

**Municipality Of Chatham-Kent**  
**Community Development**  
**Economic Development Services**

**To:** Mayor and Members of Council  
**From:** Jamie Rainbird, Manager, Economic Development Services  
**Date:** February 10, 2020  
**Subject:** ISOLAB Inc. – Offer to Purchase

---

**Recommendation**

It is recommended that:

1. The Offer to Purchase received from ISOLAB Inc. to purchase approximately 1.87 acres (Attachment A) in the property known as Part of lot 17 Concession A Raleigh Designated as Part 2 on Plan 24R10331 in the Bloomfield Business Park for the price of \$93,500 + HST (\$50,000 per acre) be accepted.

**Background**

To attract industry, the Bloomfield Business Park was formed in 2002 to provide competitively priced industrial sites to establish greenfield operations in the Municipality of Chatham-Kent. The site consists of a total of 120 acres with 27 acres of developable land remaining to be sold.

The offer is the asking price established by Municipal Council for sites in the Bloomfield Business Park

**Comments**

Currently operating in Windsor, ISOLAB Inc. has been providing installation services of metrology instruments to a number of high profile manufacturers across Canada for more than 60 years. ISOLAB Inc. also offers ISO 17025 accreditation calibration services, dimensional inspections, and contract calibration management and training on major precision measuring equipment. As well, ISOLAB Inc. also manufactures temperature sensors.

They are planning to also start manufacturing mineral insulated cables at the new proposed facility and move ISOLAB's expansion to Chatham-Kent. ISOLAB will be the only company in Canada producing these cables. They will start with hiring four

additional Chatham-Kent staff as well as having six relocate/commute from Windsor. They are projecting in two years they will peak at 20-25 employees.

### **Areas of Strategic Focus and Critical Success Factors**

The recommendations in this report supports the following areas of strategic focus:

Economic Prosperity:

Chatham-Kent is an innovative and thriving community with a diversified economy

A Healthy and Safe Community:

Chatham-Kent is a healthy and safe community with sustainable population growth

People and Culture:

Chatham-Kent is recognized as a culturally vibrant, dynamic, and creative community

Environmental Sustainability:

Chatham-Kent is a community that is environmentally sustainable and promotes stewardship of our natural resources

The recommendations in this report supports the following critical success factors:

Financial Sustainability:

The Corporation of the Municipality of Chatham-Kent is financially sustainable

Open, Transparent and Effective Governance:

The Corporation of the Municipality of Chatham-Kent is open, transparent and effectively governed with efficient and bold, visionary leadership

Has the potential to support all areas of strategic focus & critical success factors

Neutral issues (does not support negatively or positively)

### **Consultation**

The Manager of Legal Services was consulted in the preparation of this report and will assist with closing of the sale once all conditions have been met.

The Manager, Revenue was consulted and is in agreement with the purchase.

**Financial Implications**

If the offer is accepted, the Municipality of Chatham-Kent will receive \$93,500 plus HST for the land sale.

The proceeds from both the property sale and future increased assessment will be used to offset the unfunded liability created to establish the Bloomfield Business Park.

The expansion of the business in Chatham-Kent will result in increased assessment and additional new jobs in the community.

Prepared by:

Reviewed By:

\_\_\_\_\_  
Jamie Rainbird, Manager  
Economic Development Services

\_\_\_\_\_  
Stuart McFadden, Director  
Economic Development Services

Reviewed by:

Reviewed by:

\_\_\_\_\_  
Dave Taylor, Manager, Legal Services

\_\_\_\_\_  
Amy McLellan, Manager, Revenue

Reviewed by:

\_\_\_\_\_  
John Norton, General Manager  
Community Development

Attachments: Attachment A: Map of Proposed Property

C: Matt Torrence, Director, Financial Services

P:\RTC\ECODEV\2020\MARCH 2 ISOLAB INC. - OFFER TO PURCHASE.DOCX



# Bloomfield Business Park



### Legend

- Road Type**
- Local
  - Private
  - - - Proposed
  - Regional Road
  - Rural Arterial
  - Rural Collector
  - Urban Arterial
  - Urban Collector
  - Sanitary Sewer Lateral Service
  - Storm Sewer Lateral Service
  - Sanitary Sewer
  - Storm Sewer
  - Water Lateral Service
  - Water Pressure Main
  - Assessment Parcel

Disclaimer: The Municipality of Chatham-Kent takes every precaution to put up-to-date and correct information on all maps published by Information Services. However, it does not expressly warranty that the information contained in the map is accurate on the date of publication. All users may use this information at their own risk. The Municipality of Chatham-Kent will not entertain any claims arising out of the use of this map or information.

This map was produced by Information Services. If you have any questions or comments regarding the information displayed on this map, or you require more information please contact us at: [ckgis@chatham-kent.ca](mailto:ckgis@chatham-kent.ca)

For internal use only.

This is not a plan of survey.