

## Report to Corporate Services Committee

**To:** Chair and Members  
Corporate Services Committee

**From:** Anna Lisa Barbon, Deputy City Manager, Finance Supports

**Subject:** Industrial Land Development Strategy Annual Monitoring and Pricing Report - City Owned Industrial Land

**Date:** June 17, 2024

## Recommendation

That, on the recommendation of the Deputy City Manager, Finance Supports, with concurrence of the Acting Director, Economic Services and Supports, on the advice of the Director, Realty Services, with respect to the City of London's Industrial Land Development Strategy, the following actions **BE TAKEN** with respect to the annual monitoring and pricing of City owned industrial lands:

- a) the proposed attached by-law (Appendix A) **BE INTRODUCED** at the Municipal Council meeting to be held on June 25<sup>th</sup> 2024 to amend By-law No. A.-6151-17, as amended, being "A by-law to establish policies for the sale and other disposition of land, hiring of employees, procurement of goods and services, public notice, accountability and transparency, and delegation of powers and duties, as required under Section 270(1) of the *Municipal Act, 2001*" by deleting Attachment "B" to Schedule "A" – Sale and Other Disposition of Land Policy of the By-law and by replacing it with a new Attachment "B" to Schedule "A" to amend the current pricing for City owned serviced industrial land as follows:

The current pricing levels of all City owned industrial parks, established effective August 1, 2024, are as follows:

Innovation Park (Phases 1 to 4) and Huron Industrial Park (all phases):

- Lots up to 4.99 acres: price change from \$225,000 per acre to \$325,000 per acre
- 5.00 acres and up: price change from \$200,000 per acre to \$300,000 per acre

Pricing for serviced industrial land in Trafalgar Industrial Park:

- All lot sizes: price change from \$200,000 per acre to \$300,000 per acre

Pricing for serviced industrial land in Innovation Park Phase V:

- All lot sizes: price change from \$300,000 to \$400,000.00 per acre

Surcharges are as follows:

- Highway 401 Exposure – 15%
- Veteran's Memorial Parkway Exposure – 5%

- b) the staff report dated June 17, 2024, entitled "Industrial Land Development Strategy Annual Monitoring and Pricing Report – City Owned Industrial Land", **BE RECEIVED**.

## **Executive Summary**

The purpose of this report is to provide information to Council relative to the City's Industrial Land Development Activity, highlight strategic objectives, and review the current pricing and policy for City owned Industrial land.

This report is prepared in accordance with Council's resolution which directs that the Civic Administration prepare a monitoring report on the City's Industrial Land Development Strategy (ILDS), as well as a review of the pricing of City owned industrial land for Municipal Council's consideration.

The City of London owns several major industrial land holdings. Land for three of the most recent industrial parks was acquired in direct response to the Industrial Land Development Strategy and these three City owned industrial parks have been fully developed since Council endorsed the strategy in November of 2001.

## **Linkage to the Corporate Strategic Plan**

As part of Council's Strategic Plan 2023 to 2027, ILDS remains an important strategy under "Economic Growth, Culture, and Prosperity" which is specifically tied to the update, support, and the implementation of the Industrial Land Development Strategy.

## **Analysis**

### **1.0 Background Information**

#### **1.1 Previous Reports Related to this Matter**

Board of Control Report – February 11, 2009 – Industrial Land Development Strategy Report

Strategic Priorities and Policy Committee – November 18, 2013 – Industrial Land Development Strategy 2013 – 2023

Corporate Services Committee – June 20, 2017 – Industrial Land Development Strategy Annual Monitoring & Pricing Report

Corporate Services Committee – July 17, 2018 - Industrial Land Development Strategy, Annual Monitoring and Pricing Report - City-owned industrial land

Corporate Services Committee – June 18, 2019 – Industrial Land Development Strategy, Annual Monitoring and Pricing Report – City owned industrial land

Corporate Services Committee – July 13, 2020 – Industrial Land Development Strategy, Annual Monitoring and Pricing Report – City-owned industrial land

Corporate Services Committee – August 30, 2021 – Industrial Land Development Strategy Annual Monitoring and Pricing Report - City Owned Industrial Land

Corporate Services Committee – May 9, 2022 - Industrial Land Development Strategy Annual Monitoring and Pricing Report - City Owned Industrial Land

Strategic Priorities and Policy Committee – May 9, 2023 – 2023 Industrial Land Development Strategy

Corporate Services Committee – June 12, 2023 - Industrial Land Development Strategy Annual Monitoring and Pricing Report - City Owned Industrial Land

## 2.0 Discussions and Considerations

### 2.1 City Owned Industrial Land Pricing in London, Ontario

The current pricing levels of all City owned industrial parks, established effective September 1, 2023, are as follows:

Innovation Park (Phases 1 to 4) and Huron Industrial Park (all phases):

- Lots up to 4.99 acres: \$225,000.00 per acre
- 5.00 acres and up: \$200,000.00 per acre

Pricing for serviced industrial land in Trafalgar Industrial Park will be:

- All lot sizes: \$200,000.00 per acre

Pricing for serviced industrial land in Innovation Park Phase V will be:

- All lot sizes: \$300,000.00 per acre

Surcharges are as follows:

- Highway 401 Exposure: 15%
- Veteran's Memorial Parkway Exposure: 5%.

The cost-of-service connections from the main services, including any 3rd party utility connections for gas, telecom, and electricity, to the property is the responsibility of the purchaser. Industrial lots are sold on a where is, as is basis, with grading, stripping and removal of excess topsoil being the purchaser's responsibility and cost. The City will strive to provide grading of the municipal industrial parks on a level-graded basis. Site specific final grading is the responsibility of a purchaser. In the event an industrial lot has frontages on both Highway 401 and Veteran's Memorial Parkway, the Highway 401 Exposure surcharge of 15% shall apply.

The cost-of-service connections from the main services to the property being the responsibility of the purchase.

Industrial lots are sold on a where is, as is basis, with grading, stripping and removal of excess topsoil being the purchaser's responsibility and cost. The City will strive to provide grading of the municipal industrial parks on a level-graded basis. Site specific final grading is the responsibility of the purchaser.

**Effective August 1, 2024**, pricing for serviced industrial land for all City owned industrial parks is recommended to be:

Innovation Park (Phases 1 to 4) and Huron Industrial Park (all phases):

- Lots up to 4.99 acres: \$325,000.00 per acre
- 5.00 acres and up: \$300,000.00 per acre

Pricing for serviced industrial land in Trafalgar Industrial Park will be:

- All lot sizes: \$300,000.00 per acre

Pricing for serviced industrial land in Innovation Park Phase V will be:

- All lot sizes: \$400,000.00 per acre

Surcharges are as follows:

- Highway 401 Exposure: 15%

- Veteran's Memorial Parkway Exposure: 5%

The cost-of-service connections from the main services, including any 3rd party utility connections for gas, telecom, and electricity, to the property is the responsibility of the purchaser. Industrial lots are sold on a where is, as is basis, with grading, stripping and removal of excess topsoil being the purchaser's responsibility and cost. The City will strive to provide grading of the municipal industrial parks on a level-graded basis. Site specific final grading is the responsibility of a purchaser. In the event an industrial lot has frontages on both Highway 401 and Veteran's Memorial Parkway, the Highway 401 Exposure surcharge of 15% shall apply.

The cost of service connections from the main services to the property being the responsibility of the purchaser.

Industrial lots are sold on a where is, as is basis, with grading, stripping and removal of excess topsoil being the purchaser's responsibility and cost. The City will strive to provide grading of the municipal industrial parks on a level-graded basis. Site specific final grading is the responsibility of the purchaser.

The recommendation for the price increase is based on several variables being limited availability of development ready/shovel ready industrial parcels, aligning with local market and regional pricing conditions, adjustment for time lag since last approved pricing, and recapturing grading and servicing costs amongst other reasons referenced later in the report. The increase in pricing is required while still maintaining regional and provincial competitiveness to attract new companies to London.

### **Industrial Land Pricing in Surrounding Municipalities in Southwestern Ontario**

By comparison to other municipalities, the City of London has generally remained in the middle in terms of municipal land pricing and remained competitive. Smaller municipalities such as Strathroy, Sarnia, Tillsonburg have remained lower in terms of price for many years. As such, these lands are generally in more rural areas with limited servicing capability and the prices reflect this.

In terms of neighbouring municipalities such as St. Thomas, Woodstock, and Ingersoll, price levels have adjusted significantly upwards in the past 12 months based on discussions with various industry sources. Various reasons for this can be attributed to the significant investments that other municipalities have made in developing industrial lands, the anticipated impacts and demand that the Volkswagen PowerCo project will bring to the region, as well as interest from non-targeted industries (i.e. warehousing, distribution, trucking logistics) that some municipalities agree to sell to.

In terms of the Guelph, Cambridge, and Waterloo region, pricing has continually remained very high by comparison to London. Sales have occurred in these areas between \$500k per acre to well over \$1 million per acre for shovel ready industrial land.

What has also been observed in most recent years is that there is a higher degree of investments being made by municipalities across Southern Ontario. For example, the Province, the Region of Waterloo, and Wilmot Township are working together to assemble a large parcel of shovel-ready land. Such activities would generally include completing environmental assessments, extending infrastructure and utilities, grading the property, planning future transit service expansions, and initiating land use changes for the site. Niagara Region through their Economic Development Strategy aims to service 210 hectares of industrial land by 2051. The Municipality of Halton has 15 business parks with 4 new locations planned which are fully developed by the municipality to a shovel ready state. St. Thomas has recently assembled a large block of lands, over 1,500 acres, for Volkswagen PowerCo and supplier industries. Woodstock continues to develop their land, south of Highway 401, to attract new industries and users.

While these municipalities advertise their investment in industrial land development, this cannot be considered an exhaustive list of all the municipalities in Southern Ontario that choose to develop their industrial land into a shovel-ready state for sale. For the City of London to remain competitive in attracting new industries to the city, it remains important to maintain our inventory of shovel-ready industrial sites. An adjustment to the current pricing is recommended and consideration factors for the land pricing is outlined later in this report. The Summary Table attached in Appendix B is a survey of the price levels of municipally owned industrial land in surrounding municipalities in Southwestern Ontario.

## 2.2 Summary of Current Land Holdings - Serviced Lands

A summary of the six major City owned Industrial Parks is outlined below and in the next section.

### Current Inventory – Serviced Industrial Land

City serviced industrial lands have access to full municipal servicing to the lot line, and in most cases, are shovel ready, being available for a client to purchase and develop.

	Net Acres Available	Net Hectares Available
Innovation Park:	114.11	46.17
Trafalgar Industrial Park	1.51	0.611
Forest City Industrial Park	3.2	1.3
Huron Industrial Park	179.64	72.69
Total	298.46	120.22

*Note: Inventory levels shown above are reported on a year end basis, include optioned parcels, and do not reflect closed sales for 2024. The current sales and land activity for 2023 are detailed further in the report below. The total inventory, as of May 30<sup>th</sup>, 2024, is approximately 283.1 acres.*

Under the City's owned inventory, seven (7) existing parcels are available which are 20+ acres in size, three are in Innovation Park Phase IV and four are located at Huron Industrial Park. In addition, the ILDS implementation team is currently in the final stages of design for large 50+ acre parcels in Innovation Park Phase V to meet the needs for larger prospective clients.

Provided below is a summary of the various City Industrial Parks that were developed in recent years.

### Innovation Park

Innovation Park is located on both the west and east sides of Veteran's Memorial Parkway, north of Highway 401 and south of Hamilton Road.

598 acres of land were acquired between 2001 and 2003 for the development of all four phases of this park. An additional 55 acres were acquired in 2011; 43.5 acres were added to Innovation Park, Phase II, and approximately 12 acres set aside for a future interchange. Phase I was completed in 2005, Phase II in 2008, Phase IV in 2009 and Phase III by the end of 2010. Phase V will be the newest phase for development which is described later in the report.

In total, 653 acres was assembled and of which 477 acres was developed and prepared for the market. As of December 31, 2023, approximately 321.1 acres have been sold in the park, 6 acres was under contract, and 4 acres under Option agreements for future expansion needs. 39.7 acres were previously donated to Western and Fanshawe as part of the original Phase IV Joint Venture development including 1.6 acres for a future Fire Station, which construction will commence this year.

Since inception of Innovation Park, the City has transferred and sold approximately 32 parcels with the average size being just under +/- 10 acres in size.

Demand in the City's industrial parks have tended to be in the range of 3 to 5 acres in size and parcels over 40 acres from large end-users.

A map showing Innovation Park is attached in Appendix C.

### **Skyway Industrial Park**

Skyway Industrial Park is located on the east side of Veteran's Memorial Parkway, north of Oxford Street and south of Huron Street. 172 acres of land were purchased from 1992 to 2000 as part of a co-venture agreement with the London International Airport for the development of an industrial park. Phase I of City land was completed by the end of 2004 and Phase II by the end of 2010.

Since the park was created, approximately 131 acres were developed and marketed for sale. Since the start of being offered to the market until now, the City has sold a total of 126.6 acres in the park. The last remaining 4.7-acre parcel was sold in 2021 and no further lots remain. In total, 14 lots have been sold representing an average lot size being 9.3 acres.

A map showing Skyway Park is attached in Appendix D. The London International Airport continues to have some industrial lands available, however these are land lease opportunities provided by the airport authority.

### **Forest City Industrial Park**

Forest City Industrial Park is located on the north side of Wilton Grove Road, east of Highbury Avenue, and south of Highway 401. 178 acres of land were acquired in 2001 for the development of a two-phase park. Servicing of Phase I was completed by the end of 2002, and Phase II by the end of 2003.

Forest City Industrial Park represents one of the most successful industrial business parks developed by the City. In total 134 acres were developable acres and brought to the market. Since inception up to July 15, 2021, a total of 130 acres have sold.

One parcel remains which is 3.2 acres. Due to some environmental attributes of the property, the ILDS team continues to evaluate how these lands can be combined with a future development plan of lands acquired at 1710 Wilton Grove Road.

In total, 16 parcels have been sold and the average parcel size was 8.2 acres. A map of Forest City Industrial Park is shown in Appendix E.

### **River Road Industrial Park**

River Road Industrial Park is a smaller industrial park located on the west side of Veteran's Memorial Parkway, north of River Road. 52 acres of land were acquired from 1975 to 2001 for this industrial park, and development was completed by the end of 2001.

46 developable acres were marketed for sale of which all the parcels are now sold. The average size of lot was considerably smaller by comparison to the other industrial parks at approximately 3.8 acres. A map showing the location of River Road Industrial Park is attached in Appendix F.

### **Trafalgar Industrial Park**

Trafalgar Industrial Park is located on the east side of Veteran's Memorial Parkway, north of Gore Road and south of Dundas Street. Approximately 428 acres of raw land were acquired from 1976 to 1984 for this park and development was phased from 1980 to 1985.

One of the oldest industrial parks created by the City, approximately 379 acres were developable and brought to market. Several acres were transferred as part of the Sovereign Woods East Park area while the remaining lands were sold to various companies.

In total, 3 phases were created and Phase III being the final phase located north of Trafalgar Road. Since inception until the end of 2021, the park is nearly sold out with one (1) remaining parcel at 1.51 acres being available on Sovereign Road. In total, 25 lots have been sold. A location map is enclosed in Appendix G showing Trafalgar Industrial Park.

### **Cuddy Boulevard Industrial Lands**

In 2010, the City obtained land on Cuddy Boulevard from the London Optimists in exchange for land on Rectory Street destined to house the London Optimist Sports Centre ("BMO Centre"), which is now in operation. These lands were 8.82 acres in size and zoned General Industrial. Environmental and geotechnical studies were previously completed, and all parcels are now sold. A map showing the Cuddy Boulevard Industrial Lands is available in Appendix H.

### **Huron Industrial Park**

The Huron Industrial Park lands were originally acquired between 1992 and 1997 for the future Veteran's Memorial Parkway extension and industrial park. Huron Industrial Park is located generally at the intersection of Huron Street and the extension of Veteran's Memorial Parkway (VMP). The extension of VMP and upgrades to Huron Street were completed in late 2020 at a cost of approximately \$11.2 million. With the completion of the Huron Industrial Lands Storm Water Management Facility (SWMF) in 2021, the lands are now fully serviced at a municipal level.

The total industrial land area available is approximately 179.64 acres with parcels ranging in size from approximately 0.5 acres to as large as 74 acres. In total, 5 blocks were completed with the C1 block being the most recent with 31.94 acres, providing for small lots and an interior road (on Victory Court). The breakdown in terms of block sizes is provided below:

C1 Block: 31.94 acres (various severed lot sizes)  
C1 Block: 35.45 acres  
C3 Block: 15.5 acres  
C4 Block: 75.5 acres  
C5 Block: 21.25 acres

*Note: From January 1 to May 30<sup>th</sup>, 2024, the City has closed on five (5) transactions totalling approximately 11.38 acres.*

A map showing the Huron Industrial Lands is available in Appendix I.

## **2.3 Summary of Current Land Holdings - Unserviced Lands**

As other municipalities ramp up development of their industrial land holdings, it remains important for London to remain strongly competitive and meet the needs of targeted sectors. In total, the City holds approximately 269.35 acres of land in various stages leading towards market and shovel ready condition.

## Current Inventory – Unserviced Industrial Land

Park	Zoning	Inventory (Acres / Hectares)
Innovation Park, Phase V	Light Industrial	200 / 80.9
Highbury & Hwy 401	Light Industrial	5.35 / 2.17
Forest City Park East	AG2	64 / 25.8
	Total	269.35 / 108.87

### **Innovation Park, Phase V**

In 2013, the City acquired approximately 84 acres (34 ha) of land at 2555-2591 Bradley Avenue for the future Phase V development of Innovation Park. These two parcels represented the first stage of the land assembly. In 2018, the abutting parcel being 2531 Bradley Avenue was acquired totalling nearly 46 acres. In October 2019, the final remaining parcel located at 2497 Bradley Avenue was acquired to complete the land assembly for Phase V.

The City has undergone extensive work to bring these lands closer to development ready status. Full archaeological clearances have been obtained for the lands. In addition, geotechnical and environmental site assessment work has also been completed. The City is currently preparing a tender to grade and service this land. It is expected that construction will begin in late Q3 or early Q4 of 2024, pending Council approval, with a timeline of 12 to 18 months given the scale. This project will see grading of nearly 80 hectares (200 acres) as well as the construction of over 1km of a full urban cross-section road network inclusive of water, sanitary and storm servicing, and a new stormwater management facility. Given the proximity to the Hydro One transmission corridor and adjacency and frontage to Highway 401, these lands are high profile and very relevant to large scale manufacturing which are the leading inquiries related to the Electric Vehicle (EV) sector. It should also be noted that these lands have been engineered to be flexible to provide the ability to subdivide the blocks into medium-sized parcels depending on the need of the prospective company. A former residential structure with heritage potential remains on the lands, which at some point in the future will need to be addressed at time of land sale.

As significant efforts have been made over the past year to bring the lands closer to shovel ready status, Civic Administration is recommending to Council to approve updated pricing for Phase V as these lands are a perfect candidate location for Request for Proposals (RFP's) through the Province and other agencies. It's important for the City to be ready to submit applications, including land pricing, when these target sector RFPs come through from the London Economic Development Corporation (LEDC), as well as the Province and federal agencies. The adjusted higher pricing is recommended due to the premier location, large contiguous block size availability, new services being installed, excellent proximity and exposure to the 401, and the ability to connect to the Hydro One Networks Inc. transmission line corridor for high energy use end-users/owner occupiers, specifically as Electric Vehicle (EV) suppliers which are anticipated to consider London given the recent announcement by Volkswagen.

A map showing the Innovation Park, Phase V Industrial Lands is available in Appendix J.

### **Highbury Avenue and Highway 401 Lands**

Approximately 16.7 acres (6.75ha) of land were purchased from the Ministry of Transportation in 1993. This land is located on the west side of Highbury Avenue, south of Highbury 401. At present, approximately 50% of this parcel is designated as a historical forest and zoned "Open Space", and approximately 3 acres will be utilized by the Ministry of Transportation for the reconfiguration of the Highbury/Highway 401



interchange. There is approximately 5.35 acres (2.17ha) remaining that could be developed in the future for light industrial and commercial uses including a hotel, restaurant, and gas station.

The Ministry of Transportation (MTO) is currently working with Realty Services in the disposition of a small sliver of land as it relates to the Highbury and 401 interchange project. The lands are farmed on a short-term interim basis and a final determination on the parcel will be better known once the MTO project is completed.

### **Forest City Park East (1710 Wilton Grove)**

1710 Wilton Grove Road will serve for the future Forest City East Industrial Park which was acquired by the City in February 2022. The parcel is approximately 64 acres and abuts the City's Forest City Industrial Park to the west and Maple Leaf Foods to the south.

Under the Industrial Land Development Strategy implementation team, preliminary investigations have been conducted for environmental site assessment, geotechnical, and a tree inventory study. Archaeological Stage 2 work has also been recently completed with no further archaeological work required. Forest City East Industrial Park will be the next block that development focus will shift to upon completion of Innovation Park Phase V.

## **3.0 Financial Impact/Considerations**

### **3.1 Sales Activity**

Between 2001 and 2023, the City has sold a net total of approximately 791 acres (320 ha) of industrial land for a total of approximately \$43.6 million dollars. In 2023, the annual municipal portion of taxes earned was calculated to be \$11.5 million dollars. Based on the 2023 industrial building permit data, a total of 72 building permits were issued and of which 18 permits (all status) were issued at City industrial parks. The total construction value (building alone) for all industrial uses totaled more than \$135 million City wide.

Over the past three years, land sale absorptions have remained somewhat variable between one year to the next. In 2021, the City had sold approximately 43 acres (18.2 ha) for companies ranging in industrial automation, pet foods manufacturing, metal refrigeration panel manufacturer, and an HVAC support system manufacturing. For 2022, the City had sold 30.4 acres (12.3 ha) for two targeted industry companies with one being a large scale medical equipment manufacturer and the other for a medium sized manufacturer specializing in windows and doors.

In 2023, the City had sold a total of approximately 15.3 acres (6.1 ha) to two targeted industry companies. The first sale was to an existing food manufacturer located in Innovation Park, requiring additional space to expand their current operations. The total estimated size for this expansion is estimated to be 280,000 sq. ft. The second sale was for an Italian based food manufacturing company which will produce gluten free and non-GMO pasta for the North American market and to employ 40+ people at open with future growth plans anticipated. Purchasers from both sales have commenced construction on their buildings.

In terms of industrial activity for 2024, the City has already outpaced 2023 in terms of total closed sales with six (6) land transactions totalling 17.3 acres to various small to medium manufacturing and food processing companies. It should be noted however, that these sales materialized in 2023 as purchasers resolved their due diligence conditions towards the end of 2023 and early part of 2024.

Realty Services has observed that interest in the City industrial parks remains relatively steady, specifically from very large companies working with site selectors and inquiries

through LEDC. However final decision to purchase may be hindered for the time being resulting from interest rates, costs of materials, labour, and construction, reduction in incentive programs previously granted at Provincial or Federal levels and assessing between purchase versus lease scenarios for the medium term.

A chart illustrating the history of our land sales since 2001 is shown in Appendix K attached.

### **3.2 Investments Made in our Industrial Parks**

A summary of investments in City industrial parks is provided in the section below for the past several years. With exception to the large bump in 2019 pertaining to the Maple Leaf Foods permit value, the trend observed over the past several years is that investments continue to be made in industrial construction despite the higher costs and interest rates.

### **3.3 Industrial Investment City Wide**

In consultation with the building division, industrial building permit construction values for the past five (5) years are shown below:

2019 - \$ 374.4 million in construction value\*  
2020 - \$ 62.8 million in construction value  
2021 - \$ 106 million in construction value  
2022 - \$131 million in construction value  
2023 - \$135 million in construction value

*\*Note: 2019 was a record year in terms of construction value, largely attributed to the building permit value of Maple Leaf Foods which totaled approximately \$300 million in construction value.*

In total, 72 permits were issued and the combined construction value for alterations, additions, and new builds totaled approximately \$135 million in construction value for all City wide industrial. For the City's industrial parks, the construction value was approximately \$43 million (all status permits).

## **4.0 Other Key Issues and Considerations**

### **4.1 Employment Creation**

Since 2001, sales of City owned industrial lands have created over 10,000 direct new jobs. An additional 7,000+ spinoff jobs are believed to have been created through construction, logistics, service providers and manufacturing related supply chains. These jobs have significantly contributed to the sustainability of advanced manufacturing in the London region through the attraction of new global manufacturing companies as well as growth of existing London companies. The success of ILDS has contributed to the low unemployment rates currently experienced in the region. A historical chart showing the job creation figures for the past 21 years is shown in Appendix L.

### **4.2 London Transit Commission (LTC): Service to Innovation Park**

June 2023 marked the start of a new London Transit Commission (LTC) bus service to Innovation Industrial Park. This was a much-welcomed service that is removing a major barrier to employment for many job seekers. This new route came together after years of employer consultations and ridership surveys facilitated by London Economic Development Corporation (LEDC). As new companies continue to be attracted to this park, LEDC will continue to inform LTC on employment data to help plan further service enhancements.

### 4.3 Industrial Land Sales in the Private Sector

2023 marked a very slow year in terms of vacant private industrial land sales. Realty Services was able to identify only six (6) transactions in 2023 which totalled approximately 21.3 acres. That represents a drop of ~95% in sales activity from 2022 (429 acres sold in 2022). This year, three (3) transactions were under one acre and the remaining sales ranged between 4 to 10 acres in size. It should be noted that 2021 and 2022 represented the highest levels of private industrial land sale activity since Realty Services has been tracking these sales since 2002 (See Appendix M historical chart).

Of the three (3) under 1-acre transactions, all were located within the private Shamrock Industrial Subdivision where users are typically contractor yards, outdoor storage, or trucking operations (i.e. non-targeted). The remaining three (3) sales were in older industrial areas and considered shovel-ready or nearly shovel-ready condition.

Based on further data assessed by Realty Services, the total (aggregate and unadjusted) average price of privately sold industrial land was calculated to be approximately \$740,000 per acre. Excluding the three (3) small parcel sales under 1 acre, the average is calculated to be approximately \$384,000 per acre. As noted earlier, the transaction data is very limited for 2023. Furthermore, the smaller parcels identified under 1 acre which provide for contractor and trucking type uses would command a very high premium in the private market. Activity in sales for speculative purchases has drastically reduced, likely attributed to the high borrowing and interest costs. Despite lesser activity observed, demand for trucking yards and logistic type operations remains consistent based on the inquiries received by Realty Services.

A chart has been included for the Privately-Owned Industrial Land Sales in Appendix M.

### 4.4 Industrial Development Charge Grant Program

#### ***Background:***

On May 2, 2017, Municipal Council approved changes to the City's Industrial Development Charges Grant Program. These changes, that came into effect on January 1, 2018, retain the current 100% development charge grant for targeted industrial uses, but decrease the value of the grant to 50% of the value of the development charges to a maximum grant of \$250,000 for non-targeted industrial uses. Targeted uses have been defined in the program to be consistent with the targeted uses of the Industrial Land Development Strategy. The program was set to expire at the end of December 31, 2023.

On June 12, 2023, staff presented a report to the Planning and Environment Committee which proposed to continue this program beyond December 31, 2023. The recommendation made was for the Industrial Charge Program to continue and to distinguish between targeted and non-targeted uses. At its meeting held on June 27, 2023, Municipal Council approved the continuation of funding for the DC Grant Program into the 2024-2027 Multi-Year Budget period.

Targeted Uses which qualify for the Industrial Development Charges Grant Program include:

- Advanced manufacturing including renewable and clean technology, automotive, agri-food/food processing, and defense and aerospace, as well as life and health sciences, information technology and digital media, and research and development.

Non-Targeted uses where a portion of the Grant Program applies (up to a max of \$250,000) include:

- Warehouses, distribution centres, transportation and logistics, businesses that store and process data for retrieval, and truck terminals.

Provided below is a cumulative city-wide summary of the Development Charge Exemptions for Industrial for the past five (5) years:

2019 - \$12,359,452  
2020 - \$5,183,236  
2021 - \$1,756,966  
2022 - \$12,203,573  
2023 - \$5,544,485

In 2023, approximately \$366,000 was attributed to the Development Charges Grant provided for non-targeted uses. The balance Grant amount of approximately \$5.17 million was provided for targeted industries.

#### **4.5 Industrial Land Development Strategy (2023)**

The City's Industrial Land Development Strategy (ILDS) was updated in 2023. The purpose was to re-assess the strategic goals for the City's industrial lands since the last update completed back in 2014. It remains important for the City to continue to compete and attract industrial growth in London. To accomplish this, renewed investment in planning, servicing, and municipal land development is required. For the City, the return on this investment can take many forms including indirect benefits related to job creation, assessment growth, and economic spin offs.

As part of the new 2023 ILDS, the main goals for the updated strategy include:

- Goal 1: Invest in Developing Inventory of Shovel-Ready Sites
- Goal 2: Attract Targeted Industries
- Goal 3: Attract Talent
- Goal 4: Continuous Support for Business Retention and Expansion
- Goal 5: Framework for Partnerships

On May 16<sup>th</sup>, 2023, Municipal Council passed and adopted the 2023 Industrial Land Development Strategy, it being noted that the strategy is based on continuing the goal of developing and maintaining an ongoing supply of 200 hectares of strategically located serviced industrial land, which funding was considered and deemed adopted through the 2024-2027 Multi-Year Budget process.

Civic Administration was also directed to ensure that the inventory of municipally-owned industrial land are sold to targeted industries including: Advanced Manufacturing, Life and Health Sciences, Information and Digital Media, and Research and Development while prohibiting sales to non-targeted uses, including Warehouses, Transportation and Logistics, Truck Terminals, businesses that store and process data for retrieval, or speculative development to the private sector without verification that the end-user will be a targeted industry.

#### **5.0 Update to Municipal Industrial Land Pricing**

The City's industrial land prices were last changed back on September 1<sup>st</sup>, 2023. Realty Services along with LEDC which is part of the broader ILDS Implementation Team, continually monitor local market and economic conditions. In addition, trends are observed both locally and regionally with nearby municipalities. A summary review of the economic conditions is provided below.

##### **5.1 Economic Data for 2023**

###### ***Employment, Gross Domestic Product, Population Growth***

The London area's unemployment data, as released by Statistics Canada, has shown that in March the area's unemployment rose by 0.5% from 5.9% to 6.4%. Full time employment was down by 10,500 positions since the peak back in November 2023 (source: LSTAR Local Employment Trends). By comparison to other major

Southwestern Ontario cities, Waterloo region was at 6.6%, Hamilton at 6.4%, and Windsor rose to 7.5% representing the highest in the region. By comparison Provincially, Ontario had a 6.7% unemployment rate (4<sup>th</sup> highest in Canada) and across Canada, the unemployment rate was reported to be 6.1% for the month of March. Unemployment nationally has been trending upwards since December 2022.

GDP growth in Canada is anticipated to strengthen from about 2% in the first half of 2024 to a high of 2.5% in early 2025. This growth profile is underpinned by an increase in GDP per capita, which comes about due to an easing in financial conditions and a rise in confidence. The outlook by the Bank of Canada has been revised up, mainly due to stronger than expected population growth in 2024, and stronger US demand points which drive higher export growth (Source: Bank of Canada Monetary Policy Report April 2024). However recent data showed that Canada's GDP was only at 1.7% for the first quarter of the year which is slower than the previous Bank of Canada's Monetary Policy Report.

Ontario's real GDP growth moderated downwards as the Bank of Canada's high interest rates weighed on the economy. Real GDP showed no change in Q3 of 2023, slowing from gains of 0.6% and 0.4% in the first and second quarters, respectively. Interest-sensitive components such as household consumption and business investment have been particularly impacted by past interest rate increases (Source: Budget.Ontario.ca). For London, The Conference Board of Canada has forecasted the annual economic growth for London to be 2% between 2023 and 2027.

Inflation is slowing as the Bank of Canada's (B of C) monetary policy works to lower inflationary pressures. The most recent data shows that the Consumer Price Index (CPI) inflation edged lower to 2.7 percent in April 2024 in comparison to a year ago (source: <https://economics.td.com/ca-cpi>). Looking back historically to June 2021, the inflation rate was at a high of 8.1%, resulting in the Bank of Canada to push the bank rate up from 0.25% to 4.25% several times in 2022 and another 0.75% in 2023 to reach 5% since July 2023. As of June 5, 2024, the Bank of Canada lowered its key interest rate to 4.75%. With continued evidence that underlying inflation is easing, the Bank of Canada Governing Council agreed that monetary policy no longer needs to be as restrictive (source: Bank of Canada Press Release June 5<sup>th</sup>, 2024). The next interest rate update and Monetary Policy Report (MPR) will be on July 24, 2024.

Based on the last 2021 Census, the City has a population of 422,324 which was 10% more than in 2016. By comparison, the Provincial average was 5.8% and the National average was 5.2% (source: Statistics Canada)

In terms of population growth for the City of London, it is estimated that the City will continue to grow between 1.1 to 1.5% reaching 601,500 to 692,100 by 2051 (source: Watson and Associates City of London Growth Projection Study December 2002). Between 2002 and 2021 the City accounted for the total population growth of 84% for the London-Middlesex Area. Higher rate of population growth is driven by an increase of both international and domestic net migration (source: Watson & Associates). Recent data released by Statistics Canada shows the population for Census Metropolitan Area (CMA) for London (which includes St. Thomas, Strathroy, and neighbouring communities) increased from 586,059 to 608,343 between July 1, 2021, and July 1, 2023 (source: Statistics Canada).

Canada's population touched a record high of 40.77 million in 2023, largely driven by temporary immigration, as the country added 1.27 million people (or 3.2% increase) from the year prior. This marked the highest growth since 1957 (source: Statistics Canada & Reuters). The vast majority came from international migration (both permanent and temporary) and the remaining portion from natural increase. National Bank has also reported that Canada's population growth was 3.2 percent or five times higher than the Organization for Economic Cooperation and Development (OECD) average (National Bank of Canada: Special Report Economics and Strategy January 15, 2024).

## 5.2 Construction and Real Estate Activity

In 2023, a total of 3,589 building permits were issued with a total construction value (all real estate categories) calculated by Building Division being \$1.208 billion. Within this total, ninety-three (93) permits issued for industrial with a total construction value of approximately \$158.8 million for the year ending 2023. 26 permits were issued in the City's industrial parks with a total construction value being \$43.9 million.

For the 1<sup>st</sup> quarter of 2024, 785 building permits were issued, for all real estate categories, totalling an approximate construction value of \$545 million. For this same quarter, 23 industrial permits were issued with a value of \$34.2 million.

The London and St. Thomas Association of Realtors (LSTAR) reported in April 2024 that sales activity has dipped by 2.9% from the year prior. New listings have gone up by 43.8% since the same time last year and the Sales to Listing Ratio has gone down to 49.8% from 73.8% a year ago, which would suggest a close to balanced market currently (i.e. balanced market is a 50%). There is currently 3 months of inventory which is up from 1.8 month. The average sale price has dipped slightly by 1.5% from a year ago to \$656,037 (source: LSTAR MLS Market Index Report). The days on market (DOM) has also increased from 14 to 18 days suggesting transactions are taking longer to complete. From an affordability standpoint, the London and St. Thomas area still ranks more affordable in the Southwestern region by comparison to Woodstock-Ingersoll, Kitchener-Waterloo, Cambridge, Guelph, and the Brantford Region and just above the Windsor-Essex Region.

## 5.3 Industrial Markets

As of Q1 2024, the overall industrial vacancy rate has move up slightly from Q3 from 0.8% to 1.1% however the market remains very tight for available space (source: CBRE Industrial Q3 2023 and Q1 2024 reports). This trend has been observed over multiple quarters and CBRE has indicated that London remains as Canada's tightest industrial region. CBRE has also indicated that given the minimal industrial building supply, coupled with strong demand, it has prompted companies to look at other areas such as Woodstock and St. Thomas.

The average asking price for available industrial buildings has stabilized over the past year sitting at around \$186 per square foot (as of Q3 of 2023). As of the end of Q1 of this year, the price has started moving upwards and was reported between \$177 to 223 per square foot with an average at around \$216 per square foot (source: CBRE Q3 2023 and Q1 2024 reports). The average asking net rental rate has also stabilized for the last year sitting at around \$10.27 per square foot and as of Q1, the rate has gone down slightly to \$9.62 per square foot. Cushman and Wakefield have also reported a similar range in asking net rent currently sitting at \$10.01 per square foot (Source: Cushman and Wakefield Marketbeat report for Q1).

In Q1 of this year, Dancor has completed a 24,000 sq. ft facility for Steris at Oxford and Veteran's Memorial Parkway. A projected total of 800,000+ square feet will be completed by the end of 2024 with 90.6% already pre-leased/purpose built (Source: CBRE Industrial Q1 report & Cushman and Wakefield Marketbeat report for Q1). Currently in London, the supply of vacant industrial vacant land remains low for Q1 in 2024 and besides the City's inventory, not much is available for sale privately. The average sale price for privately owned industrial land has traded at a premium in comparison to City owned parcels with Cushman and Wakefield reporting that private lands in London are selling more than \$500,000 per acre (Source: Cushman & Wakefield Marketbeat report for Q1).

## **Volkswagen PowerCo Announcement:**

The recent April 2023 announcement regarding the Volkswagen PowerCo new EV Battery Cell Gigafactory is a huge economic win for the St. Thomas and London Region. Volkswagen is aiming for a 2027 opening for the brand-new large-scale facility with 6 production blocks sitting on 370 acres of land, their largest facility ever constructed. The factory will be located within St. Thomas's new 1,500-acre industrial park now known as Yarmouth Yards. The new plant is reported to be a \$7 billion dollar investment which will employ up to 3,000 new highly qualified jobs and tens of thousands more indirect jobs at construction companies, suppliers, partners along with local retail and other sectors (source: <https://www.vw.ca/en/electric-vehicles/ev-hub/ev-news/st-thomas-gigafactory.html>).

## **Recommended Council Approved Pricing:**

Despite the current stance of the economy with high borrowing costs and unemployment trending upwards, London still remains better positioned in the Province and in Canada to experience continued growth. This is based on a good mix of employment sectors, rising population growth, and significant investments being made such as the Volkswagen PowerCo manufacturing facility here in the region.

As other municipalities continue ramp up efforts and investments for new industrial parks, it is important for London to remain competitive both regionally and internationally to attract targeted sectors to the City. A further price increase is recommended based on the following:

- The price increase will bring the City closer in line with private land pricing in London. It should be noted however that the City's lands have restrictive covenants to prevent speculation, meet minimum lot coverages, for targeted users, and to adhere to development requirements as approved by Council for each land sale. Such conditions do not exist for private industrial parcels.
- The increase will better align with the regional municipal pricing while remaining very competitive to make London a better choice by prospective companies.
- The recommended price increase accounts for the time lag in market since the last ILDS Monitoring Report and pricing change made effective September 1, 2023.
- The increase accounts for higher soft and hard construction costs to service and grade the lands.
- The recommended price increase will lessen future budget requests as the City's Industrial Land Development Strategy (ILDS) becomes more self sustaining.
- The adjusted pricing provides a fair, consistent, and equitable pricing to the market when discussing with prospective clients and brokerages. Whereas other municipalities may be seeking to negotiate final sale prices based on each sale.
- In keeping with the principles to attract targeted industry and generate economic benefits such as employment and indirect employment, new construction, property taxes, and other economic benefits and spin offs.
- Allows for the ability to price in a further increase if market conditions suggest doing so.
- The adjusted pricing helps further maximize the overall revenue position for the Municipality.

In consultation with City appraisal staff and the ILDS Implementation Team, the new Council approved pricing is recommended to be:

**Effective August 1, 2024**, pricing for serviced industrial land for all City owned industrial parks is recommended to be:

Innovation Park (Phases 1 to 4) and Huron Industrial Park (all phases):

- Lots up to 4.99 acres: \$325,000.00 per acre
- 5.00 acres and up: \$300,000.00 per acre

Pricing for serviced industrial land in Trafalgar Industrial Park will be:

- All lot sizes: \$300,000.00 per acre

Pricing for serviced industrial land in Innovation Park Phase V will be:

- All lot sizes: \$400,000.00 per acre

Surcharges are as follows:

- Highway 401 Exposure: 15%
- Veteran's Memorial Parkway Exposure: 5%

The cost-of-service connections from the main services, including any 3rd party utility connections for gas, telecom, and electricity, to the property is the responsibility of the purchaser. Industrial lots are sold on a where is, as is basis, with grading, stripping and removal of excess topsoil being the purchaser's responsibility and cost. The City will strive to provide grading of the municipal industrial parks on a level-graded basis. Site specific final grading is the responsibility of a purchaser. In the event an industrial lot has frontages on both Highway 401 and Veteran's Memorial Parkway, the Highway 401 Exposure surcharge of 15% shall apply.

The cost-of-service connections from the main services to the property being the responsibility of the purchase.

Industrial lots are sold on a where is, as is basis, with grading, stripping and removal of excess topsoil being the purchaser's responsibility and cost. The City will strive to provide grading of the municipal industrial parks on a level-graded basis. Site specific final grading is the responsibility of the purchaser.

## **Conclusion**

Since the original inception of the Industrial Land Development Strategy in 2001 and the most recent update made in 2023, the strategy continues to work well in attracting new and retaining targeted industries in London. By making investments in these parks, this further ensures economic prosperity for London in terms of new and expanding employment, new building construction, newly generated property taxes, and other economic benefits and spin offs for London. With the completion of Huron Industrial Park last year and Phase V in Innovation Park to follow, the updated inventory pricing aligns with the current market conditions while remaining highly competitive to attract targeted sectors to London.

## **Acknowledgement**

This report has been prepared with the assistance from Stacy Badeen, Industrial Land Officer; Darcy Vander Pryt, Planner, Strategic Land Development; Chris McIntosh Manager Strategic Lands Engineering, Michael Tomazincic, Manager, Strategic Land Development, Justin Adema, Manager Long Range Planning, and Kapil Lakhota, President and CEO, London Economic Development Corporation.



The proposed by-law is attached as Appendix A.  
The surrounding Municipalities Pricing Table is attached as Appendix B.  
The location map of Innovation Park is attached as Appendix C.  
The location map of Skyway Industrial Park is attached as Appendix D.  
The location map of Forest City Industrial Park is attached as Appendix E.  
The location map of River Road Industrial Park is attached as Appendix F.  
The location map of Trafalgar Industrial Park is attached as Appendix G.  
The location map of Cuddy Industrial lands is attached as Appendix H.  
The location map of Huron Industrial Lands is attached as Appendix I.  
The location map of Innovation Park Phase V is attached as Appendix J.  
The City's Land Sales History Chart is attached as Appendix K.  
The City's Employment Creation is attached as Appendix L.  
The Private Lands Sales Chart is attached as Appendix M.

**Prepared by:** Adam Ostrowski, Manager II, Realty Services

**Submitted by:** Bill Warner, AACI, PApp, Director, Realty Services

**Concurred by:** Chris McIntosh, Acting Director, Economic Services and Supports

**Recommended by:** Anna Lisa Barbon, CPA, CGA, Deputy City Manager, Finance Supports

June 7, 2023

## Appendix A

Bill No.

By-law No.

A by-law to authorize and approve to amend By-law No. A.-6151-17, as amended, being “A by-law to establish policies for the sale and other disposition of land, hiring of employees, procurement of goods and services, public notice, accountability and transparency, and delegation of powers and duties, as required under section 270(1) of the *Municipal Act, 2001*” by deleting Attachment “B” to Schedule “A” – Sale and Other Disposition of land Policy of the By-law and by replacing it with a new Attachment “B” to Schedule “A” to amend the current pricing for all City owned industrial parks as follows:

Effective August 1, 2024, pricing for serviced industrial land for all City owned industrial parks will be:

Innovation Park (Phases 1 to 4) and Huron Industrial Park (all phases):

- Lots up to 4.99 acres: \$325,000.00 per acre
- 5.00 acres and up: \$300,000.00 per acre

Pricing for serviced industrial land in Trafalgar Industrial Park will be:

- All lot sizes: \$300,000.00 per acre

Pricing for serviced industrial land in Innovation Park Phase V will be:

- All lot sizes: \$400,000.00 per acre

Surcharges are as follows:

- Highway 401 Exposure: 15%
- Veteran’s Memorial Parkway Exposure: 5%

The cost-of-service connections from the main services, including any 3rd party utility connections for gas, telecom, and electricity, to the property is the responsibility of the purchaser. Industrial lots are sold on a where is, as is basis, with grading, stripping and removal of excess topsoil being the purchaser’s responsibility and cost. The City will strive to provide grading of the municipal industrial parks on a level-graded basis. Site specific final grading is the responsibility of a purchaser. In the event an industrial lot has frontages on both Highway 401 and Veteran’s Memorial Parkway, the Highway 401 Exposure surcharge of 15% shall apply.

The cost-of-service connections from the main services to the property being the responsibility of the purchaser.

Industrial lots are sold on a where is, as is basis, with grading, stripping and removal of excess topsoil being the purchaser’s responsibility and cost. The City will strive to provide grading of the municipal industrial parks on a level-graded basis. Site specific final grading is the responsibility of the purchaser.

WHEREAS section 5(3) of the *Municipal Act, 2001* S.O. 2001, c.25, as amended, provides that a municipal power shall be exercised by by-law.

AND WHEREAS section 9 of the *Municipal Act, 2001* provides that a municipality has the capacity, rights, powers and privileges of a natural person for the purpose of exercising its authority under this or any other Act.

NOW THEREFORE the Municipal Council of The Corporation of the City of London enacts as follows:

1. Attachment "B" to Appendix "A" of By-law No. A.-6151-17, as amended, is hereby deleted and replaced with a new attached Attachment "B" to Appendix "A".
2. This by-law shall come into force and effect on June 25, 2024.

PASSED in Open Council on

Josh Morgan  
Mayor

Michael Schulthess  
City Clerk

First Reading -  
Second Reading -  
Third Reading -

## ATTACHMENT "B"

The current pricing levels of all City owned industrial parks be established effective August 1, 2024, as follows:

Innovation Park (Phases 1 to 4) and Huron Industrial Park (all phases):

- Lots up to 4.99 acres: \$325,000 per acre
- 5.00 acres and up: \$300,000 per acre

Pricing for serviced industrial land in Trafalgar Industrial Park will be:

- All lot sizes: \$300,000 per acre

Pricing for serviced industrial land in Innovation Park Phase V:

- All lot sizes: \$400,000 per acre

Surcharges are as follows:

- Highway 401 Exposure: 15%
- Veteran's Memorial Parkway Exposure: 5%

The cost-of-service connections from the main services, including any 3rd party utility connections for gas, telecom, and electricity, to the property line is the responsibility of the purchaser. Industrial lots are sold on a where is, as is basis, with grading, stripping and removal of excess topsoil being the purchaser's responsibility and cost. The City will strive to provide grading of the municipal industrial parks on a level-graded basis. Site specific final grading is the responsibility of a purchaser. In the event an industrial lot has frontages on both Highway 401 and Veteran's Memorial Parkway, the Highway 401 Exposure surcharge of 15% shall apply.

The cost-of-service connections from the main services to the property line being the responsibility of the purchaser.

Industrial lots are sold on a where is, as is basis, with grading, stripping and removal of excess topsoil being the purchaser's responsibility and cost. The City will strive to provide grading of the municipal industrial parks on a level-graded basis. Site specific final grading is the responsibility of the purchaser.

## Appendix B – Pricing of Surrounding Municipalities Table

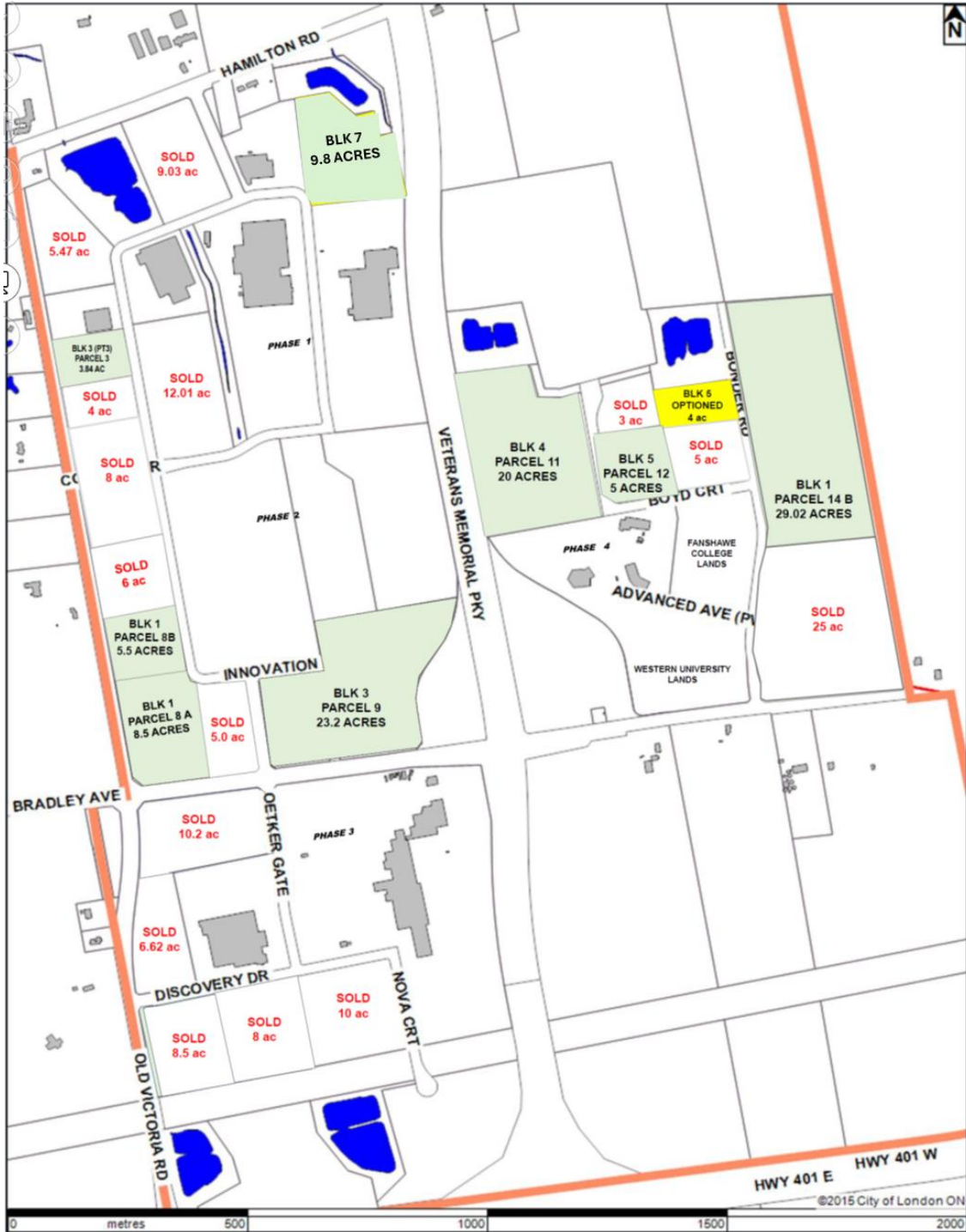
Municipality	Total Estimated I.L. Inventory Available (Ac)	Price/acre	Development Charges	Developed Land Available Yes/No	Zoning	Notes
<b>Brantford</b>	0	n/a	\$10.99 sq.ft	No	M2, M3	As per discussion with Brantford's Economic Development Office, the City does not have any municipally owned industrial land. The last parcel was sold in 2018.
<b>County of Brant</b>	0	n/a	\$10.73 sq.ft	No	M1-M4	Previously developed and sold the Brant 403 Business Park. The park has been completely built out and now private companies are developing their own space.
<b>Cambridge</b>	0	n/a	\$17.00 sq. ft (City) \$15.85 sq. ft (Township)	No	M	City informed they no longer have any municipally owned industrial land for sale
<b>County Chatham/Kent</b>	57 - 67 acres	\$45,000 to \$90,000 per acre	\$0.83 sq.ft	Yes	M1-M5	Chatham has two business parks, Bloomfield and Blenheim. Blenheim Business Park is shown to have 40 acres available at \$45,000 per acre with Phase 1 being sold out. Bloomfield showing 27 acres (status of sold lots unknown). They also provide a CIP on property taxes for 10 years.
<b>Guelph</b>	380 acres (estimated)	\$425,000	City Charge: \$20.62 sq.ft	Yes	B.1-B.4	The City of Guelph developed the Hanlon Creek Business Park.
<b>Hamilton</b>	7.9 acres	\$1.4 million (asking price)	\$29.16 - \$41.19	Yes	M5, M6,M7,M10	Price per acre has spiked to \$1.4 million in the last two years as compared to a 30 year price of \$350,000 per acre. DCs dependent on location in Urban area.
<b>Ingersoll</b>	12 acres (divisible)	Not published (subject to tender)	\$10.68 per m2 \$0.99 per sq.ft	Yes	MG	Ingersoll had three parcels of which two have sold to Dot Foods and 214 Carson Co.. The remaining 12 acre parcel is being sold through Tender which closes on June 26, 2024. Previous older sales traded between \$111k to \$190k per acre.
<b>Kitchener</b>	0	n/a	\$22.80 sq.ft	NO	M2	City informed they no longer have any municipally owned industrial land for sale. Some infill opportunities and brownfield options may become available in the future.
<b>London</b>	283.1 acres (fully serviced)	\$200,000 to \$225,000	\$24.72 sq.ft	Yes	LJ,GJ,HI	City currently has a total of 283.1 acres which are graded and fully serviced. Another 200 acres in Innovation Park Phase V will commence grading and servicing later this year. No DC's are charged for targeted industrial users.
<b>Middlesex Centre</b>	0	0	\$0.00 - unserviced \$2.77 sq.ft - \$16.42 sq.ft serviced	No	M1-M4-H3	Do not currently own any municipal lands which are slated for industrial however this may change in the future.
<b>Southwest Middlesex</b>	48 acres	Not available	none	Yes		Southwest Middlesex has approximately 48 Acres and not yet serviced. Municipality has not yet set the price on these lands.

# Appendix B – Pricing of Surrounding Municipalities Table Cont'd

<b>Region of Waterloo</b>	Unavailable	See Comments	\$9.12 sq. ft	No	N/A	In discussion with the Region of Waterloo Economic Development, strategic targets are being set for the future. Pricing in the Tri-City area can fetch between \$500k to \$1 million per acre depending on the size, location, services etc.. The Region works closely with the City of Waterloo, Kitchener, and Cambridge.
<b>City of Waterloo</b>	92.6 acres	Not published	\$8.23 sq.ft	No	E3	City of Waterloo has a new business park called Generation Park. Size is approximately 92.6 acres. Information on the asking or sale prices not available at the present time.
<b>Sarnia</b>	51 acres (serviced) 184.00 acres (partially serviced)	(Sarnia 402 business park)\$50,000/acre for 5 or more acres, \$70,000 - \$85,000/acre for first 2 acres, (Hwy 40 Industrial Park)\$150,000/acre	\$14.09 sq.ft. - \$20.94 sq.ft	Yes	L,HI,BP2	Sarnia and Lampton have a joint partnership for economic development
<b>Stratford</b>	11.12 acres	\$200,000 /per acre	\$2.39 sq.ft	Yes	M1	Craine West Business Park
<b>Strathroy</b>	150 acres (High Street I.P.), 15.93 acres (Molnar I.P.)	\$150,000/per acre	\$11.59 sq.ft	Yes	M2	The land is located along the east side of Adair Blvd. and borders Hwy. 402. Total of 23 acres. Two parcels sold and two parcels are currently reserved.
<b>St. Thomas</b>	1,500 acres (under development)	See comments	None	No	EL	City of St. Thomas is developing a new 1,500 acre industrial park of which 370 acres will be for the new VW-PowerCo Gigabattery Plant. Key infrastructure work, including roads, utilities, and environmental remediation, is ongoing and scheduled to continue until 2026. Pricing for these lands has not yet been released. However private industrial listings observed show pricing between \$400,000 and \$500,000 per acre.
<b>Tilsonburg</b>	140 acres (to be released)	\$50,000 - \$160,000 per acre	\$2.32 sq.ft.	Yes	MG	Van Norman Innovation Park phase 1 soldout, phase 2 & phase 3 yet to launch
<b>Windsor</b>	See comments	See Comments	Exempt	No	M	City of Windsor currently does not have any industrial land for sale. They have some parcels remaining at the Windsor International Airport which are available for lease to prospective companies. Also on the City of Windsor's website, an OPA has been issued at the airport to designate 66.63 acres for a business park, 183.6 acres for Phase I industrial and 172.45 acres for Phase II industrial. Recent pricing data shared by Windsor suggests industrial land values between \$400 to \$500k per acre.
<b>Woodstock</b>	78 acres	\$500,000+ per acre	\$1.75 sq.ft	Yes	M3	The City of Woodstock, Ontario, is actively developing industrial land. They have 78 acres available in the Patullo Industrial Park. Sales identified in Geowarehouse show parcels selling between \$500k to \$625k per acre. They also previously had some industrial land for sale via public tender.

Note: Data above collected through websites, geowarehouse seaches, LEDC and other economic development partners. Information herein is subject to change.

# Appendix C – Innovation Park Location Map



*For Illustration Purposes Only*

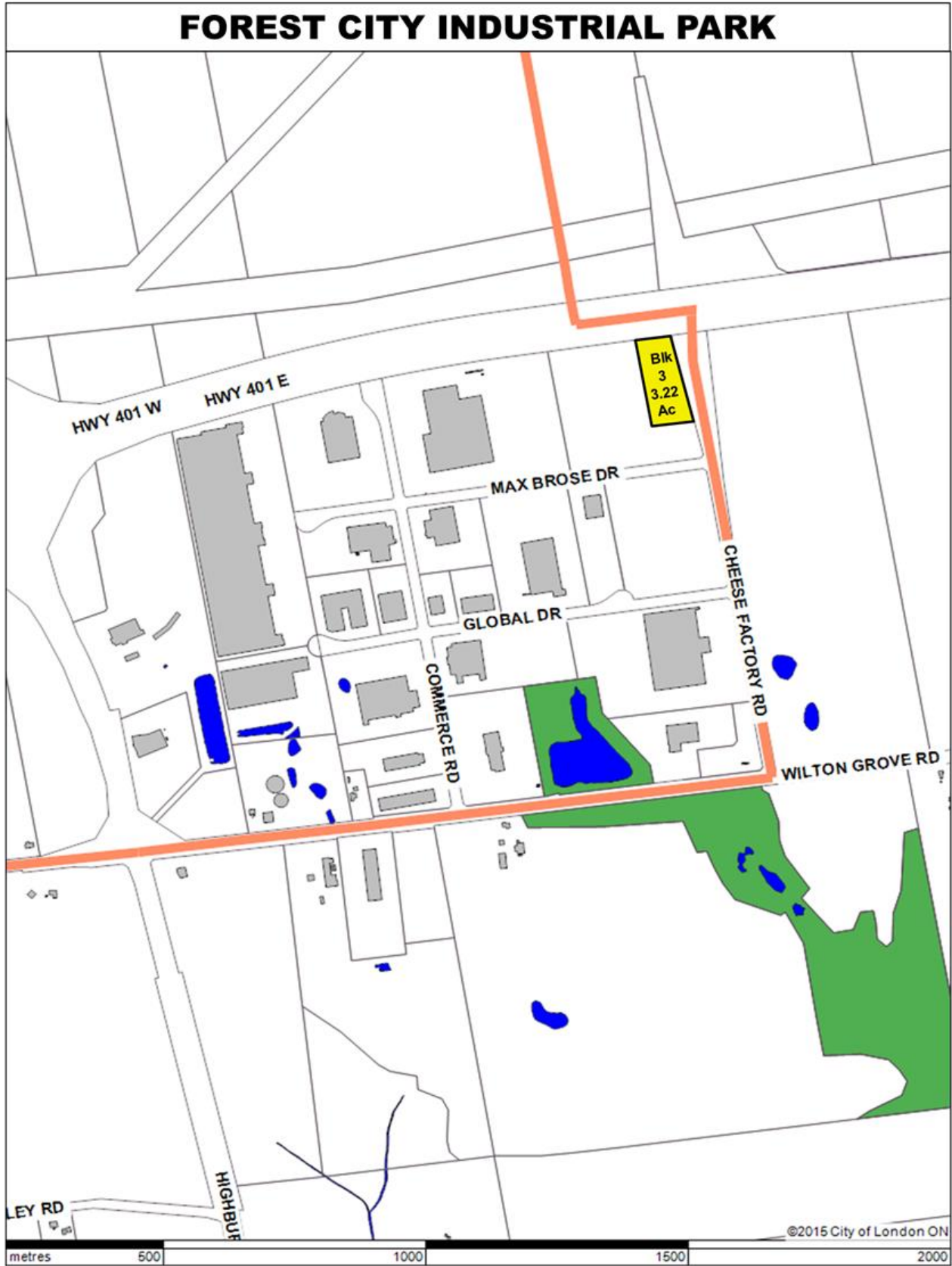
Appendix D – Skyway Industrial Park Location Map



*For Illustration Purposes Only*



**Appendix E – Forest City Industrial Park Location Map**



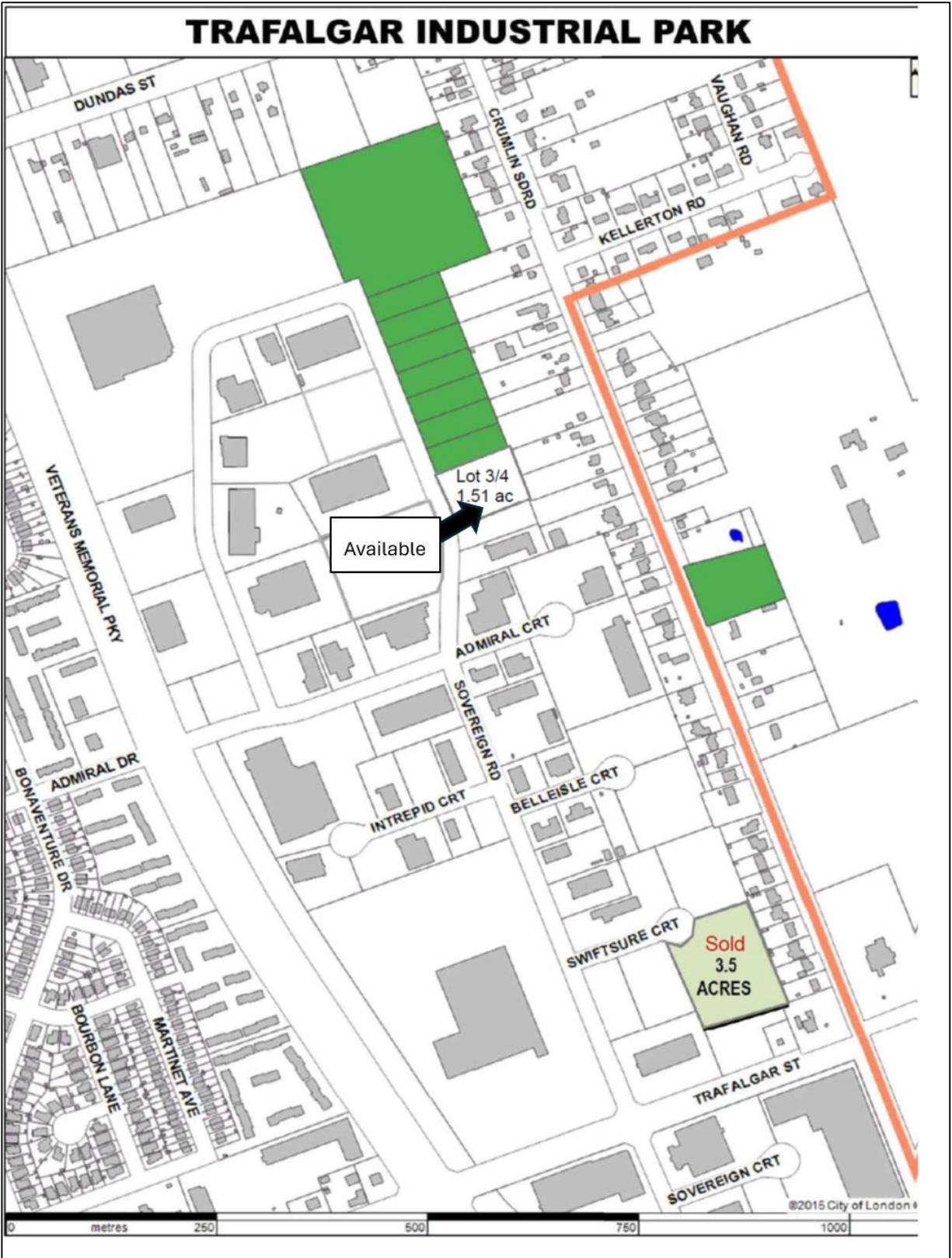
*For Illustration Purposes Only*

Appendix F – River Road Industrial Park Location Map



*For Illustration Purposes Only*

**Appendix G – Trafalgar Industrial Park Location Map**

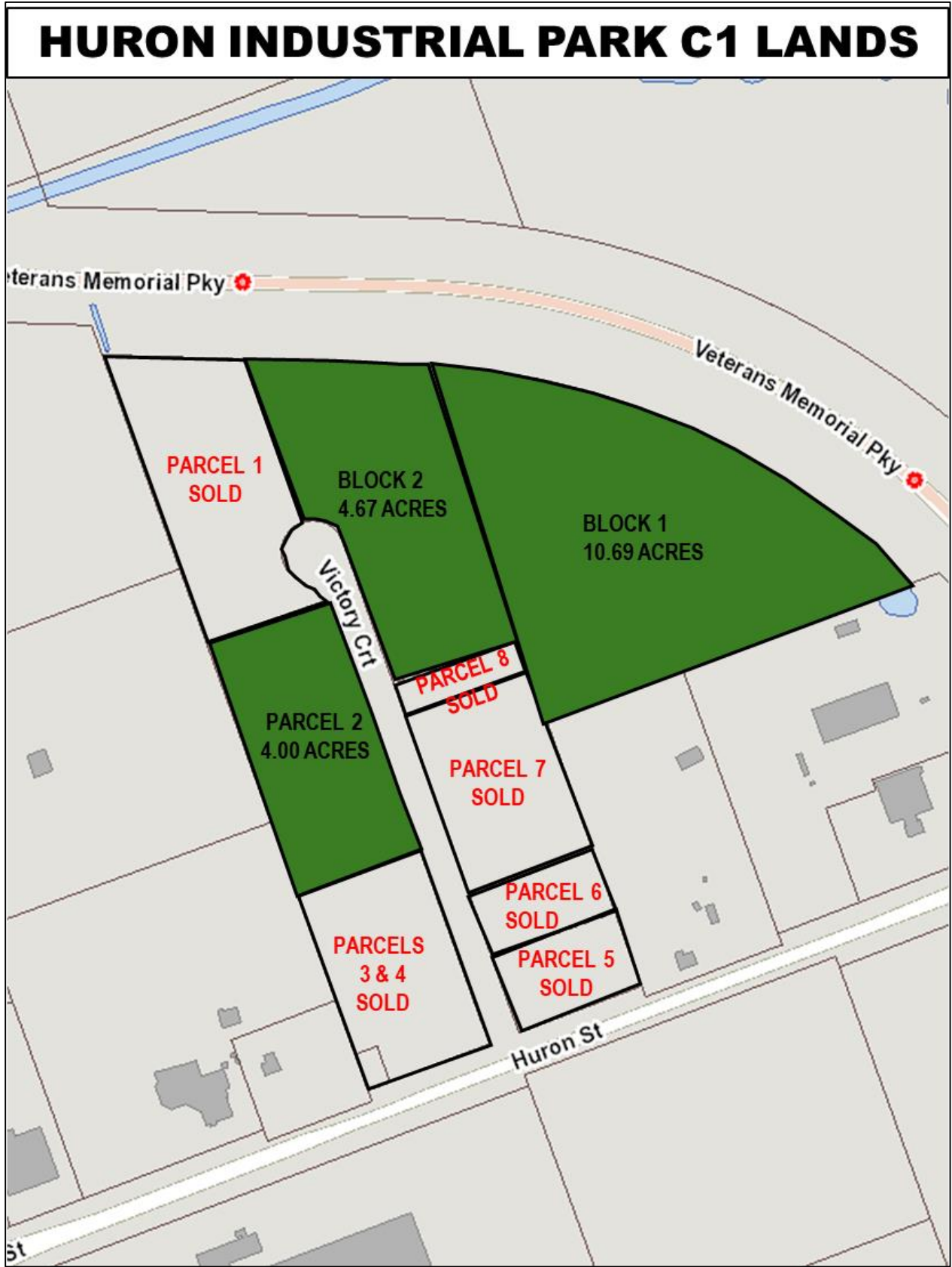


*For Illustration Purposes Only*

Appendix H – Cuddy Industrial Lands

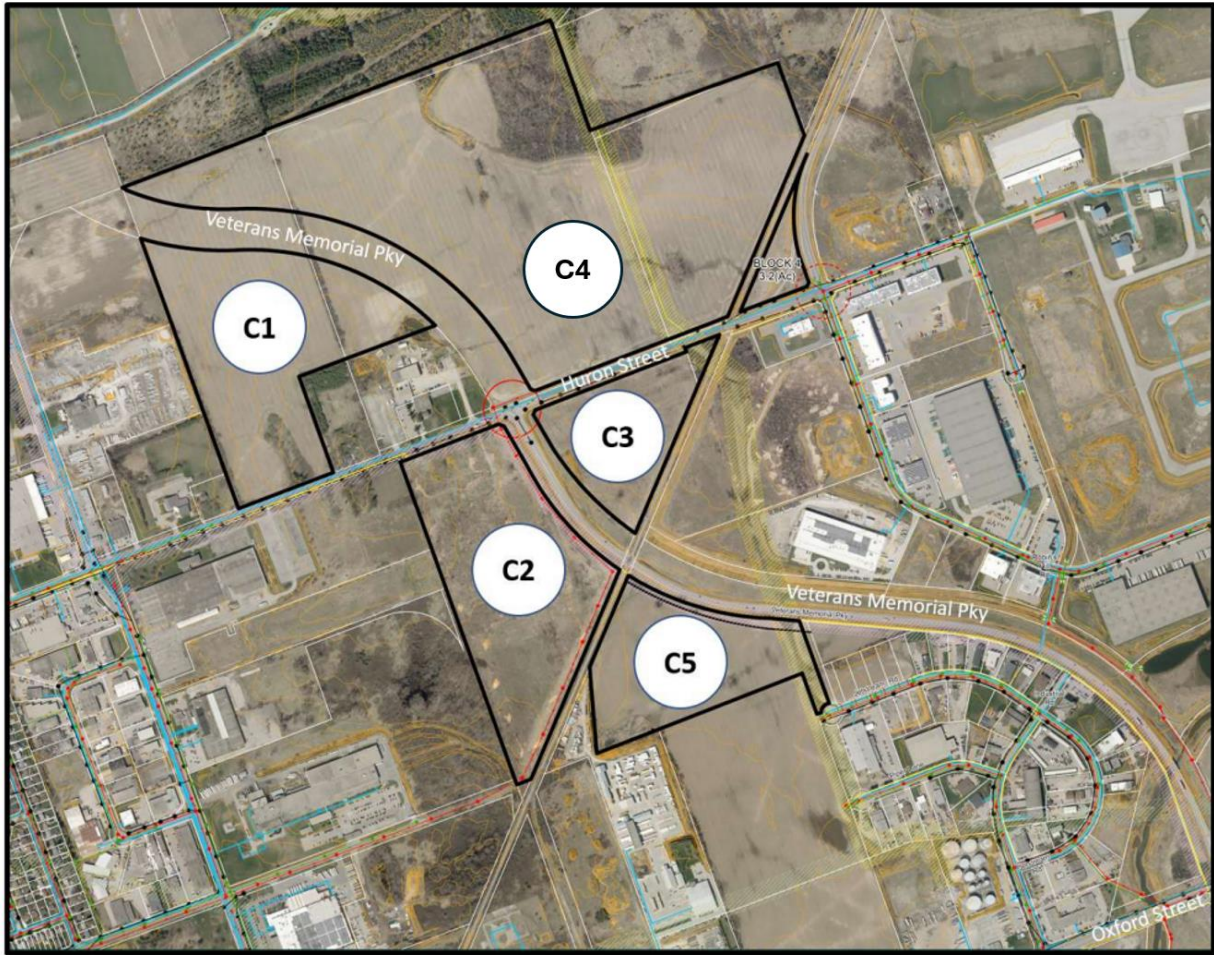


*For Illustration Purposes Only*



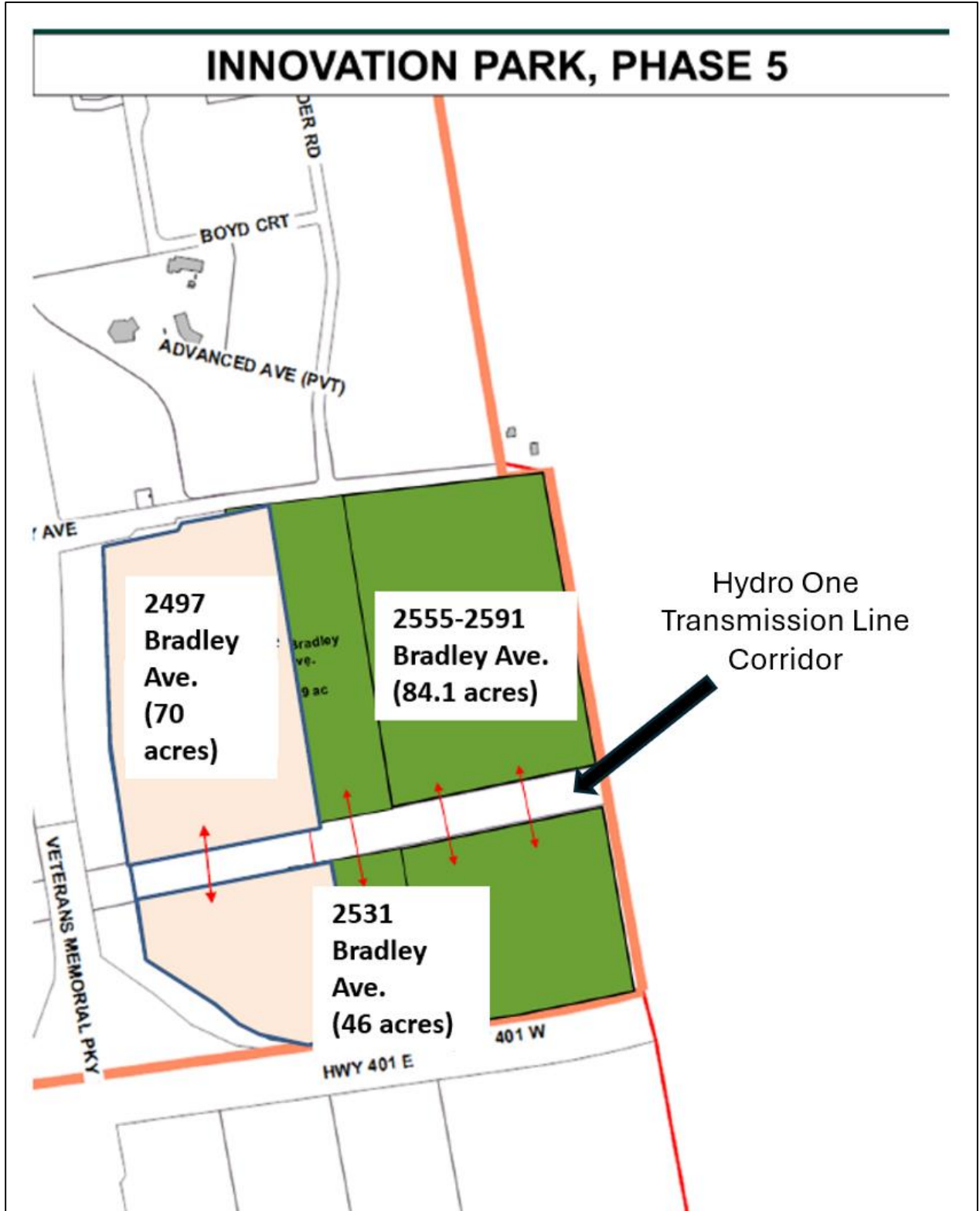
*For Illustration Purposes Only  
C1 Industrial Subdivision – Huron Industrial Park*

**Appendix I – Huron Industrial Park Lands Map Cont'd**



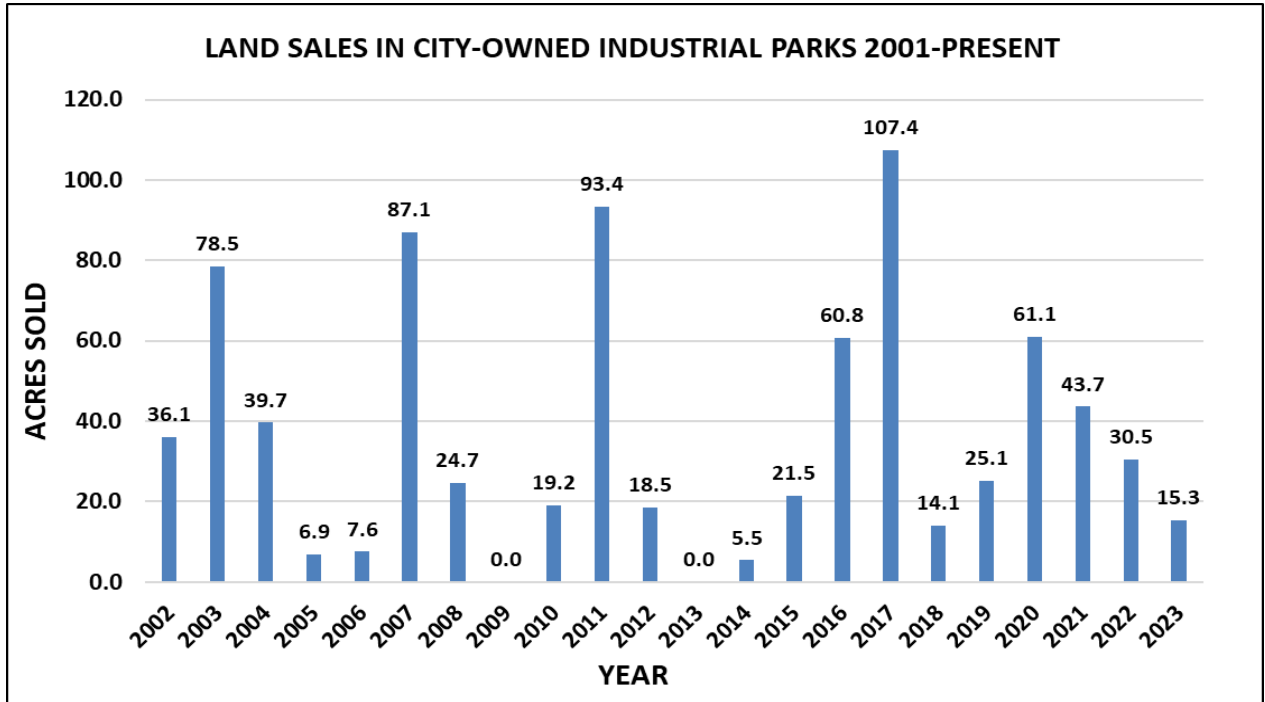
*For Illustration Purposes Only  
Remaining Blocks in Huron Industrial Park*

**Appendix J – Innovation Park Phase 5 Location Map**

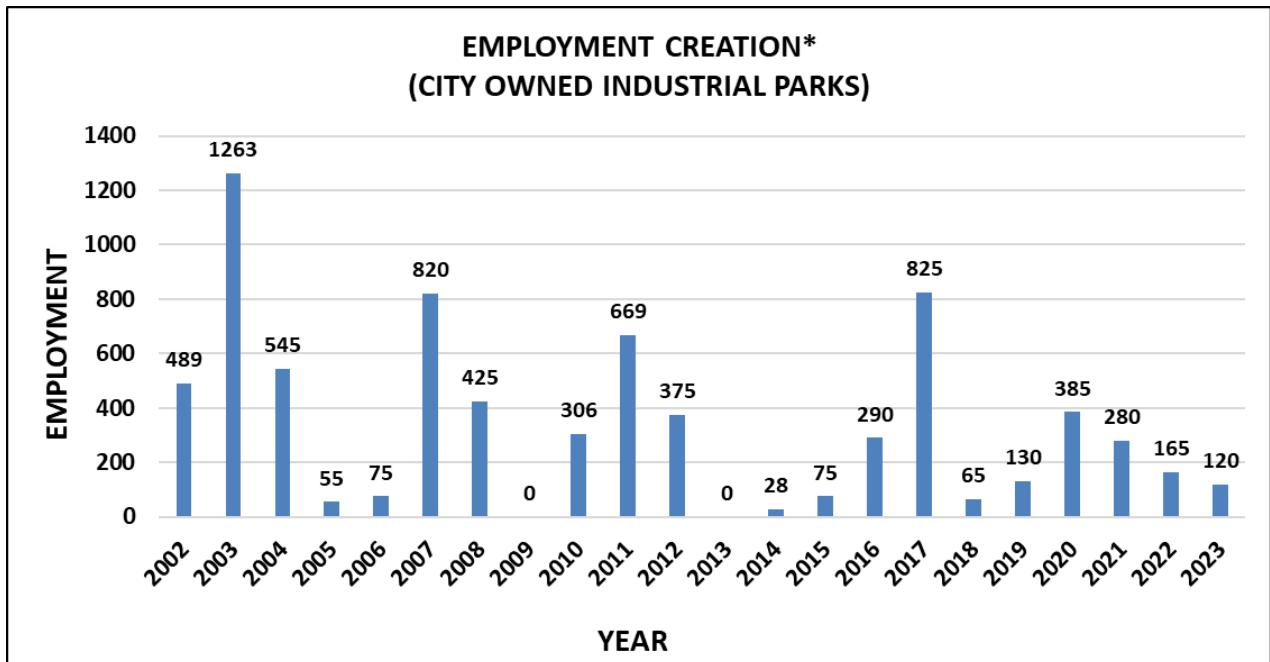


*For Illustration Purposes Only*

## Appendix K – City’s Industrial Land Sale History Chart



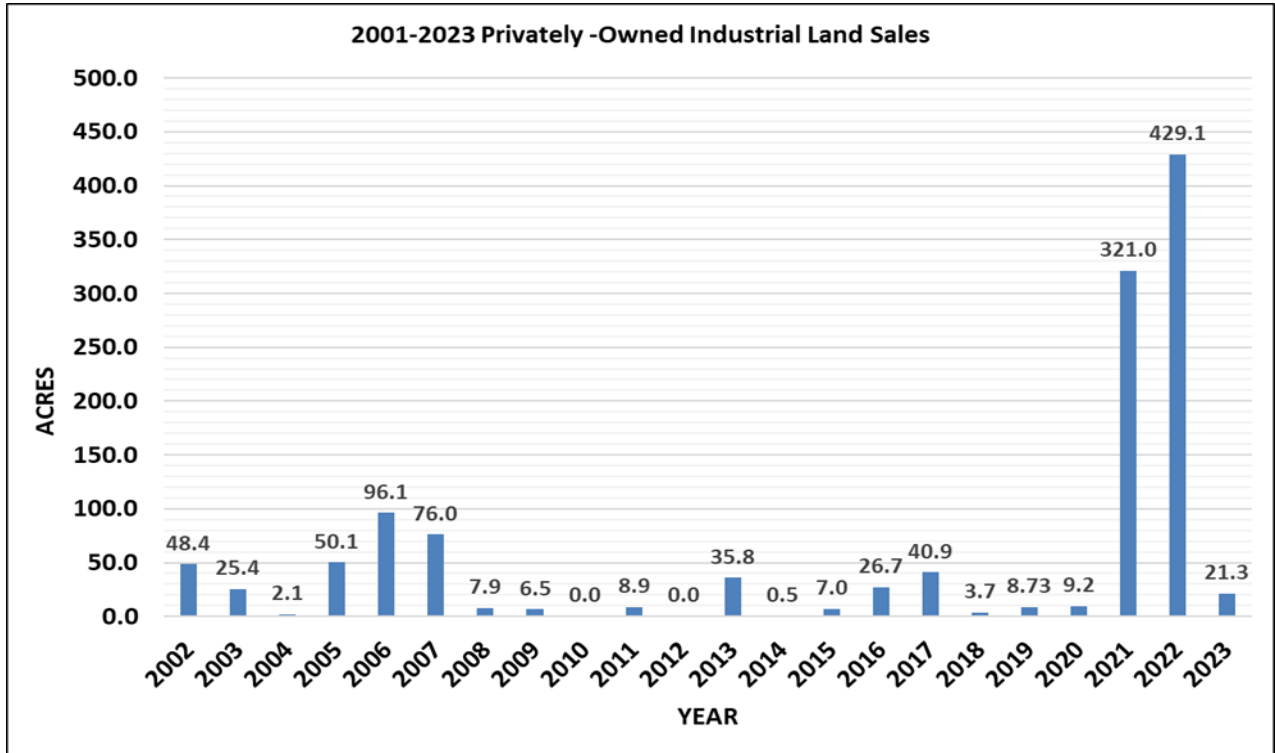
## Appendix L – Employment Creation History Chart



*\*Note: Employment noted based on declaration made by Purchasers in the Agreement of Purchase and Sale. Time lag between land closing and when Purchasers are fully operational.*



## Appendix M – Private Industrial Land Sale Chart



*Note: Data collected on land sale transactions using Geowarehouse, City Maps, and other publications.*