 December 2017 12:40

To: Brodie, Malcolm; Johnston, Ken; Au, Chak; Loo, Alexa; Dang, Derek; McPhail, Linda; Day, Carol; McNulty, Bill; Steves, Harold

Cc: Badyal, Sara; Sean Lawson

Subject: Onni

Dear Mayor and Councillors,

I have a couple of options to suggest for resolving the Onni amenity contribution saga. The preferred one proposes an amenity calculation based on fact, not guesses. It does not rely on consultants. It does not rely on trust and goodwill. It allows the project to proceed immediately without further hearings and chasing around in circles. Details are in my attached submission to the Dec. 18 Public Hearing.

With best wishes for the holiday season, John Roston

-----  
[john.roston@mcgill.ca](mailto:john.roston@mcgill.ca)

John Roston

12262 Ewen Avenue

Richmond, BC V7E 6S8

Phone: 604-274-2726

Fax: 604-241-4254



## **Onni Imperial Landing Rezoning Amenity Contribution Calculation**

Roston submission for Public Hearing December 18, 2017.

High lease rates and a low cap rate increase the uplift in property value that would result from rezoning. Doubts were raised about the report by the City's consultant, Mr. Wozny, because he used lease rates for some buildings that were lower than the lease rates that Onni submitted in 2014 as their expected lease rates and he used a cap rate that was higher than the cap rate submitted by Onni's consultant. A Steveston real estate agent, Mr. Lawson, also submitted his view that much higher lease rates and a much lower cap rate should be used.

At the last Public Hearing on Nov. 20<sup>th</sup>, Mr. Craig stated that staff had been in touch with Mr. Wozny and he did not wish to change his report. Councillor Loo pointed out that if Council had doubts about Mr. Wozny's report, it should not go back to him, but engage a different consultant. After the Public Hearing, Mr. Lawson submitted the name of a highly qualified appraiser who is familiar with Steveston commercial real estate. Staff nevertheless went back to Mr. Wozny and, as expected, he did not change his report. It's hard to see how Council is further ahead than it was on Nov. 20<sup>th</sup>.

The central problem is that no one knows the correct lease rates and cap rate that should be used in the calculation. The use of consultants results in educated guesses, but they are still guesses and not fact.

I have two options to suggest:

### **Suggested Option 1:**

- A. There is no way to be sure of an appropriate cap rate without putting the buildings up for sale. Therefore, the easiest way to agree on a cap rate is to accept the 5.25% rate submitted by Onni's consultant.
- B. The lease rates and the costs involved in leasing are unknown until the buildings are actually leased. It may take a couple of years to fit out and lease all the space. Some of the space may be initially leased at artificially low rates for a brief period until longer term tenants can be found.
- C. The easiest way of being sure that accurate lease rates and leasing costs are being used is to agree on an amenity contribution that is split into two installments:
  1. The immediate payment of Onni's current offer of \$4.75 million.
  2. The calculation 3 years from now of the total uplift using the actual lease rates and leasing costs at that time for all 6 buildings. Agree now that the total amenity contribution will be the greater of 75% of that calculation of actual uplift or the \$4.75 million already paid. If that total amenity contribution is greater than \$4.75 million then the difference will be paid at that time.
  3. If Onni is operating a hotel itself rather than leasing it to an independent hotel operator, then the actual hotel revenue can be used to calculate an appropriate nominal lease rate.
- D. The advantage of this arrangement is that the amenity calculation is based on fact, not guesses. It does not rely on consultants. It does not rely on trust and goodwill. It allows the project to proceed immediately without further hearings and chasing around in circles.

**Suggested Option 2:**

- A. If Onni does not accept Option 1 then the main reason will be that it knows the actual lease rates will be much higher than the lease rates used by the consultants and/or the leasing costs will be much lower. That should give Councillors pause in considering other options.
- B. Councillors for whom the hotel is a key factor in their support for rezoning should keep in mind that Onni has refused to commit to actually opening a hotel.
- C. Similarly, Councillors for whom eliminating empty buildings is a key factor should keep in mind that Onni may leave Buildings 5 and/or 6 empty to continue public pressure for rezoning to allow retail.
- D. If Councillors nevertheless choose to pursue a single amenity contribution payment now, then the full \$5.5 million contribution calculated by the City's consultant should be the lowest amenity contribution that the circumstances allow them to accept.
- E. Although this option allows the project to proceed immediately without further hearings, the amenity calculation is based on guesses by consultants. The issues of trust and goodwill remain. There is the possibility that in 3 years, when actual lease rates are known, the acceptance of \$5.5 million will become a political issue.

Finally, I hope that Council will direct the amenity contribution to a Steveston amenity fund rather than the current designation for a new Steveston Community Centre. There should be consultation with Steveston residents on priorities before a decision is made on best use of the funds.

John Roston  
12262 Ewen Ave.  
604-274-2726

# ON TABLE ITEM

Schedule 12 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.

Date: DEC 18, 2017

Meeting: Public Hearing

Item: #5 - Onni

## MayorandCouncillors

**From:** Tasha Schermerhorn <tashaschermerhorn@gmail.com>  
**Sent:** Monday, 18 December 2017 09:23  
**To:** MayorandCouncillors  
**Subject:** Meeting tonight and Bylaw changes for the Onni Development

**Categories:** - DISTRIBUTED ON TABLE, - TO: MAYOR & EACH COUNCILLOR / FROM: CITY CLERK'S OFFICE

Mayor and councillors

I am absolutely against the zoning bylaw changes proposed that will allow the Onni development in Steveston. I am a nearly 100% lifelong Metro Vancouver resident and six and a half year Richmond resident and Steveston remains one of the most beautiful places I can think of here.

I take every visitor I get to Steveston to stroll along the quaint neighbourhood streets where we stop in for a coffee at Davood's shop, or fish and chips at Pajo's. Everyone is delighted by all of the beautiful, privately-owned boutiques full of one-of-a-kind items with friendly owners and staff.

My favourite summertime activity is spending time at Garry Point Park followed by a walk on to the docks to grab fresh seafood and even some ice cream. I love coming to the farmer's market's in the summer and since I take the bus down and it stops right there I always stop in the thrift shop in the old church.

All these places lend a certain air, a certain charm to Steveston. It is small businesses in the existing buildings that make Steveston so wonderful. They've made it wonderful for the four decades I can remember it. I understand there is room for growth but it's so important to maintain the beauty and charm. Please, please, please don't let Onni continue its path of destruction.

Onni is nothing short of a horrible developer. How are things looking with the commercial space at Imperial Landing? I live in an Onni rental apartment. This year I went almost three months without mail. What sort of owner allows the lack of basic services like that? They also closed the pool and sauna with next to no excuse. The rent increases come in every year though. Did you know last winter one of their buildings in Burnaby had a boiler break down. That served for the central heating for the building. That building went for SIX WEEKS without heat in the middle of winter. The residents had to go to CTV News to publicize the issue to get it resolved. Did you know Onni built a tower in downtown Vancouver with rental suites starting at \$5,400 for a bachelor suite? I understand the commercial space at Imperial Landing stays so vacant because they have such high rental rates that no small business could possibly afford to move in.

Onni doesn't care about Steveston. Onni doesn't care about who or what occupies its buildings. Onni cares about money. That's it. Period. The people who live in Steveston, the people who own businesses and work in Steveston, and the people who visit Steveston care about its future. Onni does not. I care about Steveston. It is part of what I call home and I would hate to see another Onni development move in and continue to ruin one of my favourite places in Metro Vancouver. Please don't let this happen.

Tasha Schermerhorn  
Richmond Resident.





# ON TABLE ITEM

Date: Dec 18, 2017  
Meeting: Public Hearing  
Item: #5 - Onni

Schedule 13 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.

## MayorandCouncillors

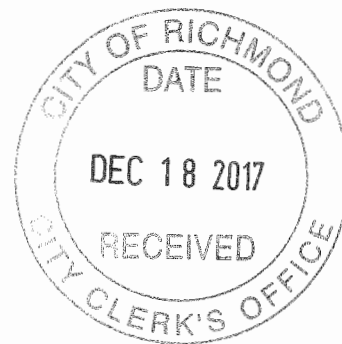
**From:** Chris Evans <cevans@onni.com>  
**Sent:** Monday, 18 December 2017 13:03  
**To:** Craig, Wayne  
**Cc:** MayorandCouncillors; Erceg, Joe; Rossano De Cotiis; Kyle Shury; LOREN SLYE; Linda Barnes  
**Subject:** Onni Letter - Imperial Landing  
**Attachments:** Onni - Imperial Landing.pdf

Wayne,

Please see attached a letter from Rossano DeCotiis on our application that will be at Public Hearing this evening.

Thank you,

Chris Evans  
Executive Vice President  
Onni Group





December 18<sup>th</sup>, 2017

Dear Mayor and Council,

Re: Imperial Landing – Rezoning Application

The rezoning application before Council has been amended and improved throughout the Public Hearing process which began on October 18th. At the initial Public Hearing the vast majority of the speakers spoke in favour of the application and clearly demonstrated the support for the uses being proposed in the application.

At both the first and second Public Hearings there were motions from Council to review the amenity contribution with Staff and in addition to our discussion with Staff, the City's consultant has had the opportunity to consider the variables and comparables that were used and questioned to calculate the increase in value as a result of the rezoning. No recommended changes were suggested or warranted and thus the increase in value agreed upon previously remains unchanged.

With the proposed amenity contribution of \$4.75 million representing 100% of the agreed increase in value, we struggle to rationalize a further increase over and above the 100%. But as a way to further contribute to the community we will commit to two one-time donations of \$250,000. One donation will be to the Steveston Historical Society and one will be to the Richmond Hospital Foundation.

We have always valued and appreciated the entire Steveston community, its businesses and its residents, the Imperial Landing project is one that we are extremely proud of and we look forward to being a continued part of such a strong and unique community.

This is the sole and final amendment we are prepared to make to our application, we are not willing to consider any further changes. We appreciate all of the time and effort from the City on this application and look forward to learning of Council's decision.

Sincerely,

A handwritten signature in black ink, appearing to be "PP" followed by a stylized "R" or "S" shape.

Rossano De Cotiis

Schedule 14 to the Minutes of the Public Hearing meeting of Richmond City Council held on Monday, December 18, 2017.

## ON TABLE ITEM

Date: Dec 18, 2017  
Meeting: Public Hearing  
Item: 5-onni

TO: MAYOR & EACH  
COUNCILLOR  
FROM: CITY CLERK'S OFFICE



# City of Richmond

**Memorandum**  
Planning and Development Division  
Development Applications

**To:** Mayor and Councillors  
**From:** Wayne Craig  
Director, Development  
**Date:** December 18, 2017  
**File:** RZ 13-633927  
**Re:** **Application by Onni Development (Imperial Landing) Corp. for a Zoning Text Amendment at 4020, 4080, 4100, 4180, 4280 and 4300 Bayview Street (formerly 4300 Bayview Street) to Amend the "Steveston Maritime Mixed Use (ZMU12)" Zone and the "Steveston Maritime (ZC21)" Zone**

The purpose of this memo is to provide new information to Public Hearing regarding the above application. The applicant has provided an offer to make charitable donations to two Richmond non-profit organizations (Attachment 1).

Subsequent to the November 20, 2017 Public Hearing meeting, Onni advised that they continue to offer a community amenity contribution amount of \$4,750,000 (100% of a mid-point of value). This information was included in a memo dated December 13, 2017.

Subsequent to writing the December 13, 2017 memo, Onni further revised their proposal; offering to make two charitable donations in the following amounts to the following Richmond non-profit organizations:

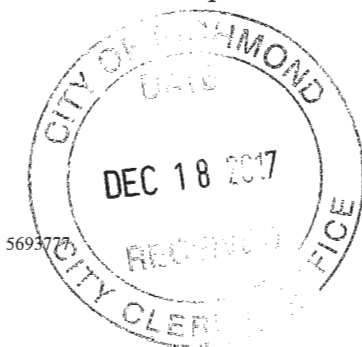
- a) \$250,000 to the Richmond Hospital Foundation; and
- b) \$250,000 to the Steveston Historical Society.

### Conclusion

If Council is satisfied with the proposal, the following should be added to the rezoning considerations:

"That prior to final adoption of Richmond Zoning Bylaw 8500, Amendment Bylaw 9063, the developer is required to complete the following:

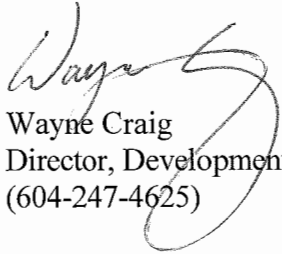
- Provide staff with written confirmation from the Steveston Historical Society of their receipt of the developer's voluntary contribution in the amount of \$250,000.00.
- Provide staff with written confirmation from the Richmond Hospital Foundation of their receipt of the developer's voluntary contribution in the amount of \$250,000.00."



December 18, 2017

- 2 -

If Council is satisfied with the proposal, it would be appropriate for Official Community Plan Bylaw 7100, Amendment Bylaw 9062 and Richmond Zoning Bylaw 8500, Amendment Bylaw 9063, to be given second and third readings subject to the revision noted above. Prior to final adoption of the bylaws, the developer would be required to fulfill all the revised rezoning considerations, as presented at the November 20, 2017 Public Hearing meeting and as amended by Council, as noted above.



Wayne Craig  
Director, Development  
(604-247-4625)

SB:blg

Attachment 1: Letter from Onni Group (dated December 18, 2017)

pc: Senior Management Team (SMT)

to memo dated December 18, 2017



December 18<sup>th</sup>, 2017

Dear Mayor and Council,

Re: Imperial Landing – Rezoning Application

The rezoning application before Council has been amended and improved throughout the Public Hearing process which began on October 18th. At the initial Public Hearing the vast majority of the speakers spoke in favour of the application and clearly demonstrated the support for the uses being proposed in the application.


At both the first and second Public Hearings there were motions from Council to review the amenity contribution with Staff and in addition to our discussion with Staff, the City's consultant has had the opportunity to consider the variables and comparables that were used and questioned to calculate the increase in value as a result of the rezoning. No recommended changes were suggested or warranted and thus the increase in value agreed upon previously remains unchanged.

With the proposed amenity contribution of \$4.75 million representing 100% of the agreed increase in value, we struggle to rationalize a further increase over and above the 100%. But as a way to further contribute to the community we will commit to two one-time donations of \$250,000. One donation will be to the Steveston Historical Society and one will be to the Richmond Hospital Foundation.

We have always valued and appreciated the entire Steveston community, its businesses and its residents, the Imperial Landing project is one that we are extremely proud of and we look forward to being a continued part of such a strong and unique community.

This is the sole and final amendment we are prepared to make to our application, we are not willing to consider any further changes. We appreciate all of the time and effort from the City on this application and look forward to learning of Council's decision.

Sincerely,

PP 

Rossano De Cotiis

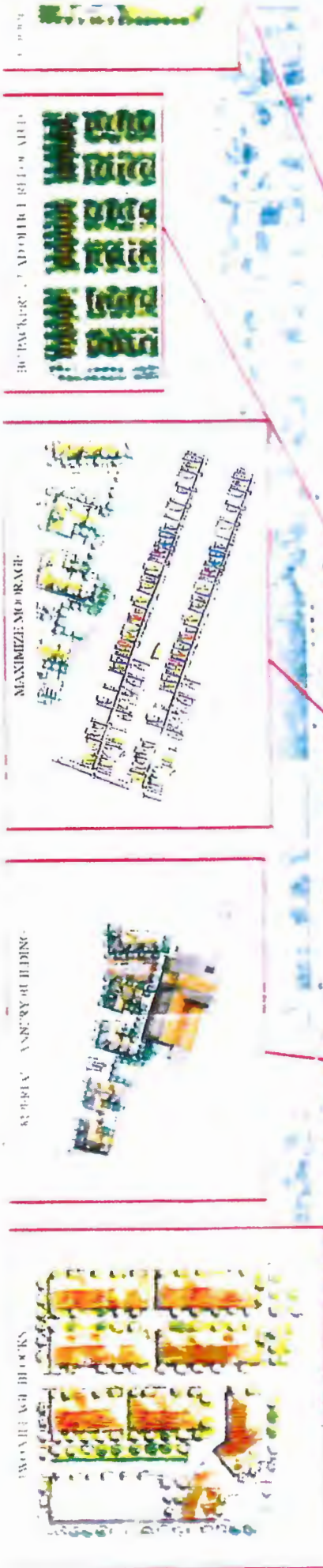
INTEGRATED GREEN ROOFS

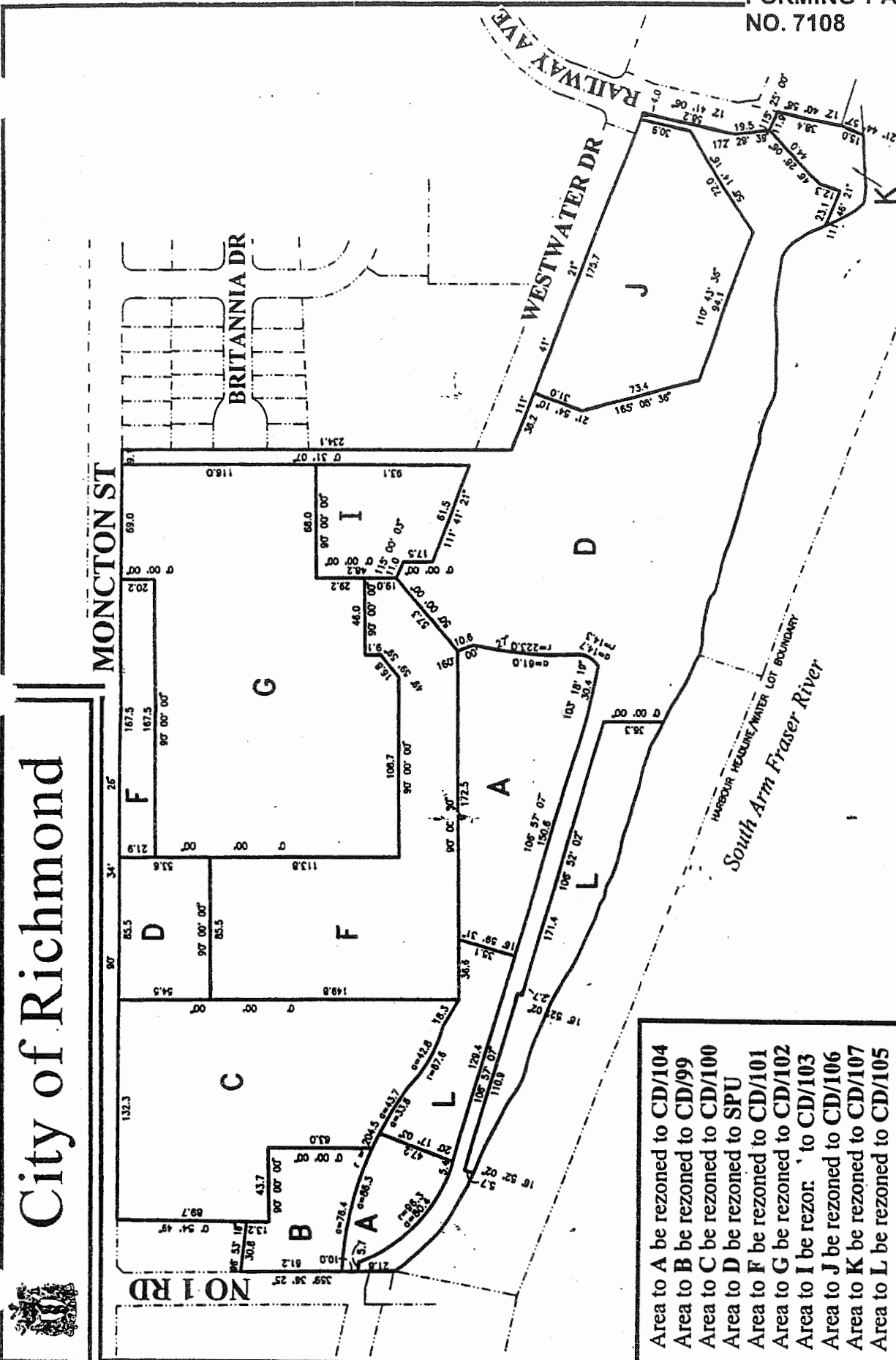
BACKPACK - ADDITIONAL SEATING

MAXIMIZE SPACE

ARTIST ANCHOR BUILDING

INTEGRATED BLOCKS





- Area to A be rezoned to CD/104
- Area to B be rezoned to CD/99
- Area to C be rezoned to CD/100
- Area to D be rezoned to SPU
- Area to F be rezoned to CD/101
- Area to G be rezoned to CD/102
- Area to I be rezoned to CD/103
- Area to J be rezoned to CD/106
- Area to K be rezoned to CD/107
- Area to L be rezoned to CD/105

Original Date: 06/08/99  
Revision Date:  
Note: Dimensions are in METRES

RZ 98-153805



City of Richmond



13. Richmond Zoning and Development Bylaw No. 5300 is amended by inserting as Section 291.105 thereof the following:

**“291.105 COMPREHENSIVE DEVELOPMENT DISTRICT (CD/105)”**

The intent of this zoning district is to support the maritime economy with an emphasis on the commercial fishing industry.

**291.105.1 PERMITTED USES**

**LIGHT INDUSTRY**, limited to maritime or commercial fishing-related uses;  
**CUSTOM WORKSHOPS, TRADES, & SERVICES**, limited to maritime or commercial fishing-related uses;  
**OFFICE**, limited to maritime or commercial fishing-related uses;  
**AUTOMOBILE PARKING**, limited to maritime or commercial fishing-related uses;  
**SERVICE & REPAIR OF BOATS & MARINE EQUIPMENT**;  
**FISH OFF-LOADING**;  
**FISH AUCTION**;  
**MARINA**;  
**MARITIME EDUCATION**;  
**ACCESSORY USES, BUILDINGS, & STRUCTURES.**

**291.105.2 PERMITTED DENSITY**

**.01 Maximum Floor Area Ratio:**

- (a) For Parking as a principal use: No maximum limit.  
 (b) For all other uses: 0.80 (exclusive of parts of the **building**, which are used for off-street parking purposes).

**291.105.3 MAXIMUM LOT COVERAGE: 60%**

**291.105.4 MINIMUM SETBACKS FROM PROPERTY LINES & RIGHTS-OF-WAYS**

**.01 1.0 m (3.281 ft.);**

**.02 Notwithstanding the limitations imposed in .01 above, where a **structure** does not project above the grade of the adjacent **public road**, rights-of-way secured under Public Rights of Passage, dyke, or City of Richmond parkland, no setback shall be required.**

**291.105.5 MAXIMUM HEIGHTS**

**.01 Buildings: 12 m (39.370 ft.) but not containing more than three-storeys.**