

Report to Council

Report Title: Summary of East Ridge Business Park Sales

Prepared By: Fiona Hamilton, Clerk and Sonya Watson, CAO

Department: Administration

Date: December 14, 2021

Report Number: CAO2021-36 **File Number:** C11AD, D02EA

Attachments: N/A

Recommendation:

That the Council of the Municipality of Brockton hereby approves Report Number CAO2021-36 – Summary of East Ridge Business Park Sales, prepared by Fiona Hamilton, Clerk and Sonya Watson, CAO for information purposes and further authorizes the Chief Financial Officer to repay the outstanding balance of the land purchase price as loan number 6652/8832455 in the amount of \$222,298.00 with the proceeds from the sales of land in the East Ridge Business Park.

Report:

Background:

Over the past few years, there have been a number of transactions for lands in the East Ridge Business Park. The purpose of this report is to inform Council of the status of these various transactions and to provide a summary for information and tracking purposes. You will note that, some of the lands have been bought and sold multiple times, or the transaction was authorized but never completed. In these cases, staff recommend making a notation with the original by-law to make it easier to track what occurred in the future.

Otherwise, there are many parcels that will have Site Plan Control Agreements forthcoming and others that Council may wish to consider in relation to the application for a Ministerial Zoning Order.

We are pleased to report that in 2021, there has been over \$932,200 in revenue generated through the sale of lands in the East Ridge Business Park and just over 14.5 acres sold. For 2022 there is already 8.6 acres pending for sales closure at a value of \$1,054,000 with more lands being discussed for sale out of Phase 1. Staff are requesting authorization to repay the original loan that was taken out by Brockton for the purchase of the lands. There is currently \$222,298.00 remaining on loan number 6652 / 8832455 that can be repaid in full without penalty.

Analysis:

Transaction	Purchase Price	Lot	Status	Recommended Next Steps
Sale to 2275710 Ontario Ltd. - 2018	\$27,000.00 an acre, for 123,750.00 (4.5 Acres)	Lot A	Half is still vacant, Proposed Site Plan Control Agreement for welding shop on other half	Approve proposed Site Plan Control Agreement
Sale to Paul Weatherall - 2018	\$34,100.00 for 1.24 acres (\$27,000.00 an acre)	Lot B	Site Plan Agreement in place	Building Constructed
Sale to WERH Group - 2018	3.9 acres for \$150,150.00	Lot C and D	Conditions never waived, transaction not completed.	Notation with 2018-065 for tracking purposes
Sale to 1535323 Ontario Ltd. 2019	1.1 acres for \$30,250.00 (\$27,000.00 an acre).	Lot E	Not Completed	Notation with By-law 2019-002 for tracking purposes
Sale of Lands to D.A.C. Checker Produce Ltd. 2019	2.4 acres \$32,000 per acre \$76,800.00	Lot F	Site Plan Agreement Complete	Building Constructed
Sale to 2406311 Ontario Inc. 2019	1.1 acres for \$30,250.00 (\$27,000.00 and acre)	Lot E	Not completed	Notation with By-law 2019-141
Sale to Sdtcube Inc. 2020	\$38,500.00 (1 acre)	Lot E	Plans not yet submitted, Options to purchase will expire in 2023	Send Letter to purchaser now for a update on plans and begin discussions for Site Plan Control Process
Sale to Rumnaz Shanta and GNR Manufacturing - 2020	\$49,600.00	Lot G	Conditions not fulfilled	Notation with By-law 2020-029
Sale to Barry's Construction - 2020	226m x 34.75m \$100,000.00	H	Still Conditional	Part of MZO Consideration
Sales to Seawaves Development Services Inc. 2020	1 acre at \$38,500.00	D	Completed	Resold – Notation with By-law 2020-070
Sale to MB Civil Design Group Inc. 2020	2.9 acres at \$38,500.00	C	Completed	Resold Notation with By-law 2020-071

Transaction	Purchase Price	Lot	Status	Recommended Next Steps
Sale to Ryan Fullerton 2021	2 acres (\$70,000.00 per acre) for \$140,000.00.	Lot K	Site Plan Control Agreement Completed	Building Constructed
Purchase from Seawaves Development 2021	1 acre at \$79,000	D	Completed	Resold – Notation with By-law 2021-093
Purchase from MB Civil Design Group Inc. 2021	2.9 acres at \$79,000 (\$229,100.00)	C	Completed	Resold – Notation with By-law 2021-093
Sale to MB Civil Design Group Inc. 2021	9.8 Acres at \$79,000.00 (\$774,200.00).	I	Completed	Part of MZO Consideration
Sale to 2275710 Ontario Ltd 2021	2.9 Acres (\$79,000.00 per acre) \$229,100.00	Lot C	Transaction Completed, Site Plan Control Agreement Drafted	Approve Site Plan Control Agreement
Sale to Infrastructure Ontario	3.9 Acres \$191,00000 (\$49,000.00 per acre)	G	Ministry approvals received, Agreement of Purchase and Sale to be signed	Sign Agreement of Purchase and Sale, begin Site Plan Control Approval Phase
Sale to 2495535 Ontario Inc.	1 Acre \$79,000.00	D	Transaction closed	Site Plan Control Agreement will be forthcoming
Sale to D.A.C Checker Produce Ltd.	Less than an acre \$18,000.00 – drainage ditch only	J	Transaction closed	Fill ditch when servicing completed
Sale to WT Land LP	3 acres at \$180,000.00 an acre (\$540,000) and 1.7 at \$190,00000 an acre (\$323,000)	23 and 25a	Final Agreements of Purchase and Sale	Part of MZO Consideration
Purchase of additional lands	62.77 Acres \$1.1 million	L	Agreement Signed	Part of MZO Consideration

In addition, Council received an additional seven (7) offers to purchase that were not accepted or a counter offer was refused. In 2022 we will be focusing on advancing our marketing related to the business park. Inquiries are still coming in to staff on a regular and consistent basis.

Sustainability Checklist:

What aspect of the Brockton Sustainable Strategic Plan does the content/recommendations in this report help advance?

- Do the recommendations help move the Municipality closer to its Vision?

Yes

- | | |
|---|-----|
| • Do the recommendations contribute to achieving Cultural Vibrancy? | Yes |
| • Do the recommendations contribute to achieving Economic Prosperity? | Yes |
| • Do the recommendations contribute to Environmental Integrity? | Yes |
| • Do the recommendations contribute to the Social Equity? | Yes |

Financial Impacts/Source of Funding:

- Do the recommendations represent a sound financial investment from a sustainability perspective? Yes

As stated above, staff recommend paying off the initial land purchase loan in the amount of \$222,298.00 to remove the operating costs of \$30,866.68 repaid annually until 2029.

Reviewed By:



Trish Serratore, Chief Financial Officer

Respectfully Submitted by:



Fiona Hamilton, Clerk



Sonya Watson, Chief Administrative Officer