



NOTES FOR REMARKS BY GORDON MCIVOR

**VICE PRESIDENT, STRATEGIC ACQUISITIONS,
PUBLIC AND GOVERNMENT AFFAIRS**

CANADA LANDS COMPANY

TO RICHMOND CITY COUNCIL

TUESDAY, MARCH 11, 2008

Richmond, British Columbia
(Check Against Delivery)



Your worship and members of Council:

- We are a non-agent, self-financing, arm's-length commercial Crown corporation belonging to the Government of Canada with a mandate to oversee the orderly reintegration of those lands no longer required for the delivery of programs into the community.
- We operate like and are subject to the same authorities and regulations as any private sector developer with one significant distinction – our sole shareholder is the Government of Canada with the proceeds of our activities benefiting the Canadian taxpayer.
- Another distinction that sets us apart from many in our industry is “Innovation/Value/Legacy, which lets us work at legacy projects.
- Examples:
 - Moncton Shops – Environmental Protection Agency’s “Phoenix” Award out of Washington
 - Benny Farm – “Holcim” Award for sustainable development
 - Garrison Woods, Calgary
 - Closer to home here in B.C.:
 - Brandt’s Creek, Kelowna
 - Garrison Crossing, Chilliwack – UDI Award, LEED-ND Pilot Program
 - Glenlyon Business Park, Burnaby – UDI & Environmental Awards



- Some of these projects are outlined in this month's *Reader's Digest*
- Each CLC project is unique to its location, context and community needs
- Given the opportunity, CLC will bring its same commitment to best practices in sustainable design and industry leadership to the Garden City Lands

I would like to take this opportunity to clear up some questions and/or misunderstandings that I am aware have arisen during the preparation of this application:

- DFO declared the Garden City Lands surplus to its program needs in 2001 beginning the federal "Strategic Lands Disposal" process (more on this later).
- In November 2002, the Treasury Board of Canada (TB) approved the sale of the Garden City Lands to CLC with conditions and at a price of \$9.44M
- In December 2003, the Musqueam Indian band took legal action in Federal Court seeking a "judicial review of the TB decision"
- In March 2004, the Federal Court granted Musqueam an injunction preventing the sale by the Crown of the Garden City Lands until its decision on the case



- Later that same year, federal ministers organized a mediated negotiation to see if a “compromise” agreement could be reached, avoiding years of costly litigation

- In March 2005, the landmark “MOU” was signed by Richmond, Musqueam and CLC

- At the end of 2005, legal agreements between the parties were signed, specifically:
 - An Agreement of Purchase and Sale between DFO and CLC, resulting in a \$5M down payment to the Receiver General and a “promissory note” to the Government of Canada for the balance of \$4.44M
 - An Agreement of Purchase and Sale between CLC and the City for the sale of 50% of the land to the City for \$4.77M with conditions precedent
 - A joint venture agreement between CLC and the Musqueam enshrining the Musqueam’s 50% interest in the land in the form of a trust

- CLC then became the registered owner of the property in fee simple

I understand that earlier in this process, your Worship and members of Council were provided with a copy of a letter from TB dated December 4, 2007 confirming that there is no policy and/or provisions for lands acquired by CLC to revert back to the Crown. I am in regular dialogue and contact with Central Agencies, federal departments and Crown corporations. In this regard on the Garden City Lands, I can confirm to you that:

- After the DFO 2001 “notice of excess” declaration on the Garden City Lands occurred, all federal departments and agencies were provided with an opportunity to express a “program



interest' in all or part of the property – none did.

- In my role, I have as one might expect, closely followed the local media coverage arising from this application, and as a result, on February 29 I contacted the ADM at Agriculture and Agri-Food Canada (AAFC) to determine whether new interest from the department had arisen. I was advised verbally that there was no interest at AAFC and received the following statement:

“As a follow up to our discussion, I simply want to confirm with you that when the property was first declared surplus, we indicated that AAFC had no program requirements for the B.C. property and, as such, we had no interest in acquiring it. Our position remains the same.”

- I was further advised at the same time, that the Minister was in the process of providing a similar confirmation to a number of letters from Richmond residents.
- Your Worship, I also want to inform you and members of Council that this partnership between the Musqueam First Nation, the City of Richmond and Canada Lands Company (CLC) has been heralded by innumerable people across the country as a model of cooperation that should be emulated so that Canadians can work more effectively together instead of only seeing their own self interest as a goal. The enlightened leadership in place at the City of Richmond and the Musqueam First Nation have been cited in conferences and meetings as the example we should all follow, and CLC is proud and honoured to be in a partnership situation with them. There are thousands of people – especially in Ottawa – who see in this partnership a glimmer of hope that we are entering into an era of more enlightened cooperation, where Canadians will build on one of our great national strengths, that of respect for those who have different opinions, and in so



doing build a stronger country.

In closing, I want to assure your Worship and Council that I personally and we as a company, take great pride in the way we conduct our affairs and are extremely mindful of the legacy we are entrusted with delivering upon. We value the public process and we stand by all of our commitments in whatever forum or venue they are made. I sincerely hope that your Worship and Council will see their way clear to stay the course toward the ALC and continue to share the unwavering commitment demonstrated this evening by your partners.

Thank you.

Questions?