

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

METRO VANCOUVER  CHAPTER

20TH ANNUAL

Regional

INDUSTRIAL

Cost of Business Survey

Fall 2019

NAIOP Vancouver Chapter is pleased to present the 2019 findings of its Industrial Development “Report Card”



BMW parts distribution and training facility of 350,000 square feet. This is a built to suit lease project with additional tenant space. Occupancy was granted in September 2019

Now in its 20th year of its publication, the NAIOP Cost of Business Survey offers three annual awards to municipalities that have implemented improvements in development costs and processing times. Our assessment of 17 Metro Vancouver municipalities provides our membership

and the business community at large with an essential reference tool for considering development areas. The survey is also a tool for municipalities themselves as a gauge for their own development costs and approval processes as compared to their neighbours.

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2019 Highlights

This year, the 2019 NAIOP Awards for Municipal Excellence will be acknowledging four municipalities that have excelled in creating environments positive to business creation. The three categories of awards are:

- Most Improved - Fees: the most improved compared to previous survey results
- Most Fiscally Responsible: cost increases kept in line with overall inflation
- Most Improved - Permitting: implementation of policies to support the creation of new job spaces

The 2019 winners are:

1. Most Improved – Fees: City of Delta

With a 25.2% reduction in total fees since 2017, the City of Delta has significantly reduced fees for commercial real estate developments in the city.

2. Most Fiscally Responsible: City of Delta

Delta has managed to maintain an annual average inflation rate of -1.6% for development fees since 2001, lowering their costs by 1.6% annually for the last 18 years. Other municipalities vary greatly, from -0.4% (Surrey) to 4.2% (Maple Ridge), with the average being a 0.7% cost increase annually over the last 18 years. Only three municipalities, including Delta, have lowered costs and the remaining 14 have raised them incrementally since 2001.

3. Most Improved – Permitting: City of Vancouver, Tenant Improvement Permitting Timeline

Recognizing that the BP permitting process was delaying businesses from being able to complete their improvements, the City of Vancouver held roundtables with stakeholders including architects, designers, developers, tenants and industry groups, including NAIOP Vancouver, to learn how to significantly improve permitting time. They have succeeded by implementing, among other things: a “Nexus” line to allow frequent users (five plus applications a year) to access a separate line (designers, architects, developers); improving the online application process; and, minimizing fees for small businesses.

4. Runners up Most Improved – Permitting: City of Burnaby, City of Surrey

With numerous initiatives to expedite permitting process efficiencies, Burnaby and Surrey have both made significant improvements to help the commercial real estate industry.

ACKNOWLEDGMENT:

NAIOP would like to acknowledge and thank all of the municipalities that took part in this year's Cost of Business Survey. Participation is voluntary and the time expended to respond to it can be significant for planning, engineering and building departments. Development in any jurisdiction is a partnership between business and the community. NAIOP is pleased to be in a position to work, on behalf of our members, with all of the Metro Vancouver jurisdictions that participated in the publication of this information for the business community.

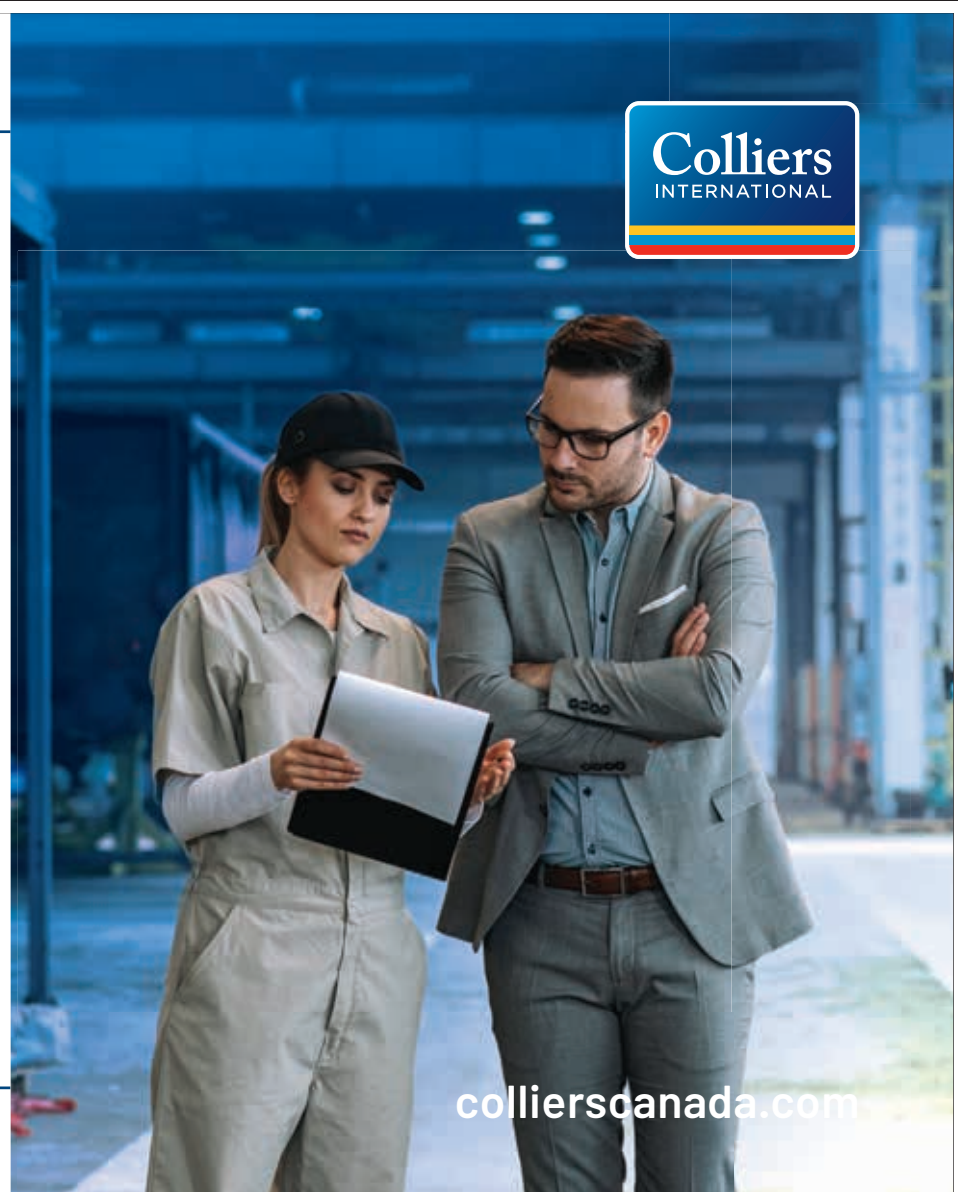
NAIOP would also like to acknowledge the contributions of Avison Young for the industrial market statistics.

If you have any questions on the data, please contact the Cost of Business Survey Committee at cobs@naiopvcr.com.

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2019 Winners Q & A

Vancouver: Most Improved – Permitting

Paul Mochrie is Deputy City Manager for the City of Vancouver.



Congratulations on winning the Most Improved – Permitting award. The City of Vancouver has made a lot of significant changes to the permitting process in the past two years. What were some of the bigger changes implemented and why?

The starting point was focusing and prioritizing permits for commercial clients. That's our top priority. We recognize that challenges, complexities and delays impact business so we have focused on commercial permits as an area of improvement. Over the last 2 years, the numbers of permits have grown significantly without any investment in those processes or people. We have council approval to invest in more staff so we have capacity for the increased volume.

Particularly for experienced clients, we've looked at simplifying our process so they don't wait for 2 hours at service counter to drop off applications. They are now able to come in and drop off without wasting time. We've also had a big focus on online permits. We still have long way to go, but trade permits are all applied for online to make it easy as possible, and for simple permits we now issue automatically. We've just started doing these things and are continuing to expand the type of permits we issue electronically. We also have a staff team that focuses on small business, to help them navigate the process. We're expanding that now to include more clients and seeing good results.

How has this affected the development pipeline?

We still have lots of work to do, but we are seeing good results from this early work. Our volumes are really high so we are still under a lot of pressure from a workload perspective. We will have better metrics in next year to show our improvements. But with some permits, we are getting them out faster and the process is getting easier for applicants. We are a long way from perfect, but we are starting to see some measurable improvements.

Any advice on how the real estate community can better work with your municipality?

We've had really good industry input on things that are working and not working. There's a fair amount of complexity to working in Vancouver so the extent to which contractors and consultants are educated on working in the city can make a huge difference. Ensuring that there is good communication between property owners and consultants and contractors can really help.

Surrey: Runner Up, Most Improved – Permitting

Ron Hintsche is a Manager of Area Planning and Development for the City of Surrey, South Division.



Congratulations on winning the runner up award for improvements to permitting. What changes have been implemented to expedite the permitting process in Surrey?

With DPs, we implemented an internal group called the Design Review Group made up of city staff from different departments, and they review preliminary documents like site plans and environmental reports provided by applicants before applications are made. This allows applicants to get a running start and with detailed comments from the DRG, we help direct their application and ensure the review process is that much quicker. This has proven to be effective and is welcomed by the development community because although it's more work up front, it provides a sense of the key issues, DPs move that much more quickly and we could get in front of council reasonably quickly. With preliminary approval, we will start accepting BP applications even though DPs aren't final – we will allow them to run concurrently. This shortens the time frame significantly because they were able to have their BPs into the city earlier.

The other thing that helps the BP process in Surrey, for the more complicated projects, we recommend the use of Certified Professional. We have a number of good CPs we work with and that helps expedite BP reviews as well. It's much easier for our BP review staff to deal with the permit when a CP is involved so we encourage that.

How has this affected the development pipeline?

I think the development community knows that we are able to deliver a service that's consistent and with our DRG process, time frames are expedited and the process is notably quicker because developers are doing the upfront work. Some developers might not like doing all the work upfront because costs are involved, but if they are serious about developing, then there's no hesitation in working with us on this process.

What feedback have you received to date about improvements to the permitting process?

Quite often, we get letters of appreciation from developers saying they are impressed they got their BP as quickly as they hoped. I think we are doing well and feedback seems to be positive.

Any advice on how the real estate community can better work with your municipality?

Just establishing a contact person and being prepared. The more we understand a proposal upfront, the more we are able to look at it and give comprehensive answers as to potential success and issues of a particular project.

Delta: Most Fiscally Responsible

Mayor George V. Harvie



Congratulations on winning the Most Fiscally Responsible Award. How have you been able to lower costs so consistently over the past 18 years?

Delta is very fortunate to have a diverse tax base provided by our industrial and commercial operations, and we are able to lower costs by ensuring we are not overtaxing businesses. And with building and development permits, we want to be at the low end. We need to keep businesses and jobs here, and we want people to build here. The quicker we have developments complete and in place, the faster our tax base goes up. So the more we can enlarge our industrial and commercial tax base, the lower the overall tax burden for everyone in Delta.

What changes were implemented in order for you to achieve this?

We kept development applications and building permit fees to 1 to 2 % per year, and that is on the lower spectrum compared to other cities. We keep our rates very low because our priority is to bring development business into Delta and to complete projects quickly to keep jobs in Delta. Overall, that improves our community and we're well recognized by the development community as one of the better cities in which to build.

Any changes on the horizon that might be of interest to the real estate industry?

We are finalizing approval for an additional 100 acres of industrial in Delta and we've been very bullish on providing incentives to developers to build in Delta. As well, I'm Chair of the Metro Vancouver Industrial Lands Task Force and we are looking at how to utilize existing zoning more efficiently.

Any advice on how the real estate community can better work with your municipality?

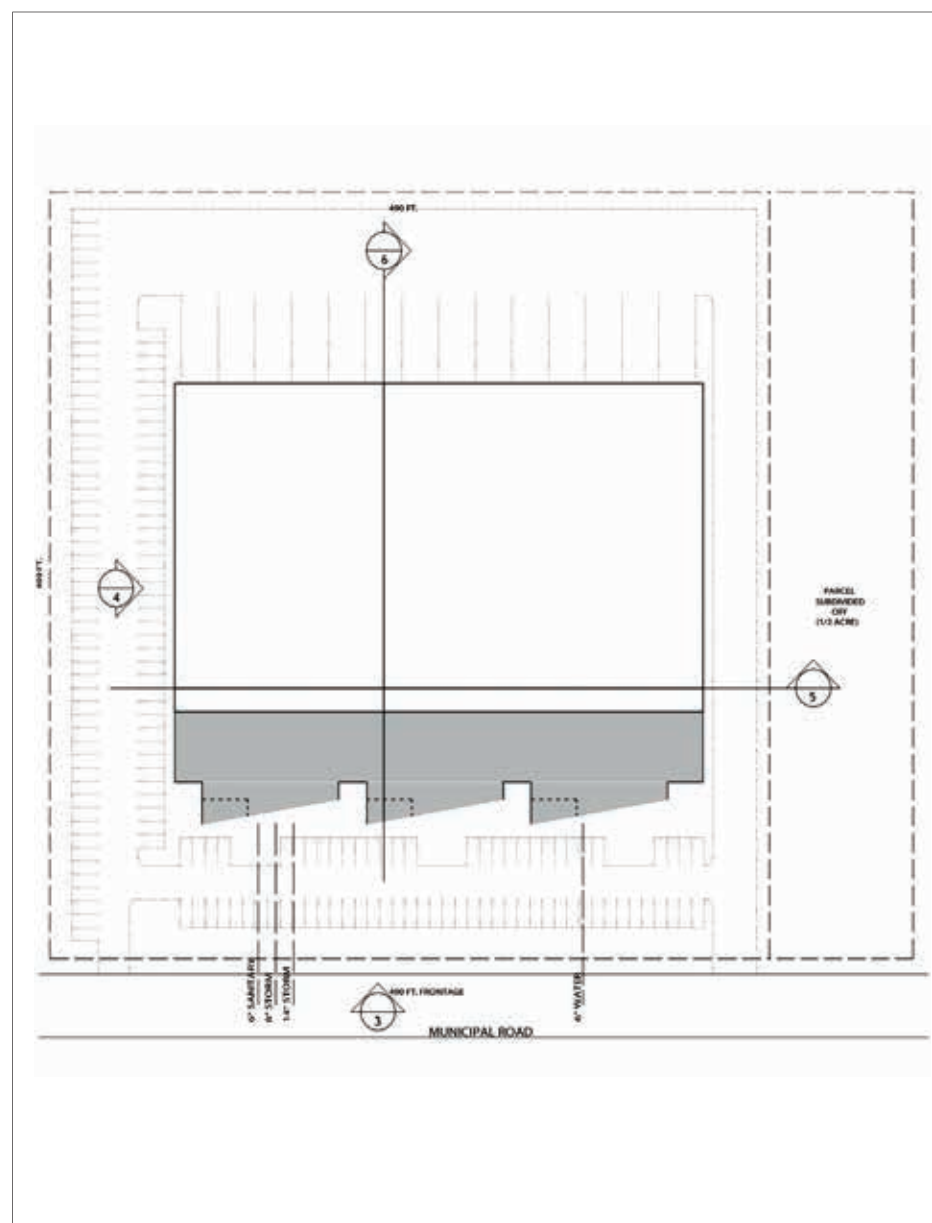
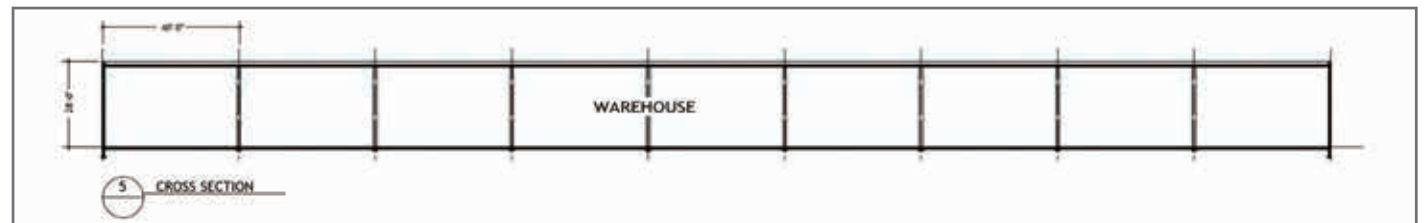
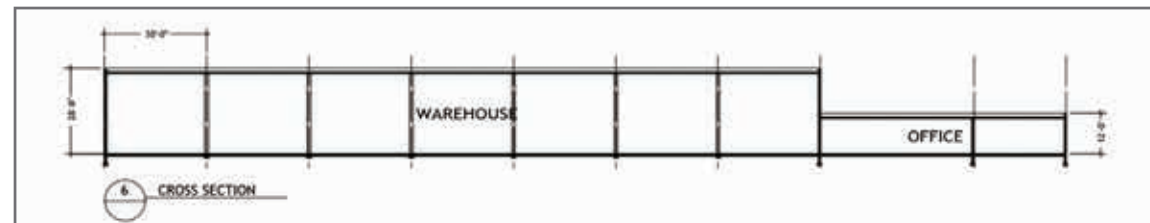
My office is always open and with complex projects, we always have a staff team and city manager working to remove barriers and make quick progress. We want to continue to reduce red tape and we currently have an active task force and changes are now underway to speed up the development process, reduce costs and wait times, improve communications and streamline development and approvals.

Industrial Building Prototype

The proposed development is for a 100,000 square foot (9,290 square metre) concrete tilt-up distribution warehouse including a 15,000 square foot (1,394 square metre) office component in a single-storey structure. The building is proposed for an unsubdivided, non-industrial zoned 6-acre lot which requires a number of municipal approvals as listed below.

Development context:

- Located within an area designated in the municipality's Official Plan and Metro Vancouver's Regional Growth Strategy as suitable for industrial use
- Located within a DP area
- Located within a DCC/DCL-applicable area
- 490 feet of lot frontage on a 15-year-old dedicated municipal roadway and interior parcel lines with adjacent lots after subdivision

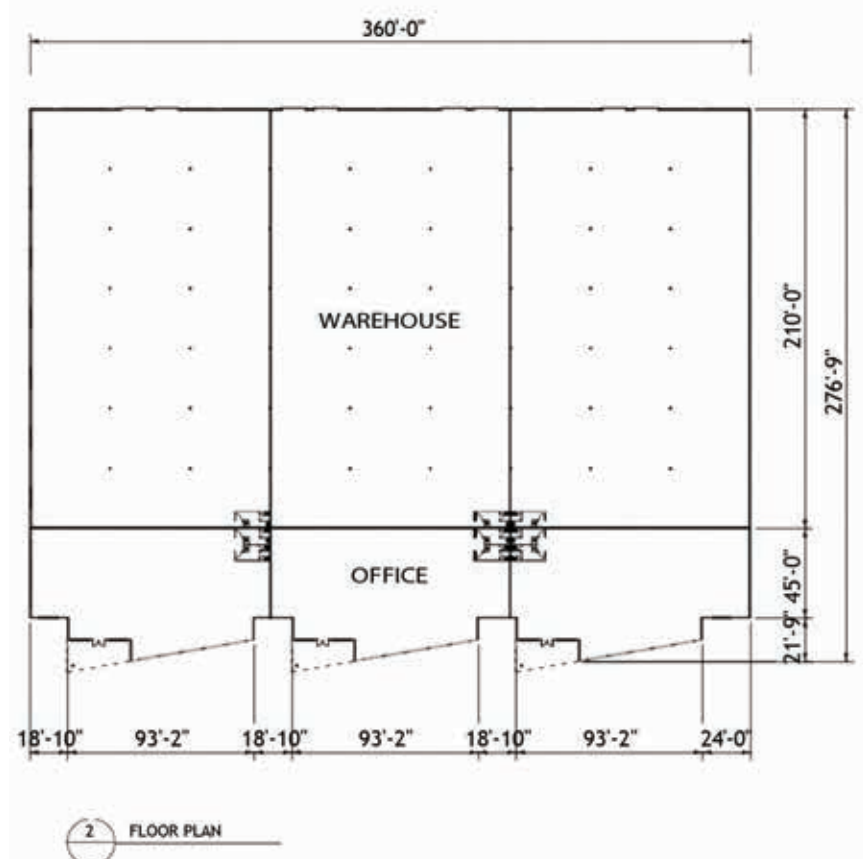


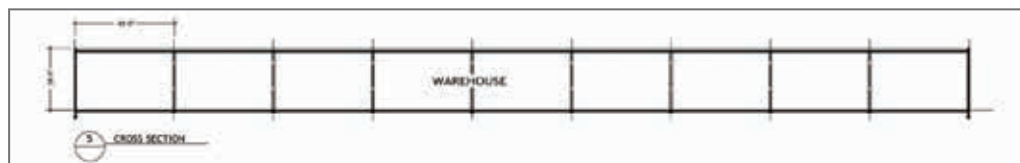
PROPOSED INDUSTRIAL SITE DATA

NET SITE AREA: 5.5 ACRES (2.226 HECTARES)

PROPOSED BUILDING

WAREHOUSE AREA	85,000 SQ.FT.
OFFICE AREA	15,000 SQ.FT.
TOTAL BUILDING AREA	100,000 SQ.FT.
CONSTRUCTION COST OF BLDG. & ON-SITE IMPROVEMENTS	\$ 15,000,000.00
COST OF OFFSITE IMPROVEMENTS	\$ 750,000.00



**Building assumptions:**

- Complies with zoning bylaw regulations in the governing jurisdiction.
- The application and its content has been prepared using the services of a registered architect, landscape architect and professional civil engineer
- Office component to be improved as required by code for designated use/occupancy
- Fully-sprinklered throughout office and warehouse components

Development requirements:

- Rezoning to general office/industrial zoning as per jurisdiction
- Land subdivision to create one parcel of 5.5 net acres less road and other dedications
- All required permits and fees

Construction costs:

- \$150 per square foot / \$15,000,000 for building and onsite improvements
- \$750,000 for offsite works (street and drainage improvements - not DCC rebateable)

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Economic Indicators

Economy

Global economic growth remains in a fragile state. Trade uncertainty continues to dominate headlines and is manifesting in weakening trade, growth expectations and investment. B.C.'s economy is treading modestly through this weaker backdrop, buoyed by a strong labour market, still robust construction cycle and promises of future major project construction; however, the B.C. economy has not been completely immune to the deteriorating global backdrop. Economic growth in B.C. is forecast to slow to 2.2% in 2019 from 2.4% in 2018, marking the slowest pace since 2015. Growth rebounds in 2020 to 2.6% as major project construction picks up, before trending closer to 2% thereafter. A compendium of factors including retrenchment in the forestry sector and slowing consumer spending on big ticket items will weigh on growth. In contrast, expansion in employment and population continues to support demand, while the province remains amid a strong building cycle in both the residential and non-residential sectors. Effects of the downdraft in the resale housing market on this year's growth are mixed as the residential building cycle lags the sales cycle.

Source: Central 1 Credit Union

Industrial market overview

Ongoing strong demand for industrial space in Metro Vancouver has kept industrial vacancy at or near record lows in 2019. Vacancy was 1.3% in the third quarter of 2019, up slightly from the record low vacancy of 1.2% recorded through the first half of the year. A record eight industrial markets in Metro Vancouver posted industrial vacancy rates of 1% or less in the third quarter of 2019. Vacancy in Metro Vancouver's industrial

market has been less than 2% for the past 3.5 years and sub-1.5% for the past 18 months. Industrial rental rates have been rising rapidly in recent years with the average asking net rent for industrial space in Metro Vancouver at \$12.67 psf as of third-quarter 2019 – down slightly from \$12.70 psf at mid-year 2019, but up substantially from \$11.48 psf at mid-year 2018. Vancouver and North Vancouver remain the region's two most expensive industrial markets with Coquitlam, Port Coquitlam, Burnaby and Richmond rounding out the top six priciest markets in Metro Vancouver. Industrial markets south of the Fraser River, such as Langley, Surrey and Delta, remain less expensive than the region's more traditional core industrial markets. Almost 3.6 million

square feet of industrial space has been absorbed in Metro Vancouver in the first nine months of 2019.

Industrial strata units remain a very popular option and a growing share of Metro Vancouver's industrial market with the majority of new units often presold prior to commencement of construction. Developers are increasingly choosing to build industrial strata developments due to the high cost of acquiring industrial land and a strong appetite among both owner-occupiers and private investors for strata units. Current asking prices for industrial strata can range from \$650 psf to \$750 psf in Vancouver, \$400 psf to \$650 psf in Burnaby, and \$235 psf to \$510 psf in Surrey.

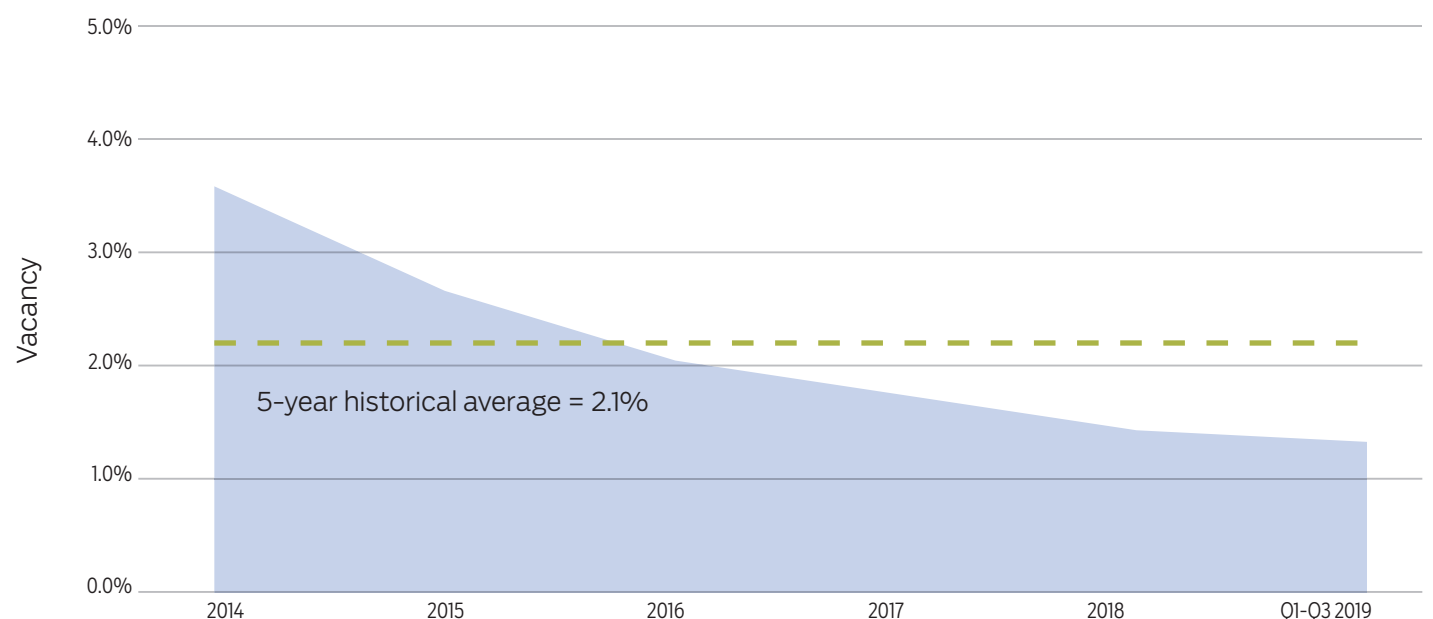
Economic Indicators

	2018	2019	12-Month Forecast
BC employment	1.1%	2.7%	↓
BC unemployment	4.7%	4.6%	↓
BC Real GDP	2.4%	2.2%	↑

Metro Vancouver Industrial Market Indicators

	Q3 2018	Q3 2019	12-Month Forecast
Vacancy	1.5%	1.3%	↑
Net absorption (sf)	759,087	974,540	↔
Under construction (sf)	5,116,994	5,594,310	↔
Average asking rent (psf)	\$11.48	\$12.67	↑

Metro Vancouver Industrial Vacancy



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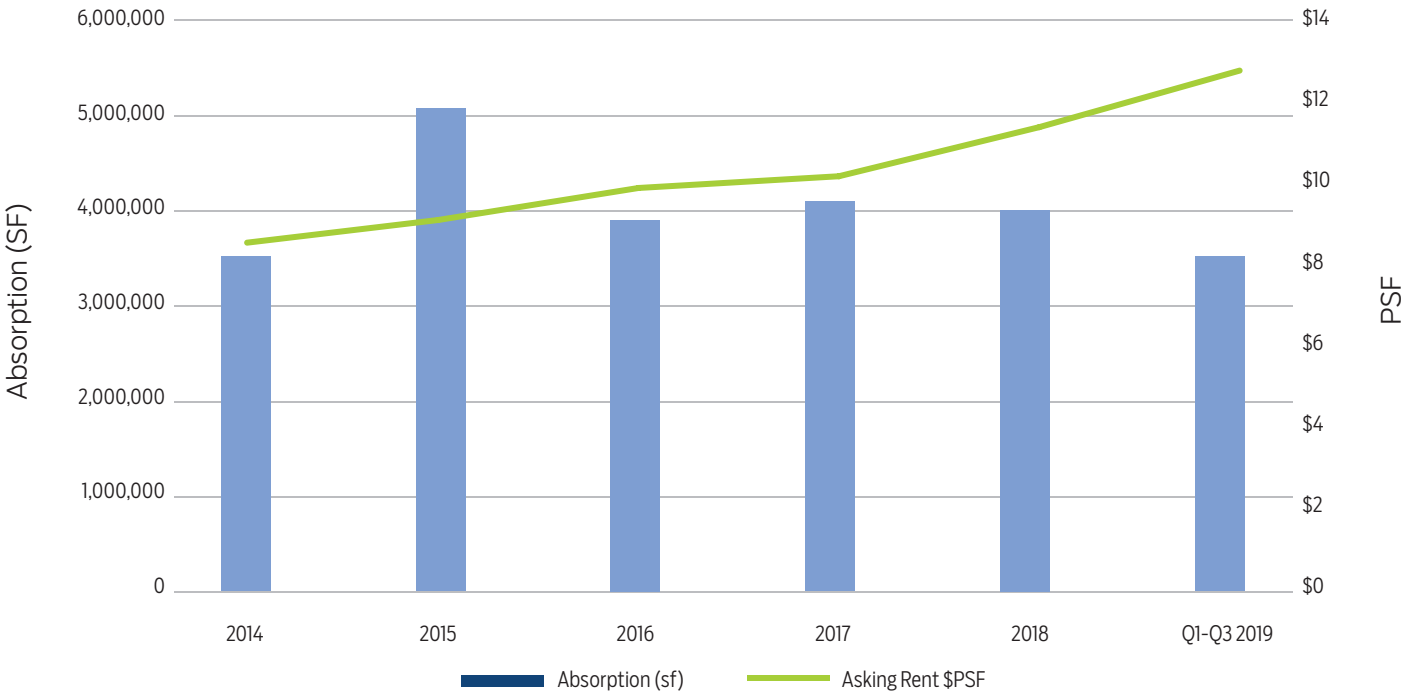


Outlook

Industrial vacancy is unlikely to rise in a meaningful way for at least the next 24 to 36 months barring a severe and unforeseen economic shock impacting the regional and national economies. Industrial rental rates are likely to continue to rise, albeit at a slower pace than what has been registered since 2015. New construction activity remains strong with only a limited industrial land supply and municipal delays hindering delivery of additional industrial projects. Favourable interest rates, rising rents, record-low vacancy and limited new options for lease will continue to power the region’s thriving industrial strata market.

Source: Avison Young Research

Metro Vancouver Net Absorption (SF)/
Average Asking Rent (PSF)



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Survey Summary

Total municipal fees from 2017 to 2019 for the industrial development scenario have increased by an average of 18.0% across all municipalities. Development & Building Permit Fees are on the rise, with all 17 municipalities reporting an increase in this category. Only three municipalities managed to lower their overall costs, the City of New Westminster, City of Delta and City of Surrey. The City of Delta in particular reported a 22.2% decrease in their Fee over the last two years.

For the first time since the Cost of Business Survey was originally published in 2001, three municipalities show total costs in excess of \$1 million reported. When comparing to the original results, however, only one municipality exceeded 4.0% in annual average inflation, with the average for all municipalities at 0.7%. Only 3 municipalities have declared shorter approval times, whereas 7 reported an increase and the remaining 7 showing no change since 2017. Please note these times largely rely on the development permit, subdivision and building permits being processed concurrently with the rezoning, and any delays in one phase of the process can significantly affect the overall timing for each municipality.

Municipality	Total (Excluding Metro Region Charges & Taxes)	2019 Approval Timing (days)
City of Burnaby	\$237,414.60	420
City of New Westminster ²	\$318,348.58	180
City of Port Moody	\$338,463.90	485
City of Chilliwack	\$342,404.56	120
City of Maple Ridge	\$348,243.45	120
City of Delta	\$376,720.94	240
District of Mission	\$464,000.09	360
City of Langley	\$485,498.10	180
City of Abbotsford	\$518,416.25	360
City of Port Coquitlam	\$526,747.00	360
City of North Vancouver	\$538,065.00	300
Township of Langley	\$583,823.44	120
City of Surrey ¹	\$648,434.35	545
City of Coquitlam	\$703,814.66	360
City of Vancouver	\$1,037,017.50	365
District of North Vancouver	\$1,198,089.18	360
City of Richmond	\$1,330,732.00	120
Increase from 2017 survey		Decrease from 2017 survey

Values include:

7 increase - 3 decrease - 7 same

NOTES

¹DCC fee assumes the proposed development is not in Campbell Heights or the Highway 99 Corridor plan areas, which have different DCC rates

²DCC fee amount shown for DCC fee covers Mainland; for Queensborough, the fee is \$118,450

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Municipal Fees

2017 Rank	2019 Rank	Municipality	Rezoning & Subdivision Application Fees	Development & Building Permit Fees	Administration, Processing & Sprinkler Inspection Fees	DCC/DCL Fee	Sewer & Water Connection Fees	Regional Sewer & Drainage Fees	Taxes	2019 Total ³	2017 Total	Percentage Change from 2017	Equivalent Annual Average Inflation Rate
2	1	City of Burnaby	\$28,596.00	\$206,771.85	\$2,046.75	N/A	\$47,123.00	\$267,000.00	\$154,843.50	\$237,414.60	\$222,670.00	6.6%	0.4%
7	2	City of New Westminster ²	\$11,607.12	\$149,293.96	\$31,986.50	\$125,461.00	Not Submitted	\$307,050.00	\$245,973.00	\$318,348.58	\$374,438.00	-15.0%	-0.9%
3	3	City of Port Moody	\$29,273.85	\$159,908.85	\$32,281.20	\$117,000.00	Not Submitted	\$307,050.00	\$203,253.00	\$338,463.90	\$294,999.00	14.7%	0.8%
4	4	City of Chilliwack	\$3,194.00	\$124,594.56	\$8,750.00	\$205,866.00	\$39,500.00	N/A	\$103,500.00	\$342,404.56	\$329,005.00	4.1%	0.2%
1	5	City of Maple Ridge	\$8,012.00	\$97,279.75	\$30,861.00	\$212,090.70	\$31,000.00	\$267,000.00	\$134,050.50	\$348,243.45	\$165,136.00	110.9%	4.2%
9	6	City of Delta	\$4,777.00	\$112,297.00	\$31,644.00	\$228,002.94	\$82,000.00	\$267,000.00	\$178,191.00	\$376,720.94	\$503,604.00	-25.2%	-1.6%
5	7	District of Mission	\$6,495.00	\$106,268.94	\$39,322.95	\$311,913.20	Not Submitted	N/A	\$134,050.50	\$464,000.09	\$331,665.00	39.9%	1.9%
8	8	City of Langley	\$9,528.00	\$137,629.00	\$35,011.10	\$303,330.00	\$31,000.00	\$267,000.00	\$104,562.00	\$485,498.10	\$480,110.00	1.1%	0.1%
10	9	City of Abbotsford	\$7,929.00	\$89,840.25	\$29,947.00	\$390,700.00	Not Submitted	N/A	\$85,500.00	\$518,416.25	\$509,935.00	1.7%	0.1%
11	10	City of Port Coquitlam	\$14,077.00	\$123,535.00	\$29,537.00	\$359,598.00	\$28,000.00	\$267,000.00	\$154,843.50	\$526,747.00	\$524,644.00	0.4%	0.0%
15	11	City of North Vancouver	\$5,700.00	\$125,505.75	\$47,336.25	\$359,523.00	\$50,000.00	\$120,000.00	\$130,947.00	\$538,065.00	\$535,297.00	0.5%	0.0%
14	12	Township of Langley	\$20,668.00	\$82,505.44	\$35,227.40	\$445,422.60	N/A	\$267,000.00	\$118,731.00	\$583,823.44	\$578,939.00	0.8%	0.0%
16	13	City of Surrey ¹	\$9,531.46	\$140,815.61	\$39,052.28	\$459,035.00	\$21,309.00	\$267,000.00	\$69,416.55	\$648,434.35	\$696,872.00	-7.0%	-0.4%
12	14	City of Coquitlam	\$9,885.57	\$144,585.33	\$33,245.76	\$516,098.00	Not Submitted	\$307,050.00	\$120,549.00	\$703,814.66	\$533,584.00	31.9%	1.6%
17	15	City of Vancouver	\$91,378.00	\$117,305.50	\$3,334.00	\$825,000.00	\$72,385.00	\$93,000.00	\$64,067.40	\$1,037,017.50	\$779,620.00	33.0%	1.6%
13	16	District of North Vancouver	\$10,425.00	\$187,996.80	\$35,512.50	\$964,154.88	\$66,576.70	\$120,000.00	\$106,412.70	\$1,198,089.18	\$672,532.00	78.1%	3.3%
18	17	City of Richmond	\$3,243.00	\$139,489.00	\$30,000.00	\$1,158,000.00	\$26,500.00	\$105,000.00	\$75,452.70	\$1,330,732.00	\$1,034,665.00	28.6%	1.4%

Increase greater than 35% from 2017 survey Decrease greater than 20% from 2017 survey

NOTES
¹DCC fee assumes the proposed development is not in Campbell Heights or the Highway 99 Corridor plan areas, which have different DCC rates
²DCC fee amount shown for DCC fee covers Mainland; for Queensborough, the fee is \$118,450
³Total fee amount excludes sewer & water connection fees, regional sewer & drainage fees and taxes

Building Permit Data

Development activity reported through new industrial building permits issued has increased in total value by \$97.7 million from 2016 to 2018, although several municipalities did not report any activity in 2018. The increase is largely attributed to two municipalities, the City of Surrey and City of Abbotsford, who reported a total value increase of 18.8% and 53.0%, respectively.

Municipality	2018 Total Building Permit Value ¹	2018 Total Number of Building Permits ¹
City of Surrey	\$94,361,374.00	25
City of Abbotsford	\$74,923,618.00	16
City of Vancouver	\$59,086,276.00	8
City of Delta	\$46,021,860.00	10
Township of Langley	\$42,786,203.00	11
City of Burnaby	\$35,276,553.00	9
City of Richmond	\$32,831,230.00	8
City of Port Coquitlam	\$23,083,356.00	7
City of Maple Ridge	\$9,154,190.00	13
City of Chilliwack	\$8,040,000.00	4
City of Port Moody	\$5,100,000.00	2
District of Mission	\$1,750,000.00	1
City of New Westminster	\$-	0
City of Langley	\$-	0
City of Coquitlam	\$-	0
District of North Vancouver	\$-	0
City of North Vancouver	\$-	0
Total	\$432,414,660.00	114

¹ For new industrial buildings only (no additions or renovations)

Mill Rates

2017 Rank	2019 Rank	Municipality	2019 Commercial Mill Rate (Class 5)	2019 Residential Mill Rate (Class 1)	Commercial-to-Residential Tax Ratio
1	1	City of Chilliwack	5.867	3.110	1.886
2	2	City of Abbotsford	6.900	3.100	2.226
17	3	City of Port Moody	5.700	2.399	2.376
3	4	City of Surrey	4.628	1.757	2.634
4	5	City of Langley	6.971	2.324	3.000
5	6	City of Delta	11.879	3.771	3.150
6	7	City of Maple Ridge	8.937	2.833	3.155
8	8	District of Mission	9.492	2.981	3.184
12	9	City of Vancouver	4.271	1.336	3.198
14	10	City of Burnaby	10.323	2.884	3.579
11	11	City of Port Coquitlam	8.730	2.361	3.697
6	12	Township of Langley	7.915	2.028	3.903
16	13	City of New Westminster	16.398	3.930	4.172
15	14	City of Coquitlam	8.037	1.919	4.188
18	15	District of North Vancouver	7.094	1.661	4.270
10	16	City of North Vancouver	5.030	1.161	4.332
8	17	City of Richmond	13.550	2.906	4.663



Explore | Experience | Excel

The Township of Langley is the fastest growing municipality in the region. Our community’s population of over 126,000 is projected to double by 2040.

With direct access to the Trans-Canada Highway, US border crossings, and international markets, the Township of Langley is central for clients, customers and employees, and is advantageously situated for import and export opportunities.

As an inclusive and diverse community, having a median population age of 41 with an annual household income of \$117,000, there’s a growing market for population-serving industries and those requiring talent & labour pool. With a younger population than many similar communities, population projections show continued growth in the core working-age range.



Ranked #4 in 2019’s Best Cities for Work in BC, with ~7,000 licensed businesses and newly incorporated businesses on the rise, inter-municipal business licensing options, and **advantageous business taxation**, there is a value-proposition for your businesses in the Township.

Industry sector capacity and diversity fuels our local economy. **Check out our economic profile at invest.tol.ca and watch our videos on YouTube/LangleyTownship.**

Winner of the BCEDA 2018/2019 Stan Rogers Memorial Award for our new Aldergrove Credit Union Community Centre and Otter Co-op Outdoor Experience project making the most significant economic impact in a community.

Contact our team today! Email us at investnow@tol.ca



Timing

2019 Rank	Municipality	Pre-Application Design Review (days)	Rezoning Process (days)	Development Permit Process (days)	Subdivision Approval (days)	Building Permit (days)	2019 Approval Timing (days)	2017 Approval Timing (days)	Percentage Change
1	City of Richmond	3-5	60-120	concurrent	concurrent	concurrent	120	120	0%
1	Township of Langley	30	60-120	concurrent	concurrent	concurrent	120	120	0%
1	City of Chilliwack	7	60-120	concurrent	concurrent	concurrent	120	120	0%
4	City of Langley	N/A	60-120	concurrent	concurrent	<60	180	180	0%
4	City of Maple Ridge	N/A	60-120	concurrent	concurrent	concurrent	120	180	0%
4	City of New Westminster	<42	120-180	concurrent	concurrent	concurrent	180	180	0%
7	City of Delta	At Request	120-180	concurrent	concurrent	<60	240	360	-33%
8	City of North Vancouver	14-21	180-240	concurrent	concurrent	<60	300	360	-17%
9	City of Abbotsford	14-21	180-240	concurrent	concurrent	60-120	360	180	100%
9	City of Port Coquitlam	N/A	120-180	concurrent	concurrent	120-180	360	180	100%
9	City of Coquitlam	56-84	180-240	concurrent	concurrent	60-120	360	425	-15%
9	District of North Vancouver	150	120-180	concurrent	concurrent	120-180	360	360	0%
9	District of Mission	21	120-180	concurrent	concurrent	120-180	360	240	50%
14	City of Vancouver	Varies on Complexity	240-365	concurrent	concurrent	concurrent	365	365	0%
15	City of Burnaby	N/A	120-180	concurrent	concurrent	180-240	420	180	133%
16	City of Port Moody	60-90	240-365	concurrent	concurrent	60-120	485	365	33%
17	City of Surrey	30	240-365	concurrent	concurrent	120-180	545	180	203%

Increase from 2017 survey Decrease from 2017 survey

*Outside estimate inclusive of concurrent processing of rezoning, subdivision, DP, and BP where allowed, not including pre-application review

Over 65 Years of Building Excellence

At Beedie, we've been building opportunities and communities since 1954. We've developed more than 30 million square feet of industrial space, built master-planned communities, and manage 12+ million square feet of our own industrial portfolio. As Western Canada's largest private industrial developer and property manager, we deliver unparalleled value across all of our divisions, offering our clients and home buyers a competitive advantage in today's marketplace.

As we grow our operations across North America, we are pleased to announce that we now have industrial building opportunities available in British Columbia, Alberta, Ontario, and soon to be Las Vegas, Nevada.

Find out more at [Beedie.ca](https://www.beedie.ca)

Beedie/ Built for good

Advocacy Update



The NAIOP Vancouver Leadership is pleased to report that once again our Development and Government Relations Committee has worked hard on behalf of the NAIOP Vancouver membership to bring about positive change in our industry through 2019.

Fair Tax Coalition

A positive result from our effective participation in the Fair Tax Coalition with the City of Vancouver: a revised tax distribution is being implemented beginning in 2019. Up to this point, Vancouver businesses occupied only 7% of properties but paid 45% of Vancouver's tax bill and small businesses were in many cases feeling the impact. Aimed at supporting small business and seeing a more equitable portion of taxes paid by residential property owners, a shift of 2% of property tax from commercial to residential properties will be phased in over three years. Implementation will begin with the first one percent reflected in 2019 tax bills, followed by .5 per cent in 2020 and another .5 per cent in 2021. This is the first change of its kind since 2012 and represents a positive step towards a more equitable tax system.

Development Cost Levies (DCL)

Through 2019, NAIOP Vancouver continued its long-standing and productive working-relationship with the City of Vancouver in the area of Development Cost Levies (DCL). This year the dialogue has been focused on accountability for current increases to the DCL, CAC targets and Density Contributions as well as the more recently introduced (2017) Utilities DCL. Because the City often posts an "unallocated" portion (ie. surplus) from these collected funds, NAIOP Vancouver has championed increased transparency in the process

whereby such surpluses would be taken into consideration prior to the determination of future increases to DCL rates. With respect to the Utilities DCL, NAIOP Vancouver has encouraged the city to ensure that the collection of the City-wide Utility DCL be funded in proportion to the intended residential or non-residential use, and any affordable housing contribution should be related to residential development only.

Industrial Affordability

NAIOP Vancouver continues to communicate practical solutions to the City of Vancouver regarding Industrial Affordability. Further to a motion this summer titled "Accelerating Action on **Industrial Affordability**", NAIOP's position is that the best way for the City to supply industrial space is to focus on less regulation, more density, and overall fewer restrictions and limitations, specifically through the following actions: allowing more flexibility in site use; utilizing mixed-use to help subsidize industrial development, where compatible; finding opportunities for increased density and relaxed height restrictions; modernization of loading requirements and exclusions; additional FSR, height, and parking restrictions in transit-oriented locations; more on-site amenity spaces through height and FSR exclusions.

City of Vancouver Fast Intake Track Commercial Renovation Pilot

Thanks in part to NAIOP Vancouver's input and advocacy, last May the **City of Vancouver Fast Intake Track Commercial Renovation Pilot** (FIT) was announced. NAIOP Vancouver attended several permitting committee discussions and pressed for a reduction in permitting times. The aim of the FIT pilot

is to reduce Service Center wait times for commercial renovation submissions and allow those who have successfully passed screening to leave their applications with the City of Vancouver without further waiting for an ECO submission intake. The City anticipates that the FIT pilot will reduce wait times and decrease the overall load within the Services Centre. All frequent commercial renovation permit applicants have been invited to participate. NAIOP applauds the City of Vancouver for this important step toward simplifying processes and streamlining workflow for all concerned.

The Developers Round Table is a unique initiative held twice annually by NAIOP Vancouver. Open to Platinum and Gold Sponsors only, this "in camera" setting is attended by 25 to 30 senior commercial real estate executives. Directors of Planning and other senior staff from various municipalities are invited to speak on initiatives. The lively and fruitful conversations are helpful to both developers and planners. Over the past 24 months, several sessions have been held with Planning Departments from cities throughout the Lower Mainland.

Metro Vancouver Industrial Stakeholder Workshops/Programs.

This fall Metro Vancouver will continue to seek feedback from NAIOP Vancouver and its members on a variety of Industrial programs. NAIOP Vancouver invites members to contribute in:

- Targeted workshops focused on the Greater Vancouver Gateway Council and the Greater Vancouver Urban Freight Council
- A 2020 update to the Metro Vancouver Industrial Lands Inventory (ILI)

- A Metro 2040 Industrial and Mixed Employment policy review
- Initiatives related to industrial and employment lands in the regional growth strategy
- Consultation for the Regional Industrial Lands Strategy (RILS)
- Policy options to address pressures on industrial lands, site issues, and governance / partnerships.

NAIOP Vancouver encourages all its members to become involved in this important work. Not a member of NAIOP Vancouver Chapter? Take this opportunity to get involved at the local level and be part of the change you want to see: www.naiopvcr.com/membership

As always, the board and members of NAIOP Vancouver would like to extend their sincere thanks to the Planning Staff and Councils of the Metro Vancouver for their continued partnership. Through our work together, we are able to find solutions to complex issues with the common goal of building and improving the beautiful Metro Vancouver area.



Chosen by investor clients based on our integrity, expertise, reputation and proven ability to produce results. Managing over 8.5 million square feet of office, retail, industrial, residential and strata properties.



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Development Examples



Beedie

Built to Suit for Sobeys (Campbell Heights, Surrey)

This project consists of a single 530,800 ft² industrial building on a 29.39-acre lot in Campbell Heights, Surrey. The project includes a variety of temperature-controlled zones to accommodate Sobeys's business requirements. The building height maximum was varied from 14 meters under the IB-2 zoning to 18.5 meters. A parking variance was also required to accommodate the user's requirements.

All required approvals were achieved in under one year through close collaboration and an

ongoing dialogue with the City of Surrey. This project utilized the Certified Professional program for the Building Permit review. Occupancy is expected in early 2020.

"From day one, the project schedule was critical to Sobeys's. Surrey came to the table and was very collaborative through design/development and approvals process to achieve the critical project milestones."

Andrew Peterson, Beedie

Conwest

Speculative Strata Redevelopment (Port Coquitlam)

On what was formerly a single use industrial lot at 1579 Kingsway Avenue in Port Coquitlam, Conwest has completed construction of a 16 unit strata project totaling 115,000 ft² (90,000 ft² of industrial space on the 1st floor and 25,000 ft² of office on the 2nd). Achieving occupancy on Sept 27th, the project approvals involved discharging a land use contract and a watercourse DP. As part of this development, Conwest completed significant road frontage upgrades.

"The City of Port Coquitlam welcomed the development and was open to redeveloping the antiquated single use building to a multi-user strata development"

Peter Woerler, Conwest



Delta iPort

GWL Realty Advisors (Tsawwassen First Nations)

This 454,000 ft² project (Delta iPort) was developed by GWL as a speculative project that was modified to fit the needs of the primary tenant. GWL worked with the landowner to attain permits in approximately 12 months and achieved occupancy in September 2019. The project approvals included variances for building height, parking ratio and bicycle storage.

Amazon will occupy 454,000 sq. ft. of space within Delta iPort, a new industrial park being developed by GWL Realty Advisors on behalf of project owner, the Healthcare of Ontario Pension Plan (HOOPP), on lands leased from the Tsawwassen First Nation (TFN).

"By working in partnership with the Tsawwassen First Nation, an innovative solution was created for Amazon. The Amazon building is for the first phase of the 57-acre Delta iPort industrial park. When complete, the campus will offer nearly one million sq. ft. of modern distribution space across two separate buildings."

2020 COMMERCIAL REAL ESTATE AWARDS OF EXCELLENCE

MAY 2020

NAIOP Vancouver, in partnership with Business in Vancouver, is delighted to present:
The 2020 Commercial Real Estate Awards of Excellence. This event will recognize excellence in commercial real estate within the Metro Vancouver area for the 2018 and 2019 calendar years. The awards recognize the full range of disciplines involved in creating successful real estate solutions, while highlighting the leadership role played by property owners, developers and professional advisers. The NAIOP and BIV Commercial Real Estate Awards of Excellence recognize quality and performance, innovation and creativity, teamwork and collaboration, as well as community and environmental awareness.

Deadline for nominations: February 3, 2020

Finalists announced by end of March 2020

Gala dinner where winners are announced live in May 2020

AWARDS CATEGORIES

BEST INVESTMENT TRANSACTION

Award will be given to the team or individual responsible for negotiating the top investment transaction completed during the 2018 -19 calendar years. Selection will be based upon the complexity, innovation and creativity of the transaction to meet the objectives of all parties involved. Market impact of the transaction will also be considered.

BEST OFFICE DEVELOPMENT

Award will be given to the team or individual responsible for developing the top office project completed during the 2018 -19 calendar years. Selection will be based upon the quality, functionality, leasing, sustainability and financial performance of the project. Innovation will also be considered.

BEST OFFICE LEASE

Award will be given to the team or individual responsible for negotiating the top office lease completed during the 2018 -19 calendar years. Selection will be based upon the complexity, innovation and creativity of the transaction to meet the objectives of the landlord and tenant. Market impact of the transaction will also be considered.

BEST INDUSTRIAL DEVELOPMENT

Award will be given to the team or individual responsible for developing the top industrial development completed during the 2018 -19 calendar years. Selection will be based upon the quality, functionality, leasing, sustainability and financial performance of the project. Innovation will also be considered. This category shall include both multiple building projects and single building projects.

BEST INDUSTRIAL LEASE

Award will be given to the team or individual responsible for negotiating the top industrial lease completed during the 2018 -19 calendar years. Selection will be based upon the complexity, innovation and creativity of the transaction to meet the objectives of landlord and/or tenant. Market impact of the transaction will also be considered.

BEST MIXED-USE DEVELOPMENT

Award will be given to the team or individual responsible for developing the top mixed-use project completed during the 2018 -19 calendar years. Selection will be based upon the quality, functionality, leasing, sustainability and financial performance of the project. Innovation and scale will be considered.

BEST RETAIL DEVELOPMENT

Award will be given to the team or individual responsible for developing the top retail project completed during the 2018 -19 calendar years. Selection will be based upon the quality, functionality, leasing, sustainability and financial performance of the project. Innovation will also be considered.

BEST TENANT IMPROVEMENT

Award will be given to the team or individual responsible for the best tenant improvement completed during the calendar year 2018 - 19. Selection will be based upon the quality, functionality, leasing, sustainability, and financial performance of the project, innovation will also be considered. This category shall include both building projects and single building projects.

Nominations will be open December 2, 2019. For more information, visit www.biv.com/crea

NAIOP

COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION

VANCOUVER  CHAPTER

WE ARE COMMERCIAL REAL ESTATE

NAIOP Vancouver represents commercial real estate developers, owners and investors of office, industrial, retail and mixed-use properties. It provides strong advocacy, education and business opportunities and connects its members through a powerful North American network.



BECOME A MEMBER OF NAIOP VANCOUVER AND BENEFIT:

CONNECTION & EDUCATION

- Local networking opportunities through monthly breakfast speaker series and events.
- Mentorship program and special events for Developing Leaders, under 35 years of age
- The Icon Speaker series, which provides access to top tier industry leaders
- Education opportunities—through seminars, webinars and symposia, including the annual Developers' Symposium
- Active online community, allowing members to join the conversation, grow their networks and obtain the latest commercial real estate news via Twitter and LinkedIn



NAIOPVancouver



NAIOP Vancouver Group

INFORMATION & RECOGNITION

- Industry and market information—through breakfast speakers, special publications and the chapter website, www.naiopvcr.com
- Access NAIOP Canada Sustainability Blog articles, reports, case studies and other sustainability-related works
- Biweekly e-bulletins keep members up to date on industry news and events
- Biennial NAIOP Commercial Real Estate Awards of Excellence Gala, to recognize the best transactions and developments in the industry
- The Annual Cost of Business Report—which reviews the effectiveness of local municipalities in addressing office and industrial development projects
- Legislative voice with municipal and provincial officials—through our Development Issues and Government Affairs Committee

NAIOP works for members year round to enhance market knowledge and exposure, to help streamline the industry, and provide a healthy sprinkling of camaraderie and fun. The Vancouver Chapter of NAIOP is one of 52 chapters in a network that represents the interests of developers and owners of industrial, office and related commercial real estate throughout North America. NAIOP's award-winning Annual Cost of Business Report is a benchmark of performance for over 21 municipalities in the Metro Vancouver area with respect to their development costs and ease of doing business.

**FOR MORE INFORMATION ON NAIOP – VANCOUVER CHAPTER
OR ANY OF ITS EVENTS, VISIT WWW.NAIOPVCR.COM**