

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

**To:** Mayor and Members of Council  
**From:** Stuart McFadden, Director, Economic Development Services  
**Date:** May 13, 2021  
**Subject:** Real Estate Transaction-Bloomfield Business Park–Lawson Properties Inc.

---

**Recommendations**

It is recommended that:

1. Council direct administration to not accept the request by Lawson Properties Inc. (Expressway Trucks), for an extension of their obligation to commence construction in Bloomfield Business Park until 3<sup>rd</sup> Quarter 2023; and
2. Council direct administration to not accept the offer by Lawson Properties Inc. (Expressway Trucks) for their offer of payment of an additional \$10,000 per acre of its 4.815 acres agreed to on October 21<sup>st</sup>, 2019, and
3. Council direct administration to refund Lawson Properties Inc. (Expressway Trucks) their deposit of \$50,000.

**Background**

At the October 7, 2019 Council Closed Session meeting, Council received a report outlining the terms and conditions of a sale of 4.815 acres in the Bloomfield Business Park to Lawson Properties Inc. (Expressway Trucks). This sale was approved in Open Council Session on October 21, 2019. (Attachment A)

As part of the purchase agreement, a condition was negotiated at the time of purchase that this sale would not close until December 31, 2021 due to the municipal schedule of servicing and the extension of the Prosperity Way roadway in the Bloomfield Business Park.

The Purchaser has now informed the municipality that they would have difficulty in beginning construction until the 3<sup>rd</sup> quarter of 2023 at the very earliest with one of their major customers halting production until the 1<sup>st</sup> quarter of 2022 due to the current pandemic conditions.

The Purchaser has asked for an extension in their construction deadline and has offered to pay \$10,000 additional per acre to show their commitment to the project and their willingness to remain in the Chatham-Kent area. They have indicated that they are serious about the purchase and are a well-capitalized, well-managed company with multiple locations and significant real estate and operational holdings throughout Ontario

### **Comments**

Based on the information received from the Purchaser, administration is not recommending that an extension to the 12-month period for commencement of construction be granted.

Not providing this extension will allow the Municipality to proceed with marketing the property for other economic development opportunities. Municipal business parks are intended for economic stimulus and as industrial serviced land is limited, the best option for this parcel would be to put the lands back on the open market for immediate investment.

### **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 support 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 following Municipal staff have been consulted and agree with the recommendations:

Dave Taylor, Director, Legal Services

**Financial Implications**

Administration is recommending that the initial \$50,000 deposit made by Lawson Properties Inc. be refunded in order to facilitate reacquisition of the lands.

Prepared by:

Reviewed by:

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

\_\_\_\_\_  
Bruce McAllister, General Manager  
Community Development

Consulted and confirmed the content of the consultation section of the report by:

\_\_\_\_\_  
\_\_\_\_\_  
Dave Taylor  
Director, Legal Services

Attachment: Attachment A – RTC October 7, 2019  
Attachment B – Map of Subject Property

C: Amy McLellan, Manager, Revenue, Financial Services  
Matt Torrence, Director, Financial Services

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

**To:** Mayor and Members of Council  
**From:** Stuart McFadden, Director, Economic Development Services  
**Date:** October 8, 2019  
**Subject:** Lawson Properties Inc. – Offer to Purchase

---

**Recommendation**

It is recommended that:

1. The Offer to Purchase received from Lawson Properties Inc. to purchase approximately 4.815 acres being part of PIN00877-0094 (Attachment A) in the property known as the Bloomfield Business Park for the price of \$240,750 (\$50,000 per acre).

**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.

Lawson Properties Inc., (Expressway Trucks) is proposing to utilize the property for the sale/lease of light duty, medium duty and heavy duty new and used trucks; the repair of same; sale of truck parts, both retail and wholesale; and related uses. (Attachment B)

Expressway Trucks is one of Southwestern Ontario's leading medium and heavy truck sales and service provider with location in Ayr (Waterloo), London and Windsor.

**Comments**

The Company has been informed of necessary site plan and zoning approvals to be obtained for the construction of the proposed facility.

The closing date of this sale is December 31, 2021 due to the municipal schedule of servicing and the extension of the Prosperity Way roadway in the Bloomfield Business Park.

It should be noted that the agreement is conditional upon a number of things happening before closing, including the Purchaser obtaining necessary approvals for their construction (site plan), re-zoning of the property, etc. These are normal commercial terms for a transaction of this nature.

It should also be noted that the final price of the property may vary slightly, as the total acreage to be purchased will be determined by preparation of a Reference Plan depicting the property.

### **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**

Legal Services was consulted in the preparation of this report.

### **Financial Implications**

If the offer is accepted, the Municipality of Chatham-Kent will receive \$240,750 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:

---

Stuart McFadden, Director  
Economic Development Services

Reviewed by:

---

John Norton, General Manager  
Community Development

Attachment: Attachment A: Map of Proposed Property  
Attachment B: Picture of Proposed Facility

C: Dave Taylor, Manager, Legal Services  
Amy McLellan, Manager, Revenue  
Matt Torrence, Director, Financial Services

P:\RTC\ECODEV\2019\OCT 21 - LAWSON PROPERTIES INC. OFFER TO  
PURCHASE.DOCX



Purchase of Part of PIN 00877-0094



- Legend
- Ownership Parcel
  - Bridges
  - Culverts
  - Sidewalk
  - Pump Houses
  - Parking Lots

1: 2,308



NAD\_1983\_UTM\_Zone\_17N  
© Lantada Geographics Group Ltd.

This map is a user-generated data output from an Internet mapping site and is for reference only. Data users that appear on this map may or may not be accurate, current, or otherwise reliable. Queen's Printer retains the copyright in all of the ©2007/2008 Orthophotography Products. THIS MAP IS NOT TO BE USED FOR NAVIGATION

Notes