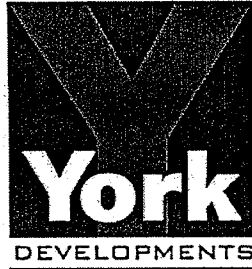


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Chair and Members
Planning and Environment Committee
City of London
300 Dufferin Avenue
P.O. Box 5035
London, Ontario
N6A 4L9

Dear Chair and Members:

Re: Southwest Area Plan (SWAP) – Revisions to Land Use Plan, Phasing & Servicing Strategy, Transportation Network, and Natural Heritage Features Plan and Draft Southwest Area Secondary Plan

We have just received and reviewed the report being presented to Planning and Environment Committee on Monday June 18, 2012 and wish to provide our comments. York Developments and its affiliated companies own considerable land holdings in the study area and have taken an active role in this process from the beginning.

One of our major land holdings comprises approximately 50 acres of land on the west side of Wonderland Road immediately north of Wharncliffe Road. York Developments submitted an OPA and ZBA for these lands in 2005. The purpose of these amendments was to allow for the development of a mixed commercial retail centre that would respond to the growing demand for retail space, particularly large format, by building upon the existing and expanding commercial node at the intersection of Wonderland Road and Southdale Road.

We have met with staff throughout the SWAP process and have made representations to Planning Committee on numerous occasions outlining the vision for these lands and the significant economic benefits that this development would bring to the City of London. During the public consultation process, we provided very detailed and well researched comments outlining our concerns on the proposed land use designations along Wonderland Road. Based on these comments, staff was directed by your Committee to consider additional commercial land use designations along the Wonderland Road corridor.

The Land Use plan being presented to you on June 18th does not properly reflect the previous Committee direction to staff. While the report proposes a range of land uses, including high density residential, office, small scale commercial and a limited amount of new format commercial uses, some of which may prove to be feasible in the long term, these uses will not respond to immediate commercial retail demand or provide short term economic benefit. Since 2005 we have repeatedly stated that there is a strong interest in our

Wonderland Road site by national retailers who have undergone their own site selections studies and have identified the south west area of London as a key location for their expansion plans.

Specifically, we have been working with Lowes Canada on the development of a major commercial campus development on our Wonderland Road site. Lowes has expressed strong support for this location given that it will be in a central location for the entire Southwest area, and has excellent vehicular access and visibility. We have also received strong interest from a number of other national and regional retailers who wish to locate here.

We have concerns, therefore, that the proposed Land Use Plan proposed by staff does not allow for any significant expansion of commercial uses beyond what currently exists at the intersection of Southdale Road and Wonderland Road. There is a very limited amount of vacant commercial land remaining along this important corridor. Moreover, the staff proposal will result in little or no development for the foreseeable future on lands that are ready to be serviced and developed. This loss of opportunity is detrimental to both the landowners and the London taxpayers.

Based on our extensive knowledge and experience in commercial development and the continued interest from a number of retail entities, we know this plan ignores the current realities of the commercial retail market place.

As market conditions change and evolve over the next 15 – 20 years, we envision stronger demand for additional uses, such as high density residential, that would complement the original commercial uses. However, it is our strong belief that the plan, as proposed, is not feasible in the immediate time frame and does not reflect a sound understanding of the economic factors at play.

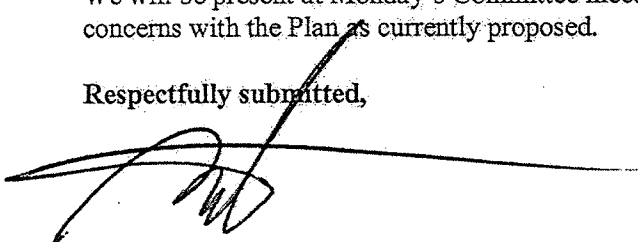
We respectfully request the Planning and Environment Committee direct Staff to implement the following motion:

“That Staff be directed to provide an alternative land use plan that would allow for more flexible commercial development along the Wonderland Road corridor, north of Wharncliffe Road, to recognize the immediate opportunity for large format retail commercial uses and for the transition to high density residential / mixed use development in the future.”

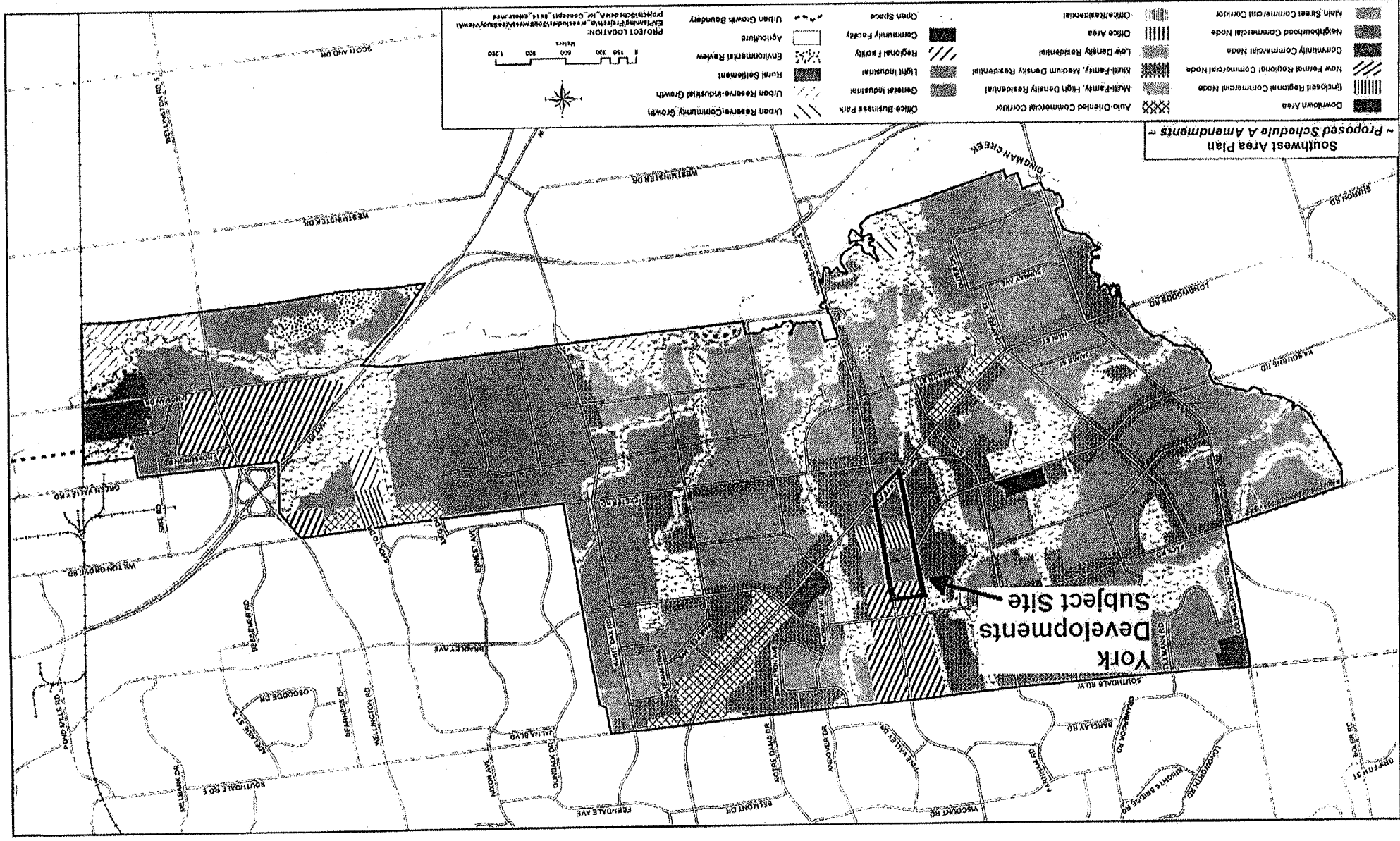
We believe this alternative land use plan would best capture the opportunity for immediate economic development, including capital investment and job creation and meet the staff objective of creating a feasible, successful mixed use corridor in the long term.

We will be present at Monday’s Committee meeting and hope to have the opportunity to further express our concerns with the Plan as currently proposed.

Respectfully submitted,



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Mr. Ali Soufan
York Developments Inc.
233 Horton Street
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RE: Suburban office demand

CBRE
CB RICHARD ELLIS

CB Richard Ellis Limited, Real Estate Brokerage
150 Dufferin Avenue
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London, ON N6A 5N6

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www.cbre.ca

I understand you are considering development of a suburban office structure in south west London and are assessing demand levels.

CBRE is very active in leasing office space in both downtown and suburban locations. We have been instrumental in the leasing of Westmount Mall as well as the Energy Place buildings on Southdale. We have also worked with a number of users considering southwest London.

At this time, demand for southwest London would make it very challenging to support construction of a new office building. There are many factors that push us toward this conclusion: market rental rates are about half of what is required to justify a new building and there has been persistent vacancy in existing product along Southdale road and at Century Centre (across from White Oaks Mall). The users that have been active in this market have generally been: large government users seeking access to 401/402 (Users over 10,000 s.f.) and medical users (The new Springbank medical building has addressed this need and has left significant vacancy in nearby medical centres that is being offered at very low rental rates). There has also been demand from very large call centre type users (20,000-125,000 s.f.) to relocate from downtown locations to areas with free parking. These users have been strongly discouraged by city administration and there is a policy in place capping the size of suburban office buildings. Furthermore, many of these users are very concerned about losing staff if they do not remain in a central London location.

Until such time as the high vacancy levels are absorbed, it is not a prudent idea to invest money in continue to overbuild London office supply which stands at one of the highest vacancy levels in the country.

Sincerely
CBRE Limited



Tim Schnurr
Vice President, Sales Representative