SCHEDULE 18 TO THE MINUTES OF THE REGULAR MEETING OF COUNCIL FOR PUBLIC HEARINGS HELD ON

Jobs & Business MONDAY, JULY 21, 2008

OBJECTIVE:

Provide a framework that enhances the City Centre as the focus of a vibrant "Aerotropolis Community" - a business centre with a strong identity, international perspective, and a sustainable, "triple bottom line" approach to economic development that builds on Richmond's existing strengths and natural advantages as a:

- "Gateway" regional, national & international:
- **Business & corporate** hub supporting Richmond's transportation, distribution, agriculture, fishing & tourism industries:

Focus for creative industries - knowledge-based companies, education & research - together with arts and culture: NO MURLE

Asian business & cultural centre;

"Complete community" where people can live, work, play & learn

Balancing Employment Land Demand

& Supply



City Centre Boundary

/// Housing Restricted due to Aircraft Noise, Canada Line Station Traffic & Other Impacts → Village Centre Garden City Lands (Further Study Required)

Over the long-term (50+ years), the demand for employment land in Richmond is projected to be 1,685 ha (4.164 ac). This is consistent with the amount of employment land designated within the City Centre, plus the current amount of zoned employment land outside the City Centre (exclusive of airport operations).

Area	Land Use
	Industrial Reserve Predominant uses include processing, distribution, and repair (PDR), progressive sectors (e.g., knowledge-based industries), and emerging technologies.
	Public Sector Uses Uses include government, post-secondary education, schools, hospitals, and similar uses.
	Key Mixed-Use Areas & Commercial Reserve Includes both commercial-only areas (where housing is restricted due to aircraft noise, traffic, and other impacts) and mixed-use areas. Commercial uses outside the "Key Mixed-Use Areas & Commercial Reserve" will typically be more dispersed and make up a relatively small percentage of total floor space.



partnership. performance.

Analysis of Economic Rent Needed to Support New Industrial Construction

In the face of increasing land values and construction costs in the Metro Vancouver and Fraser Valley areas of BC, Altus Group and Avison Young have undertaken an analysis to explore the economics of new speculative industrial construction. The level of increase in costs has not been matched by a corresponding increase in rental rates, raising the question – 'What is the relationship between economic rent needed to support the cost of new construction and current market rental rates for existing product?'

For this purpose, we have carried out a series of analyses based on a standard economic rent model relating general benchmark parameters for single tenant industrial uses in select industrial locations: South Burnaby – Big Bend, South Richmond, and Surrey - Campbell Heights. The economic rent model utilized is similar to a typical land residual analysis, however, the calculations are effectively inversed, applying current construction costs, current market land values, typical desired developers' profit, and market capitalization rates as inputs to solve for the Required (Economic) Rent. The results

... continued on page 2

Market Indicators (Change from six months ago)



Metro Vancouver Industrial Overview

Summer 2008

AVISON YOUNG Intelligent

Intelligent <u>Real Estate So</u>lutions

Metro Vancouver Industrial Market Snap Shot

MARKET	INDUSTRIAL INVENTORY (S.F.)	VACANCY
Richmond	31,744,347	1.93%
Burnaby	25,180,034	1.90%
Surrey	25,885,574	2.30%
Vancouver	21,693,391	1.03%
Delta	20,118,724	2.50%
Langley	14,523,350	4.70%
Coquitlam	7,432,394	2.00%
Port Coquitlam	6,030,309	0.70%
Abbotsford	5,132,498	1.90%
North Vancouver	4,902,624	1.00%
New Westminster	3,682,315	0.12%
Chilliwack	2,783,118	3.31%
Maple Ridge / Pitt Meadows	2,182,947	3.67%
Port Moody	900,872	0.00%
TOTALS	172 192 498	1 070/





... continued from page 1

presented are based on the construction of a 'benchmark' single tenant, light industrial building of 50,000 sq.ft. (including a small office area) in the selected locations. For the purposes of our analysis, we have assumed a land value based on a fully serviced, preloaded, subdivided parcel of approximately 2.5 acres, with development cost charges pre-paid. It is noted that our analysis does not take into account conditions facing developers with existing land holdings (ie. 'cheap land') who may be able to construct new product more economically. Furthermore, we have not considered any advantages to the occupant associated with new construction, either from potential operating cost reductions (modern energy systems), or operating efficiencies through layout and design.

Commentary

The individual results for the Surrey, Richmond and Burnaby locations (see below) yield a Required Economic Rents per sq.ft. range of approximately \$11.25 to \$15.00, depending on land value and capitalization rate dynamics. The largest discrepancy in Required Rents versus Reported Market Rents occurs for the South Richmond location. At the mid-point of the range in cap rates and land values, the difference between Required Rent and Market Rent peaks at approximately 75% above reported 'Low' market rents.

Importantly, this model is sensitive to variations in the numerous inputs. A 10% increase in the construction cost estimate, from \$90 to \$100 per sq.ft. for hard costs, would result in approximately \$1.00 increase in economic rents. Alternatively, an increase of 150 bps to the overall average construction financing rate assumed would suggest an increase of \$0.25 per sq.ft. in economic rents. Furthermore, it is noted this analysis is only a snapshot of the current dynamics impacting the economics of single tenant industrial development. It is possible that Reported Market Rents will increase over the course of new construction periods, closing the gap somewhat between Required Economic Rents and Current Reported Market Rents.

Overall, as expected, the Required Economic Rent for each of the selected locations appears to be higher than the respective Reported Market Rent estimates, suggesting that increasing construction costs and rising land values continue

Required Economic Rent Analysis Results *

South Richmond Industrial

£130/FT23

Benchmark Industrial Cap Rates for Single Tenant Asset

6.00%

6.25%

6.50%

"Hypothetical Benchmark Land Value (Per Ac)" \$1,300,000

\$1,400,000

\$1,500,000

Required Rent ** \$13.25 \$13.75 \$14.25				
\$13.75	\$14.50	\$15.00		

Reported Market Rents per SF - \$8 (Low) to \$11 (High)

Surrey - Campbell Heights Industrial

Benchmark Industrial Cap Rates for Single Tenant Asset

5.75%

6.00%

6.25%

"Hypothetical Benchmark Land Value (Per Ac)" \$900,000 \$950,000 \$1,000,000

Required Rent **				
\$11.25	\$11.75	\$12.25		
\$11.50	\$12.00	\$12.50		
\$11.75	\$12.25	\$12.75		

Reported Market Rents per SF \$7 (Low) to \$9 (High)

South Burnaby -Big Bend Industrial

Benchmark Industrial Cap Rates for Single Tenant Asset

5.75%

6.00%

6.25%

"Hypothetical Benchmark Land Value (Per Ac)" \$1,100,000

\$1,300,000 \$1,500,000

Required Rent **				
\$12.00	\$12.50	\$13.00		
\$12.75	\$13.25	\$13.75		
\$13.25	\$13.75	\$14.50		

Reported Market Rents per SF \$9 (Low) to \$11 (High)

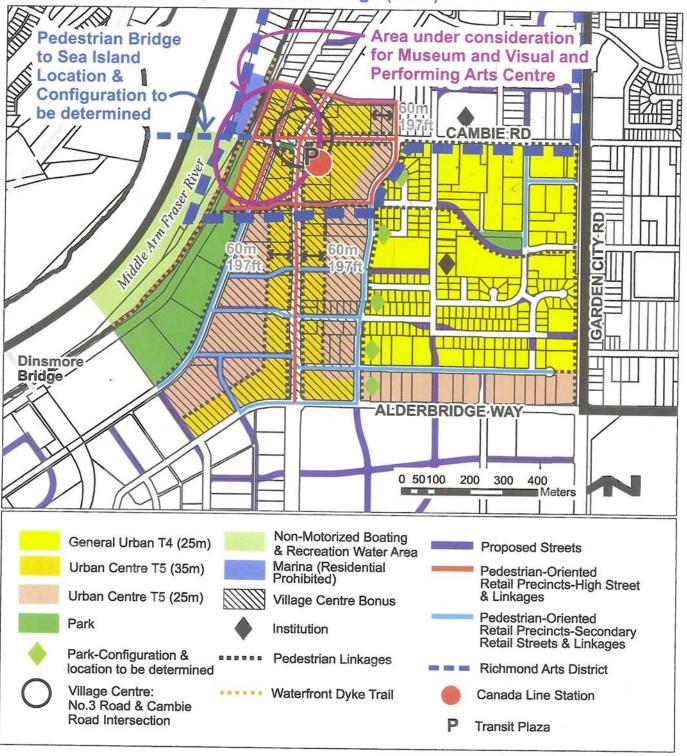
- * Results are based on typical benchmark industrial sites which are considered suitable for the construction of a single tenant, light industrial warehouse of 50,000 sq.ft. for specific locations within the Vancouver CMA and Fraser Valley. For the purpose of our analysis we have made the following assumptions with respect to 'Benchmark Site' characteristics:
- fully serviced, subdivided parcel with development cost charges paid
- on-site works, preload and fill completed prior to acquisition
- no contamination / environmental issues
- regular lot shape with suitable access and truck turning area

Construction costs estimates are based on standard light manufacturing, single tenant industrial buildings comprising of a typical office build out of 5.00% to 10.00% and ceiling clear heights of approximately 24 feet.

- ** Our Economic Rent Calculation is based on the following model:
- Land Acquisition Costs (Land Value @ market for ~2.5 acre site + Property Purchase Tax)
- + Hard Construction Costs (~\$90 per sq.ft. +10% contingency)
- + Soft Costs (25% of Hard Costs plus Financing @ 6%) + Desired Developer Profit (10-15% of Effective Gross Revenue)
- + Tenant Improvement Costs + Leasing Commissions (@ \$3 per sq.ft. of rentable area)
- + Selling Broker Fees (payable upon completion and at 3% assumed sale price of building)
- = Total Development Costs
- x Market Capitalization Rate (Based on hypothetical benchmark)
- = Required Net Operating Income
- ÷Total Net Rentable Area (50,000 sq.ft.)
- = Net Required (Economic) Rent Per Sq.Ft.

Where 'Required Economic Rent' is greater than 'Market Rent' new construction is considered to be less viable

Specific Land Use Map: Aberdeen Village (2031)



Land Use Map Designation	Permitted Uses	Maximum Average Net Development Site Density
General Urban (T4)		
 Residential prohibited Overlays: Industrial Reserve "Limited Commercial"; Institution - Location as indicated; Pedestrian-Oriented Retail Precincts - "High Streets & Linkages"; Pedestrian-Oriented Retail Precincts - "Secondary Retail Streets & Linkages". Additional Land Use Considerations: Community Centre (North) - This facility may be situated in Bridgeport, Aberdeen, or Capstan Village area; Library Lending Service - This service should be situated within 400 m (1,312 ft.) of Aberdeen Village's designated Village Centre. 	 Light Industry The following uses, provided that such uses are not situated on the ground floor of the building (excluding building entrance lobbies): a) Office; b) Education (excluding schools offering provincially mandated K-12 programs). The following uses, provided that such uses are not situated more than 50 m (98 ft.) from a property line abutting Hazelbridge Way, Alexandra Road, McKim Way, or Odlin Crescent north of Odlin Road: a) Retail Trade and Services; b) Restaurant; c) Neighbourhood Pub; d) Institutional Use; e) Recreation; f) Studio (Studio spaces that provide for a high degree of transparency and public access along fronting streets and open spaces shall be considered to satisfy requirements for retail continuity in Pedestrian-Oriented Retail Precincts.). Community use (excluding child care) Accessory uses 	1.2, provided that: a) the total floor area of non-industrial uses may not exceed that of industrial uses (excluding parking); b) non-industrial uses do not share a common building entrance with industrial uses (excluding accessor uses). Additional density, where applicable: Industrial Reserve – "Limited Commercial": To be determined on a site specific basis via City development application processes Institution: To be determined on a site specific basis via City development application processes
Urban Centre (T5) Residential prohibited Voerlays: a) Commercial Reserve; b) Village Centre Bonus; c) Institution; d) Richmond Arts District (RAD); e) Pedestrian-Oriented Retail Precincts – "High Streets & Linkages"; f) Pedestrian-Oriented Retail Precincts – "Secondary Retail Streets & Linkages". Additional Land Use Considerations: a) Museum & Visual and Performing Arts Centre – These facilities are under consideration for location in this area; b) Community Centre (North) – This facility may be situated in Bridgeport, Aberdeen, or Capstan Village area; c) Library Lending Service – This service should be situated within 400 m (1,312 ft.) of Aberdeen Village's designated Village Centre.	 Office Hotel Retail Trade & Services Restaurant Entertainment Education, excluding schools offering provincially-mandated kindergarten to grade 12 programs Neighbourhood Pub Institutional Use Recreation Studio (Studio spaces that provide for a high degree of transparency and public access along fronting streets and open spaces shall be considered to satisfy requirements for retail continuity in Pedestrian-Oriented Retail Precincts.) Community Use, excluding child care Accessory Uses 	2.0 Additional density, where applicable: Institution: To be determined on a site specific basis via City development application processes Village Centre Bonus: a) North of Browngate Road: 1.0 for the provision of non-residential uses; b) Elsewhere: 1.0 for the provision of office uses only.

Note: Richmond's Aircraft Noise Sensitive Development (ANSD) Policy applies (OCP Schedule 1) throughout this Village.

PETITION to the City of Richmond

July 21,2008

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- Having industry so close to the future Canada Line station will attract vagrants, drug users, and prostitutes to the area like a magnet after business hours
- 2) The land is zoned residential with a land value of \$66/ft2 and is not economically viable for any "Industrial Reserve" type business.
 - Most of the "Industrial Reserve" businesses that must move because of the high rise residential development near the Olympic Oval and No 3 Road will relocate to lower cost industrial land in areas such as Surrey and Delta.
 - An attachment from consultants "Avison Young" in their "Metro Vancouver Industrial Overview Summer 2008" indicates that Richmond industrial land even at \$30/ft2 is higher than in other parts of Greater Vancouver
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Facilities and Locations Desired by Industry

This information helps the City anticipate the types, sizes and amenities of new development which will most benefit desire industry. Most industrial businesses have small staff sizes and facilities, and rent instead of own. Therefore, it will be important to ensure availability of spaces within larger completed buildings with flexible leasing terms. This will be challenging given Richmond's high industrial land costs relative to other parts of the region. As high technology and related light industry are particularly desired sectors, special efforts should be made to understand and meet their unique requirements, some of which include: flexible space; good transportation access; inexpensive land for those operations which include more manufacturing activities; hotel facilities nearby; and the availability of recreational and open space opportunities, along with affordable housing.

3) Many offices will prefer the more desirable CLASS A non residential high rises planned for development along the No 3 Road corridor.

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Consultation with Owners

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Name	Address	Signature	Phone
	4100 BROWNLEAR		
INDERPREET GILL	4431 SORENSON	Judifir-	778-858-3183
NARINDEL GILL	4200 BROWN Rd	Namidre the Sice	604-323-8932
STEVEN GILL	4080 BROWNEA	Sleve pies.	778-858-3199
NAW MAIT	4091 Brown ND	BM	604-248-184
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Consultation with Owners

Prior to considering any rezoning, Council should direct staff to:

.. Meet with property owners/tenants to discuss Council's proposed program including:

.. the potential benefits (e.g., possible increased office uses); and

.. the possible costs (e.g., possible building upgrades, property tax increases and infrastructure improvements).

.. Discuss with owners/tenants ways to address any necessary infrastructure improvements.

.. <u>Determine the degree of owner/tenant support for rezoning prior to bringing forward any Zoning Amendment Bylaws to zoned sites.</u>

Name	Address	Signature	Phone
RATUGA BRADOW	A TRO 1 220 BROWNER	ROAD & BLIDE	wate 604304-5304
	H220 BROWNER RUN	NO STANS	604-3045304
lying /i CAO	8760 LISLIERM	o / ye huixi	A 604-272-2985
Mry chalie	8446 LUZLIO NOMO	At -	274-4791
Xiu zhen Guan	8440 LIBLIE RUM	关意理	278 - 9386
全行素	8451 LISHEROA	中全新草	64309-3668
FUM LIM SIAM	85W LUSUU	Mh	604 328-8969
hn Amezana	4551 OOLMPL	#	604.244 7920
TARLOK BINDI	RA 8600 ODLINAS	Bught	604-307-9362

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Name	Address	Signature	Phone
SANTOKH BINDR	A 4051 Brown Ro	SSBIPDRA	604-272-0664
JOBAL BINDRA	8440 Browne 1/Rd	Topbal Binder	604-908-4618
Sarwan Dhillon	8440 ODLINRO	Shillon	604-319-0880
Gary Ghik	4111 Brown RD	1011	
Georgina Chik	4111 Brown Rd	> Salty	604 270-1226
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JEAN VEKIC	8451 BrownGATERY.	Jean Vekic	604278-5695
CHARLES DEPN	8411 BAOWNEATE RD	Charles Dean	604 278 5208
Marian Doon	3411 Brangale Rd.	Marian Dear	604-278-5204
Sulchder Parma	r_8580 Leshie Ad.	Sken	604-213-8413
Patuck Ho for Jonathan Ho	45/10 norther	taw	6042300222
for Rachel Wong	4531 Northey Ra	. Tall	-11
for Rachel Weng	4371 Sovenseen Red	-alw	11-
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Name	Address	Signature	Phone
DOREEWLLOY		202	604-273-6583
DON LLOYD		DJ.	11 17
BARB. HIRCH	8311 BROWNELL	L.J. rep.	604-28-8359
ASPELEITER	8740 LEGULF	ale	604-278-6973
HRAD	4520 SOREWOULL	A Cet	604-278-035-6
BLANCHARD PETE	- 4520 SORENSON C	RES. Ment	604-278-0358
SANDIP KNG	4391 SORANSON CAR	Smy	(tou) 779-7853
HARPORET HAYEN KA	4 4591 Solavon (4	- Mills	(to4) 771-1265
RAWJIT KANG	4391 SortWSON CA	Banyt Excus	(604) 273-5800

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SULTIT KADE	4591 Solanson CRB	Sugit H	(604) 273-6800
Zaynub Mia	8451 Brownwood Rd	2. Mia	604(273-507)
G. Bardock	7191 AFTON DR	May Id	604787-2639
Balder + Darshan Chane	8400 and 8420 C Leslie Road	200	604 273 5064
HENRY&CATHIE ACKERMAN	8280 BROWNELL RID	E. ackerman	604-278-8932
DOROTHY C. YUNG	8311 Leslie Rd.	Depoyo	604-261-9329
-		<u> </u>	

quote from City of Richmond document http://www.richmond.ca/__shared/assets/strategy_report26453.pdf

Consultation with Owners

- .. Meet with property owners/tenants to discuss Council's proposed program including:
 - .. the potential benefits (e.g., possible increased office uses); and
 - .. the possible costs (e.g., possible building upgrades, property tax increases and infrastructure improvements).
- .. Discuss with owners/tenants ways to address any necessary infrastructure improvements.
- .. <u>Determine the degree of owner/tenant support for rezoning prior to bringing forward any Zoning Amendment</u>
 Bylaws to zoned sites.

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quote from City of Richmond document http://www.richmond.ca/__shared/assets/strategy_report26453.pdf

Consultation with Owners

Prior to considering any rezoning, Council should direct staff to:

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PETITION to the City of Richmond

July 21,2008

We the residents of the area bounded by Hazelbridge Way to the west, Cambie Road to the North, Garden City Road to the East, and Alexander Road to the South have formed a group called the Aberdeen Village Residents Association (AVRA) to draw the attention of the City of Richmond that re-zoning our neighborhood to "Industrial Reserve" will not work for the following reasons:

- 1) Having industry so close to the future Canada Line station will attract vagrants, drug users, and prostitutes to the area like a magnet after business hours
- 2) The land is zoned residential with a land value of \$66/ft2 and is not economically viable for any "Industrial Reserve" type business.
 - Most of the "Industrial Reserve" businesses that must move because of the high rise residential development near the Olympic Oval and No 3 Road will relocate to lower cost industrial land in areas such as Surrey and Delta.
 - An attachment from consultants "Avison Young" in their "Metro Vancouver Industrial Overview Summer 2008" indicates that Richmond industrial land even at \$30/ft2 is higher than in other parts of Greater Vancouver
 - A quote from a City of Richmond document http://www.richmond.ca/__shared/assets/summary26471.pdf

Facilities and Locations Desired by Industry

This information helps the City anticipate the types, sizes and amenities of new development which will most benefit desire industry. Most industrial businesses have small staff sizes and facilities, and rent instead of own. Therefore, it will be important to ensure availability of spaces within larger completed buildings with flexible leasing terms. This will be challenging given Richmond's high industrial land costs relative to other parts of the region. As high technology and related light industry are particularly desired sectors, special efforts should be made to understand and meet their unique requirements, some of which include: flexible space; good transportation access; inexpensive land for those operations which include more manufacturing activities; hotel facilities nearby; and the availability of recreational and open space opportunities, along with affordable housing.

 Many offices will prefer the more desirable CLASS A non residential high rises planned for development along the No 3 Road corridor.

A quote from City of Richmond document http://www.richmond.ca/__shared/assets/strategy_report26453.pdf

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P. Franch	853; Oplin Co.	D. French	604-278-6853
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Name	Address	Signature	Phone
NELSON HO	4188 Hazel bridge Way	-th	778 3223186
Keith Cheung	4760 Brownlea Rol	KENCE	604-273-8922
CECILIA YEE	8480 Browngate Rd	Centre Vee.	604 - 278-6368
BERNICE SYLVESTER	4240 Brownera Rd	3. Oylung	604-273-5705
Peta Sylvest	14240 Broke nlea	Poplet	6042735705
Hick JENNINGS	800 Ursur Road	Harris III	- foy - 232-904Z
April Yee	4260 Brown leaded	Mary	604273-8922
Geven Lin	SHOOB FOWN Wood P.	d String	box 2962965
(+SIA HSIVLA)	N 4140 BROWNLEA Rd	黎夏季南	604-2310688
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A quote from City of Richmond document http://www.richmond.ca/__shared/assets/strategy_report26453.pdf

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Name	Address	Signature	Phone
CIZA CHIANS	4071 BROWN RO	dize	but 40-8939
Chi-Yuan Wn	4166 Brown Rd	Dury	604-271-0587
LIN Micheal	4120 BROWNLEARS	对影鞋	6047288>66
C. ZIMMERMAN	8451 BROWN WOOD RD	Genmerman	604-273-5071
Chen Ming Tong	8420 BROWNLES	黄色道	
Chen Shenz-chere	Stro Brownlea	陳昇政	
Kink, YEE	8480 Browngate Rd.	Yeekins work	(bou)270-6883
NIKOLA PRPIÉ	8420, BROWNEUP)	Witz	601276-0316

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